



*Message to Participants from Roger W. Ferguson, Jr.*  
*November 20, 2008*  
(As Prepared.)

Each day seems to bring news that can send the markets down... or up. Sometimes, we see dramatic swings in a single session.

In my judgment, this degree of volatility is not unusual during periods of uncertainty. However, we recognize it can be unnerving.

We at TIAA-CREF believe that keeping the long view is vital – especially during turbulent times.

While no one can predict the future, we believe it's likely that the financial markets will remain volatile.

We also believe it's likely that the financial markets will continue to affect the real economy – manufacturing and production, services, employment and income.

Many economists, including our own, believe we may be in for a period of noticeably slower economic growth.

However, a new government stimulus package that emphasizes investment in infrastructure, if implemented, could have the potential to boost the economy.

###

The recent period of turmoil has had one interesting – though not surprising – effect: it has highlighted the financial strength and stability of TIAA-CREF.

It has provided us with opportunities to demonstrate our strength to you.

The headline: TIAA-CREF is in sound financial shape.

TIAA has a strong capital base, thanks to our commitment to sober risk management and a long-term investment philosophy.

TIAA also has a “triple-A” rating, or the highest equivalent rating, from all four major rating agencies.<sup>1</sup> These ratings, which have been affirmed in the past few months, underscore TIAA's stability, claims-paying ability, and financial strength, and provide an independent assessment of our ability to meet our financial commitments.

In short, TIAA-CREF stands ready to help you.

###

If you're wondering what the future holds for your retirement plan, one of the most important steps you can take is to contact your TIAA-CREF adviser.

He or she will take as much time as needed to address your concerns, and to help you make sure that your plans remain on track to meet your long-term goals.

Using our objective advice – which was recognized once again by *Forbes* as “the most extensive personal[ized] workplace advice”<sup>ii</sup> – your adviser can help you evaluate your asset allocation, fund selection, and savings rate.

Long-term investors may wish to diversify their portfolios with investments from a range of asset classes, such as equities, fixed income and real estate, consistent with your tolerance for risk.<sup>iii</sup>

You may also wish to consider options that can help ensure guaranteed lifetime income. The guarantees are backed by the top-rated financial strength and claims-paying ability of TIAA.

The principles your adviser will discuss with you – a long-term investment philosophy, a prudent approach to risk, broad diversification – are the same that we follow at TIAA-CREF on your behalf.

They are principles we've relied on to help millions of people “to and through retirement.”

I believe these same principles should form the foundation of a national retirement system, one that helps more Americans achieve financial security in the 21<sup>st</sup> century.

I expressed this view in an op-ed recently published in *The Wall Street Journal*. You can read the op-ed right here on our website. You'll also find market insights, economic commentary, and even a compendium of links to all the information on market volatility we have published.

Take advantage of all that TIAA-CREF offers to make sure your retirement plan can help meet your needs over the long run. Speak with your TIAA-CREF adviser today.

Thank you for placing your trust in TIAA-CREF, and thank you for the opportunity to serve you.

---

<sup>i</sup> A++, A.M. Best Company (as of 9/08); AAA, Fitch Ratings (as of 8/08); Aaa, Moody's Investors Service (as of 7/08); AAA, Standard & Poor's (as of 8/08) - the highest possible ratings from these independent analysts. These insurance ratings do not apply to variable annuities, mutual funds, or any other product or service not fully backed by TIAA's claims-paying ability.

<sup>ii</sup> "Playing the Numbers," *Forbes 2009 Retirement Guide*.

<sup>iii</sup> Diversification is a technique to help reduce risk. There is no absolute guarantee that diversification will protect against a loss of income.

TIAA-CREF Individual & Institutional Services, LLC and Teachers Personal Investors Services, Inc., members FINRA, distribute securities products.

Annuity products are issued by TIAA (Teachers Insurance and Annuity Association), New York, NY.

©2008 Teachers Insurance and Annuity Association-College Retirement Equities Fund, New York, NY 10017.

C43456