



TIAA-CREF Lifetime Income Survey
Executive Summary
February 3, 2015



Financial Services

TIAA-CREF Survey: Americans Want Monthly Retirement Income But Don't Know How to Get It

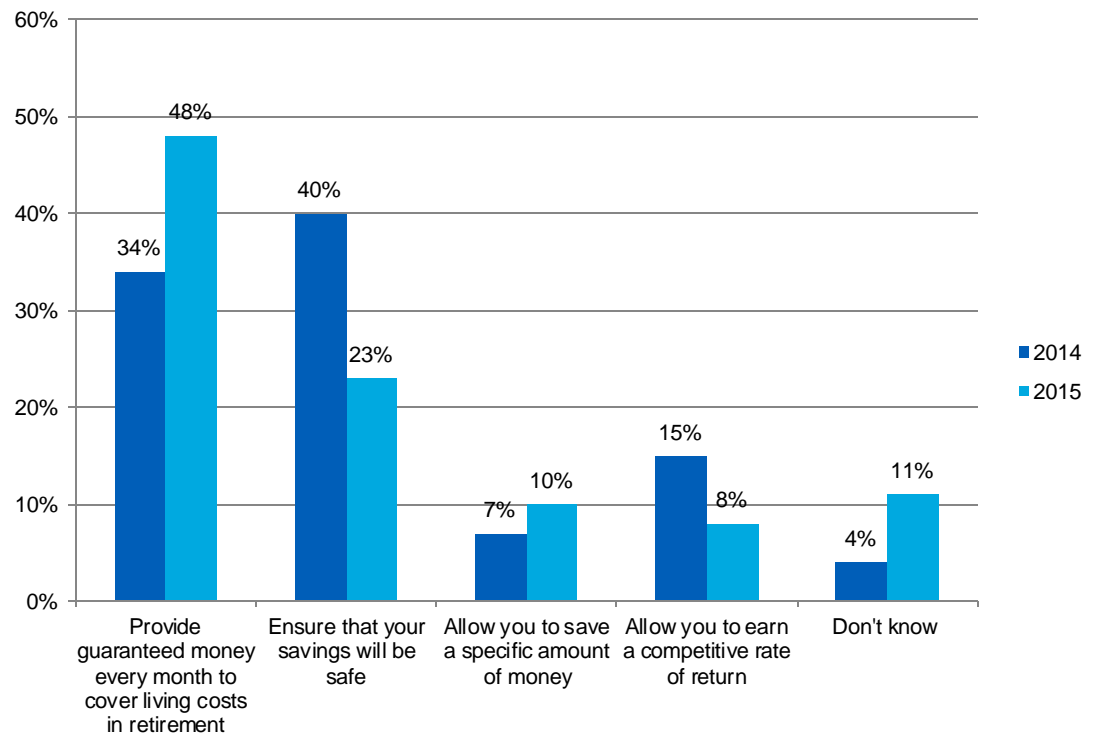
Despite being concerned about their financial future, few Americans are taking steps to secure lifetime income

According to a new TIAA-CREF survey, 84 percent of Americans say having a guarantee of monthly income for the rest of their life is important to them. Nearly half (48 percent, up from 34 percent in 2014) say that having guaranteed income to cover living costs should be the primary goal for their retirement plan. That increase highlights Americans' growing focus on having a regular paycheck during their post-career years.

But, for as important as Americans say it is to have guaranteed monthly income in retirement, only 14 percent have actually purchased an annuity, which is the only way to ensure income that retirees can't outlive. Furthermore, many Americans (44 percent) are unsure if their current retirement plan even offers them the option of receiving a monthly paycheck in retirement.

The following pages outline Americans' attitudes about lifetime income and provide additional information about TIAA-CREF's expanded portfolio of advice and financial education resources.

If you could set one primary goal for your retirement plan, what would it be?

