



What is an annuity? Know the basics.

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AGENDA

- 1 Annuities defined**
- 2 Risks in retirement**
- 3 How annuities help address risks**
- 4 Debunking annuity myths**

“The tree that bears fruit does not fear the changing seasons.”

– Ancient proverb

PART 1

Annuities defined



An annuity offers income in retirement that lasts the rest of your life.

Guarantees are based on the claims-paying ability of the issuer.

Life insurance



You make regular payments to an insurance company.



Insurance company pays your family a lump sum later.

Lifetime annuity



You pay the insurance company a lump sum.



Insurance company makes regular payments to you for the rest of your life.

Annuities offer benefits throughout your life.

Saving in an annuity early helps you build the savings you need to start retirement checks later.



First you save.

Save in your annuity along with other investments.



Your savings accumulate.

Build your savings during your working years.



You convert savings to monthly retirement checks.

“Purchase” income for life with any portion of your savings.



You get checks for the rest of your life.

Receive monthly retirement checks no matter how long you live.

Guarantees are based on the claims-paying ability of the issuer.

Retirement check refers to the annuity income received in retirement.

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.

Fixed annuities offer guaranteed amounts.

The ups and downs of the financial markets don't affect your fixed annuity.



WHILE WORKING

Guaranteed rate of growth

Your savings are protected and grow every day no matter what happens in the markets.



IN RETIREMENT

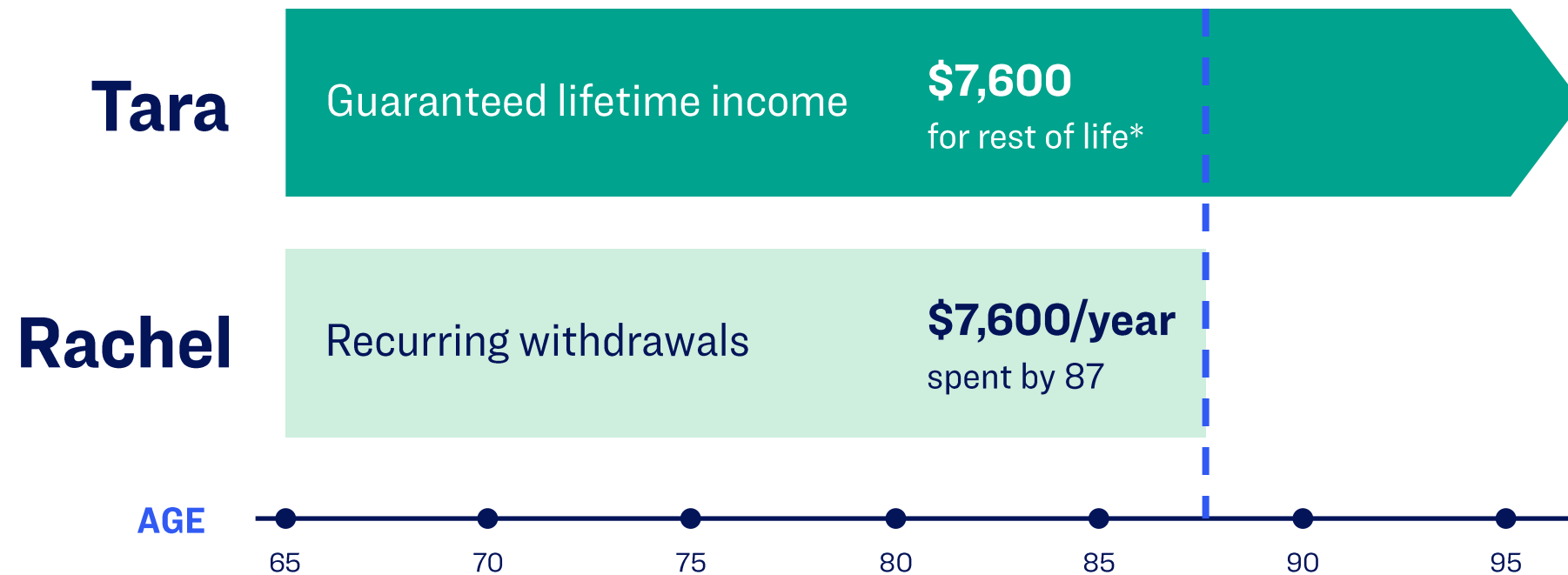
Guaranteed monthly income

Your retirement checks provide a predictable, steady income you can count on for life.

