fi360 Toolkits: Utilizing the New & Enhanced Proposal Generator

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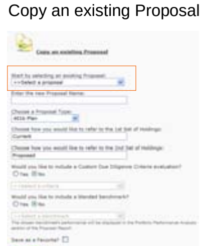
New Features!

- New user-friendly interface
  - *Lives outside of My Client Manager*
  - *Easily store and view in-progress and completed proposals.*
- Expanded import capability:
  - *Use a client from My Client Manager*
  - *Upload an Excel spreadsheet*
  - *Blend an Implementation Model with a Recommended Fund List*
  - *Enter investment names or ticker symbols*
- Investment types
  - *Easily include all investment types in both portfolios/lineups.*
- Custom Portfolio/Lineup names
  - *Lineup Option 1 & Lineup Option 2 or;*
  - *Mark's Current Portfolio and Mark's Proposed Portfolio.*
- Enhanced Mapping options (optional)
  - *Show how current investments are "mapped" to proposed or;*
  - *Simply enter dollar values for both portfolios/lineups..*
- My Client Manager Conversion
  - *Convert the proposed portfolio/lineup into a Client*

Creating a new Proposal

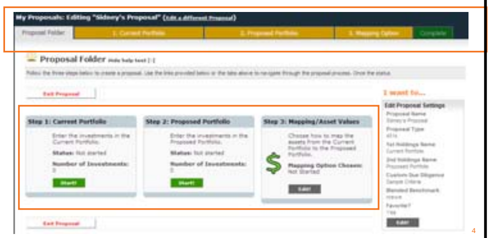
Start from Scratch

Copy an existing Proposal



Proposal Navigation Structure

Use the tabs or the Proposal Folder to access the various sections of your Proposal.



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Creating the "Current Portfolio"

Choose from the four import options

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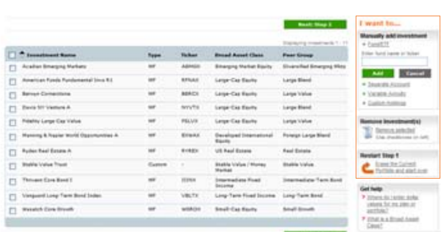
Tweak the "Current Portfolio"

Manually add or remove individual investments



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Creating the “Proposed Portfolio”

Choose from the same four import options

How would you like to start to enter the investment data for the Proposed Portfolio?

- Start by importing holdings from a Client in My Client Manager
- Start by uploading an Excel file with Mutual Funds/ETFs
- Start by combining a Recommended Fund List with an Implementation Model
- Start with no holdings. I will enter all of the investments by name/ticker.

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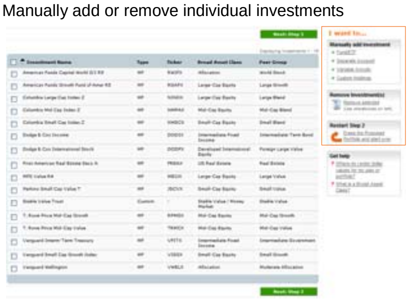
Tweak the “Proposed Portfolio”

Manually add or remove individual investments



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Choose the Mapping Option

Choose from the three mapping options

How would you like to map the assets from the Current Portfolio to the Proposed Portfolio?

- I will map each current investment to at least one proposed investment.
- I will enter the allocations for each plan with no mapping.
- I don't want to enter any allocations. I would like to complete my proposal.

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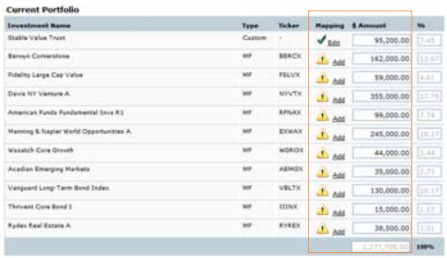
Mapping Option 1:
“Current” to “Proposed” Mapping

1. Enter the “Current Portfolio” values (if not already imported)
2. Map each “Current” investment to at least one “Proposed” investment.



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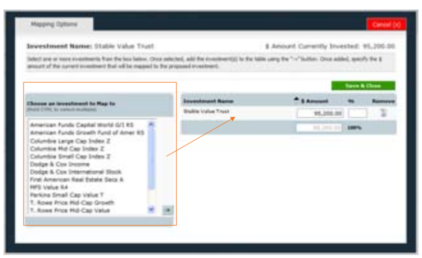
Mapping Option 1
“Current” to “Proposed” Mapping (cont.)

