

WHAT'S NEW IN...

NaviPlan® v14.2 – Canada

Release Date: July 18, 2014

Boost your prospecting opportunities with new online lead generation tools and cover more diverse client needs with new calculations and analyses.

- [Online Lead Generation](#)
- [Human Life Value Analysis](#)
- [Additional Content and Functionality for Next-Gen Reports](#)
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- [Variable Mortgages](#)
- [Standalone Report Enhancements](#)
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- [Improvements to the Learning Centre](#)

HERE ARE THE DETAILS...

Online Lead Generation

NaviPlan LEADS™ offers configurable online evaluations to help you generate new clients.

Have prospects start the first steps of a Retirement, Education or Major Purchase goal analysis by linking to these interactive assessments on your firm's website, using QR codes on business cards, and more.

Take Action to Meet Your Goal

Time is Critical

Waiting to save not only increases the amount you'll have to save monthly, but also lowers the likelihood of achieving your goal...

Is that a price you're willing to pay?

Print Your Results

Now that you've completed your retirement assessment, you have a better idea of how your retirement is shaping up.

That's the first step. Now it's time to create your plan.

[PRINT YOUR RESULTS](#)

We're Here to Help

However you envision your retirement, our financial professionals can help make it a reality. Click below to find out how we can help you have a better chance of reducing taxes and making

One of our representatives will contact you at your convenience to discuss your retirement assessment, savings plan, or any other financial goals.

[REQUEST CONTACT](#)

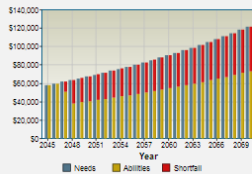
Explore Options to Help Achieve Your Goal

Your current situation
Net worth at plan end: \$0

Goal coverage
64%



Retirement Needs vs. Abilities



Explore your options
Net worth at plan end: \$1,420,231

Goal coverage
100%



Retirement Needs vs. Abilities



Additional monthly savings [CALCULATE](#)

Annual retirement need (after tax) [CALCULATE](#)

Additional lump sum savings [CALCULATE](#)

Retirement age [CALCULATE](#)

[MORE OPTIONS](#)

[RESET TO CURRENT SITUATION](#)

[WHAT ARE MY OPTIONS?](#)

Prospects will receive enough information to better understand their financial situation and how you can help them; you will receive contact information from interested prospects directly in your inbox.

Learn more about NaviPlan LEADS™ with our Training Video: [Overview of NaviPlan LEADS](#)

TO SET-UP NAVIPLAN LEADS™ FOR YOUR BUSINESS, [EMAIL](#) OR CALL OUR PARTNER SUPPORT TEAM AT 1.888.692.3474.

Supported Platforms for NaviPlan® v14.2.0.0

- Microsoft® Word: version 2003 or higher
- Adobe® Reader: version 9.0 or higher
- Adobe® Flash Player: version 10.0 or higher
- Browser:
 - Microsoft® Internet Explorer: version 8.0 or higher
 - Google® Chrome
 - Mozilla Firefox®
 - Apple® Safari
- Display: 1024 x 768 or higher

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Human Life Value Analysis

Perfect for high net worth clients, this new module helps make life insurance discussions more quantifiable for your clients. The **Human Life Value** analysis focuses on maintaining the family's share of a deceased client's earning power rather than on immediate survivor needs.

<p>Gross Value <input checked="" type="checkbox"/> Override</p> <p><input type="button" value="Copy from Paula's Plan"/></p> <p>Annual Additions</p> <p>Earned Income <input type="text" value="\$100,000"/></p> <p>Employer-Paid Benefits <input type="text" value="\$0"/></p> <p>Personal Services Provided <input type="text" value="\$0"/></p> <p>Other Additions <input type="text" value="\$0"/></p> <p>Gross Human Life Value \$2,972,072</p>	<p>Assumptions <input checked="" type="checkbox"/> Override</p> <p>Years to Project <input type="text" value="31"/></p> <p>Inflation Rate <input type="text" value="3.00%"/></p> <p>Tax Rate <input type="text" value="30.00%"/></p> <p>Assumed Return Rate <input type="text" value="5.00%"/></p>
<p>Offsets <input checked="" type="checkbox"/> Override</p> <p><input type="button" value="Copy from Paula's Plan"/></p> <p>Annual Offsets</p> <p>Income Tax on Earned Income <input type="text" value="\$30,000"/></p> <p>Insurance Premiums <input type="text" value="\$600"/></p> <p>Lifestyle & Medical Expenses <input type="text" value="\$0"/></p> <p>Other Offsets <input type="text" value="\$0"/></p> <p>Lump Sum Offsets</p> <p>Total Child and Survivor CPP/QPP Benefit <input type="text" value="\$0"/></p> <p>Human Life Value Offsets \$910,222</p>	<p>Human Life Value Summary</p> <p>Gross Human Life Value \$2,972,072</p> <p>less: Human Life Value Offsets \$910,222</p> <p>Net Human Life Value \$2,061,851</p> <p>less: Existing Life Insurance Policies \$0</p> <p>Additional Life Insurance Needed \$2,061,851</p>

