



TIAA-CREF LIFE GOALS SERIES

# Achieving Your Financial Goals



Financial Services

# **ABOUT TIAA-CREF:**

## **OUR HISTORY**

For more than 90 years, TIAA-CREF has been dedicated to the needs of our participants – those, like you, who serve the greater good through your work in the academic, medical, cultural and research fields. And, because you do what you do, we want to make sure you have everything you need to plan for and live through the successful retirement you deserve.

## **OUR GUIDING PRINCIPLES**

With our strong nonprofit heritage, we have long subscribed to a different set of guiding principles: We are committed to seeking consistent, long-term performance and solid returns. We strive to keep our fees low to help ensure more of your money is working hard for you. We offer personalized, objective advice at no additional cost by highly trained consultants and, perhaps most important, we leverage our knowledge and expertise to provide retirement income solutions that guarantee you won't outlive your income.<sup>1</sup>

## **OUR MISSION**

The mission we embarked on in 1918 still rings true today. TIAA-CREF is dedicated to serving the financial needs of those who serve the greater good. We were there when you began your career helping others. And we intend to be there to help guide you as you plan for — and live well in — your retirement years.

<sup>1</sup> Guarantees are subject to the claims-paying ability of the issuer.

# HOW YOU CAN REACH YOUR GOALS

Planning for all of life's major goals can seem overwhelming. You may be concerned about how you are going to save enough for retirement, your children's education, or major purchases. You may be thinking about how to best insure yourself and your family against the unexpected, how to create an estate plan that will accomplish what you want, or how you are going to manage to live well through your years of retirement.

TIAA-CREF is here to help you: We offer a broad range of solutions for all of life's major goals.

## **2 SAVING FOR RETIREMENT**

Investing at work and on your own

## **3 SAVING FOR EDUCATION**

Finding the right way to pay for college

## **4 INVESTING FOR LIFE'S GOALS**

Saving for major purchases and objectives

## **5 PROTECTING AGAINST THE UNEXPECTED**

Insuring and safeguarding your loved ones

## **6 BUILDING YOUR LEGACY**

Developing an estate plan

## **7 LIVING WELL IN RETIREMENT**

Managing your income and expenses

## **8 WHAT MAKES TIAA-CREF DIFFERENT**

We put your interest first

## **10 SUMMARY: FINANCIAL SERVICES FROM TIAA-CREF**

A quick review of the ways we can help

# SAVING FOR RETIREMENT

## INVESTING AT WORK AND ON YOUR OWN

Making the most of your workplace retirement plan is a solid start toward seeking a secure retirement. But will it be enough? People are living longer, facing higher medical bills and coping with uncertainties about Social Security and Medicare. To be prepared, you need a plan that takes into account your employer's retirement plan and other investments:

### MAXIMIZE SAVINGS AT WORK

- Participate in your **employer's retirement plan**.
- Put even more aside with a **supplemental retirement plan**, which allows you to make automatic contributions from your paycheck.

### SAVE BEYOND YOUR WORKPLACE

- Capitalize on tax-advantaged **Traditional IRAs**, **Roth IRAs** and **after-tax annuities**.
- Invest in **mutual funds** through an **IRA**, or a TIAA-CREF **Brokerage Services account**, which offers access to a broad array of investment options.<sup>1</sup>
- Use our managed account solutions to help refine your investment objectives: **Portfolio Advisor**<sup>2</sup> or **Private Asset Management**.<sup>3</sup>

### TAKE ADVANTAGE OF OPTIONS FOR SELF-EMPLOYMENT INCOME

Consider TIAA-CREF **SEP IRA** and **Keogh Plans**, which allow tax-deductible contributions and tax-deferred growth.

### IT'S EASY TO GET STARTED

Contact us for objective advice, a detailed guidebook on *Saving for Retirement* or help opening any of these accounts with TIAA-CREF.

