



TIAA Private Asset Management

# The journey to financial well-being starts with you





# What are your financial goals? What does financial well-being mean to you? What do you want to leave as your legacy?

Questions about managing your wealth are as personal and individual as you are. But that doesn't mean you need to solve them on your own.

## Table of contents

You and TIAA .....	1
Collaborative approach .....	2
You and your team .....	3
Planning toward your goals .....	5
Investment strategy .....	6-7
Management approach .....	8

# You and TIAA

At TIAA, we put a team of specialists behind you and your goals. People you can trust to ask the right questions, listen and advise you. People who take the time to understand your concerns and responsibilities—and what matters most to you.

Managing your wealth can be a complicated and time-consuming process. Private Asset Management is dedicated to guiding and helping you invest and manage your assets.

We understand that financial well-being involves more than balancing risk and return or selecting the right investments. It takes a well-defined plan, a disciplined process and a commitment to helping you pursue your goals every step along the way.

The journey to financial well-being can be challenging—and it's important for you to feel comfortable with how your money is managed. With Private Asset Management, you benefit from all the research, technology and resources of TIAA.

We'll help you overcome one or more challenges that you may be facing:

- Manage assets in a risk appropriate and tax-efficient manner
- Draw assets in an efficient manner
- Efficiently transfer wealth to the next generation and philanthropic interests
- Maintain financial well-being if you were to become mentally impaired or to carry on if you are not there



## Who we are

Private Asset Management is an investment management service offered by TIAA Trust, N.A., a subsidiary of TIAA, a Fortune 100 financial services leader. For 100 years, TIAA has been dedicated to serving the financial needs of those who work in the academic, medical, cultural and research fields.



# Collaborative approach

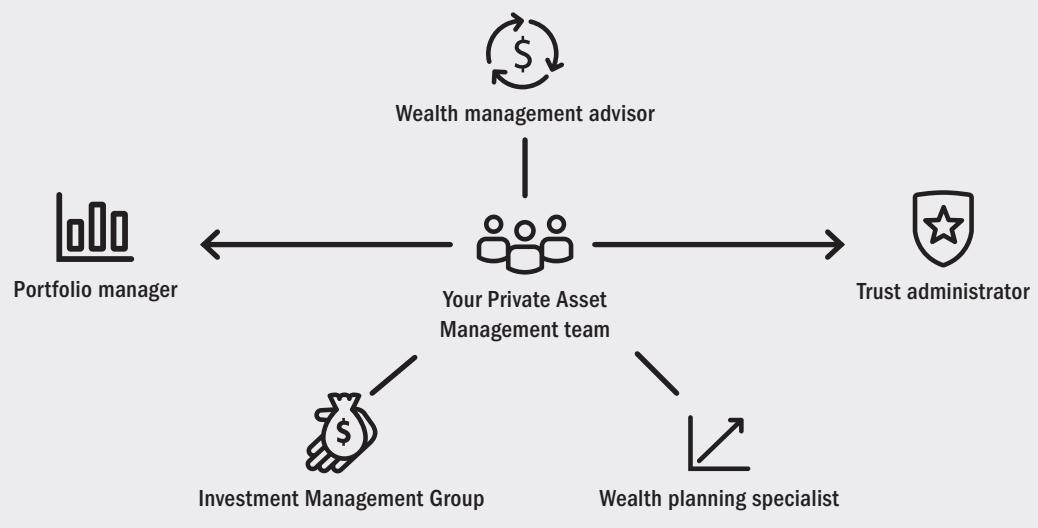
## Collaboration is key to reaching your goals

Collaboration can be a key component to achieving financial security. That's why you have a dedicated advisor backed by a team of professionals to help you pursue your financial goals.

Through in-person meetings, telephone calls and electronic communications, you can contact us whenever you have questions, need advice or want easy access to your account online.

### Your Private Asset Management team consists of an advisor, portfolio manager and trust administrator.

Your team works with specialists who are proficient in research, investment strategy, insurance and annuities, estate planning and other areas.



