

A solid foundation for your retirement

Guaranteed Growth – Dependable Lifetime Income – Exclusive Benefits

For over 100 years, our flagship product, TIAA Traditional Retirement Annuity has helped millions of participants build and prepare a solid retirement foundation. Our fixed annuity provides **Guaranteed Growth** which means the value of your retirement savings is guaranteed to increase every day even in the most volatile markets. It also provides **Dependable Lifetime Income** by allowing you to turn your savings into regular monthly income to help meet your everyday living expenses in retirement. It's like getting a "paycheck" when you stop working. TIAA stands apart by offering **Exclusive Benefits**. Our 'sharing the profits' approach seeks to reward you with additional growth and income.¹ Traditional is available to individuals including those who currently work for organizations in the nonprofit industries we serve; people who previously worked for those organizations, as long as they were employed for 3+ years or while they were age 55 or older; and family members of those same people (living or deceased).

How TIAA Traditional works

While you are saving

When you contribute to TIAA Traditional, you will be paid interest at competitive crediting rates which are declared in advance.²

- TIAA has credited interest above the contractual minimum guaranteed rate on one or more contracts every year since 1948.³
- Historically, TIAA has paid 0.50% to 0.75% more interest to participants whose contracts have benefits paid in installments over time (and/or impose a surrender charge).⁴ Higher interest rates will lead to higher account balances and additional amounts of retirement income for you.

While you are receiving income

An annuity, like TIAA Traditional, is the only retirement savings option that offers income you cannot outlive – guaranteed for life.

- You choose when to convert some or all of your TIAA Traditional savings into income that you and your spouse or partner cannot outlive.
- You have the option to convert savings into regular monthly income to help meet everyday living expenses in retirement. It's like getting a "paycheck" when you stop working.
- You can combine lifetime income with other income options, payment frequencies, and payment start dates to tailor the plan to your own needs.

TIAA Traditional may help generate more income than you might receive using a 4% per year systematic withdrawal approach referenced in many retirement planning articles. Your personal payout rate for TIAA Traditional will determine the difference.⁵

TIAA Traditional Retirement Annuity is offered by Teachers Insurance and Annuity Association of America (TIAA).

Not worried about outliving your income?

As of year-end 2017, 8,199 people age 95 and older, 873 people age 100 and older and 40 people age 105 and older were still receiving lifetime income from TIAA Traditional.³

TIAA Traditional provides exclusive benefits

With TIAA Traditional you know you won't outlive your lifetime income payments and you won't need to worry about market performance affecting the amount of your guaranteed income in retirement.

- Our nonprofit heritage has distinctive potential benefits for participants. Like all insurance companies, we set money aside (contingency reserves) as required to protect your guaranteed savings and income benefits. However, unlike most insurance companies, we seek to provide unneeded profits back to you in support of your retirement. Consider the following:
- On average, we shared more than \$3 billion with participants each year and \$10 billion total over the past 3 years.
- Since 1994, those receiving lifetime income from TIAA Traditional have experienced 16 increases in their annual annuity payment amounts (at an average increase of 1.07%).⁶
- Higher initial lifetime income for long-term contributors: a sort of "loyalty bonus." Those contributing to TIAA Traditional consistently over a working career saw lifetime income 20% higher on average for retirement dates within the last decade versus those transferring in shortly before and selecting lifetime income.^{6,7}

The TIAA difference

TIAA is one of the largest financial services organizations in the world. We are uniquely dedicated to helping you plan for your retirement. If you need help planning for retirement, a TIAA Financial Consultant will be happy to provide personalized advice based on your plan's investment options.⁸ Schedule an advice session at no additional cost with a TIAA Financial Consultant near you, or call **800-842-2776**.



All guarantees are based on TIAA's claims-paying ability. TIAA Traditional is a guaranteed insurance contract and not an investment for federal securities law purposes. **Past performance is no guarantee of future results.**

TIAA Traditional is available under multiple contract forms. Some contracts allow for full withdrawals and transfers. Other contracts only permit withdrawals and/or transfers to be paid in multi-year installments and certain withdrawals may be subject to a surrender charge. Review your contract, certificate, or other product literature, or contact TIAA for complete details. When TIAA Traditional Annuity is made available within an employer-sponsored retirement plan, income and withdrawal options are subject to the terms of the employer plan. Withdrawals prior to age 59½ may be subject to a 10% federal tax penalty.

¹ For its stability, claims-paying ability and overall financial strength, Teachers Insurance and Annuity Association of America (TIAA) is a member of one of only three insurance groups in the United States to currently hold the highest rating available to U.S. insurers from three of the four leading insurance company rating agencies: **A.M. Best (A++ as of 6/18), Fitch (AAA as of 6/18) and Standard & Poor's (AA+ as of 8/17)**, and the second highest possible rating from **Moody's Investors Service (Aa1 as of 2/18)**. There is no guarantee that current ratings will be maintained. The financial strength ratings represent a company's ability to meet policyholders' obligations and do not apply to variable annuities or any other product or service not fully backed by TIAA's claims-paying ability. The ratings also do not apply to the safety or the performance of the variable accounts, which will fluctuate in value.

