

**NaviPlan® Select** Version 12.0.1.0

# **Release Notes**



**NaviPlan**



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# Release Notes

## ***NaviPlan***<sup>®</sup> ***Select*** Version 12.0.1.0

### Introduction

EISI<sup>®</sup> is releasing NaviPlan Select version 12.0.1.0. This release is an update to the initial NaviPlan Select version 12 release in June 2010. The release includes the highly anticipated Presentation Module, which greatly enhances the ease of use and productivity for users as it provides streamlined and interactive presentation capabilities for your meetings with clients.

The purpose of this document is to provide the reader with a detailed overview of the release including the Presentation Module, additional new features, maintenance issues, and other supplemental materials and information.

To learn more about the application or its individual features, consult the detail presented in the application Help, or the NaviPlan Select Online/Offline User Manuals. Other resources are available at [http://support.eisi.com/support\\_us/naviplan/12.0/index.htm](http://support.eisi.com/support_us/naviplan/12.0/index.htm)

## Overview of NaviPlan Select version 12.0.1.0

The release of NaviPlan Select v12 in June 2010 represented a significant leap in the evolution of the NaviPlan product line. NaviPlan Select v12 combined NaviPlan Standard (NPS) and NaviPlan Extended (NPE) into one application, giving users more flexibility and power in choosing basic to advanced planning features, as needed. Now, EISI is proud to introduce the *Presentation Module* as an add-on feature for NaviPlan Select in the v12.0.1.0 release.

### PRESENTATION MODULE

In an effort to enhance the client-advisor relationship, NaviPlan has incorporated an interactive sales tool: the *Presentation Module*. The *Presentation Module* combines the sophistication of the NaviPlan engine, the marketing power of a slideshow, and the collaborative energy of a client meeting.

The *Presentation Module* provides an alternative way to use NaviPlan collaboratively with clients when creating or presenting a financial plan. Advisors can use the interactive tool with clients to gain insights into their goals, assess needs, and recommend solutions. Its slideshow presentation format is easy to use and highly visual for clients.

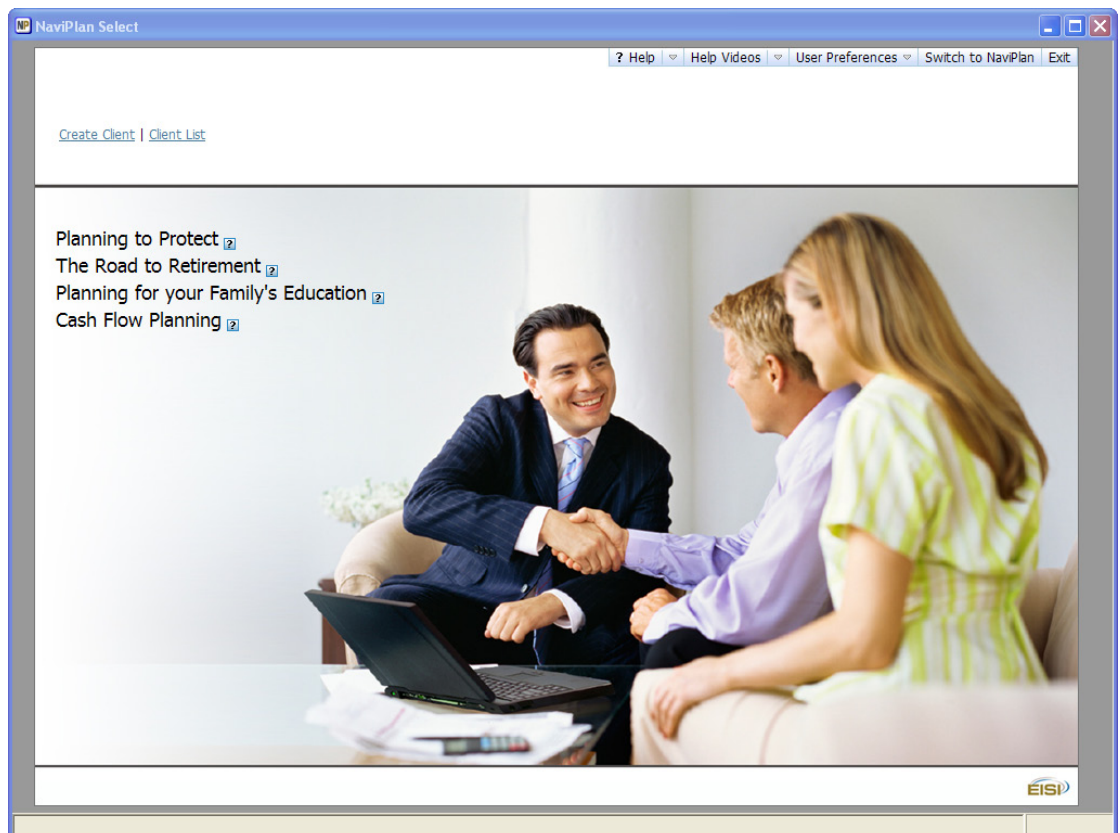



Figure 1: The Presentation Module includes four presentations



The *Presentation Module* is an add-on feature for NaviPlan Select and includes four standard presentations (see Figure 1). Each presentation targets a specific aspect of the clients' planning needs.

