

A man and a woman are sitting at a dark wooden table in a bright room with large windows. The woman, on the left, is leaning over the table, looking at a laptop. The man, on the right, is sitting upright, looking at the laptop. There is a white mug on the table in front of him. The background shows a view of trees through the windows.

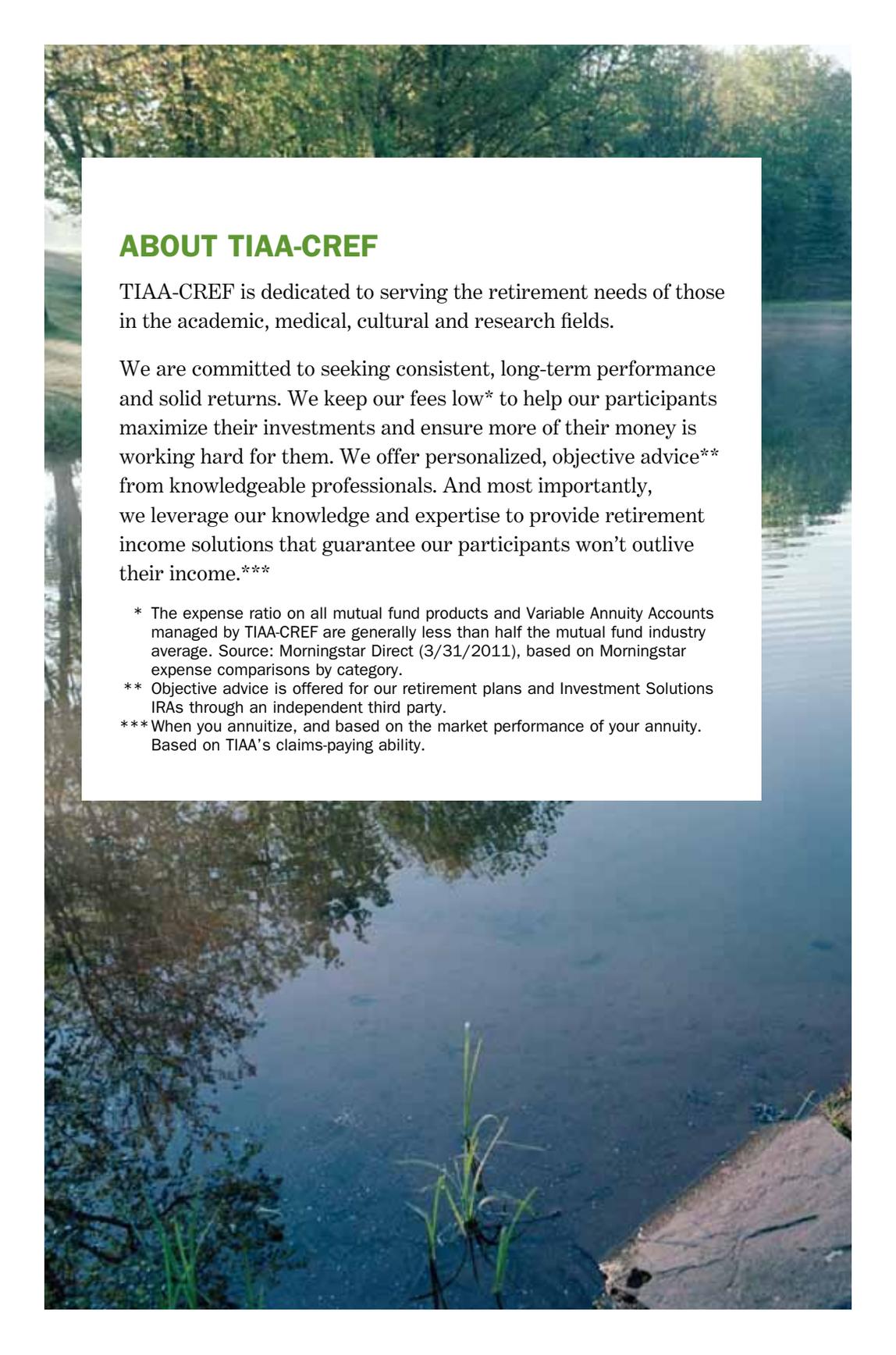
SAVING FOR RETIREMENT

THE ROTH CONTRIBUTION OPTION

The logo for TIAA CREF, consisting of the letters "TIAA" stacked above "CREF" in white, set against a blue square background with a white border.

