

## New Dynamic Planner

# Cash flow



**Powerful.  
Easy to use.  
From someone you trust.**

### Powerful

Automatically produce cash flow plans using a client's holdings, valuations, asset allocations and charges. Calculates income tax, so you don't have to. Real-time Monte Carlo model provides risk-based cash flows calculated on a monthly, not annual basis – critical for your clients who are in decumulation.

### Easy to use

Answer a client's big question, 'How long will my portfolio last?' Use simple, 'Must do / Like to / Dream of' expenditure goal setting to help clients visualise their future. Life-phase sliders bring graphics to life and make a, 'What if?' scenario simple and engaging when screen sharing. Produce beautiful, magazine-quality client reports - not just reams of numbers and charts.

### From someone you trust

Designed and delivered by the UK's leading financial planning system - with advice firms, for advice firms - combining intuitive technology with a trusted, independent asset risk model.

## One system. One definition of risk

Matching your client, their portfolio and their cash flow plan, using a single definition of risk, is pivotal from a regulatory perspective. It avoids the danger of miscalibration in your processes. Dynamic Planner uses a single definition of risk throughout, so nothing is ever lost in translation.

Working cleanly in one system, ensures you adopt the same return assumptions for your client's risk profile and their portfolio's risk profile, alongside further fund research and cash flow planning completed on top.

Furthermore, you can cut costs. Adopting one system enables you to streamline processes and reduce the number of tools you pay for, minimising time spent internally training people on technology.

Our new Cash flow is fully integrated with Dynamic Planner's Client Review process, allowing you to quickly update the plan with minimum effort - perfect for an ongoing proposition to retain and grow your relationships with clients.

It robustly models risk and volatility within a client's portfolio. FCA COBS guidance underlines the importance of working in a client's best interests and that the client understands risk and its implications for them.

Dynamic Planner Cash flow analysis enables you and your client to 'Plan for this' [what is most likely to happen, in an average scenario], 'Be pleasantly surprised by this' [if returns are high, in a positive scenario] and 'Be prepared for this' [if returns are low, in a negative scenario].

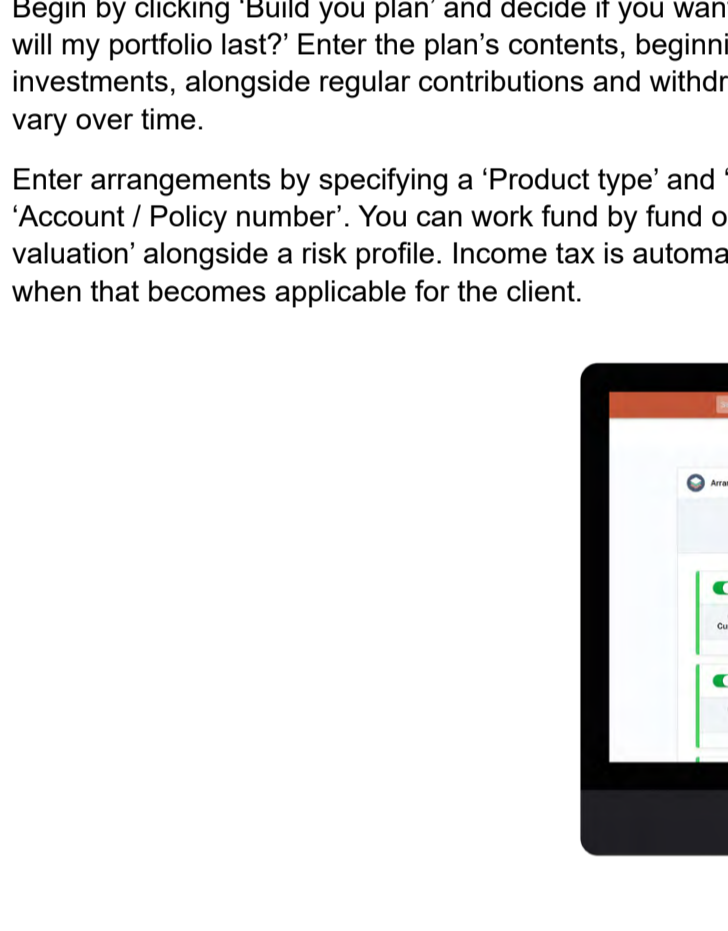
It is robustly in line with FCA guidance outlined in PROD rules in January 2018. Is a product suitable for a client? Using Dynamic Planner, you can confidently answer that question and clearly evidence how you reached that conclusion.