Presentations include a combination of marketing and planning slides:

- Marketing slides include topical information relating to the subject at hand and help guide the conversation with clients.
- Planning slides include NaviPlan Select data-entry components needed for the given topic.

### ***Data-entry components***

The data-entry components used in the slide presentations are the same data-entry components used by advisors to enter data in the traditional NaviPlan Select user interface (see Figure 2).

Net Worth

Joe Sample-Affluent and Jane Sample-Affluent - Sample Plan - Level 2

Assets/Liabilities Accounts Annuities Stock Options Asset Class Weightings

Client Management

Client List

Client Information

Plan Management

Plan List

Modules

Assumptions

Asset Allocation

Enter Financial Data

Net Worth

Cash Flow

Strategies

Insurance Coverage

Tax Details

Set Goals

Retirement

Education

Major Purchase

Emergency Fund

Survivor Income

Disability Income

Long-term Care

Estate Planning

Goal Funding

Results

Analyze Goals

User-defined Text

Client Reports

Instructions

Lifestyle Assets

Description	Market Value	Details	Delete
Residence	\$1,000,000		X
2nd Residence	\$0		X
Personal Use Property	\$500,000		X
Art collection	\$250,000		X
Vacation Timeshare	N/A		X

Add Lifestyle Asset

Real Estate

Description	Market Value	Rental Income	Details	Delete
New Haven Bl	\$340,000	\$50,000/yr		X

Add Real Estate

Business Entities

Description	Market Value (Start of Year)	Details	Delete
Hargrave Real Estate Cons	\$850,000		X

Add Business Entity

Assets/Liabilities Report


Liabilities

Description	Balance	Interest Rate	Payment	Link to Asset	Details	Report	Delete
Mortgage	\$350,000	6.00%	\$3,500.00/mo	Residence			X
Mortgage 2	\$0	7.00%	\$0.00/mo	None			X
Car Loans	\$0	8.00%	\$0.00/mo	None			X
Personal Loans	\$25,000	6.00%	\$400.00/mo	None			X
Other Debt	\$0	12.00%	\$0.00/mo	None			X

Add Liability

What do you owe?

Do you have any liabilities?



Getting a handle on debt is important as it can significantly affect your retirement plan. There may be ways of reducing it sooner.

Do you have...

- Credit cards?
- Lines of credit?
- Mortgages & home loans?
- Vehicle loans?
- Private debts to family?

Liabilities


Description	Balance	Interest Rate	Payment	Link to Asset	Details	Report	Delete
Mortgage	\$350,000	6.00%	\$3,500.00/mo	Residence			X
Mortgage 2	\$0	7.00%	\$0.00/mo	None			X
Car Loans	\$0	8.00%	\$0.00/mo	None			X
Personal Lo	\$25,000	6.00%	\$400.00/mo	None			X
Other Debt	\$0	12.00%	\$0.00/mo	None			X

Add Liability

Click the **Report** button, for any liability, to see a full amortization schedule, including principal payments, interest costs, and loan end date.

Back 13 of 17 Next Finish

Figure 2: The Liabilities section of the Assets/Liabilities page in NaviPlan Select is the same as the Liabilities component in the Presentation Module



Since data-entry components in the *Presentation Module* are shared with the NaviPlan Select application, the same requirements apply to viewing plan data in the *Presentation Module*. For example, in NaviPlan Select, in order to see plan data users must have a client file and plan open. Similarly, to access the applicable data-entry fields, users must be in the correct plan level. Like NaviPlan, when using the *Presentation Module*, if an advisor wants to launch a presentation both a client file and plan need to be open. Each standard presentation is designed to work with NaviPlan Select Level 2 Plans.

Whether working with the traditional user interface in NaviPlan Select or within the *Presentation Module* view, both views share a common element: the underlying client file and plan. When a presentation is used the information entered is saved to the underlying plan. When another presentation is used within the same plan the information entered in the first presentation will appear in the second presentation if the same data component exists in both presentations. When a presentation is used with a plan that already has data entered, that data will be displayed within the presentation.

To summarize, each presentation supplies the advisor with a tailored view of the NaviPlan application for a particular topic that can be presented directly to the clients in a slideshow format.

## THE PRESENTATIONS

The optional *Presentation Module* feature for NaviPlan Select includes four presentations: *Planning to Protect*, *The Road to Retirement*, *Planning for your Family's Education*, and *Cash Flow Planning* (see Figure 1).

### **Planning to Protect**

The *Planning to Protect* presentation provides the clients with an income coverage insurance analysis.

**An essential part of your financial plan**

Don't have life insurance? You're not alone.

93%<sup>1</sup> say that life insurance is something most people need.

41%<sup>2</sup> own an individually purchased policy.

<sup>1</sup> 1997 Fidelity and Kahne Research, 2009 Fidelity Investments, Trends in Life Insurance Ownership, 2005

A dependable income source is the foundation of your family's current and future financial security.

It is essential to carefully protect your family's assets, if an earner dies.

**Assessment complete**

**Goal Achievement**

Goal Achievement illustrates the percentage covered for each life insurance goal, based on a projection of the current capital and savings in each event. Let's explore some options that will help you meet your goals.