TIAA
CREF

Financial Services



ABOUT TIAA-CREF

TIAA-CREF is dedicated to serving the retirement needs of those in the academic, medical, cultural and research fields.

We are committed to seeking consistent, long-term performance and solid returns. We keep our fees low* to help our participants maximize their investments and ensure more of their money is working hard for them. We offer personalized, objective advice** from knowledgeable professionals. And most importantly, we leverage our knowledge and expertise to provide retirement income solutions that guarantee our participants won't outlive their income.***

* The expense ratio on all mutual fund products and Variable Annuity Accounts managed by TIAA-CREF are generally less than half the mutual fund industry average. Source: Morningstar Direct (3/31/2011), based on Morningstar expense comparisons by category.

** Objective advice is offered for our retirement plans and Investment Solutions IRAs through an independent third party.

*** When you annuitize, and based on the market performance of your annuity. Based on TIAA's claims-paying ability.

TABLE OF CONTENTS

2 THE ROTH CONTRIBUTION OPTION SAVINGS CHOICE

Learn about the differences between pretax and after-tax contributions

4 COMPARING ROTH AFTER-TAX AND PRETAX CONTRIBUTIONS

How each type of contribution stacks up

5 FREQUENTLY ASKED QUESTIONS

Find answers to commonly asked questions and concerns

8 WHY THE ROTH CONTRIBUTION OPTION MAY BE RIGHT FOR YOU

Find out if it fits into your retirement savings plan

9 TAKE THE NEXT STEP

Contact us by phone, e-mail or in person



THE ROTH CONTRIBUTION OPTION

Is the Roth contribution savings option right for you? Now that your employer offers a new way to save for retirement, we're here to help you decide whether the Roth contribution option is the right savings choice for your situation.

You may be familiar with how pretax contributions work through your current retirement plan—your contributions are made on a pretax basis. This means the money comes out of your paycheck before your income is taxed, which lowers your taxable income.

With the Roth contribution option, your contribution is taken out of your paycheck after your income is taxed, which does not lower your current taxes. You might be wondering why contributing after-tax income would be to your advantage? Your contributions, and the earnings on them, are tax-free upon withdrawal in retirement (provided you have been contributing for five years).

When you withdraw funds from your 403(b) or 401(k) retirement plan, you won't pay taxes on any earnings on the Roth contributions, as long as you're at least age 59½ (or disabled) and your withdrawal is made at least five years after making your first Roth contribution.* For governmental 457(b) plans, withdrawals are allowed only following separation from service or attainment

* The five-year period begins on the first day of the year in which you make your first contribution to your Roth account.

of age 70½ and like 403(b) and 401(k) plans, you won't pay taxes on any earnings if your withdrawal is made at least five years after making your first Roth contribution. Withdrawals of Roth contributions in all cases are always tax free since you have already paid the taxes when the contribution was made.

Making traditional pretax contributions, on the other hand, gives you a tax break now, by lowering your current taxable income. You don't pay taxes on your contributions and any earnings until you take the money out, typically in retirement. Upon withdrawing money from the account, you pay ordinary income taxes on the amount withdrawn.

Should you pay taxes now or later? As usual, it depends on your situation. Generally, if you anticipate being in a higher tax bracket during retirement, you'll benefit from making Roth contributions. If you think you'll be in a lower tax bracket at retirement, pretax contributions may be the way to go. Either way, take advantage of your employer's retirement plan and start saving today.

You often hear about the importance of diversification when investing—spread your funds across asset classes, don't put all your eggs in one basket—well, Roth contributions are another way of diversifying your investments, but on a tax basis. It's difficult to say what your tax situation will be at retirement, and what changes the government will make. The Roth contribution option savings feature could potentially reduce the amount of tax you pay in retirement by balancing out other sources of taxable income.

