



TIAA Advisor Services

**Dedicated to serving the independent
advisor community**



For institutional investor use only. Not for use with or distribution to the public.

Helping you help your clients

Independent financial advisors like you play a critically important role in helping TIAA plan participants meet their financial goals. TIAA Advisor Services is here to help you grow your business in the nonprofit market by supporting you in your work with both plan sponsors and individual clients as they plan for a secure future.

TIAA at a glance

As a Fortune 100 organization serving nonprofit institutions and their employees, TIAA has helped millions pursue lifelong financial security. We haven't done that by standing still. We've innovated, evolved and expanded our business to become the recognized leader we are today.

By the numbers



\$1.2 trillion

in assets under management⁴



15,000+

institutional clients⁵



\$5.67 billion

in lifetime income paid to retirees in 2022



\$545+ billion

in benefits paid since 1916⁶

Financial strength

#1 not-for-profit retirement market provider in assets & participant accounts¹

Among the **highest rated** insurance companies in the United States by four leading rating agencies²

More than **\$3 billion** in profits shared each year on average over the past 10 years³

The TIAA and Nuveen advantage

Combining the core retirement leadership of TIAA with Nuveen's leading asset management capabilities, TIAA offers financial solutions with a singular focus on long-term value creation.

Financial stability with long-term focus



Lifetime income

- Largest general account of U.S. insurers⁷
- Overwhelming lifetime income leader, paying out more than other top insurers⁸

Shared profits

- More than the guaranteed rate credited on one or more contracts every year since 1948⁹
- 22.4% higher lifetime income for career contributors vs. new contributors (on average)¹⁰

Innovative, diversified investing on a global scale



Heritage of excellence

- Top 20 largest global asset manager¹¹
- 6th largest manager of defined contribution assets¹²

Leader in alternatives

- Top 5 real estate manager globally¹³
- #1 manager of farmland assets worldwide¹⁴
- Top 5 Sustainable Fund asset manager¹⁵

Supporting your work with participants

If you're working with individual clients, TIAA can add value and flexibility to your business through a custodial relationship for managing your clients' investment portfolios. If the plan sponsor has approved fee billing, our institutional fee billing service allows your investment advisory fees to be deducted directly from a client's retirement contract upon signature of a fee billing agreement by the client.



Wide selection of retirement and retail products

With TIAA Traditional, the Real Estate Account and CREF annuities, TIAA offers products that help clients build lifetime financial security. In addition, we offer a range of financial products to support your clients' financial goals.



Support from a dedicated Advisor Services team

Work with professionals who understand your business. The Advisor Services team provides product information and day-to-day servicing and operational support for your business.



Secure Advisor Portal for independent advisors

Managing your clients' TIAA retirement assets is simple thanks to our easy-to-use secure Advisor Portal. You'll have quick access to client information, data and valuable resources. Contact us to learn more.

Easy management

- Single login to view all your client's portfolios
- Searchable client list
- Message center
- Bulk trading capabilities
- Fee billing service
- DocuSign and Adobe Signature
- Integrated file upload functionality
- User permissions management

Robust reporting

- E-document facility
- Printable daily statements and other documents
- Daily data downloads
- Access to beneficiary details
- Access to income information

Valuable planning resources

- Retirement Income Illustrator tool to help you get your clients' personal payout amount for their retirement annuities
- Contract reviews
- Lifetime income client-level reports

TIAA accommodates your data needs through leading providers



Software providers

- Portfolio Center
- Albridge
- Advent
- Others

Service providers

- Investnet/Tamarac
- Orion
- By All Accounts
- Morningstar Office
- Advyzon
- Others

Supporting your institutional business

TIAA's recordkeeping platform is designed to integrate the services of advisors acting as either 3(21) or 3(38) fiduciaries for plan sponsors in the nonprofit market. Whether you're providing traditional consulting services and/or general education, communication and advice, TIAA can support your retirement plan business.

Your fees can be deducted directly from plan assets in institutionally owned contracts. Fee-deduct arrangements vary based on factors such as services provided, plan sponsor preferences and plan economics.