**Recommendations:**

If **Frank** dies, additional insurance needed is: **\$405,713**

If **Kathy** dies, additional insurance needed is: **\$1,210,277**

If both **Frank and Kathy** die, additional insurance needed is: **\$0**

Need more detail on the insurance calculations?  
[Generate Report...](#)

Scenario	Goal Achievement (%)
If Frank Dies	~92%
If Kathy Dies	~78%
If Frank and Kathy Die	100%

Kathy's Retirement Age: 60 Sep 2023  
Kathy's Life Expectancy: 90 | 2053  
Frank's Retirement Age: 62 Oct 2023  
Frank's Life Expectancy: 90 | 2051

Back 18 of 20 Next Finish

Figure 3: *Planning to Protect* presentation

The income coverage insurance analysis analyzes the survivor's income, based on the lost income due to death, along with any additional expense needs. At the end of the presentation, clients have a clear idea of whether their current insurance coverage is adequate, or how much more they may require based on replacing lost income that is required to cover stated needs.

## The Road to Retirement

The *Road to Retirement* presentation offers valuable retirement information while assisting in gathering relevant data to establish how close the clients are to covering their retirement needs.

? Help | Help Videos | Print Presentation | Calculators | Reports

### What will retirement cost?

Common risks you may face in retirement include:

- Longevity
- Inflation
- Health costs

It is important to consider not only the cost of living our dreams, but also to consider a cash cushion for contingencies like [medical costs](#).

Percentage of Uninsured by Income Level

An increasing number of middle-income earners are uninsured.

Year	< \$25,000	\$25,000-\$49,999	Total Percentage of Pop.
2003	24.2%	19.9%	15.1%
2004	24.5%	19.8%	14.9%
2010	24.2%	20.1%	15.2%

Note: Income levels per the Income, Poverty and Health Insurance Trends Report. Source: U.S. Census Bureau (2008) Historical Health Insurance Trends. Current Population Survey, Income, Poverty, and Health Insurance.

? Help | Help Videos | Print Presentation | Calculators | Reports

### How do things look so far?

There are a number of options that will help you to achieve your goals. Let's see how a few simple changes to your plan can help.

Goal Coverage (100%)

Frank's Retirement Age:  (62 +/- -1)

Kathy's Retirement Age:  (60 +/- -1)

Fixed Annual Retirement Expenses:

Discretionary Annual Retirement Expenses:

Additional Monthly Savings:  Details

Additional Lump Sum Savings:  Details

To view options for achieving 100% goal coverage, click [What are my options?](#) [What Are My Options?](#)

Average surplus/deficit over the next 5 years **\$24,324**
Net worth at retirement **\$2,684,515**
Net worth at death **\$2,317,748**

<< Back 15 of 17 Next >> Finish

Figure 4: The Road to Retirement presentation

The presentation concludes with what actions the clients should take to cover their retirement needs.

## Planning for your Family's Education

The *Planning for your Family's Education* presentation can be used as a quick and easy way to define a family's education goals and determine if their current strategy will cover the stated future expenses.

