# Powerful modelling.
# Powerful analysis.
# Powerful outcomes.

**Xplan Advice Tools**

**South Africa**

**iress.com/financial-advice**

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# Tell me how it will help me

**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 is both comprehensive and flexible, providing you with the means to guide your clients to better decisions for their financial future.

# Tell me what it actually does

**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.
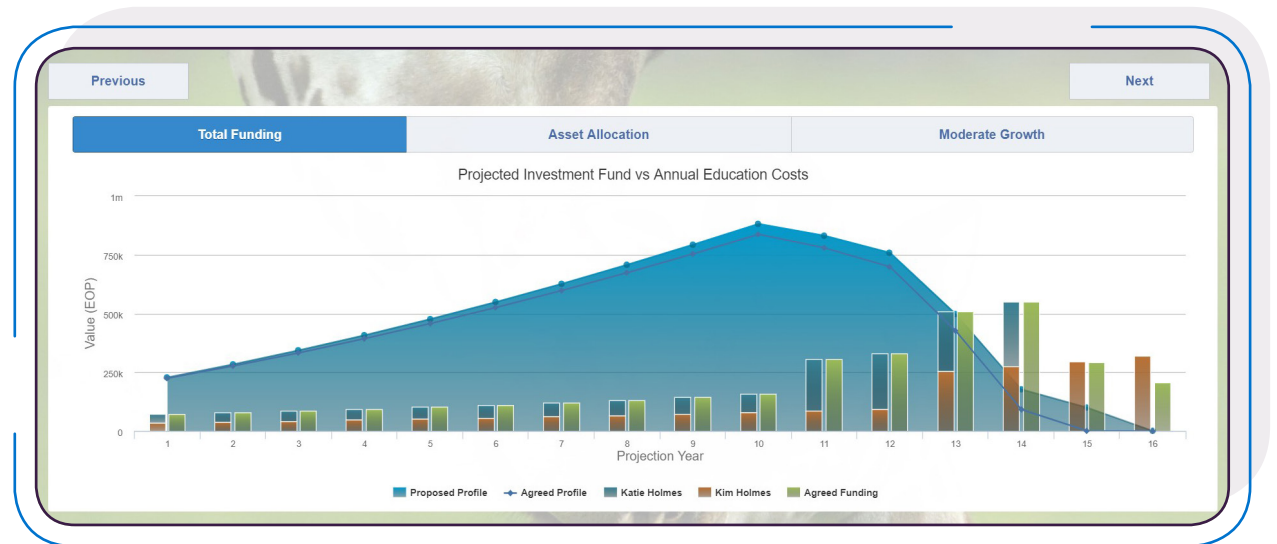
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Xplan Advice Tools has assisted myself and my clients to better interpret their Financial Planning in a manner that is equally professional and easily understandable."
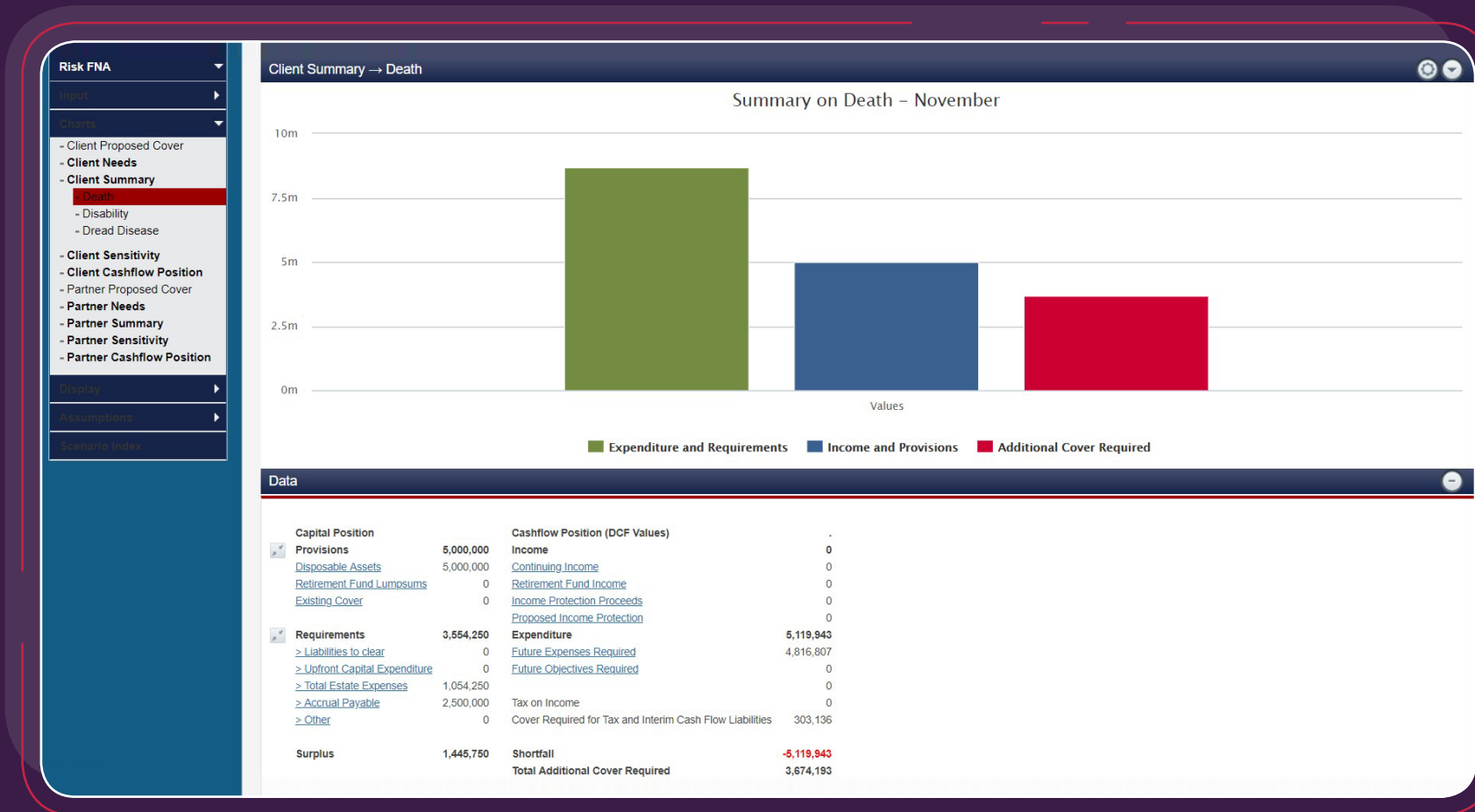
TRG Group