YOU MAY BENEFIT IF YOU:

- Are just starting out and are currently in a lower tax bracket than you expect to be at retirement.
- Want to make Roth contributions that are greater than the Roth IRA contribution limit.
- Are not eligible to make Roth IRA contributions because your income exceeds the limits.
- Believe your income tax rates are likely to rise in the future.
- Want to hedge against the uncertainty of future tax rates by having both pretax and after-tax assets in your retirement account.
- Are interested in passing a portion of your retirement assets tax free to your heirs.

COMPARING ROTH AFTER-TAX AND PRETAX CONTRIBUTIONS

The following table will help you compare the differences between contributing after-tax and pretax funds to your retirement plan. We show the potential future value of a \$3,000 annual contribution over 20 years and assume you earn an annual return of 6%. We also assume that you are in the 25% tax bracket while contributing to the account, and when the money is withdrawn.

	Roth After-Tax Contributions	Pretax Contributions
Annual contribution	\$3,000	\$3,000
Annual tax savings	\$0.00	\$750
Effect on annual income	(\$3,000)	(\$2,250)
Future account value	\$116,978	\$116,978
Future account value (after taxes paid)	\$116,978	\$87,733
Future value of tax savings*	\$0.00	\$23,529
Net value after taxes	\$116,978	\$111,262

*The future value of after-tax savings assumes that the \$750 annual tax savings is invested in an account outside of the retirement plan and earns a hypothetical 6% over the period. But keep in mind that the earnings will be taxable each year, so the balance will not grow at the same rate as the tax-deferred plans. By including the reinvestment of the tax savings, you get a better representation of the net differences assuming the same amount of out-of-pocket invested dollars between the two options. This illustration is hypothetical and not intended to represent the performance of any specific investment product and cannot be used to predict or project investment performance. Charges and expenses that would be associated with an actual investment are not reflected.

Of course, if we adjust the tax brackets upwards or downwards either during the savings years or at the time of withdrawal, the figures will be different. It's difficult to predict what your future tax situation will be, but you'll want to estimate that as best as you can and also take into consideration what type of contribution will help your current tax situation.



FREQUENTLY ASKED QUESTIONS

MAKING ROTH CONTRIBUTIONS

Q: How much can I contribute using the Roth contribution option?

A: The Internal Revenue Service announces contribution limits each year. In addition to regular contributions, you also may contribute an additional amount if you are age 50 or over. You can make any combination of pretax and after-tax Roth contributions to your plan as long as your total does not exceed the IRS limit. Please refer to the insert for this year's limits.

Q: Are there income limits with the Roth option?

A: No. The income limits that apply to your ability to make a Roth IRA contribution do not apply to the Roth contribution option in your retirement plan.

Q: Can my employer match my Roth contributions?

A: If your employer makes a matching contribution, your account will accept the funds, but the employer contributions will be made on a pretax basis. Therefore, you will owe income taxes on the employer matching contributions and any earnings upon withdrawal.



Q: If I choose to make Roth contributions, can these contributions go into my plan account as after-tax Roth elective deferrals?

A: Yes. To add the Roth savings option to your account, you only need to complete a new salary reduction agreement with your employer. If you do not have an existing account with TIAA-CREF, you will also need to complete a TIAA-CREF enrollment form.

WITHDRAWING MONEY FROM YOUR ROTH ACCOUNT

Q: When can I take a tax-free withdrawal from my Roth balance?

A: You can make a tax-free withdrawal of your Roth contributions and earnings from your 403(b) or 401(k) plan once you reach age 59½ and at least five years after you make your first contribution (or if you're disabled or deceased). The availability of withdrawals may also depend on your employer's plan rules. Tax-free withdrawals of your Roth contributions and earnings from a governmental 457(b) plan can be made following separation from service or attainment of age 70½ and at least five years after you make your first contribution (or if you are deceased).

Q: How is the five-year time frame for my Roth contributions determined?