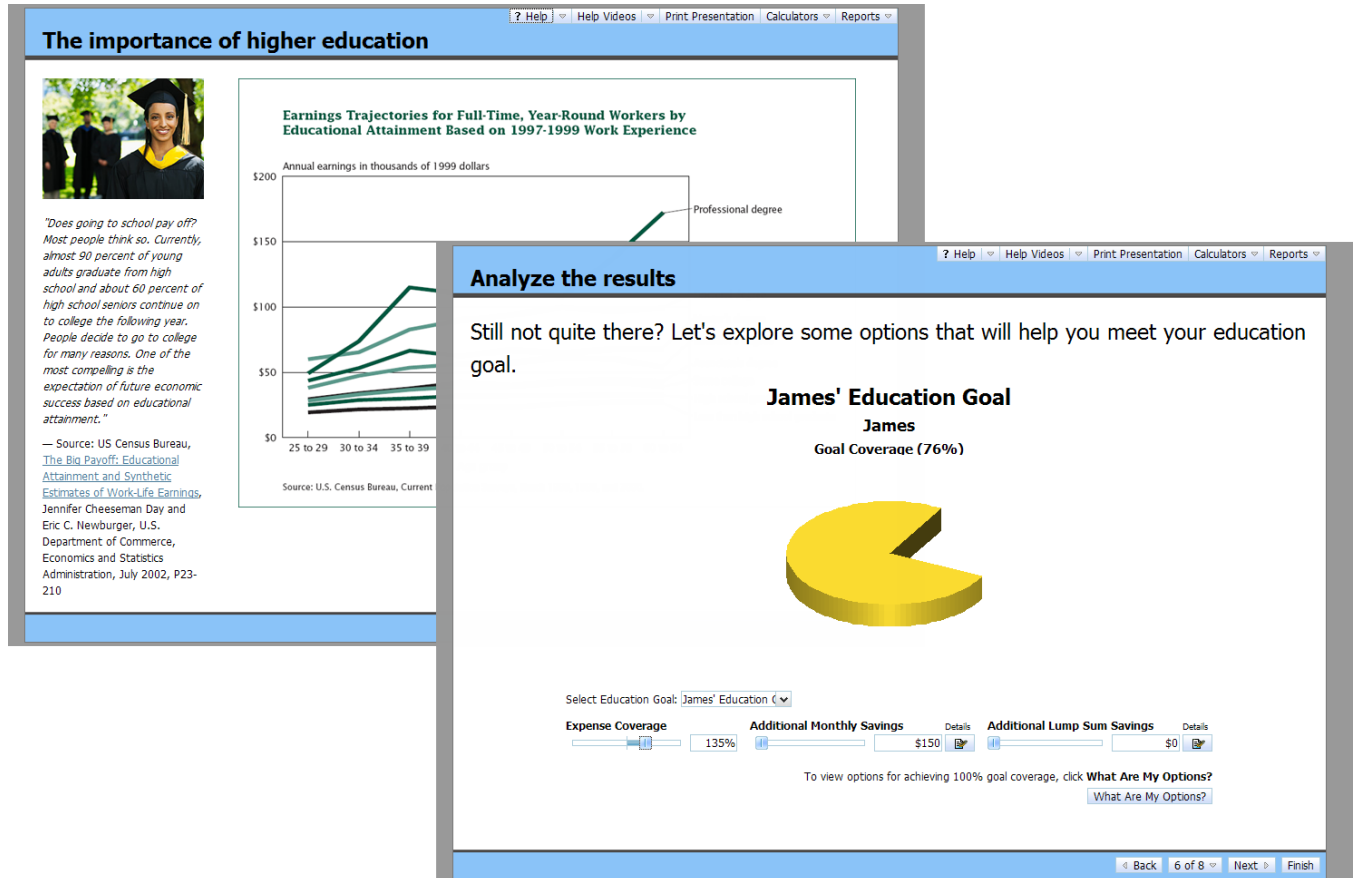


Figure 5: Planning for your Family's Education

The presentation identifies which education goals are underfunded and how much additional funding may be required to cover the goals.

## Cash Flow Planning

The *Cash Flow Planning* presentation is an excellent starting point for any client meeting. It identifies whether clients have cash surpluses that can be used towards savings strategies or it identifies cash deficits that need to be addressed.

**Making sense out of your dollars and cents**

Too many individuals and families experience financial crisis because of inadequate savings, too much debt, and poor planning for potential major life events.

Source: U.S. Department of Agriculture

Well-managed cash flow can form the basis of a successful plan by helping you to:

- Understand where your money is spent
- Invest more
- Establish a rainy-day fund

**Cash flow analysis**

Your current cash flow position is determined by adding all of your cash inflows and then subtracting your expenses, savings, and taxes.

We have evaluated your current cash flow position. You currently have a **cash flow deficit/surplus of \$45,786**.

Cash Flow	Amount
Incomes	\$187,265
Lifestyle expenses	\$71,515
Medical expenses	\$0
Savings	\$17,480
Taxes	\$51,634
<b>Current surplus / deficit</b>	<b>\$45,786</b>
<b>Average surplus / deficit over next 5 years</b>	<b>\$50,115</b>

Putting surplus cash flow to work for your future needs is just as important as minimizing deficits by re-adjusting your budget.

Figure 6: Cash Flow Planning presentation

## Additional Presentation Module features

### Help videos

? Help Help Videos User Preferences Switch to NaviPlan Exit

- Getting Started with Presentation Module
- Planning to Protect
- The Road to Retirement
- Planning for your Family's Education
- Cash Flow Planning

Figure 7: Help Videos button

EISI has created and included new Help videos for the *Presentation Module* to help users familiarize themselves more quickly with this new feature. The videos are specifically designed to assist in learning the basic use of the *Presentation Module* and the four available presentations. Users can access the Help videos directly from the application's menu bar.

## Navigating through the presentations

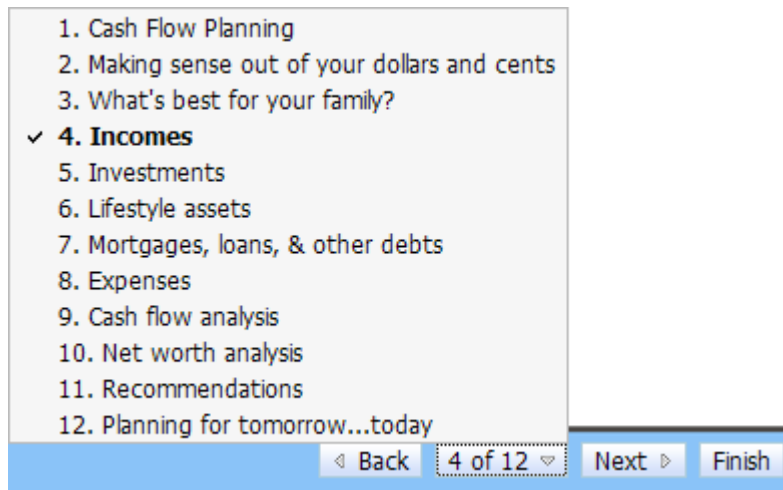


Figure 8: "Go to" button

When using the slideshow format, advisors can easily progress through a presentation using the *Back* and *Next* buttons in the bottom-right corner of the *Presentation Module* window. Although the presentations are ordered in a logical fashion, users may need to access slides in a different order. A "go to" feature has also been included as part of the slide navigation and is located on the bottom right of the slides along with the *Back* and *Next* buttons. This button lists the slide currently being viewed along with the total number of slides in the presentation. A checkmark and bold text indicates what slide is currently being viewed. From this menu, users can select a different slide and navigate there directly rather than having to cycle through each slide in order. The *Finish* button allows users to end the current presentation and return to the *Presentation Module* launch screen.