**GET STARTED  
CALL 800 842-2252  
VISIT TIAA-CREF.ORG**

## **SAVING FOR EDUCATION**

FINDING THE RIGHT WAY TO PAY FOR COLLEGE

The cost of education rises relentlessly. Even with scholarships and low-interest loans, an enormous burden usually falls on the student and his or her family. College savings serve two functions: offering a child the widest range of college choices, and lessening the debt that you and the student will incur. The earlier you start saving, the greater your chances of success:

### **SELECT THE RIGHT TAX-ADVANTAGED PROGRAM**

- Save on a tax-deferred basis with a **529 College Savings Plan**. (For more information, visit [tiaa-cref.org/educationsavings.com](http://tiaa-cref.org/educationsavings.com))
- Set money aside for K–12 and college with a **Coverdell Education Savings Account**.
- Open a mutual fund account in your child's name through a **custodial (UGMA/UTMA) account**.

### **SAVE MORE ON YOUR OWN**

Invest for maximum control and flexibility using after-tax investments in **mutual funds** or a TIAA-CREF **Brokerage Services account**,<sup>1</sup> which offers access to a broad array of investment options.

### **TAKE THE NEXT STEP**

**Ask for a copy of our detailed guidebook on *Saving for Education*. A TIAA-CREF individual consultant can answer questions and help you open any of these accounts with TIAA-CREF.**

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

<sup>4</sup> Minimum investment \$50,000.

<sup>5</sup> Minimum investment \$1,000,000.

# INVESTING FOR LIFE'S GOALS

## SAVING FOR MAJOR PURCHASES AND OBJECTIVES

The first step toward achieving your life's goals is establishing priorities and time frames. Next, you need to estimate how much each goal is likely to cost, and fit each one into your short-, medium- or long-term investment plans.

### GET HELP PLANNING

Our consultants can provide professional guidance on prioritizing goals, budgeting and making investment decisions.

### MATCH YOUR TIME FRAME TO THE RIGHT INVESTMENTS

TIAA-CREF offers a full range of **mutual funds**, as well as access to virtually any investment through a **Brokerage Services account**:

- FOR SHORT-TERM GOALS (less than 4 years), consider money market funds, short-term bond funds, a cash management account and CDs.
- FOR MEDIUM-TERM GOALS (4 to 9 years), consider bond funds, individual bonds or balanced mutual funds.
- FOR LONG-TERM GOALS (10 years or more), consider stock funds, individual stocks and ETFs.

### TAKE ACTION TODAY

**A TIAA-CREF individual consultant can help you define goals and make informed decisions. Call us for a detailed guidebook on *Investing for Life's Goals* or help opening a mutual fund or Brokerage Services account with TIAA-CREF.**

**GET STARTED  
CALL 800 842-2252  
VISIT TIAA-CREF.ORG**

## **PROTECTING AGAINST THE UNEXPECTED**

INSURING AND SAFEGUARDING YOUR  
LOVED ONES

The greatest potential loss to your family is the loss of you and your earning power. That's why financial plans generally include life insurance to provide for survivors and an emergency fund.

### **MAKE SURE YOU HAVE ENOUGH LIFE INSURANCE**

Term life insurance provides coverage for a specific period of time. For the lowest initial cost, consider annual renewable term life. For premiums that are guaranteed not to increase for a set period of time, consider level term life.

### **CONSIDER LIFE INSURANCE THAT ALSO HELPS YOU SAVE**

Permanent life insurance provides a death benefit as well as the ability to build cash value on a tax-deferred basis. TIAA-CREF offers a selection of permanent life policies to meet different kinds of needs.

### **MAINTAIN A THREE-TO SIX-MONTH EMERGENCY FUND**

Keep it accessible by investing it in money market funds, short-term bond funds, CDs, or through a TIAA-CREF Brokerage Services account.

### **NEED HELP?**

**Contact us for objective advice, help applying for a life insurance policy, or help opening a mutual fund or Brokerage Services account with TIAA-CREF.**

## **BUILDING YOUR LEGACY**

### DEVELOPING AN ESTATE PLAN

If you've accumulated assets and want to pass them on to your children or grandchildren, charitable organizations or other beneficiaries, you'll need an estate plan. A good plan will help ensure that your assets are distributed according to your wishes, minimize taxes and expenses, preserve your family's privacy and avoid potential conflict among family members.