Set **Goals** section – **Human Life Value** category

HOW? To add the **Human Life Value** module, go to the **Modules** page, click **Select Modules** and choose the related box.

Covering Economic Loss in Survivorship

Earning power is a valuable asset that would be extraordinarily difficult to replace if lost; your family relies on your earnings. However, quantifying future lost earnings and comparing the present value of this amount to current life insurance coverage is important when considering your family's needs if an unfortunate event were to occur.

In the hypothetical example reflected in the above chart, we show the economic present value of a 40 year old individual earning \$50,000 in salary per year (after-tax) for the next 25 years; working years are available for this individual, the economic increasing at the rate of inflation and earning a 5% annual return on the growth of savings. As less value that they provide declines.

If your goal were to fully cover the cumulative present economic value that this salary and growth would provide in year 1, we can see that even \$1,000,000 of coverage would be insufficient. While this seems like a large number, 25 years of earnings and savings growth adds up quickly.

This concept may seem counterintuitive, as it implies that we require more life insurance earlier in life. Many people increase life insurance as they age; this is simply because we are more likely to pass away at an older age, not because life insurance is more necessary at an older age. Life insurance is meant to cover needs and lost income and therefore is just as useful when thought of from the point of view of economic loss.

Economic Present Value of Earnings & Savings Growth

DID YOU KNOW? You can supplement your clients' Human Life Value calculations using the new Next-Gen reports **Covering Economic Loss in Survivorship** and **Human Life Value Analysis**.

Check them out under the **Results** section – **Next-Gen Reports**.

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Additional Content and Functionality for Next-Gen Reports

The latest additions to the popular Next-Gen reports include:

NEW CONTENT

Reports on individual goal asset allocations, goal coverage/funding, & the likelihood of success.

Education and Major Purchase Goals:

- Asset Allocation Comparisons
- Assets Dedicated to Goals
- Goal Annual Coverage
- Goal Funding Details
- Monte Carlo Goal Coverage
- Probability of Success

Retirement Goals:

- Assets Dedicated to Retirement
- Itemized Retirement Spending
- Registered Account Activity in Retirement

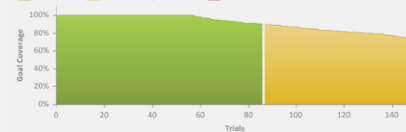
Monte Carlo Goal Coverage – Major Purchase

Trip to Djibouti - Current Plan

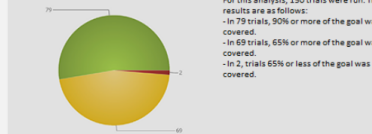
This report displays details for each trial in the simulation. Values for each trial are shown with respect to Goal Coverage, these values are then further organized by their relative rates of success. This report allows you to compare scenarios by determining which scenarios are more likely to produce successful trials.

Your Ability to Cover Major Purchase Needs

▲ 90% and Above ▲ 65% and Above, but Below 90% ▲ Below 65%



Number of Trials



Plain language overviews provide an easy-to-follow context for clients when viewing report data.

Concept Reports:

- The Cost of Education
- Covering Economic Loss in Survivorship
- Emergency Reserves
- Human Life Value Analysis
- The Impact & History of Inflation
- Managing Your Portfolio for Success
- Retirement: Setting Goals & Addressing Risk
- Retirement Income Statistics
- Sources of Income in Disability
- Strategies to Achieve Success in Retirement

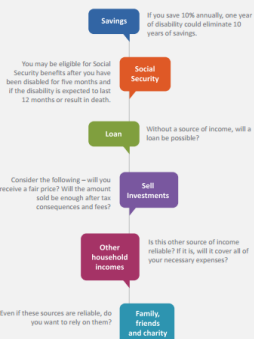
Sources of Income in Disability

When disability occurs, most options except for insurance income replacement may be inadequate or quickly exhausted. Proper planning is necessary to ensure that the expenses that you have can be covered by sufficient income sources. The most important questions to consider are: is the level of income sufficient to meet my needs, is that source or sources of income reliable, and do I want to rely on these sources.