Distinct institutional client base

Our retirement planning products and optional employee benefit programs are available to all nonprofit institutions and governmental agencies and their employees. An eligible institution is one that meets our criteria to offer TIAA-funded retirement plans. TIAA is also currently expanding into the 401(k) market with guaranteed account offerings. Our core community includes:



Flexible plan administration



Full-service or unbundled administrative services

Flexible options allow advisors and plan sponsors to select the specific services they need.



Institutionally owned contracts

Retirement Choice and Retirement Choice Plus annuity contracts give advisors and plan sponsors greater control of plan assets and allow fees for service providers, such as advisors, to be taken directly from plan assets.



Open architecture

Advisors and plan sponsors can build investment lineups that may include industry-leading fund providers. With TIAA there is the option to leverage guaranteed income products to help participants save for and fund a secure retirement.

Powerful tools and services



PlanFocus® for plan sponsor information

Our plan sponsor website gives plan sponsors and their advisors access to plan data and reporting capabilities so they can better manage their plans.



TIAA Business EdgeSM for all your TIAA business

TIAA's secure online experience helps plan advisors view TIAA clients in an aggregated view. Our online knowledge hub will serve as your one-stop source for reporting tools and market intelligence. It provides insight and information that can help you support your clients in meeting their fiduciary obligations and driving successful outcomes.



TIAA RetirePlus Custom Default Solutions

As a plan advisor, you can build and manage custom portfolio models at the plan level (or within a MEP/PEP), making your professional investment advisory services available to participants at a reasonable cost. The ability to incorporate a liquid version of TIAA Traditional in the models provides the opportunity for both accumulation and lifetime income guarantees to participants. By creating better potential outcomes for participants, you enhance the value you can deliver to your retirement plan clients.



Integrated participant experience

TIAA's advanced, data-driven communication, education and advice program helps drive better financial outcomes for your institutional clients and their participants. We can also support you in providing education, advice and transaction help for individual clients with TIAA plan assets.

Products tailored to your for-profit retirement plan business

Through TIAA and Nuveen, a wide range of investment products are available as Defined Contribution Investment Only (DCIO) options for your for-profit retirement plan business. TIAA is moving swiftly to provide guaranteed income solutions for the for-profit/401(k) market. Call us to learn more.

Offering IRAs to help your clients move closer to their retirement goals

Whether your clients or their family members want to consolidate assets or invest more for retirement, the TIAA IRA is a low cost, easy-to-manage account option that provides access to the core TIAA retirement platform, including low-fee, fully liquid TIAA and CREF annuities.¹⁶

Why choose a TIAA IRA for your clients?

- Low or no cost¹⁷**
- Broad investment choices, including guaranteed growth and lifetime income options¹⁸**
- Access to more than 80 mutual funds, including award-winning Nuveen and TIAA-CREF funds¹⁹**
- Flexible distribution options**
- Free post-retirement transfers**
- Access to an advisor platform to easily manage your clients' TIAA assets**
 - Ability to deduct your investment advisory fee directly from a TIAA IRA
 - Bulk trading functionality
 - Data feeds
 - E-document facility
 - Retirement Income Illustrator tool
 - Optional brokerage account window for access to individual stocks, bonds, CDs and thousands of mutual funds options



Eligibility for all

As of 2023, TIAA IRAs are available to anyone, regardless of whether they (or a family member) have worked for a nonprofit organization in the past.

This simplifies the account opening process, improves the client experience and paves the way to lifetime income for all your clients.

The TIAA Traditional difference—available in TIAA IRAs

Guaranteed growth, guaranteed income and the opportunity for more

While you save

- Principal protection¹⁸
- Competitive interest rates with guaranteed minimum return¹⁸ and the potential for a rate beyond the minimum²⁰
- Fully liquid contracts that provide maximum flexibility

When you retire

- Option to convert some or all TIAA Traditional savings to guaranteed lifetime income²¹
- Guaranteed growth and principal protection on unconverted amounts¹⁸
- Competitive payout options with potential for higher amounts due to “sharing-the-profits” approach²²

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

Delivering access to investment and annuity solutions on a single platform

TIAA offers investments such as the TIAA Traditional Annuity and the TIAA Real Estate Account on a single open-architecture investment platform. The platform also includes our proprietary funds and the ability to support self-directed brokerage within a retirement plan.