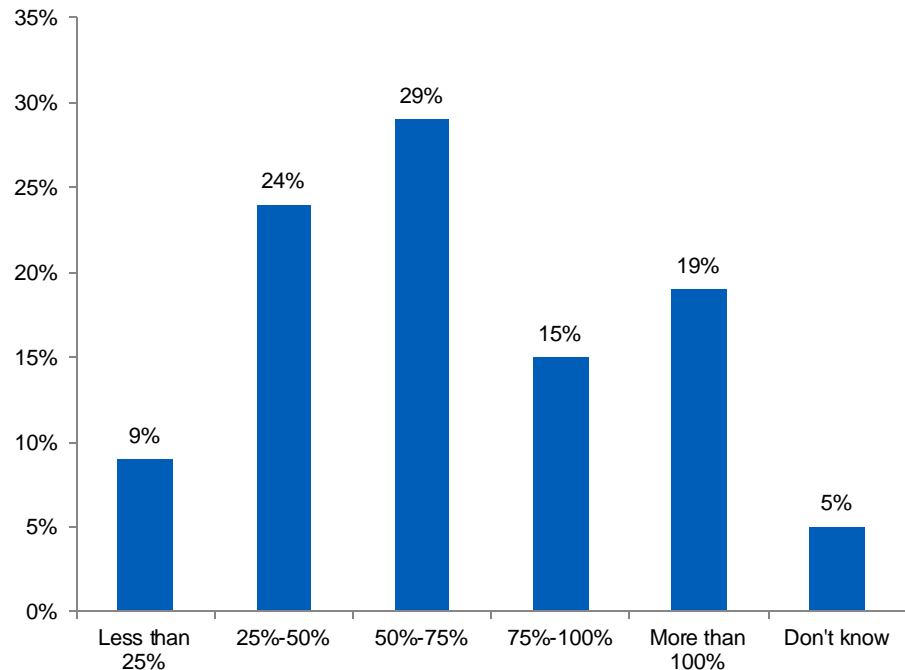


Many Americans need help setting and achieving retirement goals

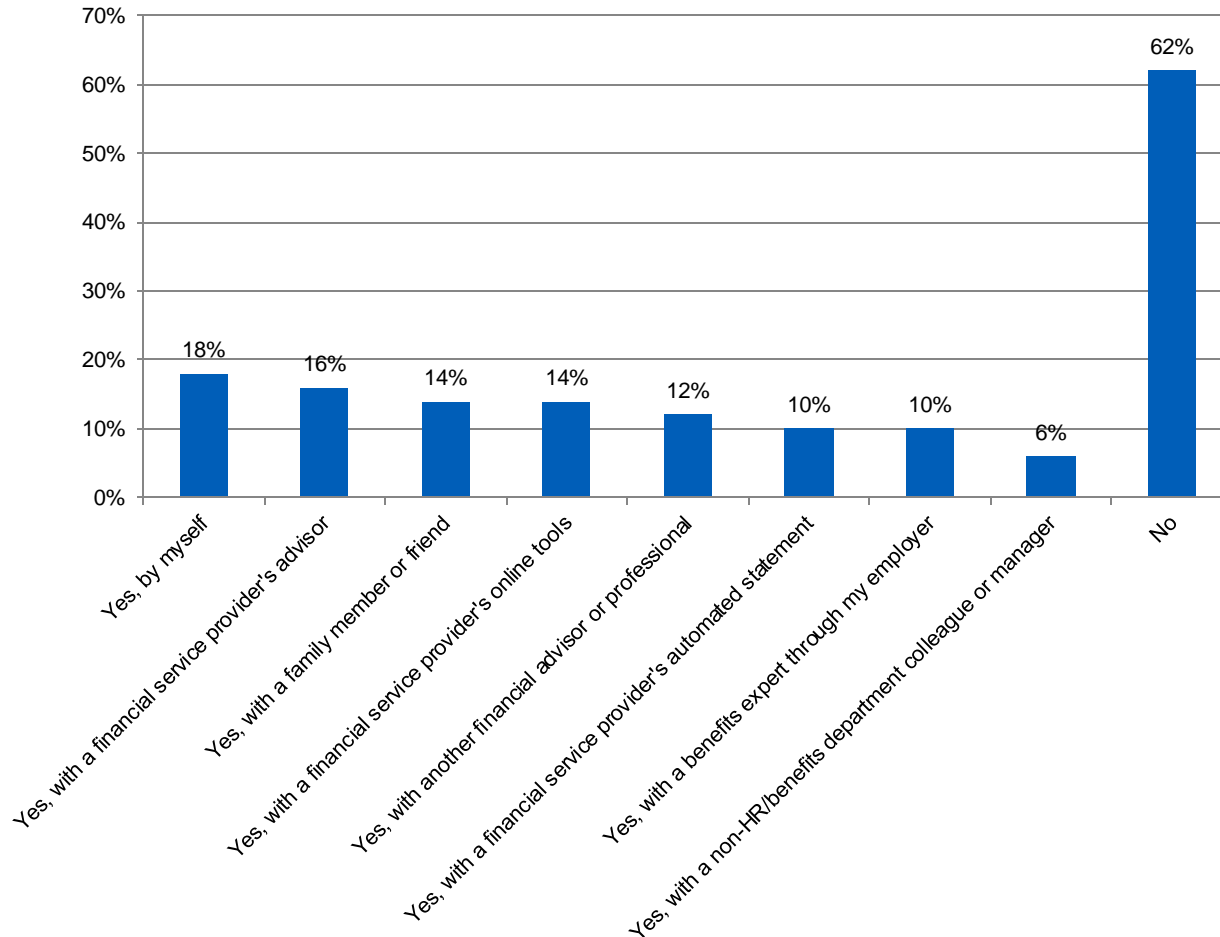
The 2015 Lifetime Income survey showed that Americans are likely to underestimate how much of their income they will need to replace in retirement. Although experts recommend planning to replace 70 percent to 90 percent of pre-retirement income, only one-third of Americans think they will need to replace more than 75 percent of pre-retirement income.

That disconnect may explain the alarming increase, from 21 percent in 2014 to 29 percent in 2015, in the number of Americans who are saving nothing at all for retirement.

What percentage of your current annual income do you think you will need in order to live comfortably in retirement?



Have you done an analysis of how your savings will translate into monthly income in retirement?*



*Note: Respondents could choose more than one option.

Financial advice can boost confidence in lifetime income options