A: The five-year period begins on the first day of the year in which you make your first Roth contribution to your retirement or deferred compensation account. Also, if you roll over your savings to another employer's retirement plan, you keep your original start date.*

Q: Are Roth assets subject to IRS required minimum distribution rules?

A: Yes. If you participate in a retirement or deferred compensation plan—including plans offering the Roth contribution option—you are generally required to take minimum distributions at age 70½. If you continue working at the same employer past the age of 70½, you are not required to take your first minimum distribution until April 1 following the year you retire from that employer.

The Roth IRA, on the other hand, is not subject to required minimum distributions. And you can roll over your Roth retirement plan option contributions to a Roth IRA.* If you do that prior to the required distribution start date, you won't be required to make any withdrawals.

Keep in mind that if you roll over your Roth retirement balances from your plan into a new Roth IRA, your five-year time frame for the Roth IRA begins on the date you roll over the Roth retirement plan balances. Your five-year period is not carried over to the Roth IRA with the money. On the other hand, if you roll over savings into an established Roth IRA, the five-year Roth IRA period begins with the date you make your first contribution to a Roth IRA and is unaffected by the transfer of Roth retirement plan option balances into the account.

Q: Can I roll over my Roth savings from one employer's plan to another?

A: Yes. You can roll over your Roth savings in your 403(b) or 401(k) retirement plans to another retirement plan if the new plan accepts the funds. Check with your previous employer to see if your funds are available to be rolled over and check with your new employer to make sure their plan can accept them before you start the process.*

* Rollovers of Roth contributions and earnings from governmental 457(b) plans to other retirement or deferred compensation plans are currently not allowed.

WHY THE ROTH OPTION MAY BE RIGHT FOR YOU

YOU WANT TO MAKE HIGHER AFTER-TAX CONTRIBUTIONS

You can maximize your after-tax savings by contributing up to the maximum allowable limit set by the IRS each year. Then, if you meet the IRS income limits, you may also contribute to a Roth IRA.

YOU EXPECT TO BE IN A HIGHER TAX BRACKET WHEN YOU RETIRE

It may be difficult to predict what your tax situation will be in the future. But, if you think you will be in a higher tax bracket in retirement than you are right now, then you may want to choose the Roth option. You will pay taxes on the contributions now—potentially at a lower tax rate—and then receive your assets tax free when you're in the higher tax bracket.

