CashCalc

Client Onboarding with CashCalc

Presented by:

Ray Adams, Director & Chartered Financial Planner
Sol Lemoigne, Accounts Manager

Agenda

1. Sending and Reviewing a Fact Find

Send clients a Portal invitation

Pre-populate a Fact Find

Review the Fact Find and edit information

Request updates for review meetings

2. Use back-office integrations

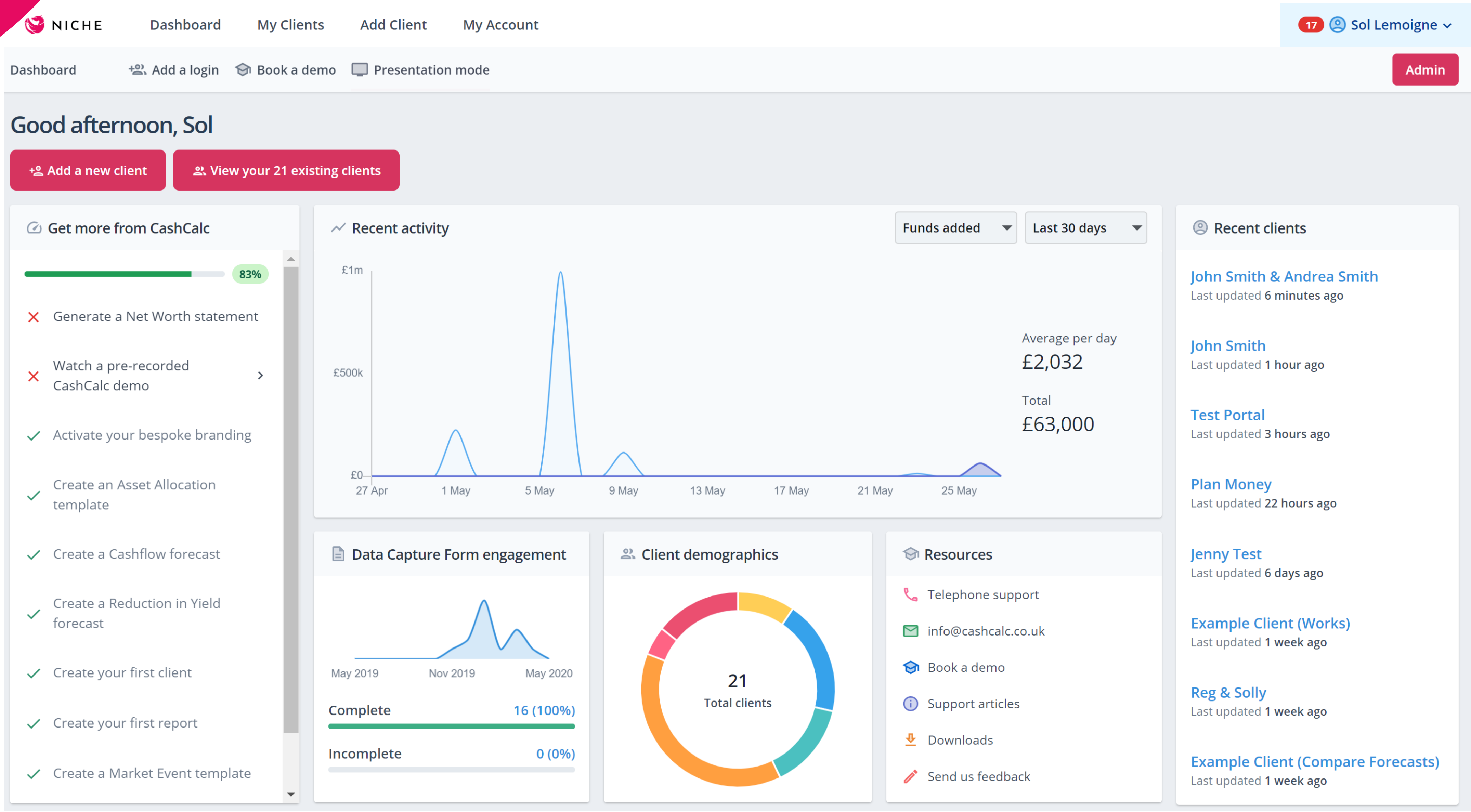
Edit information in the Client Profile

Sync with back-office

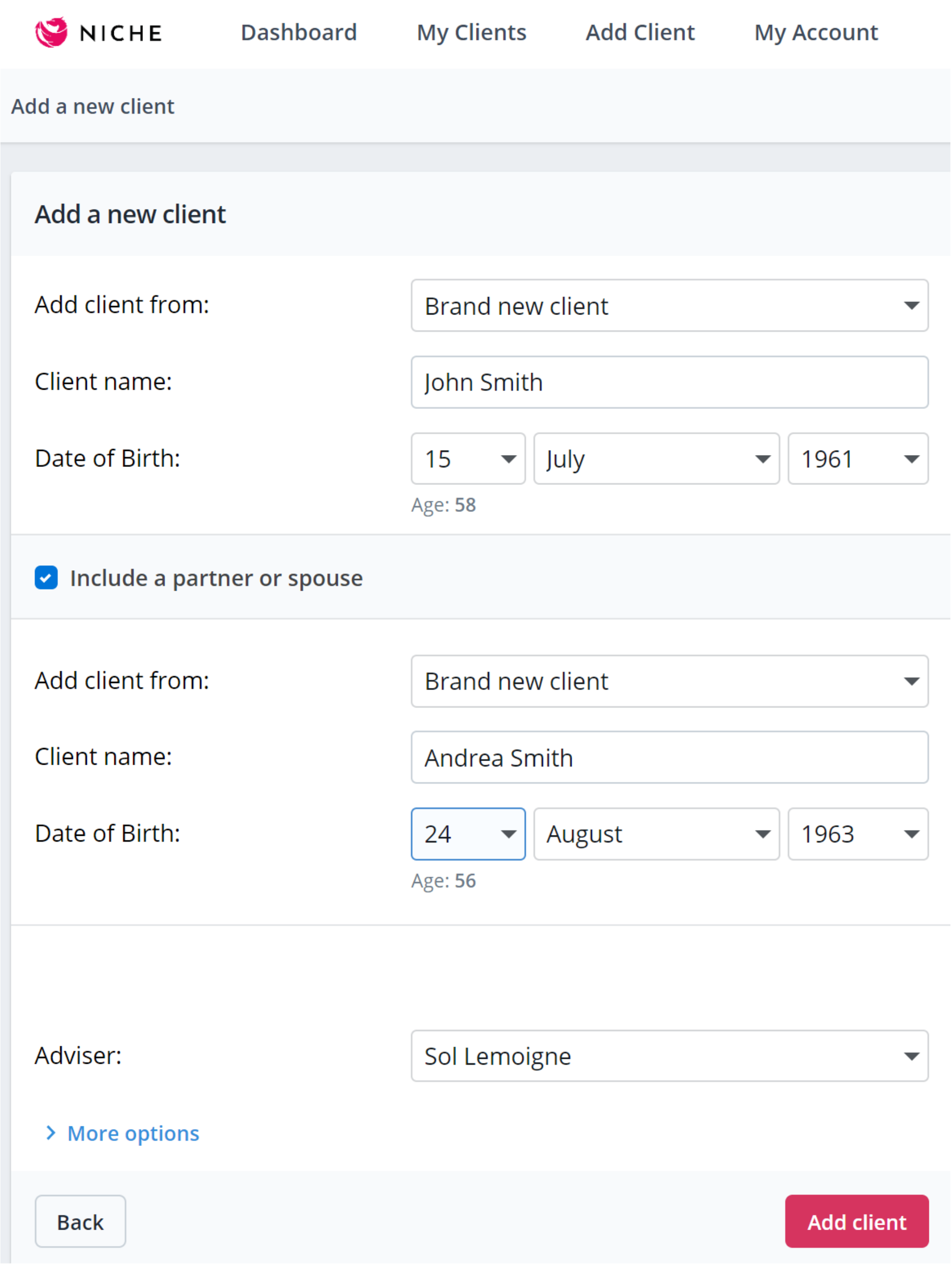
Fetch updates from the Fact Find or Calculators