Guarantees are based on the claims-paying ability of the issuer.
Guarantees of fixed monthly payments are only associated with fixed annuities.

See how a fixed annuity could pay you back.

Twin sisters, Tara and Rachel, both retire at 65. Tara takes \$100,000 of her savings and converts it to guaranteed lifetime income through a fixed annuity. Rachel decides to keep her \$100,000 and take regular withdrawals.



*Life annuity payment is based on a standard mortality table (2012 IAM), a single life fixed annuity paying 5.05% interest. Actual payment is \$7,598. Past performance is no guarantee of future results.

Guarantees are based on the claims-paying ability of the issuer.

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.

Guarantees of fixed monthly payments are only associated with fixed annuities.

Rachel’s money is withdrawn from a retirement account earning 5% interest annually. Unlike annuitization, Rachel can access more of her money if necessary.

Variable annuities offer growth potential.

The annuities are invested to take advantage of the potential for higher returns.



WHILE WORKING

Opportunity for growth on your savings

Returns are based on the performance of the annuity's underlying investments.



IN RETIREMENT

Opportunity for growth on your income

Income continues for life but fluctuates based on the performance of the annuity's underlying investments.

Guarantees are based on the claims-paying ability of the issuer.

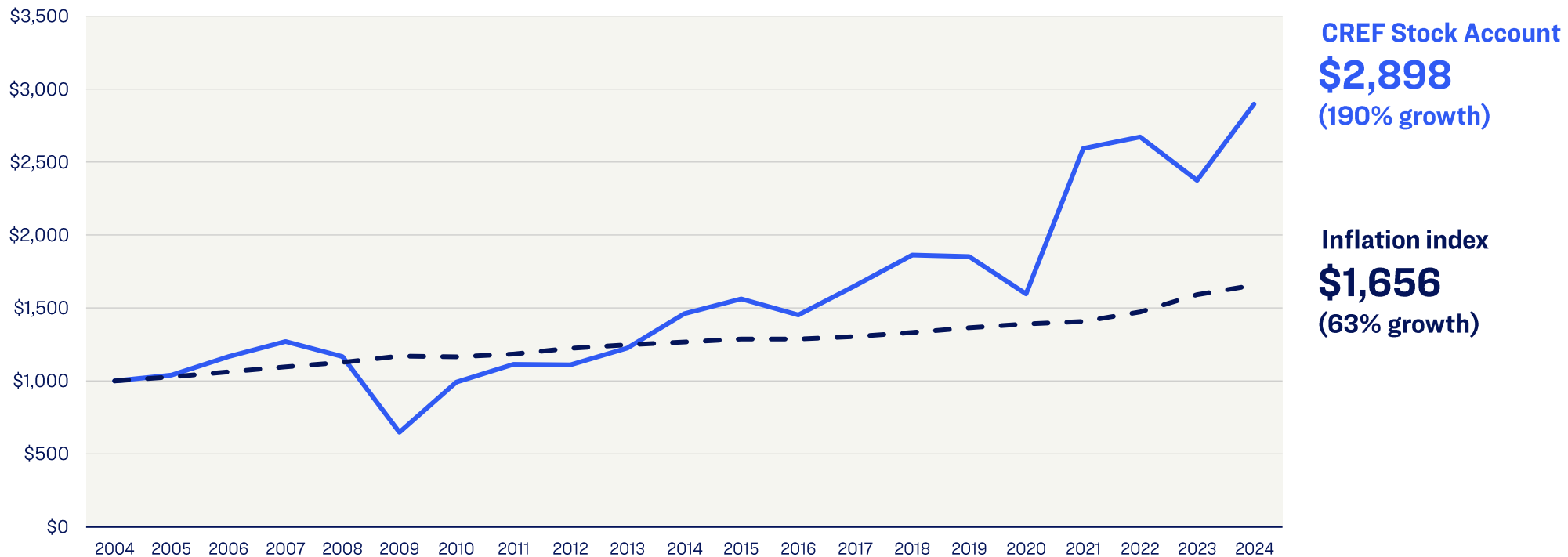
Converting some or all of your savings to income benefits (referred to as "annuitization") is a permanent decision. Once income benefit payments have begun, you are unable to change to another option.

