



## What's new in the fi360 Toolkits since the 2009 Conference



**David Palascak, AIF®, CFA**

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### Core Features Added

- Enhanced Proposal Generator
- Model Portfolios
- Fee & Expense Area

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### Proposal Generator: 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

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## Proposal Generator: Creating a new Proposal

### Start from Scratch

### Copy an existing Proposal

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## Proposal Generator: Creating the two Portfolios/Lineups

### Choose from the four import options

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## Proposal Generator: Tweak each Portfolio/Lineup

### Manually add or remove individual investments

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## Proposal Generator: 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 mappings.
- I don't want to enter any allocations. I would like to complete my proposal.

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## Proposal Generator: Option 1: "Current" to "Proposed" mapping

- Enter the "Current Portfolio" values (if not already imported)
- Map each "Current" investment to at least one "Proposed" investment.

Investment Name	Type	Ticker	Mapping	\$ Amount	%
Stable Value Trust	Custom		<input checked="" type="checkbox"/>	\$5,200.00	7.45
Banque Comestone	MF	BBCX	<input type="checkbox"/>	142,000.00	11.47
Fidelity Large Cap Value	MF	FSLVX	<input type="checkbox"/>	59,000.00	4.81
Davis NY Venture A	MF	VIVTX	<input type="checkbox"/>	355,000.00	28.70
American Funds Fundamental Divd RL	MF	FFNDX	<input type="checkbox"/>	99,000.00	7.74
Waring & Ripper World Opportunities A	MF	ERWAX	<input type="checkbox"/>	245,000.00	19.77
Wasatch Core Growth	MF	WGRGX	<input type="checkbox"/>	44,000.00	3.54
Acadian Emerging Markets	MF	AEEMX	<input type="checkbox"/>	35,000.00	2.79
Vanguard Long-Term Bond Index	MF	VBLTX	<input type="checkbox"/>	130,000.00	10.57
Thimont Core Bond I	MF	TCBIX	<input type="checkbox"/>	15,000.00	1.22
Fyden Real Estate A	MF	RYREA	<input type="checkbox"/>	38,900.00	3.11
				\$69,700.00	5.60
					100%

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## Proposal Generator: Option 1: "Current" to "Proposed" mapping

After clicking to "Add" or "Edit" in the Mapping column;

- Choose the proposed investments to map to

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## Proposal Generator: Option 2: Manually enter \$ values

Enter the \$ values for all investments in both portfolios

Current Portfolio				Proposed Portfolio			
Investment Name	ticker	\$ Amount	%	Investment Name	ticker	\$ Amount	%
Blackstone Value Trust	BSTVTX	95,200,000	100%	Blackstone Value Trust	BSTVTX	95,200,000	100%
Avondale Emerging Markets	AVEMX	25,000,000	26%	Avondale Emerging Markets	AVEMX	25,000,000	26%
Barclays Commodity	BCOMX	100,000,000	105%	Barclays Commodity	BCOMX	100,000,000	105%
Emerging & Regem World	ERWWD	100,000,000	105%	Emerging & Regem World	ERWWD	100,000,000	105%
Emerging World	EMWWD	100,000,000	105%	Emerging World	EMWWD	100,000,000	105%
Frontier Large Cap Value	FLCVL	50,000,000	53%	Frontier Large Cap Value	FLCVL	50,000,000	53%
Thomson Data Bond 1	TDDB1	15,000,000	16%	Thomson Data Bond 1	TDDB1	15,000,000	16%
State St Variable A	SVVFA	200,000,000	210%	State St Variable A	SVVFA	200,000,000	210%
Emerging Markets Fundamental	EMFND	90,000,000	95%	Emerging Markets Fundamental	EMFND	90,000,000	95%
Kylee Real Estate A	KREXA	20,000,000	21%	Kylee Real Estate A	KREXA	20,000,000	21%
Compendium High Bond Index	CHBFI	150,000,000	157%	Compendium High Bond Index	CHBFI	150,000,000	157%
Investment Grade Bond	IGBND	90,000,000	95%	Investment Grade Bond	IGBND	90,000,000	95%
<b>Total</b>		<b>353,200,000</b>	<b>369%</b>	<b>Total</b>		<b>353,200,000</b>	<b>369%</b>

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## Proposal Generator: 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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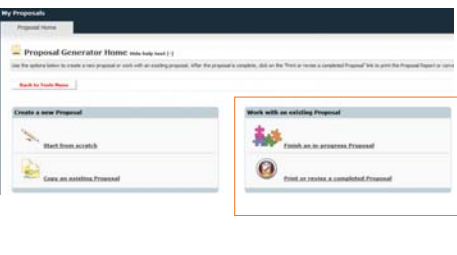
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## Proposal Generator: In-progress & Completed Proposals

Use each section to view the respective Proposals



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## Proposal Generator: 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

Search for a completed Proposal

10 most recent Proposals  Favorite Proposals  Search for older Proposals

Proposal Name	Type	Favorite	Last Updated	ESL Proposal	Commentary	Proposal Report	Convert to Client	Delete
Base Manufacturer's #018 Plan	#018	No	2010-04-30 09:02:20.732	ESL				
Sidney's Proposal	portfolio	Yes	2010-04-28 14:44:37.043	ESL				

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## Proposal Generator: Add Commentary

Add an Executive Summary & Closing Commentary

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## Proposal Generator: Create the Proposal Report

Choose your layout and create the Proposal!

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## Proposal Generator: Changes to the existing Proposal Report

Holdings Summary, Performance Analysis, Action Items and portfolio naming.