Send the updated data into a cashflow

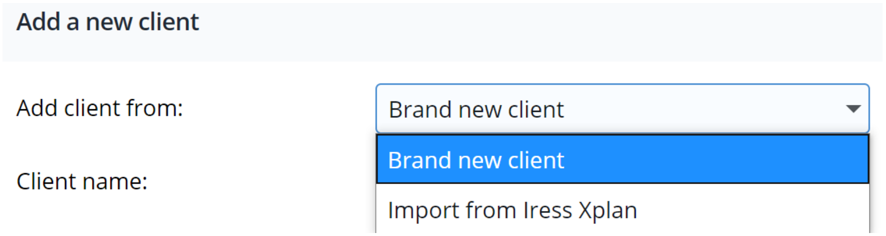
Add a client


NICHE
Dashboard
My Clients
Add Client
My Account
17
Sol Lemoigne
Dashboard
Add a login
Book a demo
Presentation mode
Admin
Good afternoon, Sol
Add a new client
View your 21 existing clients
Get more from CashCalc
83%
Generate a Net Worth statement
Watch a pre-recorded CashCalc demo
Activate your bespoke branding
Create an Asset Allocation template
Create a Cashflow forecast
Create a Reduction in Yield forecast
Create your first client
Create your first report
Create a Market Event template
Recent activity
Funds added
Last 30 days
£1m
£500k
£0
27 Apr
1 May
5 May
9 May
13 May
17 May
21 May
25 May
Average per day
£2,032
Total
£63,000
Recent clients
John Smith & Andrea Smith
Last updated 6 minutes ago
John Smith
Last updated 1 hour ago
Test Portal
Last updated 3 hours ago
Plan Money
Last updated 22 hours ago
Jenny Test
Last updated 6 days ago
Example Client (Works)
Last updated 1 week ago
Reg & Solly
Last updated 1 week ago
Example Client (Compare Forecasts)
Last updated 1 week ago
Data Capture Form engagement
May 2019
Nov 2019
May 2020
Complete
16 (100%)
Incomplete
0 (0%)
Client demographics
21
Total clients
Resources
Telephone support
info@cashcalc.co.uk
Book a demo
Support articles
Downloads
Send us feedback