Payments from the variable accounts will rise or fall based on investment performance.

See how a variable annuity could pay you back.

Over the past 20 years, income from a CREF variable annuity based on CREF Stock has nearly tripled.

Income over time on an initial \$1,000 payout amount



Source: TIAA Actuarial Services. Inflation is represented by the Consumer Price Index for All Urban Consumers (CPI-U). Past performance is no guarantee of future results. Any guarantees under annuities issued by TIAA are subject to TIAA's claims-paying ability. Payments from the variable accounts will rise or fall based on investment performance. The CREF Stock Account is issued by College Retirement Equities Fund (CREF), New York, NY. CREF is a companion organization to TIAA.

PART 2

Risks in retirement



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RISKS IN RETIREMENT

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Retirement risks can undermine savings.



Longevity

Outliving savings



Market volatility

Losing money



Inflation

Money not going as far as it used to



Cognitive decline

Difficulty managing finances

LONGEVITY RISK

How long will you live?

The goal is to avoid having your money run out too soon.

1. Source: TIAA dividend mortality tables as of Jan. 1, 2024.
2. Source for number of Americans over age 90: U.S. Census Bureau, "90+ in the United States: 2006-2008," Nov. 1, 2011.
3. Source for percentage of people who understand longevity: Paul J. Yakoboski et al., "Financial Literacy, Longevity Literacy, and Retirement Readiness: The 2022 TIAA Institute-GFLEC Personal Finance Index."
4. Source for life expectancy at age 65: SSA Office of the Chief Actuary, Unisex Life Expectancy at Birth and Age 65.

Almost
50% chance

that one partner of a couple age
65 will live to age 95¹

MARKET VOLATILITY RISK

What if markets drop?

The goal is to guard against losses that undermine your retirement income.

* Based on historical large cap and S&P 500 data from 1926 to 2023. Source: Morningstar Direct. You cannot invest directly in any index. Index returns do not reflect a deduction for fees or expenses. Past performance is no guarantee of future results. The S&P 500 is a stock market index tracking the stock performance of 500 of the largest companies listed on stock exchanges in the United States.

Markets have continued to rise overall, but there's a...

1 in 4 chance
of overall loss in any given year*

INFLATION RISK

What if prices go up and stay up?

The goal is to grow your money to keep up with inflation throughout retirement.

* World Bank, "Inflation, Consumer Prices for the United States," data retrieved from FRED, Federal Reserve Bank of St. Louis, September 2024, fred.stlouisfed.org/series/FPCPITOTLZGUSA.

Inflation has fluctuated from
-0.4% to 8%
in the last 20 years*

COGNITIVE DECLINE RISK

What if I have trouble managing my money?

The goal is to help future proof your finances to reduce burdens as you age.

1. National Institute on Aging, "What Is Mild Cognitive Impairment?" alzheimers.gov, Jul. 9, 2024, alzheimers.gov/alzheimers-dementias/mild-cognitive-impairment.
2. Source for change in financial behavior as a sign of cognitive decline: Christina Ianzito, "How to Keep a Loved One With Cognitive Decline Safe From Scams," AARP, Jun. 28, 2024, aarp.org/money/scams-fraud/protect-older-parents-from-scams.
3. Source for mild cognitive impairment and susceptibility to scams: S. Duke Han et al., "Mild Cognitive Impairment and Susceptibility to Scams in Old Age," *Journal of Alzheimer's Disease* 49, no. 3 (2016): 845-51, doi.org/10.3233/JAD-150442.