## Answer a client's big question. Bring their plan to life

At Dynamic Planner, we have listened and created a new cash flow planning process aligned to how your firm works and how your clients think. This is not simply another tool driven coldly by numbers, difficult for your client to interpret.

At the beginning of the Dynamic Planner process, you can select, 'How long will my portfolio last?' to answer in the final analysis and report. You can pin income and expenditure to different life phases – pre-retirement or late-retirement, for example - allowing you to project different scenarios sat with them in seconds, using a simple and intuitive slider. There is no need to edit any of your client's data or, time-consumingly, model a whole new plan.

What if your client retires five years earlier? What if they took a higher level of risk with their portfolio? With Dynamic Planner Cash flow, you can confidently model a scenario and immediately have the discussion with a client.



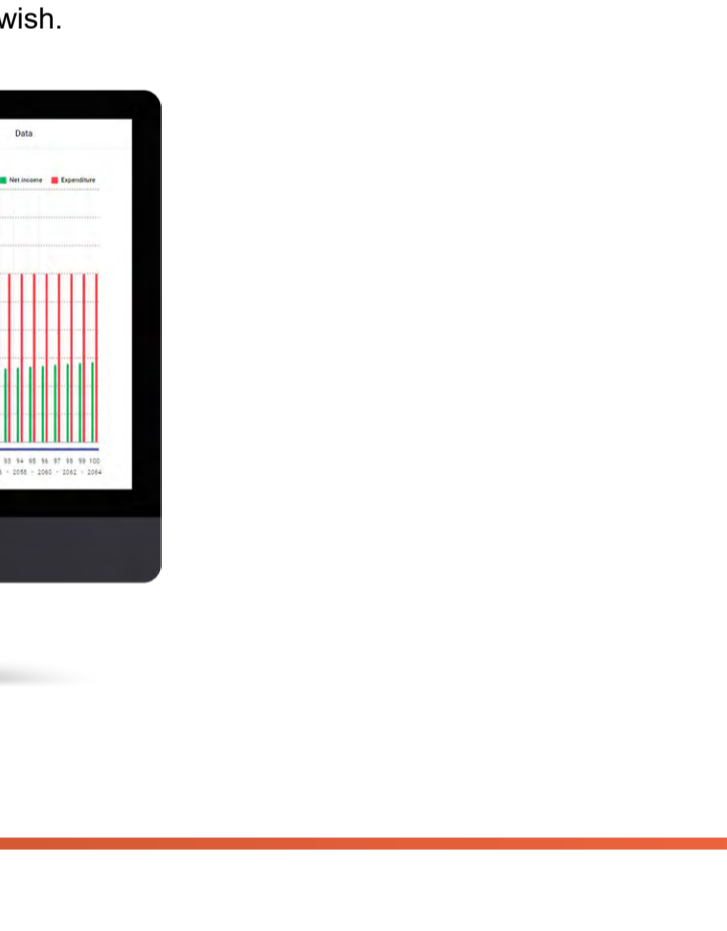
## Drive efficiencies in your firm. Powerfully

Using Dynamic Planner Cash flow, you can produce a plan for every client - not just a few - in minutes, building them into your annual review process and updating them in moments using your client data already in Dynamic Planner.

You can send clients a simple Excel, pre-formatted so it's easy to complete, detailing their income and expenditure. Spreadsheets are uploaded and automatically pull a client's information into Dynamic Planner, making the process even quicker.

Begin by clicking 'Build you plan' and decide if you want to answer the 'Key question', 'How long will my portfolio last?' Enter the plan's contents, beginning with arrangements – pensions and investments, alongside regular contributions and withdrawals, which can be staggered, so that they vary over time.

Enter arrangements by specifying a 'Product type' and 'Provider name' and, if you wish, the 'Account / Policy number'. You can work fund by fund or, for speed, by simply entering a 'Summary valuation' alongside a risk profile. Income tax is automatically modelled, alongside a state pension, when that becomes applicable for the client.