## Slider bars

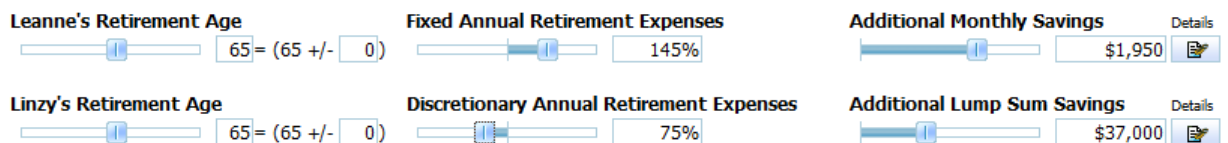


Figure 9: Slider bars in *The Road to Retirement* presentation

Slider bars were introduced in NaviPlan Select v12 in the new *Interactive Scenario Manager* dialog box. Slider bars have also been incorporated throughout the *Presentation Module* to assist users in modeling What-if scenarios smoothly and easily. Slider bars are enhanced field controls that can be found within most presentations to be used during planning discussions. As the sliders are adjusted, the results on the screen are updated immediately to reflect the new data entered, providing immediate feedback for discussion with clients.

## Printing presentations

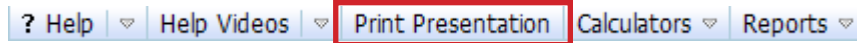


Figure 10: Print Presentation button

EISi has also incorporated the ability to print the presentations and, as a result, clients can be given a hard copy. This feature is available from the menu bar while conducting or when concluding a presentation.

## Calculators

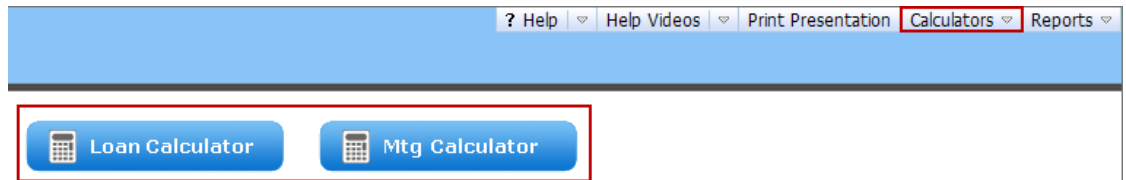


Figure 11: Calculator buttons and Calculators menu

Stand-alone calculators are a popular feature in NaviPlan. All of the existing NaviPlan Select calculators are accessible from the top of the *Presentation Module* window. The added benefit the *Presentation Module* offers to users is a direct link to a specific calculator from the presentation slide. Relevant calculators have been incorporated into the presentations and are ready to use with a simple click of the *Calculator* button.

## Streamlined reports



Figure 12: Print Report button

In addition to the on-screen results and recommendations for the clients' financial situation, each presentation includes a streamlined report that can be printed. A *Print Report* button is available at the end of each presentation, which will generate the relevant subset of pages from the *Financial Needs Summary* client report that pertain to the planning topic of the presentation.

## NaviPlan Select details

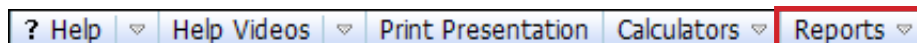


Figure 13: Reports menu in the Presentation Module

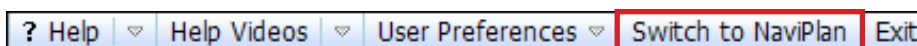



Figure 14: Switch to NaviPlan button



In the event the presentation or the associated report does not provide the detailed results the clients need, the *Presentation Module* offers two additional features:

1. **Reports** menu – The complete NaviPlan Select *Reports* menu has been made available for use within a presentation from the top of the *Presentation Module* window.
2. **Switch to NaviPlan** button – Users also have the option to return to the traditional NaviPlan Select user interface. Switching may be necessary to capture additional details not available within a given presentation. This feature can be accessed from the *Presentation Module* launch screen.

For more information about the *Presentation Module*, please consult your EISI Sales Representative or Relationship Manager.

## OTHER ENHANCEMENTS AND MAINTENANCE UPDATES

The NaviPlan Select v12.0.1.0 release includes several new enhancements and maintenance updates in the following areas:

- State tax rate updates for 2010.
- Medical legislation rate updates.
- Ibbotson Security Classifier database updates.
- Peterson's Undergraduate Database updates for college costs.
- An EISI User Services (EUS) automatic log on enhancement.
- Enhanced pre-retirement cash flow management.
- An EISI Update enhancement.
- Security updates.
- Miscellaneous bugs.

### ***State tax rate updates***

This version of NaviPlan Select includes state tax rate changes for 2010, including but not limited to up-to-date deduction and credit amounts as well as Social Security amounts. All reports and calculations will be up to date.