Going through a disability event and the recovery it entails is difficult enough. Going through that time without income is even worse. There is plenty to worry about without this problem being a prevailing factor.

The most reliable source of income in a disability situation is disability insurance. The benefits from insurance can help you ensure that the level of income matches what you need and is reliable and consistently received.

SOME TITLE GOES HERE



CHANGE TITLES OF CUSTOM CONTENT

Now you have the ability to name your custom content files after you upload them to NaviPlan®, making it easier to locate the resource you're looking for.

NEXT-GEN ACCESS FROM PRESENTATION MODULE

Client reports available on the last slides of the *Road to Retirement* and *Income Planning for Retirees* presentations have been upgraded with their Next-Gen equivalents.

ANNUAL WITHDRAWAL RATE CALCULATION

The Annual Withdrawal Rate value has been added to the *Retirement Asset Accumulation & Depletion* report.

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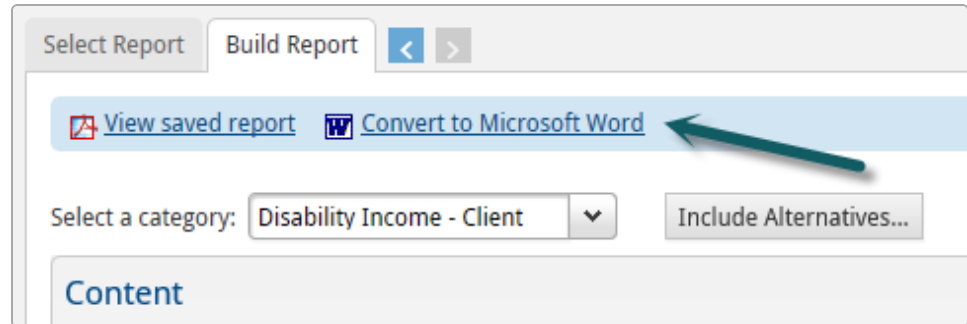
Microsoft Word Format for Next-Gen Reports

You asked and we listened! All generated Next-Gen reports can now be converted into a Microsoft Word export. Add your own notes and personal touch while still using the updated design of Next-Gen reports.

HOW?

1. Select the pages to include in your report, then click **Build Report**.

2. Once the report is generated, click **Convert to Microsoft Word** in the blue bar near the top of the page.



Results section – Next-Gen Reports category – Build Report tab

To learn more about new Next-Gen report functionality, watch our Training Video: [Using Next-Gen Reports](#)

Variable Mortgages

Benefit from the flexibility to model fluctuating interest rates on your clients' mortgages in Level 1 and 2 Plans. **Variable Mortgage** is available as a default liability type on the **Assets/Liabilities** page (**Enter Financial Data** section – **Net Worth** category).

Liability Details * Required ? ✖

Description	Owner	Liability Type	Mortgage Type	Interest Rate	Compound Frequency
Variable Mortgage	Joint	Mortgage	Variable	Variable	Semi-annual

Payment Type	Payment Frequency	Link to Asset	Interest is Tax Deductible
Principal and Interest	Monthly	None	<input type="checkbox"/>

Calculation Options

Variable Payment?	Balance	Payment	Years	Months	End Date
Yes	\$25,000	Varies	15	3	Sep 25 2029

Variable Interest Rate Schedule ADD INTEREST RATE PERIOD

This section allows you to model changing interest rates on your mortgage. The schedule begins on the date entered in the Balance As of Date field for this mortgage.

	Interest Rate	Duration	Payment Amount
The interest rate will be	4.500%	for the next 36 months	\$187.80 ✖
The interest rate will be	6.000%	for the remaining months	\$203.69

HOW? Click next to the variable mortgage to open the **Liability Details** dialog box. Select **Variable** as the **Mortgage Type**.

Choose whether or not payments adjust to the interest rate by using the **Variable Payment?** menu.

Then click **Add Interest Rate Period** to enter the different interest rates and the applicable number of months.

Ibbotson Quarterly Update

Ibbotson's quarterly update slightly adjusts RTQ values, the classifier database, model portfolios, and benchmark descriptions.

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Standalone Report Enhancements

New enhancements to the standalone reports include:

NET WEALTH ACCUMULATION REPORT

The new *Net Wealth Accumulation* report allows you to base net worth projections on nominal dollars or buying power.