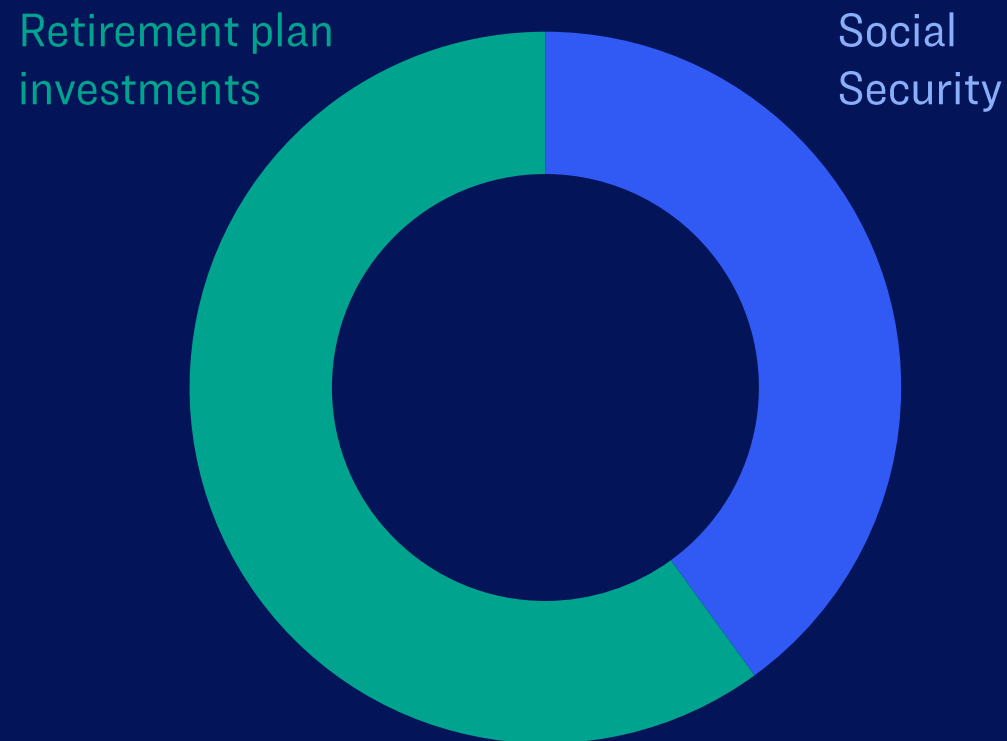
10% to 20% of people over age 65 have mild cognitive impairment¹

Are your risks covered?

For many people, less than half of income is guaranteed for life.

Source for Social Security covering 40% of income needs: ssa.gov.

Likely sources of income in retirement, on average



Pensions today are rare.

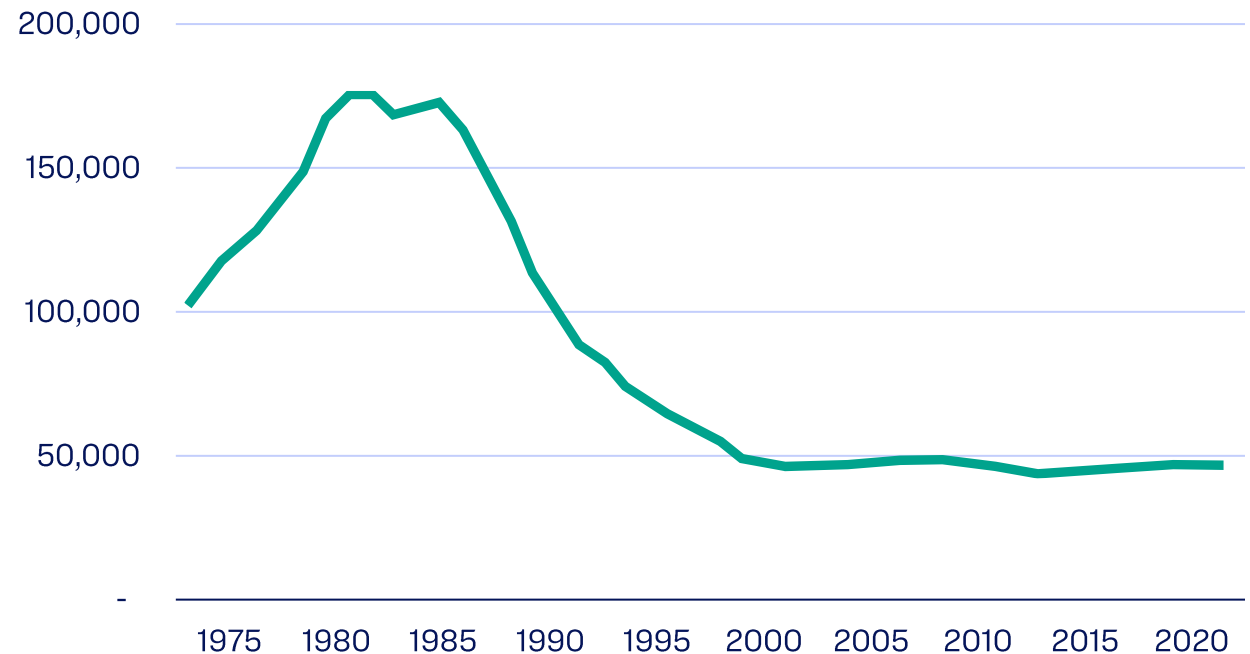
This leaves retirees with one fewer source of guaranteed income for life.¹

