Diversifying your income in retirement

Having multiple sources of retirement income can help reduce certain risks
We all know the importance of diversification when saving for retirement to help address market downturns and low interest rates. At retirement, diversification remains just as important to help manage the risk that comes with longer life expectancies: running out of money. That’s where annuities come in; beyond Social Security and traditional pension plans, they’re the only way for you to receive income for life.

**Your retirement income**

![Diagram of retirement income sources](image)

- **Lifetime income**
  - Social Security
  - Fixed annuities
  - Variable annuities

- **Retirement income**
  - Systematic withdrawals

**Social Security**
- Social Security and pensions are a source of guaranteed income.
- The amount you receive depends on your earnings and when you claim benefits (Social Security Administration rules available at ssa.gov).

**Fixed annuities**
- Allow you to create a guaranteed monthly income stream.
- Offer protection against market volatility and provide income that never runs out.
- While payment is guaranteed, it may not keep pace with inflation.

**Variable annuities**
- Allow you to create a monthly income stream where your payment amount will fluctuate depending on market performance.
- Income payments have the potential to grow over time to help keep pace with inflation and rising costs.

**Systematic withdrawals**
- Withdrawals from your investment portfolio (e.g., bonds, stock, cash).
- Market volatility and the length of retirement may cause money to run out.
- Offer liquidity to meet spending needs along with the potential for asset growth.

**Opportunity for more retirement income**

20% more certainty-equivalent income is possible by including lifetime income from both fixed and variable annuities, according to Morningstar, an independent research firm.
How to build a diversified income portfolio in retirement

A general starting point for an optimal diversified retirement income plan is to dedicate about two-thirds of your income needs to sources that provide lifetime income. An important component will be a mix of fixed and variable annuities to complement other lifetime income sources such as Social Security and pensions. Then, take the rest of your income from traditional portfolio withdrawals. Here’s a quick guide:

1. Estimate how much income you’ll need in retirement
2. Take 2/3 of that from sources that provide lifetime income
3. Subtract Social Security and pensions to determine your allocation to annuities
4. Determine the mix of fixed and variable annuities that suits you

Addressing the four important retirement risks

<table>
<thead>
<tr>
<th></th>
<th>Fixed annuities</th>
<th>Variable annuities</th>
<th>Systematic withdrawals</th>
<th>Diversified income strategy</th>
</tr>
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<tbody>
<tr>
<td>Longevity protection</td>
<td>$</td>
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<tr>
<td>Market volatility</td>
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<td>Inflation</td>
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<td>Cognitive decline</td>
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* This point of view is designed to be a starting point for the retirement income conversation. It is not a recommendation.
Example

Income from a mix of fixed and variable annuities as well as investment portfolio withdrawals may improve outcomes

Below is a hypothetical illustration of how a diversified income strategy can help improve retirement readiness. This example is not intended to predict or project performance of any account. Actual returns will vary.

In this example, David is 68 years old. He has saved $750,000 and wants an annual income in retirement of $60,000. Of that, $24,000 will come from Social Security and pensions. David needs to generate $36,000 a year to meet his retirement income goal.

<table>
<thead>
<tr>
<th>Lifetime income in retirement</th>
<th>Target annual income in retirement</th>
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<tbody>
<tr>
<td>$60,000</td>
<td>$60,000</td>
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<table>
<thead>
<tr>
<th>2/3 of annual income</th>
<th>David sources lifetime income from fixed and variable annuities, along with Social Security and pensions.</th>
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<tbody>
<tr>
<td>Lifetime income sources</td>
<td>$40,000</td>
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<tr>
<td>Social Security and pensions</td>
<td>$24,000</td>
</tr>
<tr>
<td>Fixed annuities</td>
<td>$8,000</td>
</tr>
<tr>
<td>Variable annuities</td>
<td>$8,000</td>
</tr>
</tbody>
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<thead>
<tr>
<th>1/3 of annual income</th>
<th>He uses a portion of his fixed and variable annuity accumulations to receive lifetime income payments from each.</th>
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<tbody>
<tr>
<td>Portfolio withdrawals</td>
<td>$20,000</td>
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- David covers **2/3** of his income goal by complementing his $16,000 annuity income with the $24,000 from Social Security and pensions.
- David covers **1/3** of his income goal using a 4% annual portfolio withdrawal strategy for the remaining $20,000.
With a mix of portfolio withdrawals, annuities, and other lifetime income sources, David has enough assets saved to meet his retirement income goal—and has savings remaining to use in other ways.