After clicking to “Add” or “Edit” in the Mapping column;

- Choose the proposed investments to map to



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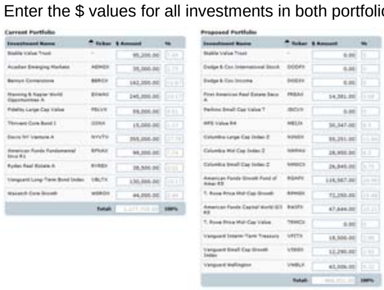
Mapping Option 2:
Manually Enter $ Values

Enter the $ values for all investments in both portfolios



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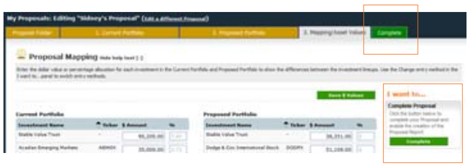
Marking a Proposal as Complete

Use the “Complete” link in the tab structure or the “I Want to…” panel to mark the proposal as complete.

Note: Proposals can only be completed once the mapping step is complete.

- Option 1: Each current investment is mapped to at least 1 proposed investment.
- Option 2: The total $ value in the “Current Portfolio” equals the “Proposed Portfolio”.



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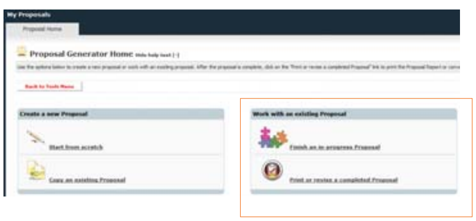
In-progress & Completed Proposals

Use each section to view the respective Proposals



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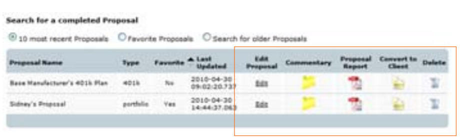
Completed Proposals

Use the options in the Completed Proposals table to:

- *Edit a Proposal*
- *Add commentary*
- *Create the Proposal Report*
- *Convert the “Proposed Portfolio” into a client*
- *Permanently delete a Proposal*



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Completed Proposals:
Add Commentary

Add an Executive Summary & Closing Commentary

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Completed Proposals:
Create the Proposal Report

Choose your layout and create the Proposal!

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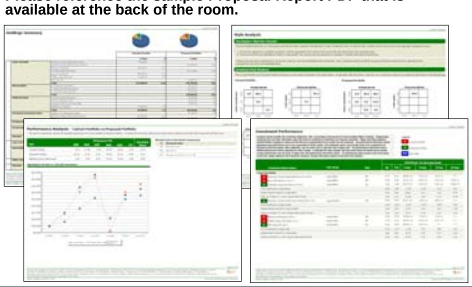
Completed Proposals:
Reviewing the Proposal Report

Please reference the sample Proposal Report PDF that is available at the back of the room.



Completed Proposals:
Convert the "Proposed Portfolio" to a Client

Create a new client or update an existing client.

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In-progress Proposals

Same as the Completed Proposals except;

- *No Proposal Report*
- *No Convert to Client option.*

In-progress Proposals

Proposal Name	Type	Favorite	Last Updated	Finish Proposal	Commentary	Delete
Converted Proposal: My 401k Plan	portfolio	No	2010-04-29 16:29:41.377	Finish		
Dash	401k	No	2010-04-29 08:04:43.39	Finish		

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Other ways to use the new Proposal Interface

- Utilize the cash inflow/outflow feature to;
  - Account for an inflow of new money into the portfolio/lineup.
  - Show how a portfolio/lineup will change upon the disbursement of assets.
- Show how an addition/removal of investments will affect the portfolio/lineup.

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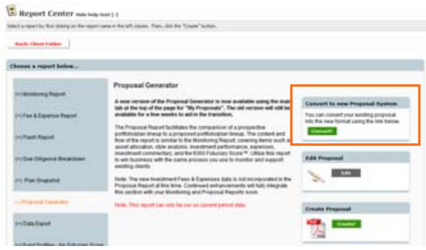
Convert an Existing Proposal into the New Proposal System

Use the "Convert" button that is located with the Client's Report Center in My Client Manager.



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Q&A

Any questions or comments?

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