# You and your team

**Moving forward. Together as a team every step of the way.**

Private Asset Management is a professionally managed solution that is built and continuously monitored based on your specific financial needs and concerns. Through a step-by-step process, we help you gain greater clarity and confidence that your investments are aligned with your goals and objectives. Here is how the team works together:

## Meet your team

	<p><b>Your wealth management advisor</b></p> <p>It starts with a dedicated advisor who works with you to gain a deep understanding of your personal financial goals—and what it will take to achieve these goals. Through the planning process, you and your advisor will discuss current and future financial needs and concerns for you, your family, and your future.</p>
	<p><b>Your portfolio manager</b></p> <p>After collaborating with your advisor, your portfolio manager will create an investment strategy based on your priorities such as retirement, estate planning and charitable giving. Your portfolio manager works closely with our broader Investment Management Group to bring the full resources of TIAA to help develop an appropriate investment strategy.</p>
	<p><b>Your trust administrator</b></p> <p>Since your financial needs can be complex and require specialized knowledge in a variety of areas, your trust administrator can help simplify your life with a wide range of services related to estate planning considerations, retirement strategies, tax and bill payment assistance, and charitable gifts and trusts.</p>
	<p><b>Wealth planning specialist</b></p> <p>Available for more complex financial needs, a wealth planning specialist can help establish wills, trusts, power of attorney, beneficiary designations and asset titling. With permission, s/he will coordinate financial planning needs and activities with your outside attorneys and accountants.</p>
	<p><b>Investment Management Group</b></p> <p>Your portfolio is backed by a team of experienced financial professionals who employ a disciplined investment approach. They're responsible for investment research and selection, asset allocation strategies, and rigorous monitoring and evaluation of investments and fund managers to ensure they continue to meet investment criteria.</p>



## The plan. The process. The path ahead.



### Step 1

Establishing  
your goals



### Step 2

Creating your  
asset allocation



### Step 3

Building  
your portfolio



### Step 4

Ongoing risk  
management & review

# Planning toward your goals

**A focused team. A clear process.**

## Step 1

### Establishing your goals

With differing priorities and multiple financial goals, we'll help to organize your investments accordingly. When discussing your goals and objectives, we'll take into account your time frame for reaching each goal. We'll consider your need for maintaining assets or for generating income along the way. With all of your detailed input, we'll develop an Investment Policy Statement. It's a well-defined plan for how your money will be invested and managed.

What are your financial objectives or goals for retirement?

What level of risk are you comfortable with?

Do you need to protect your assets from a down market?

Are you seeking to develop a plan for the financial future of your family and your legacy?

## Step 2

### Creating your asset allocation

Our process follows a set of clear steps that guides your portfolio manager in selecting appropriate investments according to your needs. Taking advantage of resources from the Investment Management Group, your portfolio manager will start with the appropriate asset allocation strategies.

During this step, your portfolio will be further customized with specific types of investments within each asset class to help meet your specific personal goals, objectives and needs.

## Step 3

### Building your portfolio

Our investment strategy and process focuses on creating a solution that goes beyond your objectives and needs to also address your personal preferences. Your portfolio manager will use this framework to guide the selection of appropriate investments according to your comfort level for risk and other individual options.

What are your priorities: Generate income? Seek socially responsible investing? Minimize the tax burden? Reduce downside market risk exposure?

Do you have investments with large embedded capital gains?

## Step 4

### Ongoing risk management and review

You and your portfolio receive ongoing personalized attention. Your portfolio manager continually reviews and evaluates your portfolio—by individual investment and an overall basis.

We understand that your priorities and your life may change over time. Your portfolio manager continually works with you to keep your portfolio balanced and aligned with your objectives, needs, and preferences. To help stay on track, we also review the time you've set to reach each goal.

Have any of your objectives or goals changed?

Have there been any significant life changes that affect your finances?

Do you have any new concerns that you want to address?