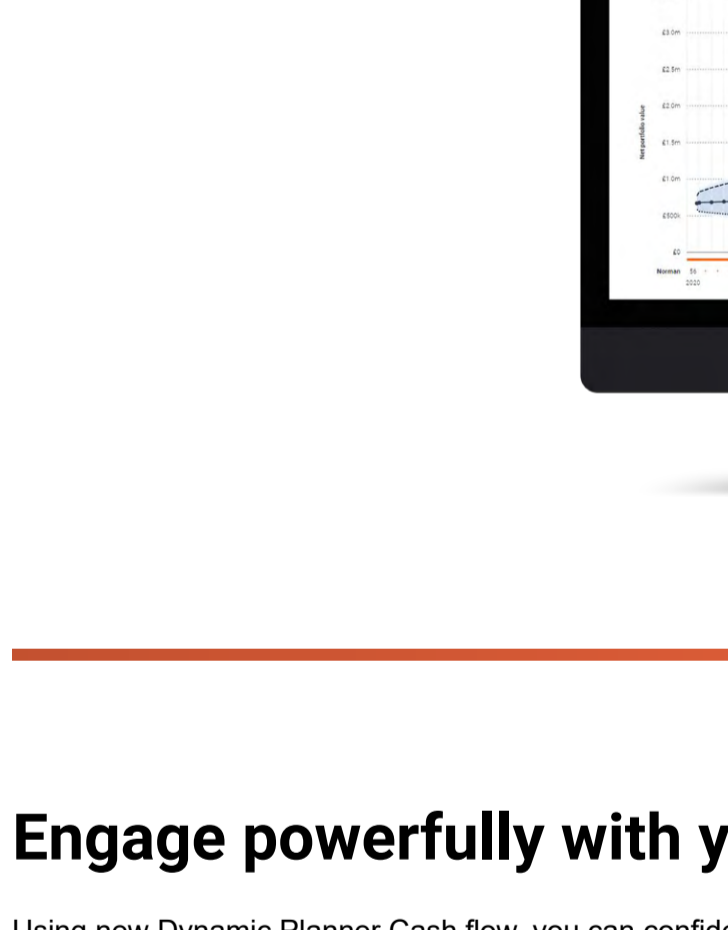
## Financial planning tailored to real life

Dynamic Planner Cash flow allows you to automatically disinvest money from a client's pensions and investments, in any order you prefer, should any year of their plan experience a shortfall in income. You can also toggle out a part of a client's portfolio – for example, a cash account – and not include it in the plan should you prefer.

A plan can encompass different life phases for client, like 'Pre-retirement' or 'Late retirement', as default, or you can create your own to suit the client's situation.

Client expenditure can be monthly, annual or less frequent, like purchasing a new car every three years. Expenditure is tiered to allow you to project different scenarios - 'Must do' [essential spending], 'Like to' [preferred spending], 'Dream of' [ideal spending] – to highlight the impact of different lifestyle choices in future.

Final analysis is delivered in three ways: a classic cash flow, showing a client's total income and expenditure annually; a wealth graph you may well be familiar with, from your previous use of Dynamic Planner; and lastly the raw numbers and annual income and expenditure in a simple table. Then, discuss 'Next steps' before completing the process by producing a bespoke report, tailored to the client and to your firm if you wish.

