

***Profiles Professional*** Version 8.0

# ***Release Overview***





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# Overview of *Profiles Professional* Version 8.0

## Introduction

EISI is pleased to provide this overview of Profiles Professional version 8.0, which is scheduled for release in spring 2007. Version 8.0 is a major upgrade that builds on the program's modular, easy-to-use features plus delivers new and exciting planning capabilities.

This document offers a high-level summary of the new features and enhancements in Profiles Professional Version 8.0. Detailed information will be available in the Release Notes that accompany the software upgrade.

## New Retirement Accumulation & Distribution Capabilities

Enhanced retirement planning functionality in Profiles Professional version 8.0 enables advisors to efficiently meet clients' growing demand for pre- and post-retirement advice.

- **New Asset Distribution screen** acts as a 'switchboard' when assigning accounts/holdings to objectives or events and specifying sell strategies for assets
- **New Distribution Order screen** includes default and custom liquidation options
- **New Retirement Analysis reports** address client needs in clear presentations that can be used sequentially or in subsets
- **Minimum Required Distribution (MRD) calculations** are automatically performed

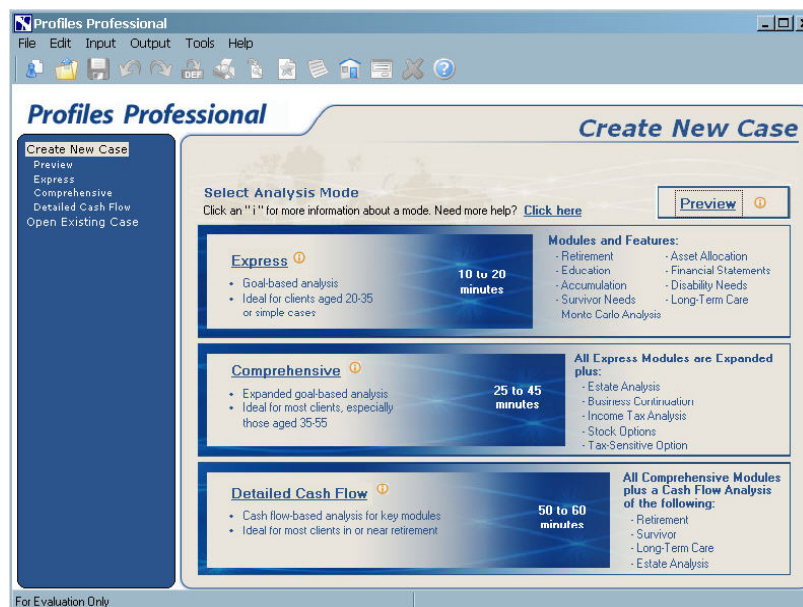
Order	Name	Type	Owner	Defer Income Taxes
1	Vanguard Capital Value Inv	529 College Savings Plan	Joint	\$10,000
2	B's Savings	Savings	Tessa	\$20,000
2	A's Checking	Checking	Luis	\$10,000
4	Genentech Inc	Stock	Joint	\$50,000
4	Bank of America Corporation	Stock	Joint	\$50,000
4	Ford Motor Company	Stock	Joint	\$20,000
4	Apple Computer Incorporated	Stock	Joint	\$30,000
5	B's Var Annuity	Deferred Annuity	Tessa	\$0
6	Fidelity Adv Aggressive Growth A	SEP IRA	Luis	\$60,000
6	Putnam American Government A	SEP IRA	Luis	\$20,000
6	A's 401k	401(k)	Luis	\$0
6	B's IRA	IRA	Tessa	\$0

Use the new Distribution Order screen to set the liquidation order for assets.

## Faster, Easier Case Creation and Report Selection

A streamlined input and report-selection process in Profiles Professional version 8.0 makes the program easier to use and increases advisor productivity.

- **New case set-up process** offers four analysis modes: Preview; Express; Comprehensive; and Detailed Cash Flow
- **Modular Objectives screen** enables advisors to select objectives, options, and assessments to include in analysis
- **New Case Upgrade feature** moves the case to a more advanced analysis mode or adds additional objectives
- **Redesigned Reports screen** presents only those categories that are relevant to the selected analysis mode and objectives
- **New help feature** offers practical information on data input requirements



Select an Analysis Mode based on a client's needs.

## Tighter Integration of Asset Classes and Asset Types

In Profiles Professional version 8.0, asset classes take on a more significant and integrated role when determining rates of return.