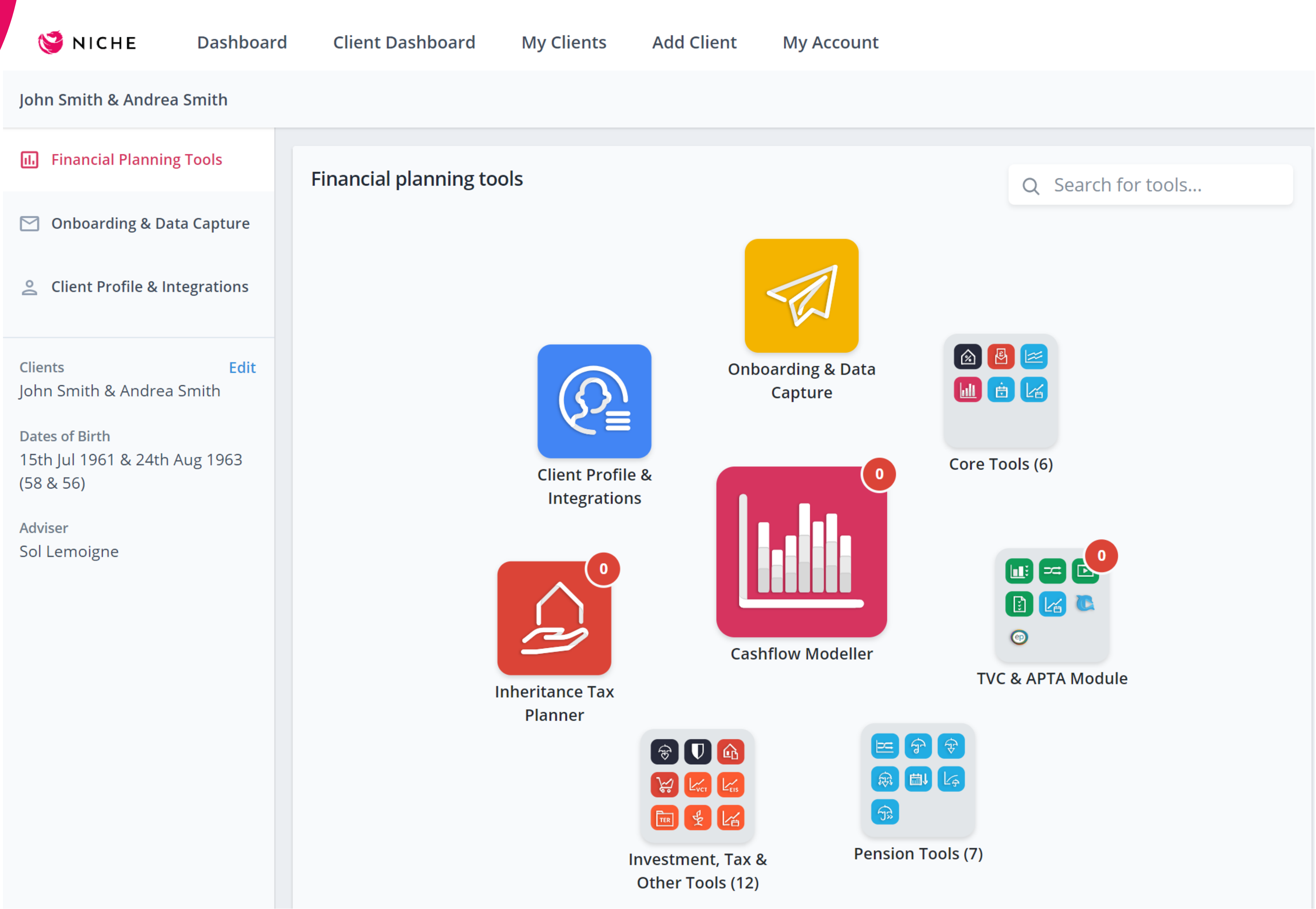
Add a client



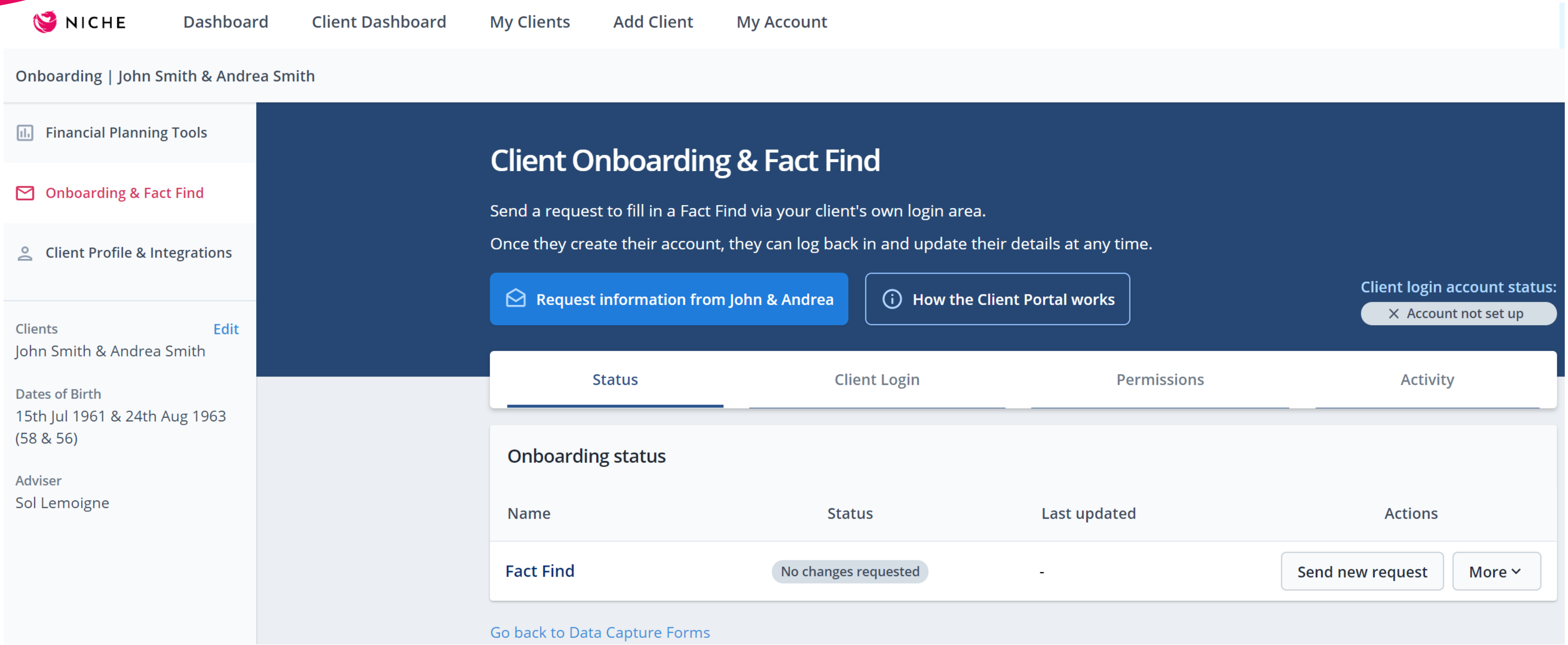
Add brand new or from back-office



Send a Fact Find



Send a Fact Find



Send a Fact Find

Client Portal: Request information

×

STEP 1 **Invitation to Client Portal**

How would you like to send the invite?

- (●) Email via CashCalc
- ( ) Send myself, by copying link

Client email address — Preview email

sol@cashcalc.co.uk will also be copied in to this email.

STEP 2 **Verification**

Client will need the PIN **8147** when signing up.

How would you like to send the PIN?

- (●) Via text
- ( ) Deliver myself

Mobile phone number

STEP 3 **Information to request**

Which sections should the client update?

- [x] Fact Find — Customise
- [ ] Client Agreement
- [ ] Document Sharing

Close — Send

Fact Find received - client

NICHE

Please create your secure Portal account

Hi John & Andrea,

Here at Niche IFA, we use a secure online Portal to communicate and securely share information with our clients.

We'd therefore love for you to create your own Portal account, so you can do the same and securely share information from incomes and expenses to financial objectives.

All information entered into your Portal account will be stored in an encrypted format using AES-256. This is the accepted industry standard for securely storing data.

To create an account, please click the button below. If you'd prefer to copy and paste the link into your web-browser, the secure URL has also been provided.

Create your secure Portal account

https://cashcalc-6766.cashcalc.co.uk

Thank you,
Sol Lemoigne

Fact Find received - client

NICHE

You are about to create your own secure personal portal to communicate and securely share information with Niche IFA. By clicking next you will be prompted to create a password and enter the Portal.

Please enter the 4 digit PIN that your adviser has provided to you.

PIN

Missing PIN?

Next step

Fact Find received - client

Welcome, John Smith

Please enter your details below to create your account:

Email

johnsmith@hotmail.co.uk

Choose your password

••••••••••

Confirm your password

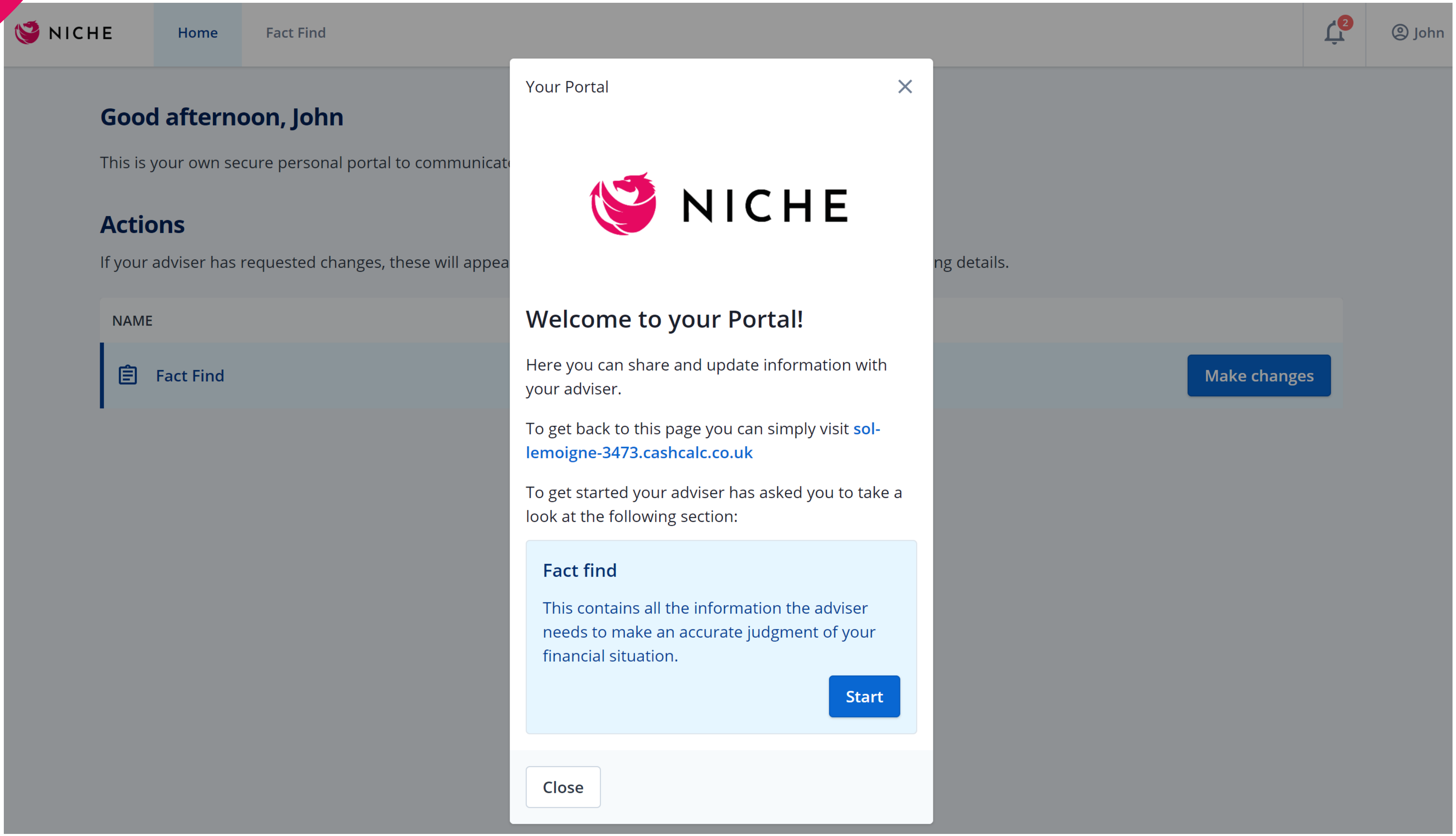
••••••••••

Your new password must contain:

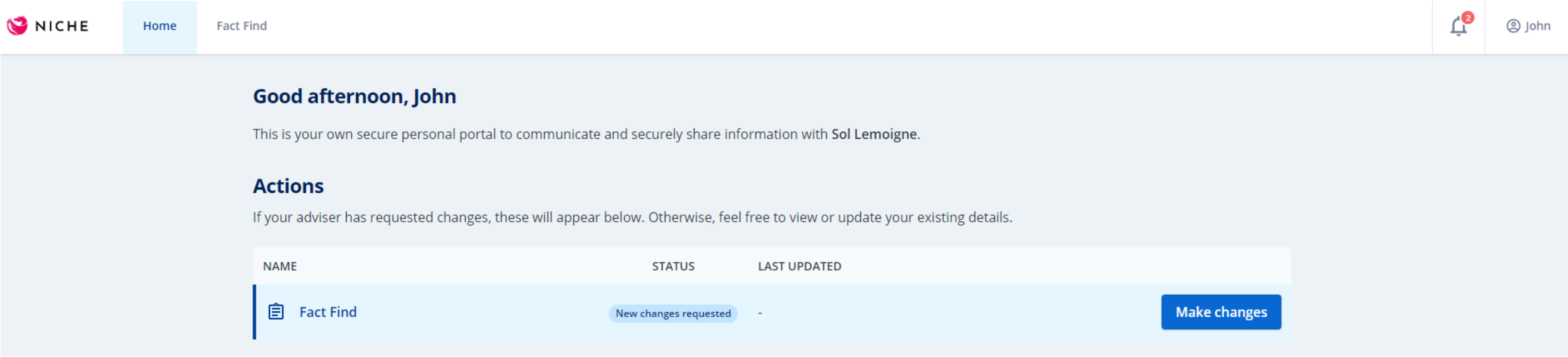
- At least 1 capital letter
- At least 1 lowercase letter
- At least 1 number
- At least 8 characters long
- Passwords must match