² Interest credited to TIAA Traditional Annuity accumulations includes a guaranteed rate, plus additional amounts as may be established on a year-by-year basis by the TIAA Board of Trustees. The additional amounts, when declared, remain in effect through the "declaration year", which begins each March 1 for accumulating annuities and January 1 for payout annuities. Additional amounts are not guaranteed for the future years.

³ Source: Based on data provided by TIAA Actuarial Department as of December 2017.

⁴ Source: TIAA Actuarial Department, based on actual historical total interest crediting rates for TIAA's Retirement Annuity contracts and Supplemental Retirement Annuity contracts.

⁵ Source: TIAA Actuarial Department based on the following assumptions: The career contributor made level monthly contributions to TIAA Traditional under the Retirement Annuity Contract over a 30-year career. The new contributor accumulated outside of TIAA Traditional and transferred in shortly before selecting lifetime income. Both participants turned 65 on December 31, 2017, and began a single-life annuity with a 10-year guarantee period on January 1, 2018, using TIAA's Standard payout annuity. In this scenario, the career contributor's initial annual income would have represented approximately 7.4% of the amount converted to lifetime income (Payout income rate) and the new contributor would have had an initial payout income rate of 6.0%. Because each of these participants selected lifetime income with a guarantee period, they (or their beneficiaries) will receive income until the later of 10 years or their death. The TIAA Traditional payout income rates in this example would have provided the career contributor with 85% more initial income in retirement and the new contributor with 50% more initial income in retirement than each would have received by using a 4% per year systematic withdrawal strategy that is sometimes referred to or advised in retirement planning literature and that is not guaranteed to be paid for life. Past performance does not guarantee future results.

⁶ Source: TIAA Actuarial Department based on actual historical data of the TIAA Standard payout annuity.

⁷ Source: TIAA Actuarial Department, based on a study that compared the amount of initial lifetime income that would have been received by two hypothetical participants beginning lifetime income, for each of the 289 months from January 1, 1994, through January 1, 2018. The two hypothetical participants are the same age and they select a single-life annuity with a 10-year guarantee period using TIAA's standard payout annuity. The career contributor made level monthly contributions to TIAA Traditional under the Retirement Annuity Contract over a 30-year career prior to their retirement date. The new contributor transferred the same final accumulation as the career contributor to TIAA Traditional shortly before selecting lifetime income. Over the study period, the career contributor's initial lifetime income exceeded that of the new contributor in 279 of the 289 retirement months, with an average lifetime income advantage of 14.6%. Their biggest advantage was 31.6% and their smallest advantage was -3.1% (i.e., a disadvantage). Over the study's most recent decade, the career contributor's initial lifetime income exceeded that of the new contributor in all 120 retirement months, with an average lifetime income advantage of 20.4%. Their biggest advantage was 31.5% and their smallest advantage was 2.5%. In the study's most recent month, the career contributor's initial lifetime income exceeded that of the new contributor by 23.5%.

⁸ Personalized advice is available pursuant to the terms of your employer's retirement plan.

This material is for informational or educational purposes only and does not constitute investment advice under ERISA. This material does not take into account any specific objectives or circumstances of any particular investor, or suggest any specific course of action. Investment decisions should be made based on the investor's own objectives and circumstances.

TIAA Traditional is a fixed annuity product issued by Teachers Insurance and Annuity Association of America (TIAA), New York, NY.

Annuity contracts contain terms for keeping them in force. Exclusions, restrictions, limitations and reductions in benefits will, in certain situations, apply to annuity contracts. Your financial consultant or advisor can provide you with costs and complete details.

The TIAA Traditional Annuity Retirement Annuity (RA) contract form series 1000.24; Group Retirement Annuity (GRA) certificate form series G-1000.4 or G-1000.5/G1000.6 or G1000.7 (not available in all states); Supplemental Retirement Annuity (SRA) contract form series 1200.8; Group Supplemental Retirement Annuity (GSRA) certificate form series G1250.1; Retirement Choice (RC) contract form series IGRS-01-84-ACC and IGRS-02-ACC; Retirement Choice certificate series IGRS-CERT2-84-ACC and IGRS-CERT3-ACC; Retirement Choice Plus contract form series IGRSP-01-84-ACC and IGRSP-02-ACC; Retirement Choice Plus certificate series IGRSP-CERT2-84-ACC and IGRSP-CERT3-ACC; Group Annuity (GA) contract form series 6008.8 and 6008.9-ACC; After-Tax Retirement Annuity (ATRA) contract form series 1000.24-ATRA; IRA contract form series 1280.2, 1280.4 (not available in all states and generally no longer issued), or TIAA-IRA-01 and Roth IRA contract form series 1280.3 or 1280.5 (not available in all states and generally no longer issued), or TIAA-Roth-01; and Keogh certificate form series G1350 (not available in all states) are issued by Teachers Insurance and Annuity Association of America, 730 Third Avenue, New York, NY 10017.

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