#### **DRAW UP A WILL AND KEEP IT CURRENT**

Everyone needs a will. If you don't have one, or if yours is not up-to-date, draw up a new one.

#### **CONSIDER A TRUST**

A trust is a legal way to hold and transfer assets for the benefit of your beneficiaries. (It serves as a supplement, not a replacement, to a will.) If you have significant assets, the TIAA-CREF Trust Company can help implement your estate plan. We'll work with you and your attorney to administer any trusts you've established.

#### **EXPLORE LIFE INSURANCE OPTIONS**

A highly trained TIAA-CREF consultant can help you explore the many ways that life insurance can be beneficial to estate planning.

#### **TO LEARN MORE**

**Call today and ask for help setting up a trust, estate plan or life insurance policy with TIAA-CREF.**

**GET STARTED  
CALL 800 842-2252  
VISIT TIAA-CREF.ORG**

## **LIVING WELL IN RETIREMENT**

### MANAGING YOUR INCOME AND EXPENSES

If you're thinking seriously about retiring or changing to part-time work over the next 5 to 10 years or even sooner, now is the time to start figuring out how much income you'll need — and how to provide it.

#### **CHOOSE THE BEST WAY TO RECEIVE INCOME**

TIAA-CREF offers a wide array of income options, and we can help you build flexibility into your withdrawal plan that will allow you to adjust your income as circumstances change.

#### **MANAGE YOUR SPENDING AND INVESTMENTS**

To keep track of spending and investments, look into a **cash management account**, through TIAA-CREF **Brokerage Services**. Features may include unlimited check writing, a consolidated statement, a MasterCard® debit card, expense tracking and investment cost-basis tracking.

#### **GET OBJECTIVE ADVICE**

Our highly trained consultants provide unbiased recommendations for your IRAs\* and workplace retirement accounts — including how to maintain a diversified portfolio while taking withdrawals.

#### **TAKE THE NEXT STEP**

**Contact us for objective advice, help setting up a retirement income annuity, IRA rollover,\*\* cash management or trust account with TIAA-CREF.**

\* Objective advice is not provided for self directed brokerage accounts.

\*\* Carefully consider differences in features, costs, charges and expenses, services, company strength and other important aspects. There may also be surrender charges and tax consequences associated with the transfer. Indirect transfers may be subject to taxation and penalties. Consult with your own advisors regarding your particular situation.

## WHAT MAKES TIAA-CREF DIFFERENT

At TIAA-CREF, we always stay focused on the best interests of our participants, with:

- **Personalized, objective advice.** TIAA-CREF's highly trained consultants can give you an objective analysis of your portfolio at no additional cost to you. This analysis is designed to help you plan and invest for a more successful retirement, based on your career stage and retirement income goals.
- **Low fees.**<sup>6</sup> We keep operating costs low, charging fees that are generally less than half the industry average, as measured by Morningstar Direct. TIAA-CREF annuities and mutual funds generally do not have sales charges, and you won't pay a fee to transfer between investments.
- **A wide array of investments with impressive historical track records.**<sup>7</sup> Among them, the TIAA-CREF variable annuity accounts and mutual funds. Having invented the variable annuity in 1952, TIAA-CREF has long pioneered its use in funding retirement investing.
- **A commitment to consistent growth over the long term.** At TIAA-CREF, we don't play to the whims of the market. Instead, we think long term and are committed to consistent performance. And it helps that our investment professionals have an average tenure of more than 19 years of industry experience.
- **Leadership you can trust — since 1918.** TIAA-CREF has been a leader in corporate governance and accounting reform for many years — long before these issues moved into the mainstream. Today, TIAA-CREF is trusted by a host of premier institutions across the nation.

These are some of the ways we express our commitment to being the full-service financial services provider that you can trust.

## OUR CONSULTATIVE APPROACH

**TIAA-CREF takes a disciplined, five-step consultative approach to creating your investing strategy.** We offer something that's hard to find in the financial world — professional, objective advice, based purely on your needs.

### FIVE STEPS TO HELP YOU REACH YOUR GOALS<sup>8</sup>



**With retirement planning, our objective advice takes the form of specific asset allocation recommendations** on mutual funds and annuities.<sup>8</sup> We can also help you figure out how much you should be saving for retirement, relative to your age and projected retirement date.

