## PAOS Team Meeting and 2103 Goal Planning Mini-Retreat

1. Proper Noun
2. Noun
3. Adjective
4. Noun
5. Adjective
6. Noun - Plural
7. Noun
8. Proper Noun
9. Animal
10. Proper Noun
11. Verb - Base Form
12. Animal
13. Adjective
14. Country
15. Noun
16. Verb - Base Form
17. Noun
18. Verb - Past Tense
19. Adverb
20. Noun
21. Part Of Body
22. Verb - Present Ends In Ing
23. Noun - Plural
24. Noun - Plural
25. Verb - Base Form
26. Verb - Base Form
27. Proper Noun - Plural
28. Proper Noun - Plural
29. Proper Noun - Plural
30. Proper Noun - Plural
31. Proper Noun - Plural
32. Noun
33. Part Of Body
34. Noun
35. Food
36. Verb - Present Ends In Ing

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Good morning, PAOS Family! Welcome to $\qquad$ \& Buster's, site of our Team $\qquad$ and

2013 Goal Planning Mini-Retreat. I hope that you have a $\qquad$ day...and not just because today is the day that you learn the size of your February 28th $\qquad$ . What does today's Agenda look like? 2012 was a $\qquad$ year for TIAA, for Asset Management, for AMS and especially for PAOS.

Today we'll take a few moments to reflect on 2012 and what sets TIAA and PAOS apart from other
$\qquad$ . Wanna see what Customer Service Excellence looks like? Let's take a look at the results of
our 2012 PAOS Customer Satisfaction $\qquad$ . Which AMS team held on to Big $\qquad$ for the majority of 2012? That's right; it was PAOS - Charlotte, as a result of its embracing the $\qquad$ !

Philosophy. Today PAOS - Charlotte bids Big $\qquad$ a fond farewell. By brainstorming on ways to
$\qquad$ that passion for $\qquad$ !, hopefully we can bring $\qquad$ Pete to

PAOS - New York in 2013. And then there's the plethora of engagement opportunities that are available to our team. Arun and Dan are in $\qquad$ today. Craig, Shermin, Nennette, Marc and I were in Europe 3
months ago. And how many of you have participated in one of our Property Management Governance
$\qquad$ Reviews or Property Blitzes? I want to $\qquad$ some new ideas from you for 2013.

The Global Real Estate and Global Private Markets businesses we serve are core to the Vision 2020 Third-Party
$\qquad$ growth goals and we play a role in enabling this growth.

We
evidence our commitment to our Participants and Third-Party Investors every day. We are deeply
$\qquad$ to our internal customers. But there's another group that I want to make sure that we do not overlook in 2013 - we need to be $\qquad$ committed to each other. Look to the person to your right; does he or she know without a shadow of a doubt that you have their back at all times? Look to the to your left; do you know unequivocally that he or she has your $\qquad$ at all times?

And we'll be $\qquad$ about 2013 Goals. It is important that we integrate and align all of our respective $\qquad$ in order to achieve Vision 2020. All $\qquad$ will now have the option to connect their respective goals to specific business area strategies, all of which link to our TIAA Corporate objectives. This will promote increased collaboration, with employees and teams focused on executing common strategies to $\qquad$ goals that will ultimately $\qquad$ the business forward. We'll look at AMS' OGSM - which stands for $\qquad$ $\xrightarrow{\text { Proper Noun - Plural__, }}$ , Proper Noun -
$\qquad$ and $\qquad$ - for 2013 and discuss what our 2013 PAOS goals and your individual goals may look like.

After our lunch buffet, we'll lace up our bowling $\qquad$ and head to the lanes for some fierce competition. Will you take home one of the fabulous trophies? Or will it be Derrick "Big $\qquad$ , 10th

Frame" Zollicoffer? Steve "Twinkle $\qquad$ " Viole? Reena "Knock 'em $\qquad$ " Bhardwaj?

Craig " $\qquad$ Peesy" Lord? Or will it be Regina "I'm $\qquad$ for Two" Watts?
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