1. Guarantees are based on the claims-paying ability of the issuer.
2. Source: "Private Pension Plan Bulletin Historical Tables and Graphs 1975-2021," Employee Benefits Security Administration, U.S. Department of Labor, September 2023, dol.gov/sites/dolgov/files/ebsa/researchers/statistics/retirement-bulletins/private-pension-plan-bulletin-historical-tables-and-graphs.pdf.
3. Source for 7% stat: "How Have the Number of Private Pension Plans Grown by Type From 1975-2021?" [Ofdol.gov/agencies/odg/visualization-gallery/ebsa-private-pension-plans](https://ofdol.gov/agencies/odg/visualization-gallery/ebsa-private-pension-plans) of Data Governance, U.S. Department of Labor, Feb. 9, 2024,.



Defined benefit pension plans have fallen sharply.

Number of defined benefit pension plans²



PART 3

How annuities help address risks



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HOW ANNUITIES HELP ADDRESS RISKS

4

Annuities pay you for life, no matter what.

Your income can't run out.

- Starts whenever you're ready
- Based on your annuity savings or the amount you want to convert
- No investments to manage

Guarantees are based on the claims-paying ability of the issuer.
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.

Addressing the risks



✓ Longevity



✓ Cognitive decline

Fixed annuities guarantee the amount you get.

Your income will never go down.

Guarantees are based on the claims-paying ability of the issuer.
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.
Guarantees of fixed monthly payments are only associated with fixed annuities.

Addressing the risks



✓ Longevity



✓ Cognitive decline



✓ Market volatility

Variable annuities offer growth opportunity.

Growth helps fight inflation.

Guarantees are based on the claims-paying ability of the issuer.

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.

Payments from the variable accounts will rise or fall based on investment performance.

Source for S&P 500 returns: Macrotrends, “S&P 500 Historical Annual Returns,” [macrotrends.net/2526/sp-500-historical-annual-returns](https://www.macrotrends.net/2526/sp-500-historical-annual-returns). You cannot invest directly in any index. Index returns do not reflect a deduction for fees or expenses. Past performance is no guarantee of future results. The S&P 500 is a stock market index tracking the stock performance of 500 of the largest companies listed on stock exchanges in the United States.

Addressing the risks



✓ Longevity



✓ Cognitive decline



✓ Inflation

A mix of options together helps reduce risk.

Annuities, when used together with your retirement investments, can help check all the boxes.

	Fixed annuities	Variable annuities	Retirement investments	Diversified income strategy
Longevity	✓	✓		✓
Market volatility	✓			✓
Inflation		✓	✓	✓
Cognitive decline	✓	✓		✓
Unknown risk			✓	✓

Diversification is a technique to help reduce risk. There is no guarantee that diversification will protect against a loss of income. Guarantees are based on the claims-paying ability of the issuer.

PART 4

Debunking annuity myths



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DEBUNKING ANNUITY MYTHS

Myth 1

Annuities aren't trustworthy.

MYTH: ANNUITIES AREN'T TRUSTWORTHY

Millions of retirees benefit from reputable annuity products.



