



# Help for pursuing your financial goals



BUILT TO PERFORM.

CREATED TO SERVE.

## Pursuing financial well-being—TIAA can help

What does success look like for you? On the following pages, you can learn about some of TIAA's products and services, which you may want to consider to help you plan and invest for what matters most to you. We offer:

### A history of serving our customers

Since 1918, TIAA has helped millions of people build more secure financial futures. We specialize in the financial needs of people who work in academic, government, medical, cultural and other nonprofit fields.

### Award-winning performance

Our history of performance is recognized in the industry. Lipper awarded TIAA the Best Overall Large Fund Company for the fifth consecutive year—a first for any fund company.<sup>1</sup>

### Low costs

On average, TIAA's mutual fund and variable annuity account expenses are less than half the industry average.<sup>2</sup>

### Advice and education at no additional cost

Making decisions about your money isn't easy. And you don't have to go it alone. A TIAA financial consultant can work with you to help:

- Assess your financial needs
- Analyze your goals and objectives
- Recommend solutions
- Implement a strategy
- Review your progress at your request



## It can be easy to get started



Visit **TIAA.org** anytime to learn more about our products and for tools to manage your savings and investments.



Call **800-842-2252**, weekdays, 8 a.m. to 10 p.m. and Saturday, 9 a.m. to 6 p.m. (ET), with any questions.



Schedule a one-on-one session with a TIAA financial consultant:

- Call us at **800-732-8353**, weekdays, 8 a.m. to 8 p.m. (ET)
- Visit **TIAA.org/schedulenow**
- Or visit **TIAA.org/local** to set up a meeting at one of our offices nationwide

## Saving for retirement at work and on your own

You'll likely need 70-80% of your preretirement income each year to live comfortably in retirement. We can help you figure out how much you should save based on your age and situation, and assess your investment options.

Your employer's retirement plan may offer options to make saving easier:

- Convenience: Automatic payroll deductions
- “Free” money: Possible employer match on your contributions, if available
- Plans may be available to save for healthcare expenses in retirement

You may also want to consider supplementing those savings on your own. Options include:

- Tax-advantaged Traditional IRAs, Roth IRAs and after-tax annuities, along with SEP and SIMPLE IRAs for small businesses or for those who are self-employed
- TIAA brokerage account where you can invest in mutual funds, individual stocks, ETFs and more—on your own or with our help<sup>3</sup>
- A managed account, where our consultants follow a professional investment approach to manage your portfolio<sup>4</sup>

## Paying for college

Tuition, housing, books and other expenses can add up fast. There are several ways to save for education. Each has different tax implications and different levels of risk. Let us help you explore possible options for your situation.

- 529 college savings plan: Any earnings can grow tax deferred at both federal and state level; withdrawals are tax free for qualified higher education expenses.<sup>5</sup>
- Coverdell Education Savings Account (previously called an Education IRA): Save on a tax-deferred

basis and use it to pay for K–12 tuition and college.

- Mutual fund custodial account in your child's name, also known as Uniform Transfer to Minors Act (UTMA) or Uniform Gift to Minors Act (UGMA)
- TIAA brokerage account<sup>3</sup> for additional investment options

## Saving for a major purchase

Thinking about buying a new car? A house? Having a plan can help. We can help you consider:

- The estimated cost of the major purchase
- Short-, medium- or long-term investment strategies
- Your other financial goals

We can also help you evaluate various investments, including low-cost mutual funds, fixed and variable annuities,<sup>2</sup> a managed account or a TIAA brokerage account.

## Insuring the future of loved ones

Life insurance can provide safety and security and should be an important part of an overall financial plan. Our financial consultants and insurance representatives can help you understand how much life insurance you may need. We can also help you explore different policy options. For instance, TIAA-CREF Life Insurance Company (TIAA Life)<sup>8</sup> offers:

- **Term life insurance:** Coverage for specific time periods
  - Annual renewable term life: For the lowest initial cost
  - Level term life: Premiums guaranteed not to increase for a set period\*
- **Permanent life insurance:** Provides a death benefit and potential for cash value accumulation on a tax-deferred basis<sup>6</sup>

\*Guarantees are based on the claims-paying ability of the TIAA Life.

Exclusions, restrictions, limitations and reductions in benefits will, in certain situations, apply to your life insurance policy.