<table>
<thead>
<tr>
<th>Annual income breakdown</th>
<th>Total savings</th>
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<tbody>
<tr>
<td>2/3 of retirement income</td>
<td>Social Security and pensions $24,000 $40,000</td>
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<tr>
<td>Annuities $16,000</td>
<td>Amount required for fixed annuity payment* $112,500</td>
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<tr>
<td>• Fixed $8,000</td>
<td>Amount required for variable annuity payment* $128,500</td>
</tr>
<tr>
<td>• Variable $8,000</td>
<td></td>
</tr>
<tr>
<td>1/3 of retirement income</td>
<td>4% portfolio withdrawals $20,000</td>
</tr>
<tr>
<td>Annual retirement income goal</td>
<td>$60,000</td>
</tr>
<tr>
<td>Total excess savings remaining</td>
<td>$9,000</td>
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</table>

* Desired income uses an inflation rate using Consumer Price Index (Urban) data from the Bureau of Labor Statistics. This case study assumes a combination of a variable annuity using actual CREF Stock history, a pure fixed annuity, and a withdrawal account with a 60/40 equity/fixed portfolio. Variable annuity assumes a CREF Stock Account payout rate of 7.12%, which was the 2021 payout rate, no matter which unit class the money was in before retirement. Fixed annuity assumes a TIAA Traditional payout rate of 6.23% based on the 2021 TIAA new money rates of October 2021. This rate applies to all new settlements and is the same for all accumulating contracts. Income rates based on a Single Life Annuity with 10 years guaranteed, issued at age 68. The pure withdrawal strategy is a 60/40 equity/fixed portfolio. Equities assume historical CREF Stock performance; the fixed component is based on historical Ibbotson bond data with a 70/30 government/corporate mix. This hypothetical illustration is not intended to predict or project returns. Actual results will vary.

**Summary**

A diversified portfolio that includes lifetime income from fixed and variable annuities, available through the plan, can provide participants with more confidence, better outcomes, the ability to retire on time, and the reliability of having income for life.

- The accumulated savings needs to generate $36,000 to meet the retirement income goal.
- A 4% withdrawal from current savings alone would result in a $6,000 annual income shortfall ($750,000 x .04 = $30,000). $900,000 of savings would be needed to generate $36,000 under a 4% withdrawal strategy.
- A diversified lifetime income plan generally provides higher payout rates compared to the typical 4% withdrawals.
- The example above illustrates how to achieve the desired income goal using fewer assets, leaving $9,000 to allocate towards discretionary spending (i.e., “true liquidity”).
Any guarantees under annuities issued by TIAA are subject to TIAA’s claims-paying ability.

A variable annuity is an insurance contract and includes underlying investments whose value is tied to market performance. When markets are up, you can capture the gains, but you may also experience losses when markets are down. When you retire, you can choose to receive income for life and/or other income options. There are risks associated with investing in securities including possible loss of principal.


- The potential benefits of developing a retirement income strategy considering both immediate fixed annuities (IFA) and immediate variable annuities (IVA), using a stochastic utility model, using a Monte Carlo approach combined with a scenario framework.
- Households that should consider annuitization are generally those with conservative portfolios, lower levels of existing guaranteed income (i.e., Social Security benefits), higher initial withdrawal rates, higher subjective life expectancies, higher levels of shortfall risk aversion, and lower liquidity preferences.
- “Certainty-equivalent” retirement income increases by 20%, on average, when incorporating annuities, although the gains differ significantly across households. The certainty-equivalent is closely related to the concept of risk premium or the amount of additional return an investor requires to choose a risky investment over a safer investment.
- Withdrawals are always assumed to take place at the beginning of the year. Taxes are ignored for the analysis.
- The discount rate for the IFA pricing calculation is constant and assumed to be 5%.
- The discount rate for the IVA pricing calculation is also constant for the pricing calculation and is based on the assumed interest rate (AIR) of 4%.
- The pricing model for the analysis intended to target the average annuity payout, not the best possible payout available.
- For each of the 22 variables we allow for low, moderate, and high values. Examples of the variables included were retirement age, portfolio equity allocation, Social Security retirement benefits, etc.
- With 31 billion different potential combinations across these 22 different assumptions, the authors ran 10,000 different scenarios generated from the three values randomly selected for each variable.
- The annuity allocation is assumed to never exceed 50% of the portfolio.
- Every retiree household is different. The greater the range of potential products and solutions a financial advisor has available to recommend to the household, the better the retirement income strategy is likely to be. In this paper, we explore the potential benefits associated with using immediate fixed annuities (IFAs) and immediate variable annuities (IVAs), with a particular focus on when each is the best fit.
- The analysis suggests there is considerable benefit to not only incorporating additional guaranteed income into retirement income strategies (consistent with past research), but also in helping retirees determine which form of guaranteed income is optimal. While many financial advisors often talk about the benefits of diversification from a portfolio perspective, the same concepts also apply to retirement income products.

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