

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

**Xplan Advice Tools**

United Kingdom

[iress.com/financial-advice](https://iress.com/financial-advice)



# Tell me how it will help me

# Tell me what it actually does



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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.

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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.

# Can you break it down for me?

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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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## Cashflow modelling

View a holistic analysis of your client's wealth and model the likely impacts of strategy decisions with the additional functionality to model the strategies in the event of death and illness and market adjustment.

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## Lifestyle goals

Analyse the impact of your client's lifestyle and objectives (a new car, property investment or insurance planning). Also 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 addition of stochastic modelling allows you to assess the probability of clients meeting their financial objectives. This tool is a simplified version of the full cashflow planning tool and can be used as a disturbance tool for clients to then purchase a full holistic financial review.

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## Protection analysis

Establish a client's current protection requirements and see if there is any shortfall in key areas such as life cover, critical illness, mortgage protection, family income 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.

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## Mortgage affordability

Record client income and expenditure prior to taking on a new mortgage, and proposed income and expenditure once their new mortgage has been obtained. Analysis includes a stress test that demonstrates the impact on mortgage repayments if interest rates increase.

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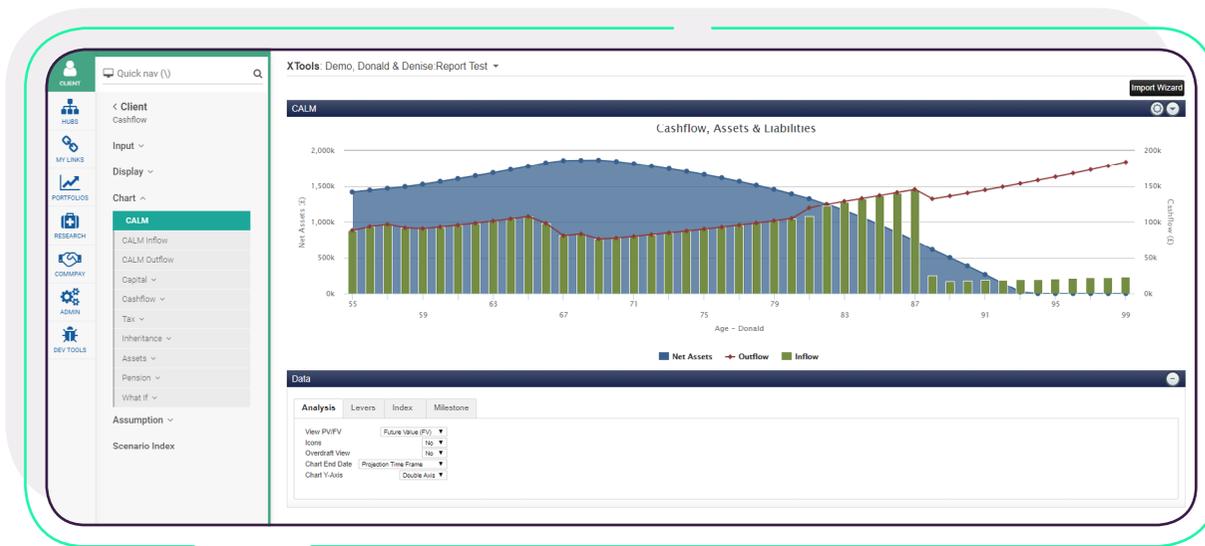
## Savings & investment

Compare your client's current savings against their expectations. This tool projects the contributions your client would need to make to achieve their long-term savings target. Results can be reported in both present and future value terms with the ability to use the embedded import tool to pull in details of any previously captured goals.

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## Estate planning

Calculate the inheritance tax liability expected on a client's estate. The tool demonstrates how their tax bill will alter year on year as well as the distribution to beneficiaries, the value of assets and income change. It also considers first and second death scenarios of the client and their partner including their inherited tax implications, allocation of the estate and the benefits of gifting.



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

## Retirement

Model the impact of a change in retirement strategy or transition to retirement strategy to achieve a defined level of retirement expenditure. Analysis includes fund income and tax calculations in both present and future value terms. Also utilise stochastic modelling to assess the probability of clients meeting their financial objectives. Finally, the embedded import tool allows you to pull in details of any previously captured goals to use in your analysis.