- **Expected rates of return** are automatically calculated using a weighted-average return based on the classification of account holdings

**Asset Allocation Settings**

Asset Allocation Management: Separate Allocation for each Objective

Rebalance Managed Accounts:

Use Ibbotson Returns:

Asset Class	Ibbotson Expected Rate of Return	Client Expected Rate of Return
Large Cap Growth	9.99%	9.99%
Large Cap Value	11.32%	11.32%
Mid Cap Equities	12.26%	12.26%
Small Cap Equities	14.38%	14.38%
International Equities	10.96%	10.96%
Emerging Markets	18.20%	18.20%
Long Term Bonds		
Intermediate Term Bonds		
Short Term Bonds		
High Yield Bonds		
International Bonds		
Cash		

The Client Expected Returns will be used to determine the weighted average rate of return for accounts. Furthermore, all future rebalancing and reallocation calculations will rely on these returns. A small change in a heavily allocated asset class can have a dramatic effect on the outcome of the analysis.

close

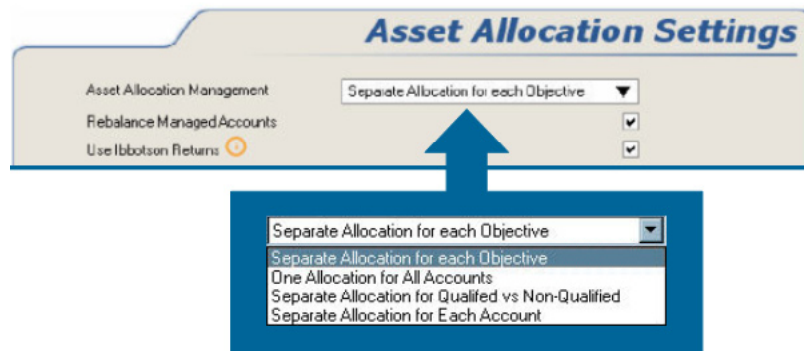
Back Next

Select either the "Ibbotson Expected Rate of Return" (or other if customized) or "Client Expected Rate of Return" for each asset class.

## Enhanced Asset Allocation Analysis

Flexible asset allocation functionality enables advisors to tailor recommendations for each of their client's objectives. Additional account rebalancing and portfolio reallocation functionality provides powerful options for modeling various accumulation and distribution strategies.

- **New Risk Tolerance Questionnaire and report** measures the client's risk aversion and clearly presents appropriate model portfolios for an objective based on associated time horizon
- **New Asset Allocation Management feature** presents four allocation management options that can be used to model allocation strategies by objective, entire portfolio, by account type or by individual account.
- **New reallocation features** perform multiple reallocations, for life stages or events, using custom and/or model portfolios
- **New rebalancing features** model portfolio realignment on a year-over-year basis



Select the Asset Allocation Management setting for your portfolio recommendations.

## Revamped Account and Assets Screens

Account-based assets allow for easier entry and tracking of holding details and external data integration.

- **New summary and detailed views** offer easy access to each asset category
- **Streamlined data entry** eliminates redundant fields

**Assets: Summary View**

Show Detail View

Asset Category	Total Market Value	Add	Edit
Bank Accounts	\$1,095,100	Add	Edit
Qualified Investment Accounts	\$100,000	Add	Edit
Deferred Annuity Accounts	\$205,360	Add	Edit

Investment Accounts  
Education Investment Accounts  
Real Estate Property  
Personal Property  
Business Assets

Total Market Value

**Investment Account Entry**

Number (1 of 1) ◀ 1 ▶

Account Name: Brokerage Account

Owner: Joint

Disposition at Death: Clerk/Spouse

Account Held in Living Trust:

Manage Underlying Holdings Independently:

Holding Type	Ticker Symbol	Holding Name	Market Value	Asset Allocation	ROR		
Stock	IBM	IBM Stock	\$205,600	Unclassified	0.00%		

Account Values: \$205,600 0.00%

Classify all Holdings Delete this Account Close

Account Name

Enter holding details at the account level.

## New Liability and Loan Features

Entering liabilities and presenting information to clients in Profiles Professional version 8.0 is faster and easier.

- **New screens** accommodate each type of liability: real estate loans, property loans, personal loans, and credit cards
- **New calculations** reflect amortization, flexible payment schedules, and year-by-year tracking of loan balances/interest paid
- **New client-friendly report pages** provide detailed and summary liability activity

**Liabilities: Summary View**

Show Detail View

Category	Total Liabilities		
Real Estate Loan*	\$0	Add	Edit
Property Loan*	\$0	Add	Edit
Personal Loan	\$0	Add	Edit
Credit Card	\$0	Add	Edit

\* An appropriate asset must be created on the Assets screen in order for a Real Estate Loan or Property Loan to be created.

**Liability Entry**

Number (1 of 1)

Category

Secured by

Name of Liability

Owner

Type

Scheduled Payment Method

Timing of Loan/Information

Current Year

Current Balance

Term Remaining (in years)

Annual Interest Rate

Monthly Payment

Years Until Installments Begin (enter 0, if already stated)

Years until installments begin  Press F6 to restore default value

Each liability type has a separate input screen.



## Additional important enhancements

- **Life insurance death benefits** in Estate Analysis are based on Net Death Benefit at Mortality for improved handling of term policies
- **Need vs. Current Plan report page** offers more flexibility in how results are displayed
- **New graphical Net Worth presentation** page displays relevant client information in a new easy-to-read format
- **Joint annuity designation** expands ownership options
- **New report footnote** explains estate settlement costs for situations in which clients die in the same year
- **New professional designations** expand advisor designation options
- **New Auto Update functionality** automatically checks for and delivers software updates using new Web Services method
- **Case conversion feature** allows all previously-created cases to be converted, including ability to transfer assets and accounts into the new 8.0 format
- **Case encryption** enhances security for exported files
- **Windows Vista** operating system is certified and supported in the version 8.0 release



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