TIAA Traditional Annuity Account

- TIAA's flagship fixed annuity, providing a guaranteed rate of growth with the option for lifetime income in retirement.¹⁸

CREF Stock Account

- Variable annuity offering a one-stop, globally diversified equity investment option with low relative risk and competitive fees. Offers the potential to grow equity investments through the working years and provide lifetime income in retirement.

TIAA Real Estate Account

- Variable annuity that seeks favorable long-term returns primarily through rental income and appreciation of real estate and real estate-related investments directly owned by the account.

Nuveen asset management

- TIAA's asset management arm and one of the world's largest investment managers. Delivers award-winning investment capabilities across asset classes. Core areas of expertise include:

Income generation

120+ years managing assets designed for income and a top 5 manager of U.S. institutional tax-exempt assets²³

Alternatives

A diverse platform that includes real estate, real assets and private capital

Responsible investing

Five decades of leadership with a broad offering of environmental, social and governance (ESG) and impact investment solutions

Providing diversified lifetime income options

TIAA's fixed and variable annuity options allow participants to diversify their savings while they're working and diversify their income when they retire.²⁴ Guarantees from fixed annuities provide stability, while the market-driven performance of variable annuities can generate growth and potentially offset inflation.¹⁸

Contact us for more information



Call Advisor Services at 888-842-0318 (option 1), Monday through Friday, 8 a.m. to 6 p.m. (ET). Or email us at advisorretirement@tiaa.org.

