Scenario Manager

To access Scenario Manager, click **Analyze Goals** under **Results** on the left navigation bar. Here, you can view up to four plans side-by-side for a quick comparison of cash flow, net worth, and the likelihood of achieving financial goals.

Review the client's current situation

On the **Scenarios** page (Results – Analyze Goals), click **Review Current Plan** to analyze the outcome of the current financial situation if the clients make no changes.

- Click **Calculate All** on the bottom-left side of the page to update the goal coverage percentage for all goals.
- The summarized information on the right side of the page changes based upon the category selected on the left side of the page.

> **Note**: Since information under the **Current Plan** tab represents the current situation, all data in this section cannot be edited.

View and modify NaviPlan's suggestions

On the **Scenarios** page, click **Edit Recommended Plan**. Here, you can review or edit the plan NaviPlan created as the best-case savings scenario based on your client's data. The cash flow and net worth values are different due to automatically applied changes in investment incomes.

To model different solutions for goal coverage – such as later retirement with lower monthly savings – click **Create Alternative** in the top-right corner of the page. If your client prefers one of these scenarios, you can recommend that plan by clicking **Recommend** under the preferred **Alternative plan**.

Whether viewing the **Recommended Plan** or an **Alternative Plan**, you will have two sections available on the left side of the **Scenario Manager**: **Modify Financial Data** and **Analyze Goals**.

Modify Financial Data Section

The links under this section allow you to change existing data or add hypothetical figures (such as assets, liabilities, incomes, expenses, accounts, and insurance policies) as needed to model planning strategies.

Analyzing Goals section

The links under this section reflect the clients' success toward goals included in the plan (Retirement, Education, Major Purchase, etc.). You can simulate improved goal coverage through modifying aspects such as asset allocation, monthly savings, return rates, transfers, etc.

> **Note**: The success indicators next to each goal are coloured according to the success rate - Red (≤ 64% coverage), Yellow (65 - 89%), or Green (≥ 90%).

The tools in the **Analyzing Goals** section are available for every goal, but for this guide, we will focus on Retirement. Options available for retirement include:

- **Sliders** – adjust the retirement age, fixed expenses, or savings. The effects of adjustments on cash flow and net worth are immediately observable.
- **Objectives tab** – simulate a more aggressive or conservative investment profile.
- **Redemptions tab** – simulate different redemption frequencies.
- **Liquidation Order tab** – delay redemption of registered assets or override the default asset redemption order.

What Are My Options?

In addition to the tools listed above, under the **Goal Coverage** graphic, the **What Are My Options?** button presents options to achieve 100% goal coverage:

- **Cover % of Expenses** – modifies the percentage of expenses to the highest figure clients can afford.
- **Save Monthly** – saves the suggested amount to a system-generated joint non-registered account.
- **Save a Lump Sum** – saves the suggested amount to a new joint non-registered account.
- **Retire in** – changes the retirement date to the earliest year in which clients can afford to retire.

You can model these options in the **Alternative Scenarios**, or attempt your own coverage strategies by clicking **Continue Planning**. Doing so will exit the **What Are My Options?** dialogue box without implementing any changes. You can either use the sliders and tabs to simulate changes or enter data manually.

However you decide to use **Scenario Manager** to fit your planning style, you can find viable scenarios for your clients. NaviPlan can then present your work in several easy-to-follow reports that you and your client can discuss together. The next section discusses how to best use some of these reports.

Compare scenarios using reports

Scenario Manager offers both basic and detailed reports by which to evaluate scenarios. Scenario reports provide a brief overview of projected results between scenarios. Standalone reports provide a more detailed look at both possibilities. Next-Gen reports provide a highly customizable, contextualized summary of whichever aspects of a client's financial situation you choose to include.

> **Note**: To include **Alternative Plan** scenarios in reports, click **Include Alternatives in Reports** on the **Scenarios** page. Otherwise, reports will only contain **Current Plan** and **Recommended Plan** scenarios.

Scenario Reports

Click **Scenario Reports** in the **Scenario Manager** dialogue box. These reports compare any two scenarios side-by-side and – when the Monte Carlo module is included in the plan – provide a risk tolerance analysis. These are ideal for showing clients a probable snapshot of their financial future.

NaviPlan includes three Scenario Reports:

- **Compare Scenarios** – analyzes the scenarios to determine the effect of risk on a completed plan and compares investment objectives and their associated return rates.
- **Scenario Probability** – calculates the likelihood of goal coverage over a set amount of trials (only available when the Monte Carlo module is included in the plan).
- **Longevity** – illustrates the potential effects of exceeding life expectancy on a plan.

Standalone Reports

In the **Scenario Manager** dialogue box, click **Reports** to access reports and graphs for the active plan.

To compare different scenarios in one report, follow these instructions:

1. Go to the **Reports** menu, then select the name of the report or graph.
2. Select a scenario, then click **OK**.
3. Click **Duplicate**.
4. Click **Report Settings**, then select a different scenario for the duplicated report/graph.
5. Click **Apply Settings**.
6. Click **Refresh** to update a report or graph if you make changes to a scenario.

> **Note**: Unless you follow the above steps to include multiple scenarios, reports will only include information for the scenario that was open when you generated the report.

Common and useful Standalone Reports for demonstrating retirement goals include:

- **Needs vs. Abilities** – compares retirement needs to the plan's ability to meet those needs, from the first client's retirement through the anticipated death year of the surviving client.
- **Accumulation and Redemption of Retirement Capital** – details the accumulation and withdrawal of the clients' capital that incorporates their projected goals, investment strategies, and inflation.

Next-Gen Reports

Click **Next-Gen Reports** under **Results** on the left navigation bar. These reports cover a wide range of information, but can also be tailored to your needs.

For more information on setting up Next-Gen reports, see the _Next-Gen Reporting Quick Reference Guide_.

To focus solely on retirement goal aspects in the report, here are some sections you may find useful to include:

- **What Are My Options for Retirement** – displays a list of possible options for each plan scenario that could help achieve the retirement goal. The figures are based on the plan assumptions. You may need to adjust your plan assumptions to address market fluctuations.
- **Retirement Asset Allocation Comparison** – compares the current and suggested asset mixes for the retirement goal.
- **Retirement Goal Coverage** – analyzes the client's current financial trends toward their retirement goal.
- **Retirement Objective Comparison** – represents clients' income needs during retirement for the current and proposed plan scenarios.

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