Life insurance and after-tax annuities are issued by TIAA-CREF Life Insurance Company, New York, NY.

## Managing retirement income

If you're getting close to retirement, we can help you think about future income: how much you may need and how you could receive it. For instance:

- TIAA offers a variety of lifetime income options<sup>7</sup> that can supplement Social Security and your other sources of income.
- Some withdrawal plans offer flexibility, where income can be adjusted if circumstances change while maintaining a diversified portfolio.

## Building a legacy with an estate plan

If you've accumulated assets and want to pass them on to your children, grandchildren, a charitable organization or other beneficiaries, you may want to explore estate planning. Our services may help you consider how to:

- Coordinate distribution of assets
- Minimize taxes and expenses
- Work with your attorney on administering any trusts
- Analyze the role of life insurance in paying for any estate taxes

TIAA group of companies and its employees do not offer tax or legal advice, or create and prepare legal documents associated with estate plans.



**TIAA is committed to helping you plan for your overall financial well-being, no matter where you are in life. You can:**



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<sup>1</sup> The Lipper Large Fund Award is given to the group with the lowest average decile ranking of three years' Consistent Return for eligible funds over the three-year period ended 11/30/12 (36 fund companies), 11/30/13 (48), 11/30/14 (48), 11/30/15 (37), and 11/30/16 (37) with at least five equity, five bond, or three mixed-asset portfolios. For the Mixed-Assets category, TIAA ranked against 39 and 36 fund families for the three-year period ended 11/30/15 and 11/30/16, respectively. Note these awards pertain to mutual funds within the TIAA-CREF group of mutual funds; other funds distributed by Nuveen Securities were not included. From Thomson Reuters Lipper Awards, ©2017 Thomson Reuters. All rights reserved. Used by permission and protected by the Copyright Laws of the United States. The printing, copying, redistribution, or retransmission of this Content without express written permission is prohibited. Past performance does not guarantee future results. Certain funds have fee waivers in effect. Without such waivers ratings could be lower. For current performance, rankings and prospectuses, please visit the Research and Performance section on [TIAA.org](http://TIAA.org). TIAA-CREF Individual & Institutional Services, LLC, Teachers Personal Investors Services, Inc., and Nuveen Securities, LLC, Members FINRA and SIPC. A detailed awards methodology can be found at [excellence.thomsonreuters.com/award/lipper](http://excellence.thomsonreuters.com/award/lipper).

<sup>2</sup> Applies to mutual fund and variable annuity expense ratios. Source: Morningstar Direct, December 31, 2016. 59% are less than half their respective Morningstar Universe average and 50% are less than half their respective Morningstar Universe median.

Our mutual fund and variable annuity products are subject to various fees and expenses, including but not limited to management, administrative, and distribution fees; our variable annuity products have an additional mortality and expense risk charge.

<sup>3</sup> Brokerage transaction fees may apply.

<sup>4</sup> Subject to account minimums. Fees may apply.

<sup>5</sup> For withdrawals not used to pay for qualified state and federal higher education expenses, any earnings are subject to federal and income taxes at the account owner's rate plus a 10% federal tax penalty. **Taxpayers should seek advice from an independent tax advisor based on their own particular circumstances.** TIAA-CREF Individual & Institutional Services, LLC, member FINRA, distributor and underwriter for 529 college savings plans managed by TIAA-CREF Tuition Financing, Inc.

<sup>6</sup> Withdrawals and distributions of taxable amounts are subject to ordinary income tax and, if made prior to age 59½, may be subject to an additional 10% federal income tax penalty.

<sup>7</sup> Based on the claims-paying ability of TIAA.

<sup>8</sup> Annual Renewable Term life insurance, policy form series TCL-RT.1; Level Term life insurance, policy form series TCL-LPT.1; Universal life and Survivorship Universal life insurance, policy form series AM-SUL.3 (2008) and AM-JUL.3 (2008); Variable Universal and Survivorship Variable Universal life insurance, policy form series AM-SVUL.3 (2008) and AM-JVUL.3 (2008).

**You should consider the investment objectives, risks, charges and expenses carefully before investing. Please call 877-518-9161 or go to [TIAA.org/prospectuses](http://TIAA.org/prospectuses) for current product and fund prospectuses that contain this and other information. Please read the prospectuses carefully before investing. Carefully read the 529 college savings plan disclosure booklet available on each state's site, or call us at 888-381-8283.**

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