## Annuity calculator

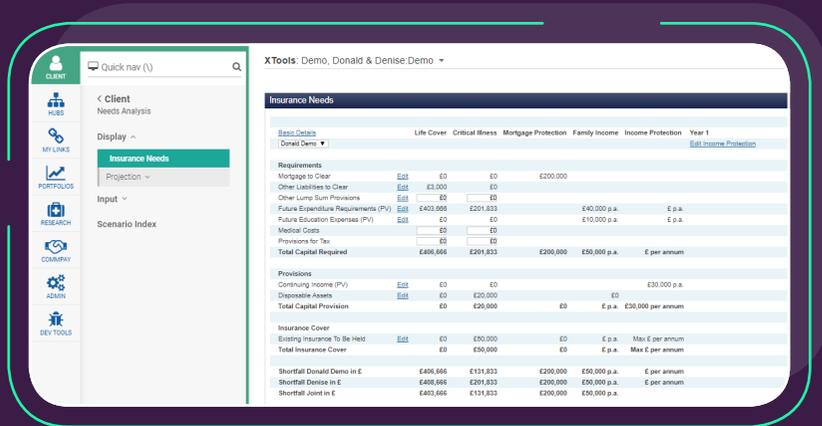
Use this calculator in isolation or alongside the retirement funding, at retirement or cashflow tools to provide an annuity calculation based on your client's age and gender. Calculations can be varied based on different guarantee periods, index-linked payments and base accumulation of a fund on returns commensurate with their current risk profile.

## At retirement

Compare various 'at retirement' strategies, for example, annuities, drawdown and other investment options. Ability to select a number of different retirement phases such as part retirement where clients take some of their existing pension or full retirement where they take all remaining funds. Both current and proposed solutions can be compared to demonstrate the effect on assets, income, expenditure and tax.

# Give me seven reasons why I should use it

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The screenshot displays the 'Insurance Needs' section of the XTools software. It features a navigation menu on the left with options like 'Client', 'My Links', 'Portfolios', 'Research', 'Company', 'Admin', and 'Dev Tools'. The main content area shows a table with columns for 'Life Cover', 'Critical Illness', 'Mortgage Protection', 'Family Income', 'Income Protection', and 'Year 1'. The table lists various requirements and provisions, including 'Mortgage to Clear', 'Other Liabilities to Clear', 'Other Lump Sum Provisions', 'Future Education Requirements (PVI)', 'Future Education Expenses (PE)', 'Medical Costs', 'Provision for Tax', and 'Total Capital Required'. It also includes a section for 'Provisions' and 'Insurance Cover'.

	Life Cover	Critical Illness	Mortgage Protection	Family Income	Income Protection	Year 1
<b>Requirements</b>						
Mortgage to Clear	£0	£0	£0	£200,000		
Other Liabilities to Clear	£0	£3,000	£0			
Other Lump Sum Provisions	£0	£0	£0			
Future Education Requirements (PVI)	£0	£402,885	£201,833	£40,000 p.a.	£ p.a.	
Future Education Expenses (PE)	£0	£0	£0	£10,000 p.a.	£ p.a.	
Medical Costs	£0	£0				
Provision for Tax	£0	£0				
<b>Total Capital Required</b>	<b>£406,666</b>	<b>£201,833</b>	<b>£200,000</b>	<b>£50,000 p.a.</b>	<b>£ per annum</b>	
<b>Provisions</b>						
Consuming Income (PI)	£0	£0	£0		£30,000 p.a.	
Disposable Assets	£0	£20,000	£0			
<b>Total Capital Provision</b>	<b>£0</b>	<b>£20,000</b>	<b>£0</b>	<b>£ p.a.</b>	<b>£30,000 per annum</b>	
<b>Insurance Cover</b>						
Existing Insurance To Be Held	£0	£0	£50,000	£0	£ p.a.	Max £ per annum
<b>Total Insurance Cover</b>	<b>£0</b>	<b>£50,000</b>	<b>£0</b>	<b>£ p.a.</b>	<b>Max £ per annum</b>	
Shortfall Donald Demo in £	£406,666	£151,833	£200,000	£50,000 p.a.	£ per annum	
Shortfall Denise in £	£406,666	£201,833	£200,000	£50,000 p.a.	£ per annum	
Shortfall Janet in £	£405,666	£151,833	£200,000	£50,000 p.a.		

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

## 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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