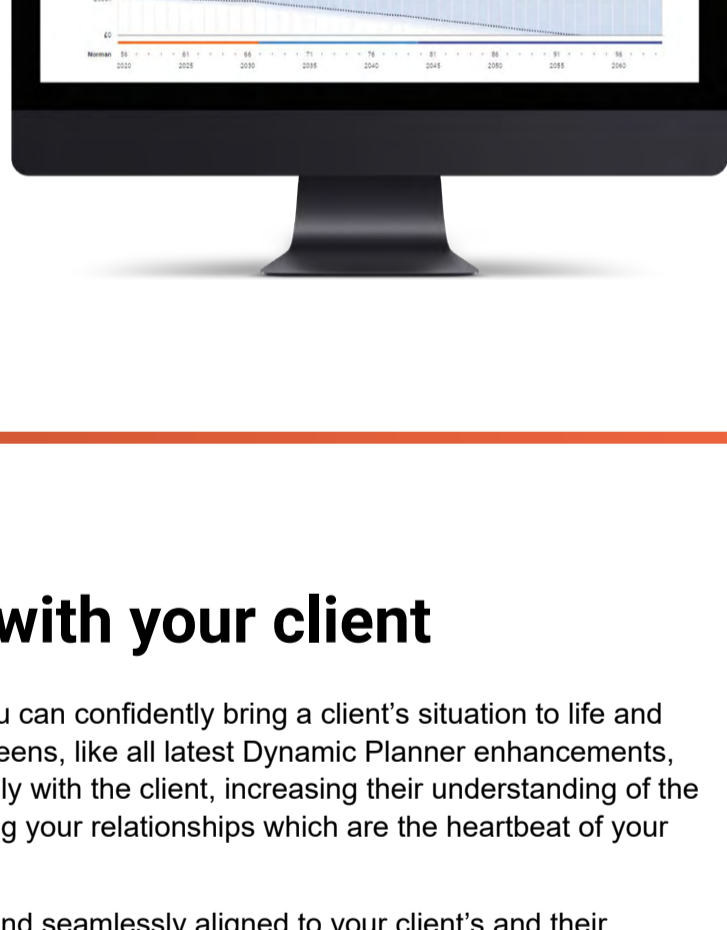
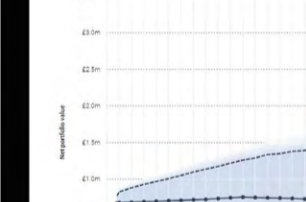


## Safe tracks to run on

Dynamic Planner Cash flow is founded on a real-time Monte Carlo modelling a risk-based plan calculated on a monthly, not an annual basis. That is important for your clients in decumulation and who likely will be making regular withdrawals from their investments to provide an income in retirement.

Dynamic Planner's new Monte Carlo also analyses the range of purple badged, Risk Managed Decumulation funds in Dynamic Planner, built to guard against additional sequencing risk of a client making monthly portfolio withdrawals, typically in retirement.

Our new Cash flow is stochastic and accurately aligned to your client's risk profile and the risk profile of their portfolio. It is not deterministic. It avoids the danger of having to estimate, enter and then potentially inaccurately model a flat growth percentage for a client's portfolio - ultimately failing to test a client's capacity for risk later in life, when they likely have little time to recover. Financial markets, as we were reminded so vividly in March 2020, do not behave in straight lines. Guessing, mapping or copying return assumptions is unacceptable in today's regulatory environment.



## Engage powerfully with your client

Using new Dynamic Planner Cash flow, you can confidently bring a client's situation to life and plan engagingly with them in real time. Screens, like all latest Dynamic Planner enhancements, have been optimised to be used interactively with the client, increasing their understanding of the planning and advice process and deepening your relationships which are the heartbeat of your business.

Dynamic Planner Cash flow is risk-based and seamlessly aligned to your client's and their portfolio's risk profile, using the same assumptions throughout. It robustly tests a client's capacity for risk and accurately plans for their future.

Final analysis allows you and your client to 'Plan for this' [what is most likely to happen, in an average scenario], 'Be pleasantly surprised by this' [if returns are high, in a positive scenario] and 'Be prepared for this' [if returns are low, in a negative scenario], in the same way and using the same methodology as elsewhere in Dynamic Planner.

Firms who have long adopted cash flow planning tell us that the interaction with the client is at least as important as the final output. Dynamic Planner helps here two-fold. First, it maximises engagement with the client by flexibly allowing you to tailor the plan to meet individual needs. Second, it maximises the time you spend engaging with clients by minimising the time it takes to create a plan.



