

**Powerful modelling.
Powerful analysis.
Powerful outcomes.**

Xplan Advice Tools

Australia

iress.com/financial-advice



Tell me how it will help me

Tell me what it actually does



Accurate discovery and analysis of your clients' needs and options are critical to delivering the best possible advice. In addition, understanding client circumstances and modelling options represents a significant amount of time and resource effort required to provide advice.

Having access to quality, comprehensive and up-to-date tools (reflective of things such as current tax rates and legislation) underpins your ability to efficiently provide effective advice recommendations.

Xplan Advice Tools provides your practice with powerful tools for easier scenario modelling and visual-graphical and tabular-representation. With a single calculation system, you can ensure your calculations are always accurate and compliant, keeping you consistent and effective. With a centralised engine and data merge capability means greater consistency and automatic creation of documents.

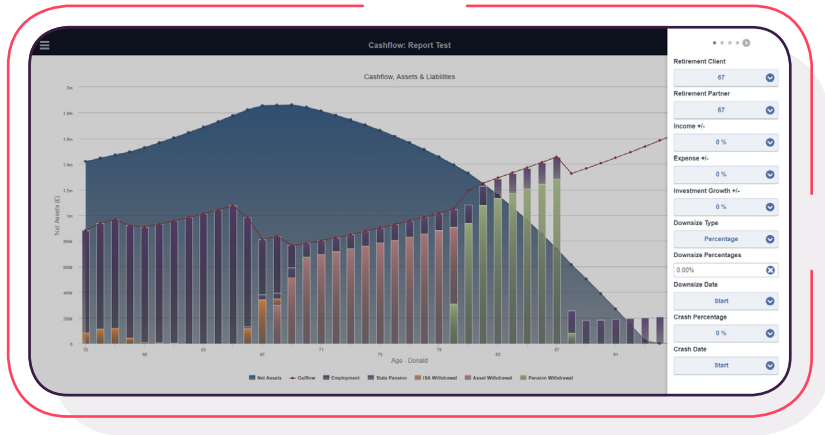
Xplan Advice Tools (available in two separate modules: Xtools and Xtools+) are a suite of calculators and scenario modelers to help you accurately assess and determine the strategies and products most appropriate for your clients' needs.

Xplan Advice Tools also allows you to clearly demonstrate concepts visually to your clients—regardless of the complexity of the underlying calculations—and merge both chart and table outputs into your advice documents.



Xplan Advice Tools enables us to test scenarios and determine the best strategy for each client.”

Mine Super



The modelling can be represented in a variety of output formats—the interactive interface can be changed with key levers.

	Donald	Denise	Joint	Total
Assets				
Cash Assets				
Cash	0	0	50,000	
Sub Total	0	0	50,000	50,000
Investment Assets				
GIA	0	0	400,000	
Sub Total	0	0	400,000	400,000
ISA				
ISA Cash	20,000	0		
ISA S&S	0	50,000		
Sub Total	20,000	50,000		70,000
Property				
Home	0	0	500,000	
Sub Total	0	0	500,000	500,000
Pension Accumulation				
PPP	200,000	0		
SIPP	0	300,000		
Sub Total	200,000	300,000		500,000
Total Assets	220,000	350,000	950,000	1,420,000
Liabilities				
Mortgage	0	0	100,000	
Sub Total	0	0	100,000	100,000
Total Liabilities	0	0	100,000	100,000
Net Assets	220,000	350,000	850,000	1,420,000
Net Assets PV	220,000	350,000	850,000	1,420,000

The modelling outputs can be represented in tables or charts—this screen shows the insurance requirement calculation summarised on one page.



Show me what it looks like

Client Needs

Requirements - Bob

Calculation Mode: Present Value
 Analysis Mode: Detailed
 Hide Null Rows: No

	Life	TPD	Trauma	Income Protection pa	Business Expenses pa
Capital Requirements					
Liabilities to clear	\$580,000	\$580,000	\$580,000		
Future Expenditure Required	\$149,924	\$214,177	\$214,177		
Future Education Expenses (PV)	\$0	\$0	\$0		
Medical costs/Recovery income	\$0	\$0	\$0		
Provision for Tax	\$0	\$0	\$0		
Other Provisions	\$56,000	\$18,000	\$30,000		
Other	\$0	\$0	\$0		
Total Capital Required	\$785,924	\$812,177	\$824,177	\$75,000	\$0
Total Upfront Needs	\$636,000	\$598,000	\$610,000		
Capital Provisions					
Disposable Assets	\$110,000	\$110,000	\$110,000		
Continuing Income (PV)	\$0	\$0	\$250,554		
Income Protection (PV)	\$0	\$820,192	\$0		
Total Capital Available	\$110,000	\$930,192	\$360,554		
Capital Required to solve Cashflow Shortfall	\$0	\$488,000	\$126,922		
Insurance Needs					
Total Cover Required	\$675,924	\$488,000	\$590,545	\$75,000	\$0
Existing Cover	\$200,000	\$150,000	\$0	\$0	\$0
Gross Lifo for Super Tax	\$318,030	\$25			
Surplus/Shortfall	-\$793,955	-\$338,025	-\$590,545	-\$75,000	\$0
Projection/Funding Period	Partner Life Exp. 39 years *	Partner Life Exp. 39 years *	Partner Life Exp. 39 years *		
Actual Funding Period					

* Based on cashflow projection

The modelling outputs can be represented in tables or charts—this screen shows the insurance requirement calculation summarised on one page.