Employers have an opportunity to help employees better understand how to generate a steady stream of income in retirement, by offering access to financial advice. Without such advice, many Americans may be missing out on options in their retirement plans that could help them meet their financial goals.

Only 31 percent of Americans have sought advice on how to translate their retirement savings into lifetime income. Similarly, just 38 percent have analyzed how their savings will translate into monthly income in retirement. In many cases, Americans conducted this analysis without the help of a financial professional.

Financial advice and education can help individuals meet their need for retirement income that they can't outlive.

Americans aren't familiar with annuities

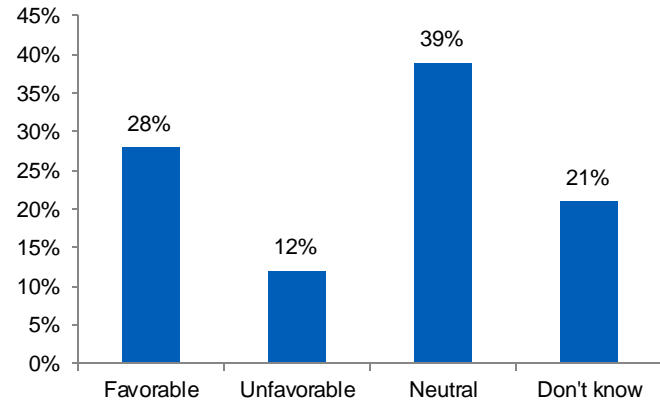
The survey revealed that 46 percent of Americans are worried about running out of money in retirement. Yet the majority (65 percent) are not familiar with annuities, which are the only sure way besides Social Security or a pension to guarantee a steady stream of income in retirement. This is particularly true of Americans ages 18-34: Only 26 percent are familiar with annuities, compared to 48 percent of Americans ages 55-64.