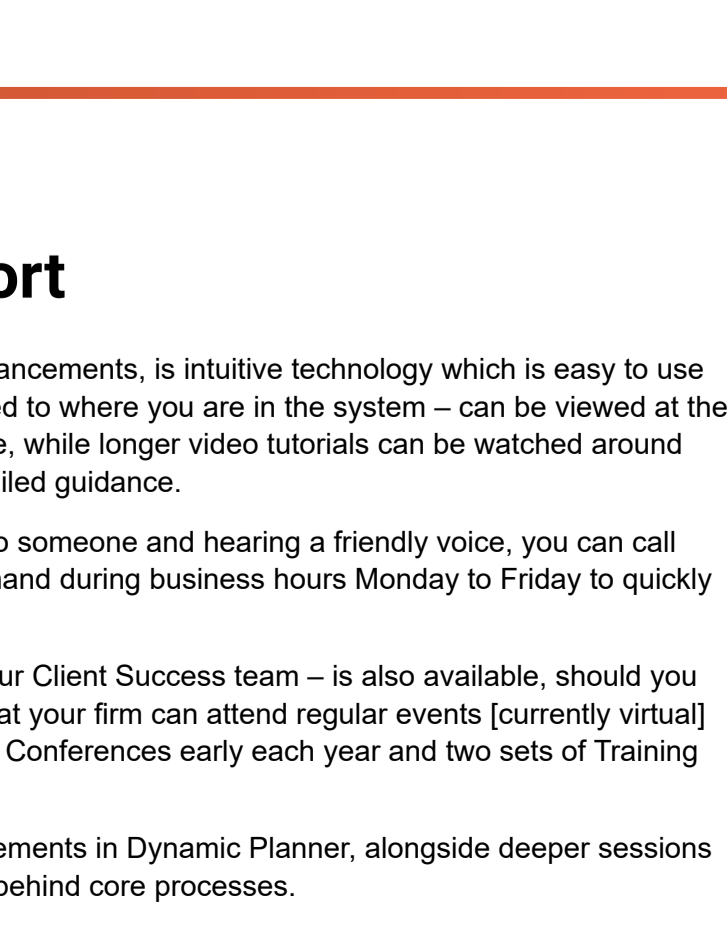
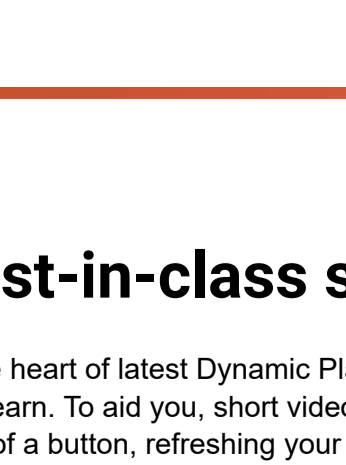
## Beautiful client reporting

Reports for clients in new Dynamic Planner Cash flow are simple to produce. You can tailor them, with bespoke imagery and branding uploaded yourself, like your firm's logo, which of course is what your clients recognise and trust. The final output is magazine-like in quality.

Reports are easy for your clients to read and understand, and avoid repeating reams of numbers and charts, which can overwhelm a client with information.

The report showcases the value you add for clients in the planning and advice process. Clear headings guide clients through what has been discussed, 'Your current position. How long will my portfolio last? Your income and wealth forecast'. And 'Next steps'. Appendices can include as little or as much analysis and data as you like.

Reports follow the format of Dynamic Planner's Client Review process, which advice firms have praised. Everything covered from the cash flow plan is neatly included in one, clean document and to such a high standard, smaller firms can be confident they enjoy the polish of larger industry peers with greater resources.



## Best-in-class support

At the heart of latest Dynamic Planner enhancements, is intuitive technology which is easy to use and learn. To aid you, short videos – tailored to where you are in the system – can be viewed at the click of a button, refreshing your knowledge, while longer video tutorials can be watched around the clock, on-demand to provide more detailed guidance.

If you prefer the reassurance of speaking to someone and hearing a friendly voice, you can call our experienced Client Success team, on hand during business hours Monday to Friday to quickly answer your queries.

Bespoke training – delivered remotely by our Client Success team – is also available, should you wish to arrange, while you and colleagues at your firm can attend regular events [currently virtual] in our busy, CPD programme – two Annual Conferences early each year and two sets of Training Academies each spring and autumn.

Events are free and preview latest enhancements in Dynamic Planner, alongside deeper sessions detailing our philosophy and methodology behind core processes.