Can you break it down for me?

The following modelling and strategy tools provide you with the means to guide your clients to better decisions for their financial future.



Cash Flow, Assets & Liability Modelling (CALM)¹

- **Assets & Liabilities:** Models up to 30 separate non-property asset holdings, 20 liabilities and ten direct residential/investment properties.
- **Cash Flow:** Supports all income types and regular or one-off cash flow timings.
- **Entities:** Supports modelling for any combination of individuals, (up to three) companies, (up to two) trusts or an SMSF.
- **Outputs:** Formats in either graphical or tabular with all areas of analysis represented and the projection period for reporting is fully customisable.
- **Pensions:** Models account-based pensions and annuities started from a superannuation account, SMSF or cash.
- **Superannuation:** Models for accumulation funds, untaxed funds and defined benefit schemes.

Strategy based¹

- **Optimiser:** Models and analyses strategies based on client objectives, cash flow, taxation and social security while providing comparisons to assist in strategy recommendations for inclusion in the SoA.

Insurance²

- **Insurance Needs Analysis:** Enables you to establish a client's current protection requirements and see if there is any shortfall in key areas such as life, total and permanent disability (TPD), trauma and income protection. With the option to import existing client information into the protection shortfall tool means less room for error from re-keying data. Needs Analysis calculator is also embedded in Risk Researcher.

Debt²

- **Debt Consolidation:** Demonstrates the savings when consolidating multiple loans into one loan.
- **Loan Illustrator:** Modifies either an existing loan to see the impact, or compare two loans side-by-side.

Investment²

- **Savings:** Compares your client's current savings against their expectations, projecting the contributions they are required to make to achieve their long-term savings target.
- **Profiles:** Quantifies the characteristics of investment profiles and related assumptions adopted by the licensee group. Ability to model a regular savings plan and assumed-to-be-invested in a portfolio with an asset allocation equal to that of the investment profile.
- **Direct Property:** Isolates the effects of direct property investment in relation to capital, tax savings, cash flow and positive or negative gearing.
- **Education Funding:** Models the savings required to fund your client's education costs for their children.
- **Instalment Gearing:** Illustrates the benefit of a long-term instalment gearing strategy.

Lifestyle²

- **Lifestyle Goals:** Analyses the impact of your client's lifestyle and objectives (a new car, property investment or insurance planning). Also allows you to model the effect of excluding lower priority goals or a crash in the stock market over a period of time, and how these will alter all investment-based returns. This tool is a simplified version of the full CALM planning tool.

Retirement²

- **Retirement Planning:** Compares your client's current pre-retirement funding arrangement with a proposed retirement funding position.
- **Transition to Retirement:** Models and optimises for transition to retirement strategy. Also available in Wealthsolver.
- **Allocated Pension:** Illustrates and compares new or existing account-based pensions.
- **Super Projection:** Compares the performance of your client's existing superannuation plans against (up to four) replacement plans.
- **Lump Sum vs Pension:** Compares the effects of retaining a superannuation benefit in an account based pension with regular income drawdowns, versus an accumulation account with regular lump sum payments of the same amount.

Centrelink²

- **Income Support:** Identifies which Income support payments a client or partner are eligible for.
- **Aged Care:** Models the cash flow impacts—using different strategies—for someone entering aged care (whether their home is kept, rented or sold) and how much of the Refundable Accommodation Deposit (RAD) they choose to pay upfront.

Taxation²

- **Income Tax:** Generates a quick tax estimate for the current tax year.
- **Salary Packaging:** Compares tax and income from packaged and non-packaged scenarios and the different superannuation balances under each.
- **Tax on Super Lump Sum:** Establishes the tax payable on a super lump sum received.

NB

1 A feature in Xtools+

2 A feature in Xtools



Give me seven reasons why I should use it

1
2
3
4
5
6
7



Different visuals are available to illustrate key concepts to your clients.

Consistent calculations

Provides financial planning tools that ensure consistency to the taxation calculations and investment projections presented to clients—through one centralised engine.

Modelling

Supports all entity types and inter-entity cash flow modelling including accumulation funds, untaxed funds and defined benefit schemes.

Monte Carlo simulation

Iress Wealth Management uses simulation techniques to assist in the assessment of uncertain variables such as economic assumptions and return assumptions.

Assess and compare multiple scenarios

Supports an unlimited number of scenarios with the capability to lock, save and reference them against each other.

Scenario output

Provides a choice of graphical or tabular format including all areas of analysis represented, plus a fully customisable projection period for reporting.

Outputs merge into advice documents

Incorporates both chart and table output format in the document generation tool in the Xplan Client Focus (CRM) module. Additional capability to run reports for outputs directly from within each modelling scenario.

Legislative updates

Provides automatic updates for legislative assumptions such as taxation, social security, contribution rates and government policy of the day.

What about service and support?

We understand providing great service and support goes hand-in-hand with delivering great software.

We pride ourselves on our thorough and timely implementations, reliable and scalable hosting services, robust back-up and recovery procedures, and ISO/IEC certified information security management.

Our expert-led support team, training programs and online user community all help our users get the most out of our software.

How does Iress stack up as a technology partner?

Every day, more than 9,000 financial services businesses use our software to make better decisions and deliver better results. We know they don't just expect software that works, they also want a technology partner that works with them.

Leveraging our industry knowledge and global experience working with clients just like you, we design, develop and deliver creative, reliable software that does what you need it to.

At Iress, we believe technology should help people perform better every day.



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