What's more, only 28 percent of Americans overall have a favorable impression of annuities, and only 29 percent have purchased an annuity or plan to do so in the future.

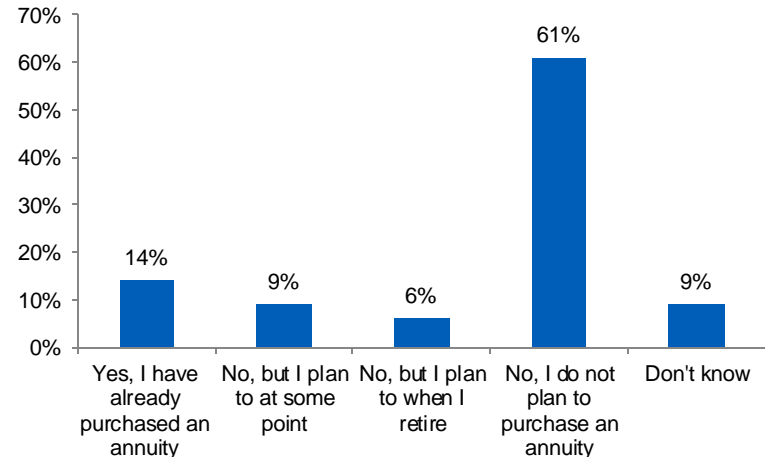
These results highlight the opportunity for many Americans to learn about the benefits annuities can offer. The results also reveal the critical need for education and financial advice to help Americans who are clear about what they want from their retirement plan, but unclear about how to achieve it.

The findings come from TIAA-CREF's 2015 Lifetime Income Survey, which was conducted by an independent research firm and polled a random sample of 1,000 adults nationwide to assess their attitudes, preferences and behaviors about lifetime income and receiving financial advice. The survey was not conducted among TIAA-CREF participants, and the survey questions and responses did not reference or concern any TIAA-CREF product, service or client experience.

What is your impression of annuities?



Have you purchased an annuity or do you plan to in the future?



Improving access to advice

In response to individuals' diverse needs and preferences for receiving information, TIAA-CREF has expanded its portfolio of advice and financial education resources to give clients more options for receiving help.

- **Enhanced Online Advice and Guidance Center:** TIAA-CREF's Advice and Guidance Center has expanded to feature articles and resources based on commonly searched financial topics, including retirement, and a variety of other important life events. The enhanced site also delivers TIAA-CREF clients individualized content to ensure the information they receive is relevant to them.
- **For Women:** To give women the tools they need to help them become financially secure and successful, TIAA-CREF continues to expand its Woman to Woman Financial Empowerment Series, which includes workshops that are developed by women, for women. Each workshop is interactive, allowing attendees to learn from the financial consultant, as well as the other women in the room.

The TIAA-CREF 2015 Lifetime Income survey was conducted by KRC Research by phone among a national random sample of 1,000 adults, ages 18 years and older, from Jan. 7-13, 2015, using landline and cell phone interviews. The margin of error for the entire sample is plus or minus 3.1 percentage points.

- **TIAA-CREF “Financial Essentials” Financial Education Program:** This series of in-person workshops and webinars addresses a variety of topics from investing, saving and budgeting to planning and living in retirement. Workshops tackle the real issues individuals face, like planning for healthcare costs in retirement and learning how to effectively use online tools to help manage their finances.
- **In-Person Advice Services:** TIAA-CREF offers access to financial consultants via phone and at more than 100 offices across the country.

Explore further

For more information on the survey and TIAA-CREF's advice and planning resources, visit tiaa-cref.org. For more information on TIAA-CREF's advice and guidance offerings, visit our [Advice and Guidance Center](#).

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