

# TIAA Individual Advisory Services

## Getting you to and through retirement

Your financial needs are unlike anyone else's, so it only makes sense that your financial plan would cater to your specific needs and goals. In order to do that, advisors at TIAA spend a lot of time listening and asking questions to understand your financial needs and your vision of the future.

Based on the discussion, advisors design specialized solutions to address your financial planning needs by collaborating with a team of seasoned professionals in the following areas:



Retirement income



Banking



Brokerage services



Tax



Estate planning



Charitable giving



Investments



Life insurance

## Services from Individual Advisory Services

We provide information and recommendations in the following areas:

- Retirement planning
- Investment management and planning
- Estate planning
- Charitable planning
- Education planning
- Retirement income projection
- Personalized action plan
- 360° Financial Review
- Asset protection planning
- Investment strategy review
- Benefits analysis
- Life insurance analysis
- Brokerage services
- Thought leadership content
- Webinars and seminars
- Trust services

### Who do we serve?

Individual Advisory Services serves individuals whose asset levels have made their financial decisions complex or whose circumstances require highly specialized financial solutions with a detailed level of personalized service.

### What can you expect from us?

Your advisory team will:

- Listen to your financial needs and evaluate your assets, liabilities, income and expenses to get a complete understanding of your financial circumstances.
- Assess your short- and long-term financial objectives taking into account your risk tolerance, time horizon and other planning needs.
- Provide specific investment recommendations, after consulting with a team of specialists in estate planning, taxation and asset management as determined by the situation. This recommendation includes an asset allocation designed for your personal goals.
- Implement your chosen strategy using an efficient approach to help minimize investment expenses.
- Review your progress and provide dedicated ongoing support, advice and education to adjust your plan as needs change.
- Send educational content that is pertinent to your specific situation, including invitations to in-person educational seminars.



### Let's get started

If you would like to learn more about Individual Advisory Services, call **866-220-6583**.

[TIAA.org/individualadvisoryservices](https://www.tiaa.org/individualadvisoryservices)



TIAA  
Mobile App



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## Your dedicated Individual Advisory Services team contact information

Don't forget. You can visit [TIAA.org](https://www.tiaa.org) anytime to access your account and stay connected.

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[Emily.Mcpherson@tiaa.org](mailto:Emily.Mcpherson@tiaa.org)

### **EMILY MCPHERSON**

#### **Wealth Management Advisor**

EMILY is the primary advisor for your financial planning and advisory-related needs. Your advisor will work with you one-on-one to understand your goals and build tailored solutions to help address your investment and estate planning challenges.

800 842-2009 Ext. 24-2198

[JHahn@tiaa.org](mailto:JHahn@tiaa.org)

### **JOEL HAHN**

#### **Client Relationship Consultant**

Your Client Relationship Consultant is your contact for all day-to-day operational and service-related requests, as well as general account inquiries. Your consultant is thoroughly knowledgeable regarding common client needs and provides consultative assistance on detailed account features and benefits. This includes requests related to contributions, withdrawals, beneficiary designations, required minimum distributions, forms, tracking of incoming assets and asset consolidation, general fund and product information, as well as income illustration requests and all service-related concerns.

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[Andrea.Legleiter@tiaa.org](mailto:Andrea.Legleiter@tiaa.org)

### **ANDREA LEGLEITER**

#### **Administrative Assistant**

Your advisory team's Administrative Assistant provides administrative support for your local advisory office and can help you schedule appointments with your advisor.

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### **BRIAN SAMSON**

#### **Dir, Wealth Management**

866 220-6583

Weekdays, 8 a.m. to  
10 p.m. (ET)

Saturday, 9 a.m. to  
6 p.m. (ET)

#### **Individual Advisory Contact Center**

Your contact for service-related issues, general account questions, questions regarding online accounts, and transactional activities regarding transfers, allocation changes and distribution requests.



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**SARIAH TOLSMA**

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