- Check a company's credit rating given by independent rating agencies.
- Understand the terms of the contract in the short term and the long term.
- Keep documentation in case any questions arise in the future.

Guarantees are based on the claims-paying ability of the issuer.

Myth 2

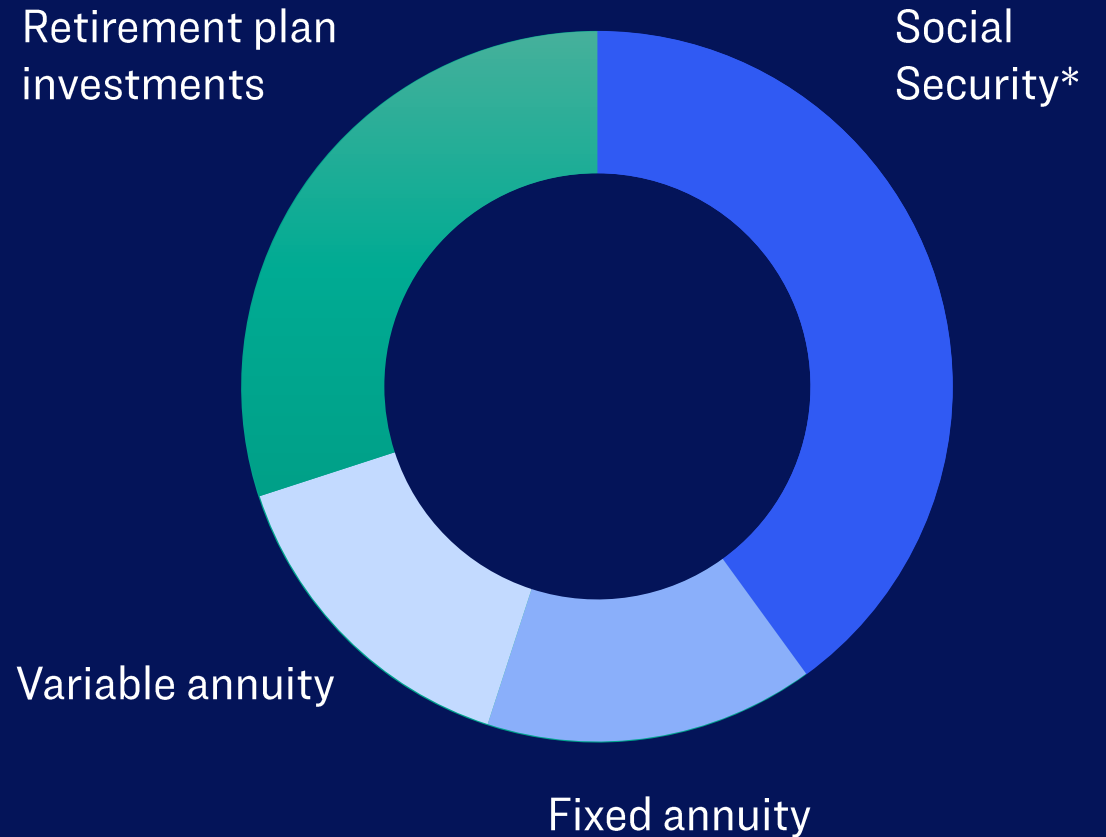
**An annuity isn't useful
if you already have
retirement savings.**

MYTH: AN ANNUITY ISN'T USEFUL IF YOU ALREADY HAVE RETIREMENT SAVINGS

Retirement security is built on a mix of solutions.

Diversification is a technique to help reduce risk. There is no guarantee that diversification will protect against a loss of income.
Guarantees are based on the claims-paying ability of the issuer.
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.
*Source: ssa.gov.

