Paying Yourself
Income options in retirement
Two-thirds of American workers feel confident in their ability to retire comfortably, continuing a steady increase over the past three years.¹

The majority of workers (54%) plan to work past age 65—and 55% plan to continue working in retirement.²

Average time spent in retirement is 19 years for men, 21 years for women³

Median income for married couples age 65 or older is about $68,000⁴

30% of American workers are currently working with a financial advisor, and another ⅓ say they plan to.⁵
Today’s agenda

- Wants and needs in retirement: The income floor
- Retirement investments: What to consider
- Retirement account options: The basics
- Other investments and savings
- Action steps
The budget worksheet

Paying Yourself: Income options in retirement
Having enough starts with having a plan:
The income floor

Retirement needs
- Home and home-related
- Healthcare
- Food and clothing
- Transportation
- Insurance
- Taxes and debt payments
Once you establish your income floor, you can establish your lifestyle

Retirement wants

- Vacation/second home
- Hobbies
- Travel
- Time with family and friends
- Volunteerism
- Legacy assets
The most common sources of retirement income

- Social Security
- Defined Contribution plans (401(k), 403(b))
- Defined Benefit plans
- Individual Retirement Accounts (IRAs)
- Annuities
- Other investment and savings accounts
Social Security—still viable, still reliable

Income traits:
- Taxable, fixed monthly income from the government

Income options:
- Fixed benefit

Other traits:
- Reduced benefits can be taken as early as age 62
- Full benefits available if you wait to full retirement age
  - Full retirement age depends on when you were born
- Spouse gets a benefit, too
  - How and when you and your spouse elect to receive Social Security benefit can make a big difference in your monthly payment

Sources:
1) ssa.gov
2) TIAA collateral
Employer-sponsored retirement accounts: Defined Benefit plans

Income traits:
- Taxable, fixed monthly income from an employer-sponsored and managed account

Income options:
- Fixed benefit based on company’s formula very often at termination
- Typically funded entirely by the company (although government plans often require employees to contribute)
- Benefits determined by personalized factors, not investment performance
  - Length of service with company
  - Earnings history (so-called terminal income)
  - NOT an individual account
- Benefits may come out of company income if investments underperform
- Maximum benefit is $230,000, no contribution limit*

* IRS, Defined Benefit Plan—Benefit Limits
irs.gov/Retirement-Plans/Plan-Participant-Employee/Retirement-Topics-Defined-Benefit-Plan-Benefit-Limits
Employer-sponsored retirement accounts: Defined Contribution plans (401(k) and 403(b))

Income traits:
- Taxable, variable monthly income from your employer-sponsored account

Income options:
- Roll it into an IRA
- Leave it alone
- Take periodic distributions
- Annuity (lifetime income)
- Lump-sum withdrawal

Other traits:
- May borrow money from it (if plan permits), but must pay it back
- Minimum withdrawal age of 59½ (or be subject to IRS penalty)
- Mandatory withdrawals beginning at age 72
Individual Retirement Accounts: The Traditional IRA

**Income traits:**
- Taxable, variable income from a personal retirement investment account

**Income options:**
- Take it in a lump sum
- Periodic disbursements
- “Rollover” into another Traditional IRA
- Annuity (Investment Solutions IRA)

**Other traits:**
- 10% penalty for early withdrawal, plus taxes
- Minimum withdrawal age of 59½; mandatory distributions begin at age 72
- Penalties for not taking minimum distributions!
- Special rules may impact taxes
Income traits:
- Tax-free, variable income from a personal retirement investment account

Income options:
- Take it in a lump sum
- Periodic disbursements
- “Rollover” into another Roth IRA
- Annuity payout

Other traits:
- 10% penalty for early withdrawal, plus taxes on earnings
- Minimum withdrawal age of 59½
  - NOTE: Special disbursement rules can apply
- No mandatory distributions
- No penalties for not withdrawing
- Account must be disbursed if account holder dies
- Roth account must be five years old before you can take a distribution of gains without tax penalty
- Contributions (but not gains) are always available for withdrawal without tax or penalty
What do you own that can provide lifetime income?