**TIAA-CREF also offers Private Asset Management** for our participants with \$1,000,000 or more to invest. With this service, you'll receive the personal attention of a portfolio manager specifically assigned to your account.

<sup>6</sup> Morningstar Direct (March 2011), based on Morningstar expense comparisons by category.

<sup>7</sup> Past performance does not guarantee future results.

<sup>8</sup> Provided by Ibbotson Associates, an independent 3rd party asset allocation provider.

# SUMMARY:

## FINANCIAL SERVICES FROM TIAA-CREF

Here's a quick review of the many ways that TIAA-CREF can help you achieve your financial goals. When you're ready, our consultants are available with information and objective advice to help you put your plans into action.

### SAVING FOR RETIREMENT

#### Primary

- Your Employer's Retirement Plan (Workplace and Supplemental Plans)
- IRAs (Traditional, Roth and SEP)
- Keogh Plan
- After-tax Annuities

#### Supplemental

- Brokerage Services
- Mutual Funds
- Portfolio Advisor

### SAVING FOR EDUCATION

#### Primary

- 529 College Savings Plans
- Coverdell Education Savings Account
- Specialized Custodial Accounts (UGMA, UTMA)

#### Supplemental

- Brokerage Services

### INVESTING FOR LIFE'S GOALS

#### Primary

- Brokerage Services
- Mutual Funds

#### Supplemental

- Portfolio Advisor\*
- Private Asset Management\*\*

The products and services referenced above are offered by various entities within the TIAA-CREF group of companies.

\* Minimum investment \$50,000.

\*\* Minimum investment \$1,000,000.

\*\*\* Certain securities may not be suitable for all investors. There is the risk of investment loss.

## **PROTECTING AGAINST THE UNEXPECTED**

### **Primary**

- Term Life Insurance
- Annual Renewable Term
- Level Term
- Permanent Life Insurance
- Universal Life
- Variable Universal Life
- Survivorship Universal Life
- Survivorship Variable Universal Life

### **Supplemental**

- Brokerage Services
- Mutual Funds
- Money Market Funds
- Short-term Bond Funds

## **BUILDING YOUR LEGACY**

- Trust Services\*\*
- Life Insurance

## **SAVING FOR RETIREMENT**

### **Primary**

- Flexible Income Options
- IRA Rollover Services
- After-tax Annuities

### **Supplemental**

- Trust Services\*\*
- Brokerage Services
- Mutual Funds

## **TIAA-CREF BROKERAGE SERVICES ALLOWS YOU TO BUY, SELL AND HOLD U.S. STOCKS, TAXABLE AND MUNICIPAL BONDS, AND ETFs.**

You may trade online, or over the phone. Brokerage Services also offers a convenient cash management account with a competitive yield, check writing, automatic bill payment and a MasterCard® debit card.\*\*\*



## TAKE THE NEXT STEP

### BY PHONE

Call us at **800 842-2252** to speak with one of our experienced consultants. They are available Monday to Friday from 8 a.m. to 10 p.m. and Saturday from 9 a.m. to 6 p.m. (ET).

### ONLINE

Visit us at **tiaa-cref.org** to explore the many ways that we can serve your financial needs. To send an e-mail message to us, just click **Contact Us** at the top of the home page.

### IN PERSON

You can arrange a one-on-one meeting with a TIAA-CREF consultant at the TIAA-CREF office nearest you. To find a local office, go to **www.tiaa-cref.org/local**.



**Investment products, 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. TIAA-CREF products may be subject to market and other risk factors. See the applicable product literature, or visit [tiaa-cref.org](http://tiaa-cref.org). Money Market funds are not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. Although these funds seek to preserve the value of your investment at \$1 per share, it is possible to lose money by investing in these funds.**

***You should consider the investment objectives, risks, charges and expenses carefully before investing. Please call 877 518-9161, or go to [tiaa-cref.org](http://tiaa-cref.org) for a current prospectus that contains this and other information. Please read the prospectus carefully before investing.***

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