# Investment strategy

## Investment solutions as individual and diverse as you are

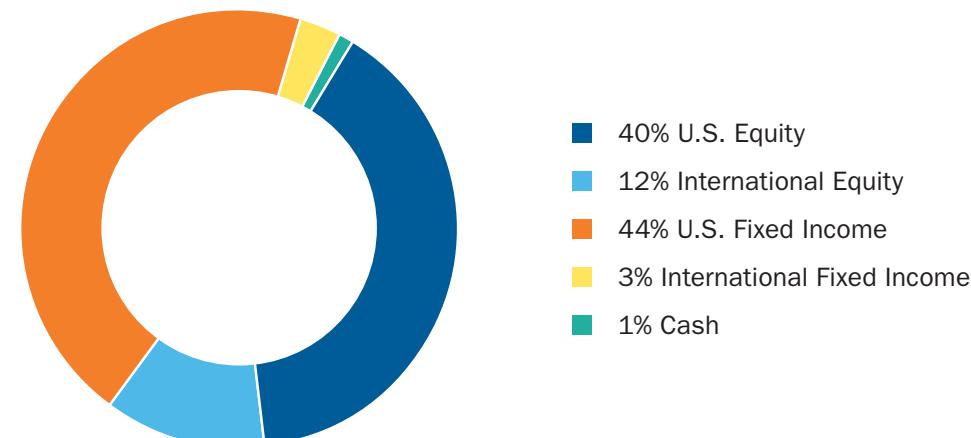
Since your goals and needs are unique to you, we tailor investment solutions to suit a wide range of individual preferences. To achieve this high level of customization, the Investment Management Group believes that disciplined management of high-quality, diversified portfolios tailored to each client's goals and objectives is an essential ingredient to the pursuit of one's long-term investment objectives—from asset allocation to fund and securities research, to portfolio construction and management.

As your portfolio manager builds your portfolio, a broad selection of investment possibilities will be considered to help meet your different objectives, including those designed to:

- Seek to grow wealth
- Meet income needs
- Manage volatility to protect on the downside
- Provide tax management and efficiency where needed

## Selecting from a wide array of investment solutions

The chart is a simplified illustration of how assets might be allocated among a variety of investment solutions. Your portfolio will be constructed to reflect your personal financial goals.



## **Screening to identify the right investments**

Expect nothing less than highly rigorous due diligence from TIAA during each step of the investment process. We begin with in-depth research to identify the appropriate investments and funds for your portfolio from both TIAA and other investment organizations.

Our screening process seeks to discover the most appropriate fund managers in each asset category. Through a quantitative and qualitative review process, we look at risk and past performance in up and down markets. We conduct thorough, in-depth interviews with managers. Ultimately, we select and monitor mutual funds and exchange-traded funds believed to be most appropriate in each asset class.

Depending on what is most suitable for your portfolio, we select from a wide range of investment products, including mutual funds, exchange-traded funds, individual stocks and bonds.



**We look at risk and past performance in up and down markets.**





# Management approach<sup>1</sup>

**Disciplined strategy. Manage risk. Review. Rebalance.**



**Our management  
strategy is clear and  
straightforward.**

## Opportunities to build wealth by managing risk

At TIAA, we understand that you've worked many years to accomplish what you have today. That's why we believe that the way to help seek and preserve your wealth is to manage risk, as opposed to trying to outperform in unpredictable up markets.

Utilized by many investors, our strategy seeks to reduce losses during periods of uncertainty and volatility. As studies have shown, outperforming when markets are down is important to the long-term health of your portfolio. This is especially important if you need to make regular withdrawals over time. That's why our strategy is to manage risk first, while striving to achieve established investment goals.

## Always focused on your best interests

Whether you are seeking professional investment management, trust services or wealth planning services, your team always manages your portfolio according to your best interests. On an ongoing basis, your portfolio is reviewed to reflect the way you live, and the future you envision for yourself and your loved ones.

<sup>1</sup> No method of investing can ensure a profit or guarantee against loss.



## Benefit from all the resources of TIAA

The path to financial security and living the lifestyle you envision starts with a sound financial plan, and receiving expert guidance to best manage your money. At TIAA, our most important asset is the value we bring to you. We're committed to helping you pursue your goals every step of the way—no matter how your life or the market may change.

With Private Asset Management, you can feel confident that you have a dedicated team and all of the research, technology, and resources of TIAA available to you.

## Start your journey toward financial well-being



Please contact your TIAA advisor



Or call 888-211-3868



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

TIAA Trust, N.A. provides discretionary investment management services for a fee.

Investing involves risk, and the value of your investments may gain or lose value and fluctuate over time. Investments in managed accounts should be considered in view of a larger, more diversified investment portfolio.

The Private Asset Management program is offered by TIAA Trust, N.A., a national trust bank. Please refer to the disclosure document for the Private Asset Management program for more information.

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.**

TIAA Trust, N.A. provides investment management, custody and trust services. Advisory services provided by Advice & Planning Services, a division of TIAA-CREF Individual & Institutional Services, LLC, a registered investment adviser.

© 2023 TIAA Trust, N.A.

BUILT TO PERFORM.

CREATED TO SERVE.