**Discretionary expenses**
- Entertainment
- Charitable donations
- Gifts
- Travel
- Dining out

**Essential expenses**
- Transportation
- Utilities
- Health care
- Home
- Food

Regular, permanent payments of lifetime income can come from Social Security, pensions and annuities.
TIAA solutions are designed to go from savings in accumulation to income in retirement.
Understanding annuities based on life stages

Using our fixed and variable annuities as examples:

<table>
<thead>
<tr>
<th>Fixed Annuities</th>
<th>TIAA Traditional</th>
<th>TIAA Traditional</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Fixed rate of return</td>
<td>Fixed income payments</td>
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<tr>
<td>Variable Annuities</td>
<td>CREF &amp; REA Accounts</td>
<td>CREF &amp; REA Accounts</td>
</tr>
<tr>
<td></td>
<td>Returns vary based on portfolio returns</td>
<td>Variable income payments based on portfolio results</td>
</tr>
</tbody>
</table>

Reminder: Your plan may offer non-annuities investments that may be appropriate for your situation.
TIAA income options: Flexible retirement income

**Life Annuity:**
Guaranteed income for life, fixed or variable

**TIAA Interest Only:**
Income from a TIAA Traditional Annuity that leaves principal unchanged

**Minimum Distribution Option:**
Automatically withdraws the minimum required amount from your account once you’ve reached the minimum age

**Transfer Payout Annuity:**
Allows you to access and reallocate TIAA Traditional Annuity over a set number of years

**Cash withdrawals:**
Lump sum or systematic
Some common payout options*:

- Life only
- Life with a guarantee period
- Joint life and last survivor

* Not all options available and some providers may offer different payouts. Other income options may be available.
Other investments and savings

Income traits:
- Variable income from personal investments, bonds and savings

Income options:
- Periodic disbursements
- Take it in a lump sum

Other traits:
- Can incur capital gains taxes
- No minimum withdrawal age
- No mandatory disbursements
Recap: What to consider in retirement investments

- What will the investment/asset be used for?
- How liquid or easy to withdraw is it?
- How is each investment/asset taxed on withdrawal?
- What is it invested in—what is the risk?
Putting it all together: Action steps

- Estimate your *required* expenses and determine if guaranteed income could help.
- Estimate the cost to do what you *want* in retirement; consider investing accordingly.
- Plan your income carefully and know which assets will pay what amount and when.
- Taxes, taxes, taxes.
- Learn about consolidation options.
Additional tools

TIAA.org/tools
- Retirement Advisor
- Preparing for Retirement—TIAA.org/pfr
- Retirement Goal Evaluator
- Budget Worksheet

IMPORTANT: The projections or other information generated by the Retirement Advisor tool regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results and are not guarantees of future results. Results may vary with each use and over time.
You can call **800-732-8353** to schedule a one-on-one counseling session for advice from a TIAA Financial Consultant.

Or, schedule online at [TIAA.org/schedulenow](http://TIAA.org/schedulenow)
Two-thirds of American workers feel confident in their ability to retire comfortably, continuing a steady increase over the past three years.¹

¹Employee Benefit Research Institute, “2019 Retirement Confidence Survey,” April 2019

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Average time spent in retirement is 19 years for men, 21 years for women³

³Social Security Administration, “Calculators: Life Expectancy,” accessed online September 2019

Median income for married couples age 65 or older is about $68,000⁴

⁴United States Census Bureau, “Household Income in 2018,” September 2019

30% of American workers are currently working with a financial advisor, and another ⅓ say they plan to.⁵

⁵Employee Benefits Research Institute, “2019 RCS Fact Sheet: Preparing for Retirement in America,” April 2019

44% of Americans between the ages of 60 and 70 have a mortgage when they retire, and as many as 17% say they may never pay it off.⁶

⁶AARP, “Many Retired People Don’t Expect to Pay Off Mortgages,” March 2018

Average annual healthcare spending is 8% of total expenses for those age 50-64, but jumps to 19% for those 85 and older.⁷

⁷Employee Benefit Research Institute, “Spending Patterns of Older Households,” May 2019
A 65-year old couple retiring in 2019 can expect to spend $363,000 in health care and medical expenses throughout retirement.\(^8\)

\(^8\)Employee Benefit Research Institute, “Savings Medicare Beneficiaries Need for Health Expenses in 2019: Some Couples Could Need as Much as $363,000,” May 2019

The cost of eating at home increased nearly 8% while eating out increased 4% from 2017 to 2018.\(^9\)


Social Security can be expected to replace about 40% of preretirement income\(^10\)

\(^10\)Congressional Budget Office, “Replacement Rates for Hypothetical Retired Workers,” April 2019

A spouse’s benefit may be up to 50% of yours.\(^11\)

\(^11\)Social Security Administration, “Retirement Planner: Benefits for Your Spouse,” accessed online September 2019

A man age 65 will likely live to 84 years old. Likewise, a 65-year-old woman today may expect to live until age 87. That can mean about 20 years in retirement.\(^12\)

\(^12\)Social Security Administration, “Calculators: Life Expectancy,” accessed online September 2019

What percentage of Americans 65 and older held a paying job in 2018? Nearly 10 million, or 19%\(^13\)

\(^13\)Bureau of Labor Statistics, “Employment status of the civilian noninstitutional population by age, sex, and race,” January 2019
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