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## Proposal Generator: Convert the "Proposed Portfolio" to a Client

Create a new client or update an existing client.

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## Proposal Generator: 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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## Model Portfolios: Ensure you have the right client type

**Client Details (Review)** [Edit](#)

**Client Name:** Fifth Ave. 401k

**Client Status:** Current

**Client Type:** Ret. Plan - Participant Directed

**Client Sub-Type:** Corporate Defined Contribution

**Lead Retired A, R, & S Shares:** Yes

**Client Address 1:** 433 S Fourth Ave

**Client Address 2:** Suite 200

**City:** Pittsburgh

**State:** Pennsylvania

**Zip:** 15222

Your client's Client Type must be "Retirement Plan – Participant Directed," for the Model Portfolio tab to appear.

Investments    Watch List/Notes    **Model Portfolios**

Investment Name    Type    Ticker    Peer Group

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## Model Portfolios: Create a new model

**Client- Specific**

- Name
- Rebalancing Frequency
- \$ Assets
- # Participants
- Blended Benchmark

**Create a new Model**

Model Name:

Rebalancing Frequency: **Annually**

\$ Assets (Optional):

# Participants (Optional):

Would you like to include a blended benchmark? (Optional):

Yes  No

Cancel & Start Benchmarking  
The chosen benchmark's performance along with the Selected Peer Group Member will be evaluated against your Model in the Model Portfolio Report.

[Cancel](#) [Create Model](#)

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## Model Portfolios: Option 1: Manually add investments

- The plan lineup is listed on the left.
- Add investments to the model on the right.
  - *Specify percent allocation to each investment.*

**Add Investment(s) to Model** (press CTRL to select multiple)

**Available Investments**

- American Funds Growth Fund of Amer. R3
- Columbia Large Cap Index 2
- Columbia Mid Cap Index 2
- Dodge & Cox Income
- Dodge & Cox International Stock**
- FPA Value Aa
- Parsons Small Cap Value T
- T. Rowe Price Mid-Cap Growth
- T. Rowe Price Mid-Cap Value

[Add Investment\(s\)](#)

**Selected Investments**

Investment	Type	Peer Group	Percent	Remove
Stable Value Fund	Custom	Stable Value	<input type="text"/>	<input type="button" value="X"/>
Vanguard Intern'l Bond	MF	International	<input type="text"/>	<input type="button" value="X"/>
<b>Total: 0.00%</b>				

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### Model Portfolios: Option 2: Use the Auto-populate feature

Choose from any stored Implementation Model.

- Utilizes the model's peer groups and percentages to choose the appropriate investments from the Plan Lineup.

**Auto-populate investments**

+ Using this feature will remove all investments currently in your model. It will then add new ones based on the selected "Implementation Model" below.

Your "Implementation Models"

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### Model Portfolios: Create notes

Create and store multiple model notes.

Show in Reports	Display Date	Brief Description (1 of 255 characters)	Last Modified Date	Notes	Remove
<input checked="" type="checkbox"/>	05/02/2010	Peer note	05/02/2010	888	
<input checked="" type="checkbox"/>	05/02/2010	Client note	05/02/2010	888	

**Model Notes**

Model Note Name (max 255 characters)

Model Note Report ID

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### Model Portfolios: Create a Model Report

**Model Portfolio Report Options**

**Model Report Sections:**

- Allocation Analysis
- Expense Summary
- Key/Return Projections
- Performance Back Test
- Investment Detail
- Model Note

**General Report Settings:**

- Page Numbers
- Glossary
- Index Definitions
- Peer Group Definitions
- Standardized Performance

**General Report Settings (Cont.):**

- Logo on Cover
- Cover Page Disclosure
- Back Page Disclosure
- Client Name on Top
- Include the F360 Industry Score

**Report Generation and Sorting:**

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**Model Grouping:**

Model Group Name

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## Fee & Expense Area: Report

Access the Fee & Expense Report within the Client's Report Center.

The screenshot shows a web interface for the 'Fee & Expense Report'. On the left is a navigation menu with options: Monitoring Report, Fee & Expense Report (highlighted), Fund Report, Due Diligence Dashboard, Plan Snapshot, Proposal Generator, Data Export, and Fund Profiles - No Fiduciary Score. The main content area includes a 'Create Report' button, a 'Report Schedules' section with checkboxes for 'Total Expense Summary', 'Operational Fee Summary', 'Operational Fee Detail', 'Shareholder Fee Detail', and 'Plan Group Definitions Summary', and 'Optional Display Features' for 'Cover Page Disclosure' and 'Back Page Disclosure'. A small '31' is visible in the bottom right corner of the screenshot.

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## Fee & Expense Area: Report

The screenshot displays a detailed data table from the 'Fee & Expense Report'. The table has multiple columns, including 'Fund Name', 'Fund Type', 'Expense Ratio', and 'Benchmark'. The data is organized into several sections, with a 'Total Expense Summary' table at the top and more granular data below. A small '32' is visible in the bottom right corner of the screenshot.

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## Fee & Expense Area: What's coming next!

- Separate Accounts and Annuities
- Ability to specify who is PAYING the fee
- Add an "Other" revenue-sharing fee that can be indicated and paid out of the fund's expense ratio in addition to any 12b-1 fee and sub-TA fee.
- ERISA Budget Account tracking
- Platform-level fee definitions
  - Client-level
  - Operational/Shareholder Fee Level
- Benchmarking

A small '33' is visible in the bottom right corner of the screenshot.

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**Q&A**

Any questions or comments?

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