### ***Medical legislation rate updates***

The following updates are incorporated in this release of NaviPlan Select:

#### **Summary of updates**

1. Medicare tax will be increased by 0.9% beginning in 2013 on any salary greater than \$200,000 (for single filers) or \$250,000 (for joint filers).
2. Starting in 2013, a 3.8% Medicare tax will be calculated on the lesser of:
  - Net investment income (unearned income), or
  - AGI in excess of \$200,000 (for single filers) and \$250,000 (for joint filers)
3. Starting in 2013, the threshold for itemized unreimbursed medical expenses deduction will increase from 7.5% to 10%.

### ***Ibbotson Security Classifier database updates***

The Ibbotson Security Classifier database has been updated with the recent data from the second quarter of 2010.

### ***Peterson's Undergraduate Database updates for college costs***

The Peterson's Undergraduate Database has been updated with the recent data from the second quarter of 2010 (data source: Peterson's Databases, copyright (2010). Peterson's, a division of Thomson Learning. All rights reserved.).

### ***EISI User Services (EUS) automatic log on enhancement***

EUS has been enhanced to now include a seamless process for automatically logging on users. Once logged on in NaviPlan Select, users can access EUS directly without the need to separately enter their EUS user name and password.

### ***Enhanced pre-retirement cash flow management***

Redemption functionality in the *Enter Financial Data* section – *Strategies* category was launched with NaviPlan Select v12.0, giving advisors the ability to redeem funds from any account. This functionality (when released) was part of the *Detailed Cash Flow* module only; as a result, it was only functional in plans using the Detailed Tax method (with bracketed tax rates).

Based on user feedback and demand, the redemption functionality is now available in plans using the Average Tax method as well. Users can now access the full functionality of the redemptions feature in the *Strategies* category regardless of whether they are working in a plan using Average or Detailed Tax (with bracketed tax rates).

### ***EISI Update enhancement***

NaviPlan Select now includes an automatic update feature to ensure the application has the most up-to-date files. As an example, the Ibbotson Security Classifier database update can now be automatically downloaded by advisors. This feature provides notification to advisors electronically, indicating that an update is ready and available for download. This will allow EISI to notify users of updates in a more timely fashion. Subsequently, users can download an update without having to complete a new installation of the application.

### ***Security updates***

As is customary, security enhancements are incorporated in NaviPlan as any new threats arise. For this release, updates were made to ensure NaviPlan is as secure as possible.

## MISCELLANEOUS ENHANCEMENTS

With every scheduled release of NaviPlan, EISI strives to ensure a high-quality product, and many legacy issues are addressed and/or fixed. The v12.0.1.0 release includes many enhancements; below are highlights of some of the updates:

### **Reporting**

Multiple enhancements were made to a variety of reports and graphs, including the stand-alone reports and graphs accessible from the *Reports* menu as well as the client reports accessible from the *Results* section – *Client Reports* category. The following are some of the updates included in this release.

### **Cash Flow reports**

The *Itemized Cash Flow Projection for Family* report was not displaying correct expense values in the years they were set to occur as designated in the plan, and subsequently the *Current Year Cash Flow* report was not reporting accurate addition for total cash outflows and new surpluses (deficits). The *Itemized Cash Flow Projection for Family* report now displays all relevant current plan expenses and major purchase goal expense amounts correctly in the appropriate years.

The *Cash Management Analysis* report displayed surplus/deficit values that were not matching the surplus/deficit values reported in the *Itemized Cash Flow Projection* report. EISI has ensured all family member expenses, including both clients of the plan along with any dependents' expenses are being accurately reported, and as a result the *Cash Management Analysis* report now reports correct surplus/deficit values.

The *Retirement Incomes and Expenses* table in the *Retirement Distribution Summary* client report has been corrected to display accurate values in the *Other Inflows* column, which will now match what is reported in the *Itemized Cash Flow Projection for Family* report. In a Detailed Tax plan, the *Return on Surplus Funds* as reported in the *Itemized Cash Flow Projection for Family* report is no longer being double-counted in the *Retirement Incomes and Expenses* table (as was noticed by some users).

### **Single Trust report**

When working with the *Advanced Estate Planning* module and entering a funded CRT in the *Set Goals* section – *Estate Planning* category, users are able to designate a charitable beneficiary to receive the remainder and a spouse as an income beneficiary. Some users noticed that in the *Single Trust* report the income beneficiary frequently appeared as a blank entry even though the spouse of the grantor was selected as the beneficiary. EISI has corrected this issue in the report and the income beneficiary name appears correctly with the correct payment percentage.

## Synopsis report

When entering liabilities on the *Enter Financial Data* section – *Net Worth* category – *Assets/Liabilities* page, users can enter detailed item descriptions. Previously, when a user entered a slash (i.e., \) in the *Description* field, the *Plan Analysis Synopsis* report would not format correctly. To prevent this formatting issue from occurring, NaviPlan will remove any slashes entered and when navigating from this page or during a page save; this will ensure the report generates in the correct format.

## Savings for Education report

The *Savings for Education* report provides a breakdown of savings currently being made toward education goal(s) as specified in the current plan, and also of growth and redemptions required to cover the established goal(s). EISI has made an enhancement by also including transfers and savings amounts in the *Savings* column and transfer amounts in the *Redemptions* column of this report.