Net Wealth Accumulation										
Harrington										
Estate Planning (2014)										
(Bill & Wanda)										
Year	Age(s)	Lifestyle Assets	Business Assets	TFSAs	RRSP Assets	Pension Assets	Investment Assets	Life Insurance CSV	Total Net Worth	Assets Subject to Deferred Tax †
2014	44/42	\$126,458	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,126,458	\$2,000,000
2015	45/43	\$128,988	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,128,988	\$2,000,000
2016	46/44	\$131,567	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,131,567	\$2,000,000
2017	47/45	\$134,199	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,134,199	\$2,000,000
2018	48/46	\$136,883	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,136,883	\$2,000,000
2019	49/47	\$139,620	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,139,620	\$2,000,000
2020	50/48	\$142,413	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,142,413	\$2,000,000
2021	51/49	\$145,261	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,145,261	\$2,000,000
2022	52/50	\$148,166	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,148,166	\$2,000,000
2023	53/51	\$151,129	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,151,129	\$2,000,000
2024	54/52	\$154,152	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,154,152	\$2,000,000
2025	55/53	\$157,235	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,157,235	\$2,000,000
2026	56/54	\$160,380	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,160,380	\$2,000,000
2027	57/55	\$163,587	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,163,587	\$2,000,000
2028	58/56	\$166,859	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,166,859	\$2,000,000
2029	59/57	\$170,196	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,170,196	\$2,000,000
2030	60/58	\$173,600	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,173,600	\$2,000,000
2031	61/59	\$177,072	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,177,072	\$2,000,000
2032	62/60	\$180,614	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,180,614	\$2,000,000
2033	63/61	\$184,226	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,184,226	\$2,000,000
2034	64/62	\$187,910	\$0	\$0	\$1,000,000	\$1,000,000	\$0	\$0	\$2,187,910	\$2,000,000

† Taxes due upon sale or redemption

WHERE? The *Net Wealth Accumulation* report is available from the *Quick Actions* menu. (*Quick Actions – Reports – Net Worth*). Select the type of projection analysis in the *Assign Settings* dialogue box under *Inflation of Amounts*.

EASIER YEAR SELECTION

The Year Selector is now available for single year standalone reports, such as the *Income Tax Summary Report*. Clients' Retirement and Death Years are highlighted based on the chosen scenario.

Assign Settings ? ✕

Scenario:

Report Year:

Year(s) Selected: 2021

Assign Settings dialogue box for *Income Tax Summary Report*

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Improvements to the Learning Centre

Finding your NaviPlan® resources is easier than ever! You can now see all resources available for specific topics (Data Gathering, Net Worth, Retirement, etc.) in one spot.

You can also browse by type (user guides, videos, etc.).

Retirement Goals

Use these resources to help enter, manage, and present retirement goal information to your clients.

Videos

Setting a Retirement Goal
Topics Covered:


- Setting the retirement time horizon.
- Entering retirement period incomes and expenses.
- Establishing asset liquidation order.

Functional Documents

Retirement Goal Coverage
Topics Covered:

- How NaviPlan calculates goal coverage for retirement goals.
- How NaviPlan indicates whether the retirement goal is underfunded or overfunded.
- Differences in goal coverage between the options Cover % of Expenses and % Fixed Needs Covered by Total Resources.
- Effects of unallocated accounts on retirement goal coverage.

Quick Reference Guides



Retirement Bucketing Strategies
Topics Covered:

- Using Retirement Bucketing strategies to stabilize asset investments in different holdings, allow clients to access funds for immediate needs while still earning returns on the remainder.

Resources available for Retirement Goals

NaviPlan® Learning Centre		Topics	Resource Types
The Basics	Entering Data	Accumulation Goals	Lead Generation
Getting Started	Asset Allocation	Education	NaviPlan LEADS™
Data Gathering	Cash Flow	Retirement	What's New In NaviPlan
Tax Assumptions	Insurance Coverage		Release Notes
Plan Settings	Net Worth	Insurance Goals	What's New Webinars
	Strategies	Disability Income	
		Survivor Income	
		Making Recommendations	Miscellaneous
		Reporting	Holding Companies
		Scenario Manager	Monte Carlo Analysis
		Client Presentations	Troubleshooting
		Presentation Module	

New menu navigation

Use the tabs at the top of the page to switch the menu view between Topics and Resource Types . The updated Learning Centre is available from the **Help & Resources** menu at the top of your NaviPlan screen.

SPOTLIGHT ON TRAINING

Learn more about v14.2 by attending one of these complimentary What's New Webinars:

- [July 24, 2014 @ 1 p.m. CT](#)
- [July 28, 2014 @ 12 p.m. CT](#)

To register, access the **What's New Webinars** page in the Learning Centre.

Other updated training materials available in the Learning Centre include:

- NEW:** Presentation Module training videos
- UPDATED:** Training Checklist