- 1 Based on data in PLANSPONSOR magazine's 2022 DC Recordkeeping Survey, combined 457 and 403(b) data as of July 21, 2022.
- 2 For stability, claims-paying ability and overall financial strength, Teachers Insurance and Annuity Association of America (TIAA) and TIAA-CREF Life Insurance Company (TIAA Life) are one of only three insurance groups in the United States to currently hold the highest possible rating from three of the four leading insurance company rating agencies: A.M. Best (A++ rating affirmed as of July 2022), Fitch (AAA rating affirmed as of October 2022) and Standard & Poor's (AA+ rating affirmed as of September 2022) and the second-highest possible rating from Moody's Investors Service (Aa1 rating affirmed as of June 2022). There is no guarantee that current ratings will be maintained. Ratings represent a company's ability to meet policyholders' obligations and do not apply to any product or service not fully backed by the issuer's claims-paying ability. The ratings also do not apply to the safety or the performance of the variable accounts or mutual funds, which will fluctuate in value.
- 3 TIAA Annual Statement, Page 4, Line 30.
- 4 As of December 31, 2022, assets under management across Nuveen Investments affiliates and TIAA investment management teams are \$1,212 billion.
- 5 Includes unique institutional clients serviced by TIAA for either retirement or Keogh plans.
- 6 As of December 31, 2021. Other benefits from TIAA include: surrender benefits and other withdrawals, death benefits, health insurance and disability insurance benefits, and all other policy proceeds paid.
- 7 SNL Financial as of 12/31/2021.
- 8 2021 NAIC annual statement page 27, annuities, sum of individual and group income payable.
- 9 As of 12/31/22.
- 10 As of January 2022, 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 337 months from January 1, 1994, through January 1, 2022, using actual historical data of TIAA's Standard payout annuity. Two hypothetical participants same age and have a single-life annuity with a 10-year guarantee period. The career contributor: level monthly contributions to TIAA Traditional under the Retirement Annuity Contract over 30 years before retirement. The new contributor: transferred the same accumulation into TIAA Traditional as the career contributor on the day before annuity payments begin, and also selects lifetime income. The career contributor's initial lifetime income exceeded that of the new contributor in 327 of the 337 retirement months with an average initial lifetime income advantage of 14.49%. 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 22.36%. The career contributor's biggest lifetime income advantage over these 120 retirement months was 29.77% and their smallest advantage was 17.07%.
- 11 Pensions & Investments, 06 Jun 2022. Rankings based on total worldwide assets as of 31 Dec 2021 reported by each responding asset manager, with 444 firms responding; updated annually.
- 12 Pensions & Investments, Rankings based on institutional tax-exempt assets under management as of 31 Dec 2020 reported by each responding asset manager.
- 13 ANREV/INREV/NCREIF Fund Manager Survey 2022. Survey illustrated rankings of 143 fund managers globally by AUM as at 31 Dec 2021.
- 14 Pensions & Investments, 03 Oct 2022. Rankings based total worldwide farmland assets under management for the 12 months ending 30 Jun 2022 as reported by each responding asset manager.
- 15 Morningstar Sustainable Funds U.S. Landscape Report, Feb 2022.
- 16 Based on Morningstar Direct (as of March 31, 2022) expense comparisons by category, excluding Money Market products. Actual percentage is 89.6%. TIAA-CREF mutual fund and CREF 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. Excludes the class W shares, which are not available for purchase by retail investors. While our annuities are fully liquid, withdrawals are subject to income tax, and a 10% penalty tax may apply if you are under age 59½.
- 17 No annual fees applies to a TIAA IRA. Other fees, expenses and account minimums may apply.
- 18 Any guarantees under annuities issued by TIAA are subject to 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. Payments from the variable accounts will rise or fall based on investment performance.
- 19 The Refinitiv Lipper Fund Awards are based on the Lipper Leader for Consistent Return rating, which is a risk-adjusted performance measure calculated over 36, 60 and 120 months. Lipper Leaders fund ratings do not constitute and are not intended to constitute investment advice or an offer to sell or the solicitation of an offer to buy any security of any entity in any jurisdiction. For more information, see lipperfundawards.com. Lipper Fund Awards from Refinitiv, ©2021 Refinitiv. All rights reserved. Used under license. The award pertains only to the TIAA-CREF mutual funds in the mixed-asset category. Certain funds have fee waivers in effect. Without such waivers ratings could be lower. Past performance does not guarantee future results. For current performance, rankings and prospectuses, please visit the Research and Performance section on TIAA.org. The investment advisory services, strategies and expertise of TIAA Investments, a division of Nuveen, are provided by Teachers Advisors, LLC and TIAA-CREF Investment Management, LLC. TIAA-CREF Individual & Institutional Services, LLC, and Nuveen Securities, LLC, Members FINRA, distribute securities products.
- 20 TIAA Traditional Annuity interest and income benefits include guaranteed amounts 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 beyond the period for which they are declared.
- 21 Converting some or all of your savings to income benefits (referred to as "annuitization") is a permanent decision. Once income benefit payments have begun, you are unable to change to another option.
- 22 TIAA may share profits with TIAA Traditional Annuity owners through declared additional amounts of interest during accumulation, higher initial annuity income, and through further increases in annuity income benefits during retirement. These additional amounts are not guaranteed beyond the period for which they were declared.
- 23 Nuveen traces its history back to 1898 and TIAA was founded in 1918. Top 5 source: Pensions & Investments, 06 Jun 2022. Rankings based on U.S. institutional tax-exempt assets under management as of 31 Dec 2021 reported by each responding asset manager; updated annually.
- 24 Diversification is a technique to help reduce risk. There is no guarantee that diversification will protect against a loss.

This material is for informational or educational purposes only and does not constitute fiduciary investment advice under ERISA, a securities recommendation under all securities laws, or an insurance product recommendation under state insurance laws or regulations. 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.

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/prospectuses for current product and fund prospectuses that contain this and other information. Please read the prospectuses carefully before investing.

The TIAA group of companies does not provide legal or tax advice. Please consult your tax or legal advisor to address your specific circumstances.

TIAA-CREF Individual & Institutional Services, LLC, Member FINRA, distributes securities products as a broker-dealer and provides investment advisory services as a registered investment adviser. Annuity contracts and certificates are issued by Teachers Insurance and Annuity Association of America (TIAA) and College Retirement Equities Fund (CREF), New York, NY. Each is solely responsible for its own financial condition and contractual obligations.

Teachers Insurance and Annuity Association of America is domiciled in New York, NY, with its principal place of business in New York, NY. Its California Certificate of Authority number is 3092.

TIAA-CREF Life Insurance Company is domiciled in New York, NY, with its principal place of business in New York, NY. Its California Certificate of Authority number is 6992.

©2023 Teachers Insurance and Annuity Association of America-College Retirement Equities Fund, New York, NY 10017