Building a diversified income strategy



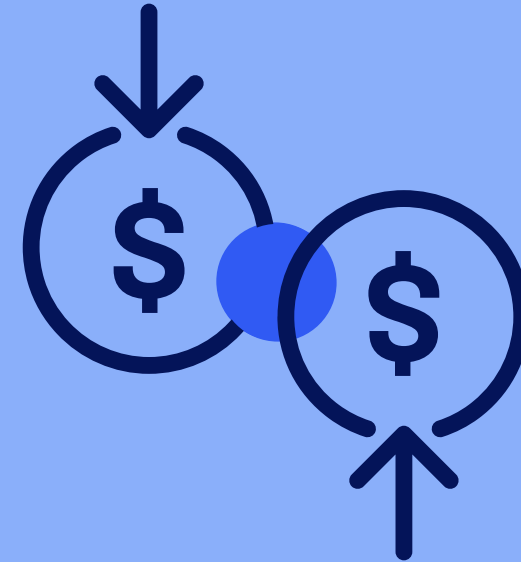
Myth 3

Annuities are expensive.

MYTH: ANNUITIES ARE EXPENSIVE

Annuities are available at a range of costs.

Source for low-cost annuities at TIAA: Morningstar Direct, Dec. 31, 2023. The CREF variable annuity accounts have expense ratios that are in the bottom decile (or 100% below median) of their respective Morningstar variable annuity sub-account category. Our variable annuity accounts 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. Please see CREF prospectus for other fees or expenses.



Myth 4

If I die, my money is gone.

MYTH: IF I DIE, MY MONEY IS GONE

Annuities can cover beneficiaries too.

Many annuities offer options for extending income to others when you pass away.



Only you

Payments end when you pass away.



You and a spouse or partner

Payments end when you both have passed away.¹



You and other beneficiaries

Beneficiaries receive payments for the rest of the guaranteed period.²

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.

1. You can choose from several income amounts. If the nonspousal joint annuitant is more than 10 years younger than you, an annuity for two lives is not available.

2. Time frames include 10, 15 and 20 years. Because you’re adding guarantees, the monthly payment amount would be lower with these options.

Annuities help provide greater lifelong financial security.

- 1 Retirement checks for life**
- 2 Guaranteed growth and income (fixed annuity)**
- 3 Greater growth potential to fight inflation (variable annuity)**
- 4 Option to extend payments to loved ones**
- 5 Part of a diversified retirement strategy**

Guarantees are based on the claims-paying ability of the issuer. 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. Guarantees of fixed monthly payments are only associated with fixed annuities. Payments from the variable accounts will rise or fall based on investment performance. Diversification is a technique to help reduce risk. There is no guarantee that diversification will protect against a loss of income.

Get started today.

Learn more about annuities, including TIAA annuities.



tiaa.org/retirementannuities

Get your saving and investing plan online.



tiaa.org/advicenow

Meet with a TIAA Financial Consultant.



tiaa.org/schedulenow

Thank you.

**For more information on financial topics, or
to explore our OnDemand video library, visit:**



tiaa.org/learn



tiaa.org/webinars

Financial consultants provide advice and education using an advice methodology from an independent third party.

Annuities are designed for retirement savings or for other long-term goals. They offer several payment options, including lifetime income. Guarantees are based on the claims-paying ability of the issuing company. Guarantees of fixed monthly payments are only associated with fixed annuities. Payments from variable annuities are not guaranteed, and the payment amounts may rise or fall depending on investment returns. The contract value of a deferred variable annuity is subject to market fluctuations and investment risk so that, when withdrawn, it may be worth more or less than its original value. Annuity contracts contain terms for keeping them in force. We can provide you with costs and complete details.

Income Test Drive is an optional feature that lets you try variable income payments for a two-year period without making an irrevocable decision. You retain your accumulation units during the Income Test Drive, and payments made during the Income Test Drive are withdrawals from your accumulation units. Payments are calculated to approximate the amount you would receive under a one-life or two-life annuity for the income option and income change method you select, adjusted to reflect the Income Test Drive. You can change your mind during the Income Test Drive, and future payments will stop when you notify us of your decision prior to expiration of the two-year period. See the prospectus for additional information. There are no fees or charges to initiate or stop this feature. However, it's important to note that your annuity's balance will be reduced by the income payments you receive, independent of the annuity's performance. Income Test Drive income payments are based on the annuitization of the amount in the account, period (minimum of 10 years) and other factors chosen by the participant. If you don't stop the Income Test Drive within the two-year test period, the remaining balance in the account you selected for the Income Test Drive feature will be annuitized in accordance with the selections you made for the Income Test Drive. Annuitization at that point will be irrevocable.

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