In order to provide additional clarity when reviewing this report, EISI changed the column headers as follows:

*Taxes Withheld* → *Earnings Withheld for Taxes*

*Taxes on Redemptions* → *Estimated Taxes on Redemptions*

Savings for Education												
Sample-Accumulator, Frank and Kathy												
Sample Plan (2011)												
Year	Anes	Start of Year Capital	Savings	Growth and Earnings	Earnings Withheld for Taxes	Redemptions	End of Year Capital	Estimated Taxes on Redemptions	Ability	Tasha's Expenses	James' Expenses	Surplus/(Shortfall)
2011	49/47	62,000	2,400	3,758	0	0	68,158	0	0	0	0	0
2012	50/48	68,158	2,400	4,124	0	0	74,683	0	0	0	0	0
2013	51/49	74,683	2,400	4,512	0	0	81,594	0	0	0	0	0
2014	52/50	81,594	2,400	4,922	0	0	88,916	0	0	0	0	0
2015	53/51	88,916	2,400	5,357	0	0	96,673	0	0	0	0	0
2016	54/52	96,673	2,400	4,681	0	19,144	84,609	0	19,144	0	19,144	0
2017	55/53	84,609	2,400	3,907	0	20,101	70,815	0	20,101	0	20,101	0
2018	56/54	70,815	2,400	3,088	0	20,107	56,196	0	20,107	0	21,107	(999)
2019	57/55	56,196	1,200	1,992	0	23,294	36,093	0	23,294	22,162	22,162	(21,029)
2020	58/56	36,093	1,200	800	0	23,270	14,823	0	23,270	23,270	0	0
2021	59/57	14,823	1,200	33	0	14,923	1,133	0	14,923	24,433	0	(9,510)
2022	60/58	1,133	0	0	0	1,133	0	0	1,133	25,655	0	(24,523)

You have included Education Goals in your objectives for Tasha and James.

Figure 15: Savings for Education report in v12.0 – column headings have changed

## Semi-regular expenses

The ability to model semi-regular expenses was introduced in NaviPlan Select v12 and gives users the opportunity to track expenses that are incurred every x years (for example a car purchase every 5 years). These semi-regular expenses are now accurately reported in the *Plan Analysis Synopsis* report in a new *Semi-Regular Expenses* table, displaying the information as entered in the client plan.

### Semi-Regular Expenses

Expense	Member	Start Date	End Date	Every	Amount	Indexed
Car purchase	Joint	Jan 1 2011	Aug 31 2024	4 years	\$50,000	Inflation

Figure 16: Semi-Regular Expenses table in the Plan Analysis Synopsis report

## **Estate planning**

EISI has ensured the accuracy of the values reported in the *Gross Estate and Liabilities* report. If multiple assets were sold in a client plan and the proceeds were saved, all values are now reported correctly.

## **Long-term care**

If an advisor recorded long-term care policies with daily benefit amounts in NaviPlan, the income amounts were not appearing accurately in the *Multi-Year Cash Flow if Client/Co-Client Requires Long-term Care* report. EISI has corrected this issue to ensure accurate income amounts appear in the report.

## **Financial Needs Analysis client report**

Users may have noticed that rates of return for the *Current Plan* and *Recommended* scenarios in the *Financial Needs Analysis* client report did not match those displayed in the NaviPlan window. EISI has corrected this discrepancy and accurate rates of return now appear both on-screen and in the generated client report.

## **Data-entry records**

Multiple enhancements were made to a variety of data-entry items and associated records. The following are some of the updates included in this release.

### **Annuities**


When working with variable annuities with *Amount Certain* selected as the income option, the *Annuity Details* dialog box – *Payout Options* tab was frequently reporting an incorrect value in the *Number of Years* field; it was not taking the payments from the variable subaccounts into consideration. EISI has corrected this behavior, and now the *Number of Years* field displays and uses the lesser of the number of years from the general account or the variable subaccounts.

### **Qualified accounts**

Advisors are able to enter multiple holdings for all non-qualified and qualified accounts. Previously, if a qualified account with a qualified basis value was entered, users may have noticed that as a second holding was entered for the account the qualified basis value was removed. EISI has reviewed and addressed this issue, and no matter how many holdings are entered for any one qualified account, the qualified basis value will remain intact as at the value entered.

### **Liabilities**

When entering liabilities on the *Enter Financial Data* section – *Net Worth* category – *Assets/Liabilities* page, users may have received an on-screen warning message as they navigated away from the *Balance* field under *Liabilities* (before entering all details for the liability). NaviPlan was attempting to validate the value entered in the *Balance* field immediately, to ensure the payment amount was greater than the interest due on the liability.



To address this issue, EISI has delayed the validation test until users attempt to leave the page, giving users a full opportunity to enter all liability details and avoid unnecessary interruption. Once users attempt to navigate from the page, if the payment amount entered was not greater than the interest due on the liability users will receive an on-screen warning message, prompting them to review the entries and resolve the issue.

### **Savings strategies**

If an advisor had entered savings strategies in a client plan and subsequently overrode the rates of return for the account that the savings were directed to, in some cases the savings amount was not saved to the account. This issue has been corrected and all savings amounts for all accounts will be applied and reflected in cash flow reports.

### **Surplus savings strategies**

All surplus savings strategies are now taken into account accurately and in their entirety within a plan.

## ***Interactive Scenario Manager***

Multiple enhancements were made to the *Interactive Scenario Manager*. The following are some of the updates included in this release.