Different front-end interfaces are available—from easy to use tools with minimal inputs through to complex modelling.



The clean and easy-to-use interface provides you the option to show clients the solution from different perspectives.

# Show me what it looks like



Results are available in chart or table formats with a variety of different views for you to illustrate the benefit of your advice.

# 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.

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## Business Needs Analysis (BNA)

Although not part of the Xtools suite, our BNA tool is a vital part of the integrated financial planning process. The tool focuses on specific business solutions in the corporate and trust space. Clients are enabled to take a methodical look through their businesses step by step. BNA will assist in highlighting any shortcomings in the business's/trust's risk position and direct your clients through to solution recommendations.

## Debt

Allows you to consolidate your client's debt into one quick and easy platform. Take your client through scenarios with existing loans and the projections, to an outlook after the consolidation of their debt. Add specific loan details to the consolidated loan relevant to each client's needs.

## Disposable Income

A simple income tax calculator that takes into account your client's income, along with any deductibles that may be applicable and calculates their disposable income. An addition to this tool is an embedded retirement funding deduction calculator. Based on the current retirement fund contributions and your client's income, the tool will optimise the tax deduction available to your client, with a view of the amount of tax that can be saved by contributing to the maximum deduction for your retirement.

## Education funding

Calculate the required amount needed to fund your children's education from preschool through to tertiary. The tool will calculate the need that is required to invest today (either through a lump sum or a recurring investment) to achieve your children's education funding needs.

## Investment

Track a client's single investment in a simple, easy-to-understand projection. Model return rates and investment costs between their current and proposed positions. Should your client be either contributing or withdrawing from the investment, add that here too and see the results.

## Lifestyle

Part of the Xtools+ suite, Lifestyle provides a detailed view of a client's financial position (excluding Risk). Analyse the impact of your client's lifestyle and objectives (a new car, property investment or asset repositioning). 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. The tool allows you to take a deep look at your client's investment needs and modelling across their whole portfolio.
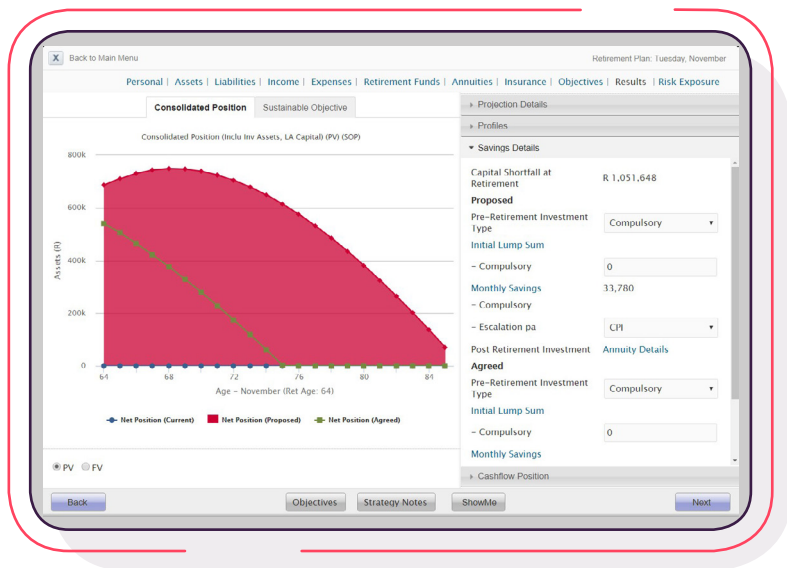
Charts are interactive and can help guide your decision making.

## Loan

Project a client's outstanding loan. The ability to change variables to propose a "what if" position should changes need to be made to the current repayment schedule. Detailed view of the amortisation of the loan in both the "actual" schedule and the "what if" schedule.

## Retirement

Model the impact of a change in retirement strategy or transition to retirement strategy to achieve a defined level of retirement expenditure. The analysis includes fund income and tax calculations in both present and future value terms. The tool also allows you and your client to model when they are in Retirement through the At Retirement planning phase. The embedded import tool allows you to pull in details of any previously captured goals to use in your analysis.

## Risk FNA

This tool gives your client the peace of mind that the recommendations set out by Risk FNA will cover unexpected life events such as death, disability, trauma and impairment. The deep needs analysis takes into account all current provisions your client has and pegs them against their requirements, giving a solution in the form of a capital need and or an income need. The tool also provides a detailed estate analysis for your client, gaining a better understanding of the immediate requirements your client will have on death.

## Savings goals

Set the target amount and the tool will calculate the savings required to reach the goal. Adjust the return rates, savings periods and savings escalations for the proposed and see the impact. A detailed cash flow assists you to talk to your clients through each year and look at making adjustments at the review stage.

# Give me seven reasons why I should use it

**1**

### Consistent calculations

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

**2**

### Modelling

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

**3**

### Monte Carlo simulation

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

**4**

### Assess and compare multiple scenarios

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

**5**

### Scenario output

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

**6**

### 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.

**7**

### Legislative updates

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



Insurance needs are summarised in a single results page.

Xplan Advice Tools
RSA

## 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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