YOU EARN TOO MUCH TO CONTRIBUTE TO A ROTH IRA

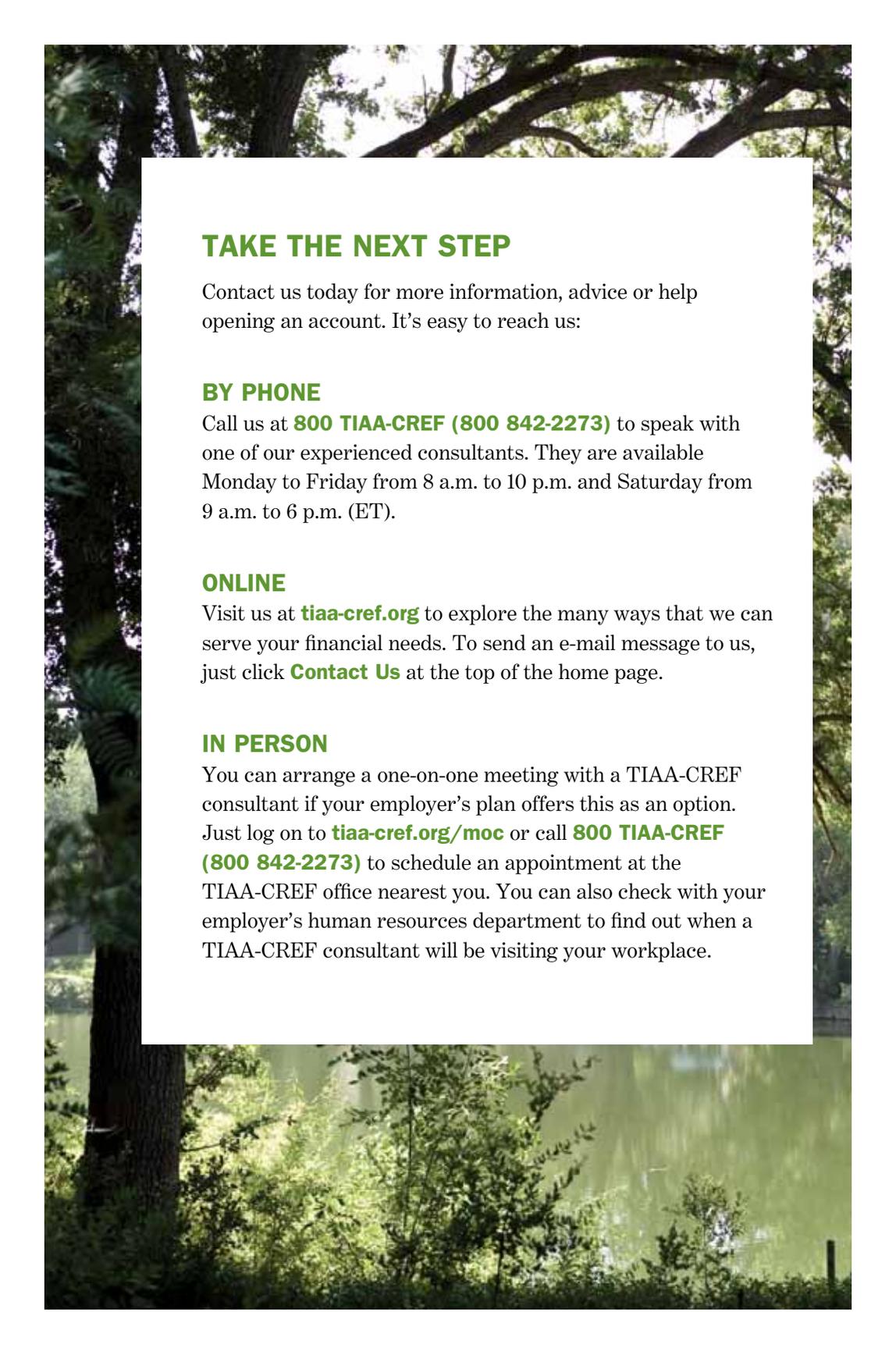
If you earn more than what the income limits allow for contributing to a Roth IRA, you might want to consider making Roth contributions to your retirement plan since there are no income limits.

YOU WANT TO PASS ON TAX-FREE INCOME TO YOUR HEIRS

If you are near retirement and believe you will have more than enough savings to meet your immediate retirement income needs, Roth contributions may be a way you can pass some of your retirement assets to your beneficiaries tax free, under certain circumstances.

Now that you have a better understanding of the new Roth contribution savings option, you may be in a better position to decide whether Roth contributions will benefit you.

Because of the tax implications associated with traditional pretax and after-tax contributions, you should consult with a tax advisor regarding your situation.



TAKE THE NEXT STEP

Contact us today for more information, advice or help opening an account. It's easy to reach us:

BY PHONE

Call us at **800 TIAA-CREF (800 842-2273)** to speak with one of our experienced consultants. They are available Monday to Friday from 8 a.m. to 10 p.m. and Saturday from 9 a.m. to 6 p.m. (ET).

ONLINE

Visit us at tiaa-cref.org to explore the many ways that we can serve your financial needs. To send an e-mail message to us, just click **Contact Us** at the top of the home page.

IN PERSON

You can arrange a one-on-one meeting with a TIAA-CREF consultant if your employer's plan offers this as an option. Just log on to tiaa-cref.org/moc or call **800 TIAA-CREF (800 842-2273)** to schedule an appointment at the TIAA-CREF office nearest you. You can also check with your employer's human resources department to find out when a TIAA-CREF consultant will be visiting your workplace.

Investment products, 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-cref.org for a current prospectus that contains this and other information. Read the prospectus carefully before investing.

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