Portfolio Advisor: Smart, simple and all about you

Personalized portfolio management from TIAA
Investing doesn’t have to be complicated

Managing an investment portfolio can be challenging and time consuming. How do you know what strategy is best for you? How do you keep your investments on track? The answers are different for everyone. That’s why TIAA offers tailored solutions with Portfolio Advisor—one powerful program provides an enhanced experience, improved service and expanded investment capabilities.

- It starts with a dedicated advisor, backed by a professional team of experts, seeking to help you create a lifetime of financial well-being.
- The construction of your portfolio and the direction it takes is based on what matters most to you.
- A disciplined investment process for asset allocation, managing risk and tax management (as appropriate) that helps to reduce unintended outcomes.
- Choices that include socially responsible investments, passive or active manager selection, or a portfolio built primarily with funds from TIAA.
- Ongoing management—with changes as needed—to help keep your investments on track.
Tell us what matters to you

Your preferences are the building blocks of your portfolio.

- You shape it.
- We build your portfolio together.
- We manage and monitor it.
- You review progress quarterly.

The right people make all the difference

When it comes to your investments, you want to know that the people you work with have your interests at heart. At TIAA we do. It’s been part of our heritage for over a century and is as true today as ever. You’ll have:

- A dedicated TIAA advisor to understand your goals, guide you through the process and help create a portfolio that’s right for you.
- A full complement of investment professionals to help you build a personalized investment plan to meet your needs—no matter how complex.
- A team of investment professionals to help keep your portfolio on the path you’ve set toward your goals.
Things change, and so may your goals

Different times of life, different goals—these can change the way you invest. Wherever you are in life, we can help you with an investment strategy that’s tailored to your needs. Strategies can include:

- Helping protect your assets during market downturns.
- Seeking to build assets by potentially matching or outperforming the market.
- Pursuing slower, steady growth with index and exchange-traded funds that may match market performance.
- Seeking to turn assets into income to help you live well in retirement (with special attention to managing the risks of retirement portfolios).
- Selecting investment options that are mindful of social issues, taxes and other unique preferences.
A disciplined process can help improve the quality of your portfolio

1. Assess needs
   Define your investment goals and focus on how you want your money managed.

2. Analysis and alternatives
   Analyze your investment objectives, risk tolerance and investment preferences; analyze your current holdings; and evaluate funds and other securities for inclusion.
   (Optional service) *Completion Portfolio* factors in your existing TIAA Retirement Plans to inform the risk level needed in your Portfolio Advisor strategy to help meet your overall risk goals (see next page).

3. Present and propose
   Discuss your customized investment portfolio and recommend an asset allocation.

4. Implement plan/strategy
   Discuss your investment strategy and how it aligns with your overall financial plan, then implement the portfolio.

5. Ongoing review
   Perform ongoing research and due diligence, replace investments that no longer meet our investment criteria, reallocate as necessary and send you a quarterly performance report so you can track progress toward your goals.
Completion Portfolio:

An innovative service for clients with TIAA Retirement Plans

Completion Portfolio is a service that recommends a risk level for your Portfolio Advisor account based on your overall risk profile, investment preferences, and TIAA Retirement Plan(s) asset allocation to balance risk across both. This enables a more robust asset allocation strategy and diversification for your customized Portfolio Advisor account.

What you can expect

- A comprehensive proposal that considers your overall asset allocation and factors in your TIAA Retirement Plan balances.
- The recommended Target Risk Level for your Portfolio Advisor account systematically factors in your TIAA Retirement Plan risk, and together they attempt to reach your overall risk target established in planning.
- Enhanced reporting shows performance of the TIAA Retirement Plan(s) and Portfolio Advisor account both separately and combined, including alerts to notify you of any drift from your combined risk target.
A more complete and systematic approach to managing risks for Portfolio Advisor.

Sample recommended asset allocation for portfolio investments aligned to an investor’s personal situation, goals and attitude toward risk:

<table>
<thead>
<tr>
<th>Asset Allocation</th>
<th>Target Retirement Plan Allocation</th>
<th>Managed Allocation</th>
<th>Combined Portfolio</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Risk:</td>
<td>Very Conservative</td>
<td>Target Risk:</td>
<td>Target Risk:</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Aggressive</td>
<td>Moderately Aggressive</td>
</tr>
<tr>
<td>Allocation Summary</td>
<td>77%</td>
<td>87%</td>
<td>17%</td>
</tr>
<tr>
<td>Guaranteed</td>
<td>23%</td>
<td>12%</td>
<td>5%</td>
</tr>
<tr>
<td>Equities</td>
<td>12%</td>
<td>1%</td>
<td>9%</td>
</tr>
<tr>
<td>Real Estate</td>
<td>1%</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>Fixed Income</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash/Money Market</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Not part of proposed Managed Account allocation. You previously established these Retirement Plan allocations.
Could the Completion Portfolio service be right for you?

- You’ve gone through a Financial Planning Session at TIAA.
- A long-term retirement goal has been established.
- You are currently enrolled in a TIAA Retirement Plan.
- A Portfolio Advisor IRA account has been identified as a possible solution.
- You would benefit from Portfolio Advisor’s professional management.

Talk with us to find out how we can help you improve the chances of reaching your investment goals.

Contact your TIAA advisor

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.

Please keep in mind that no method of investing can ensure a profit or protect against loss.

Portfolio Advisor is a fee-based investment advisory managed account service offered through Advice and Planning Services, a division of TIAA-CREF Individual & Institutional Services, LLC, Member FINRA, a registered investment adviser.

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