### **Long-term Care**

The protective modules are included in the *Interactive Scenario Manager*, giving advisors the ability to model What-if scenarios for death, disability, or long-term care planning. In the *Interactive Scenario Manager*, under *Long-term Care – Co-Client*, users may have noticed that adjusting the *Daily Benefit Amount* slider bar did not always update the *Goal Coverage* graph. EISI has addressed this issue, and when the slider bar is adjusted the *Goal Coverage* graph updates immediately.

### **Survivor Income**

When performing What-if analyses for the *Survivor Income* category, users may have entered new life insurance policies in the *Interactive Scenario Manager* under *Insurance Coverage*, or users may have modified an existing life insurance policy. Newly added life insurance policies and modified policies within the *Interactive Scenario Manager* were appearing within the Current Plan section of the *Insurance Policy Summary* report. The *Interactive Scenario Manager* addresses planning from a holistic view and, as a result, the current and proposed sections were no longer required within this report. These report sections (current and proposed) have been merged into one section that displays all life insurance policies for the designated scenario.

NaviPlan Select introduced the ability to create What -if scenarios for the protection analyses in the *Interactive Scenario Manager*. Specifically, in the survivor analysis, users have the ability to change the rate of return for both the pre-retirement and retirement periods on an additional insurance need and on cash flow surpluses and liquidations. In the on-screen comparison reports, both rates of return are now displayed for any scenario.

## **New accounts**

In the *Interactive Scenario Manager*, users are able to create new accounts when working with What-if scenarios, as well as redemption records for the new accounts. EISI has now set the default start and end dates for any newly created redemptions as the account owner's date of retirement (start date) and hypothetical date of death (end date). Previously, the start and end dates for newly created redemptions were set to Client 1's retirement and deceased dates (the first client entered in the plan).

## **Detailed Comparison Report**

Updates were made to the *Detailed Comparison Report* (accessible by clicking *Scenario Reports – Compare Scenarios*) to provide additional detail regarding the differences between scenarios when comparing one scenario to another.

## **Miscellaneous**

Multiple miscellaneous enhancements were made and the following are some of the updates included in this release.

### **Capital Gains Taxes**

Based on user feedback, EISI has adjusted capital gains taxes when redeeming from accounts. Previously, capital gains were calculated as short-term capital gains when redeeming from accounts in plans using the Detailed Tax method. In v12.0.1.0, when taxes are calculated based on reallocation or account redemption, capital gains are considered to be long-term gains in plans using either the Average Tax or Detailed Tax method.

### **Social Security and Medicare taxes**

If self-employment income was entered in a plan, Social Security and Medicare taxes were previously calculated incorrectly when using the Detailed Tax method. Users may have also observed calculations changing when moving a client plan from the Average Tax method to the Detailed Tax method. EISI has corrected this inconsistency. The *Employ/Bus* expense type has been relabeled *Self-Employ/Bus*, and any expense values entered with this type selected will be calculated as part of Net Self-Employment in all reports, resulting in correct tax calculations.

### **Rates of return**

EISI has corrected a miscalculation that occurred when rates of return for holdings within accounts were overridden. Rates of returns for multiple holdings within an account are prorated to report a correct rate of return for the entire account, both on-screen and in generated reports. Accounts with a mix of default/user-defined and overridden rates of return for holdings will now have correct standard deviation and rate of return values.

### **Stock options**

Users are able to direct the proceeds of a stock option (once vested and exercised) to cash flow, either to an existing non-qualified account in the plan or to a newly created non-qualified account. Based on user feedback, users are unable to transfer vested and exercised stock options to existing qualified accounts within a client plan.

### **Event Calendar**

An *Event Calendar* was incorporated in NaviPlan Select v12 for start or end date field. Clicking the *Event Calendar* button allows users to select a date that corresponds to a specific event for either the client or co-client. When setting a date using an event for the co-client, users are now able to offset that event with a negative value. For example, users can specify *Ret. - 1 yr (Co-client)*, which produces the result of one year prior to the co-client's set retirement date.

### **Estate planning**

With the release of NaviPlan Select v12, we introduced an *Advanced Estate Planning* module, giving users the ability to model charitable remainder trusts as existing funded trusts or in What-if scenarios. For a funded CRUT, the income was not being distributed in the current plan year and income distribution resulted as a zero value; this has now been corrected.

### **Data Scrub**

The *Data Scrub* feature accessible on the *Clients* page has been enhanced to improve migration of client files from NaviPlan v11.x to NaviPlan v12.0.1.0.

## ADDITIONAL SUPPORT

### ***Application Help***

The Help in NaviPlan Select v12.0.1.0 is updated to reflect new functionality and enhancements outlined in this document.

### ***Training materials***

The following new and updated training materials are available from [http://support.eisi.com/support\\_us/naviplan/12.0/training/index.htm](http://support.eisi.com/support_us/naviplan/12.0/training/index.htm):

- Help videos (including a New in v12 video for NPS users, and a [transition video](#) for NPE users).
- New v12 learning guides (including Investment accounts, and Analyze, compare, and create plan scenarios).
- Training videos (including Start planning, and Present results).

These new training materials can also be accessed through the application Help, by clicking Access Online Resources at the bottom-left corner of the Help window in v12.