



Replacing your salary in retirement

We can help

Wondering how you'll replace your salary when you retire?
Will you have enough income to last your lifetime?

Fortunately, you still have time and options—and you don't have to do it alone. Together, we can bring your goals into focus and help you create a retirement income plan for the long-term—one that turns your savings into income for life.

Getting started

Creating a retirement income plan starts with a few simple steps that we'll review in more detail.

- 1 Picture yourself in retirement and estimate your everyday and lifestyle expenses.
- 2 Align your income sources to your expenses.
- 3 Understand the financial risks you may face in retirement.
- 4 We can help you build a plan with diversified income sources to help replace your salary—and potentially reduce your exposure to risk.

1. Envision and estimate

What will you be doing in retirement and with whom? Think about how much income you'll need for the future you want by estimating your monthly costs.

Basic Necessities

Add up your everyday expenses. How much monthly income will you need to cover these expenses?






For example:

-  Transportation
-  Utilities
-  Health Care
-  Home
-  Food

Extra Expenses

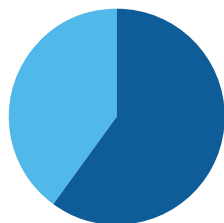
To live the retirement you envision, what activities will that include? How much will it cost?

For example:

-  Entertainment
-  Charitable Donations
-  Gifts
-  Travel
-  Dining Out

2. Align income sources to your expenses

With Social Security only replacing, on average, less than 40% of your preretirement income¹, what other sources of retirement income do you have?



- Social Security
- Other Income

Consider these possible income sources:

- **Employer retirement plans** including 401(k), 403(b), and defined benefit pension plans
- **Personal savings and investments**
- **Income** from any rental property, part-time work and book royalties

How will you manage your investments and savings to make up the difference?²

Will you have enough income to last a lifetime?

¹ Social Security Basic Facts, October 13, 2015, SSA.gov

² Remember to consult your tax advisor to understand the impact of taxes on your income decisions.

3. Consider tomorrow's risks

You can't predict your future, but we can help you prepare for it. The right plan can help protect your income from the financial risks you may face in retirement.



Outliving your savings

Consider planning to create an income that lasts 25 years or more.



Market performance

The ups and downs of the financial markets can affect how much income you have and for how long.



Rising costs

Healthcare, housing, transportation and unexpected expenses may take more of your retirement income over time.

4. Diversify your income sources

The key to creating retirement income that meets your needs is to set up a plan that includes different sources. This diversification can help reduce your exposure to financial risks—and help you ensure your money lasts throughout retirement. We can help you design a plan with the right balance of guaranteed income and growth potential for you.

Guaranteed income sources that can help cover everyday needs.

Social Security, pension (if eligible), fixed annuities.

Unaffected by market volatility. Provide income you can't outlive.

Investments with growth potential that can help pay for your lifestyle choices.

Variable annuities, mutual funds, stocks.

Help you keep pace with inflation and rising costs. Provide income with the potential to grow.¹

Other than a pension, an annuity is the only financial product that can provide an income that lasts a lifetime.

- Fixed annuities provide guaranteed income—so it's predictable.²
- Variable annuities offer income that fluctuates with the markets.

Your TIAA retirement plan may include fixed and variable annuities that offer lifetime and other income options. You can contact us to learn more about what you have.

¹ There are risks associated with investing in securities including possible loss of principal.

² Guarantees are based on the claims-paying ability of the issuing company.

You don't need to go it alone

Wherever you are on the road to retirement, our team can help you create a plan and think long term. We can help you turn your hard-earned savings into income you can count on—so you can feel more confident knowing you're on track to the retirement you want.

Ready to get started on your income plan today?



You can visit
TIAA.org/retirementprofile



Or contact us
We can help you shape your retirement strategy.

888-583-2535
Weekdays 8 a.m. – 10 p.m. (ET)
Saturdays, 9 a.m. – 6 p.m. (ET)

Notes

Use this section to make notes as you begin creating your personal retirement income plan.

1. How do you picture yourself in retirement?

2. How much income will you need each month in retirement for essential expenses?
And for discretionary expenses?

3. What are all your sources of retirement income?

4. Are you worried about risk?

Why TIAA

For nearly 100 years, we've helped millions of people like you plan for income to last through retirement. We've always stayed true to our core mission: to help those who do good, do well.

- In addition to being among the highest-rated insurance companies in the U.S.,¹ when it comes to helping you prepare for retirement, partnering with TIAA has its advantages. In fact, in a recent survey of **25** companies, TIAA participants had the highest average retirement account balances.²
- And throughout our history, through depressions, recessions, wars and crises—our retirement plan customers have never missed a payment from us.*

*As of 12/31/15



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 8/16), Fitch (AAA as of 2/17) and Standard & Poor's (AA+ as of 11/16), and the second highest possible rating from Moody's Investors Service (Aa1 as of 2/17). 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 LIMRA Secure Retirement Institute, Not-for-Profit Market Survey, fourth-quarter 2016 results. Average assets per participant based on full-service business. Please note average retirement account balances are not a measure of performance of TIAA retirement offerings.

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Keep in mind that lifetime income from variable annuities will fluctuate based on the underlying investment performance. Any guarantees under annuities issued by TIAA, including TIAA Traditional, are subject to TIAA's claims-paying ability. There are risks associated with investing in securities including possible loss of principal.

Investment, insurance and annuity products are not FDIC insured, are not bank guaranteed, are not deposits, are not insured by any federal government agency, are not a condition to any banking service or activity, and may lose value.

You should consider the investment objectives, risks, charges and expenses carefully before investing. Please call 877-518-9161 or go to TIAA.org for current product and fund prospectuses that contain this and other information. Please read the prospectuses carefully before investing.

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