Create your account

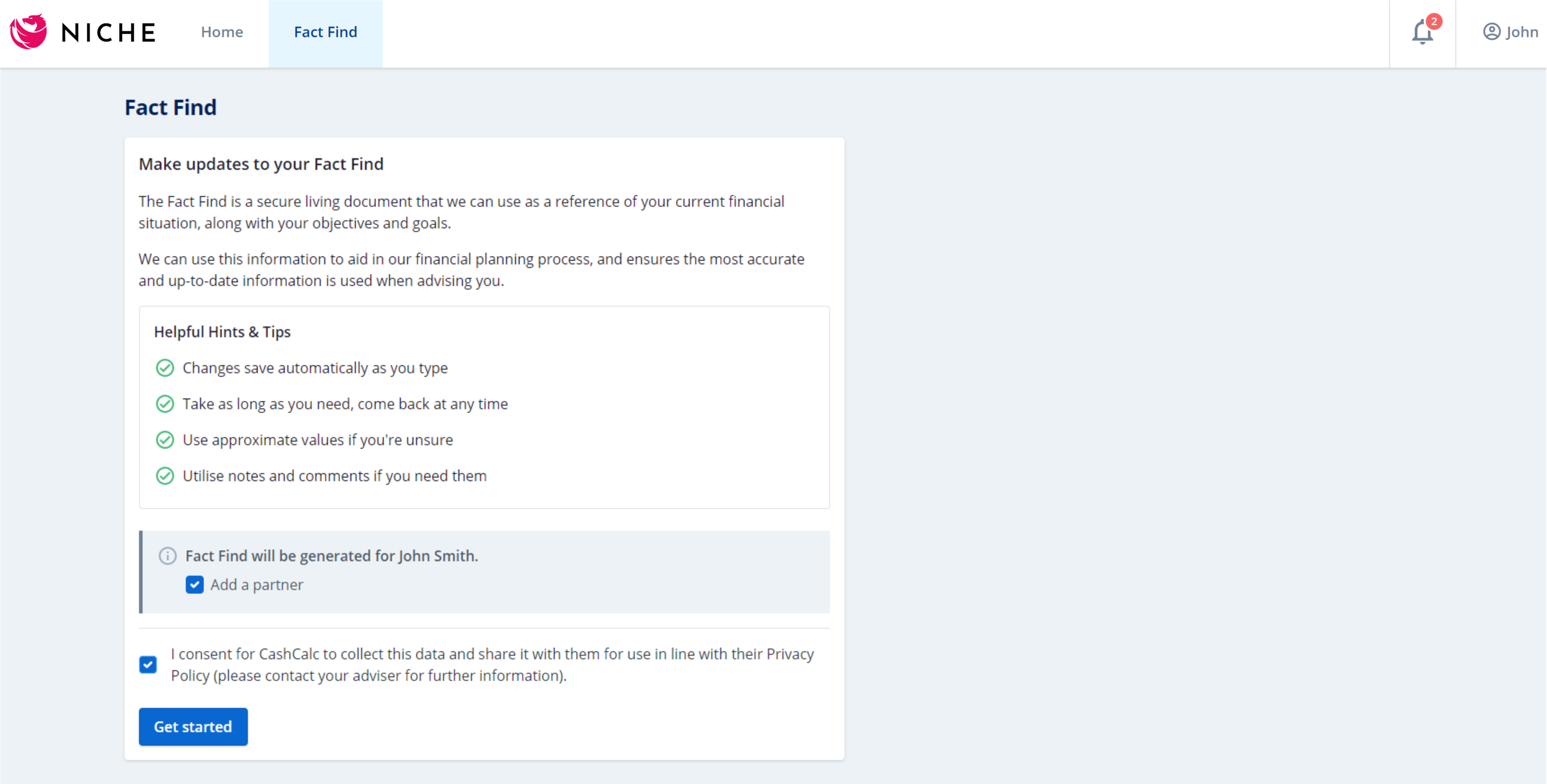
Fact Find received - client



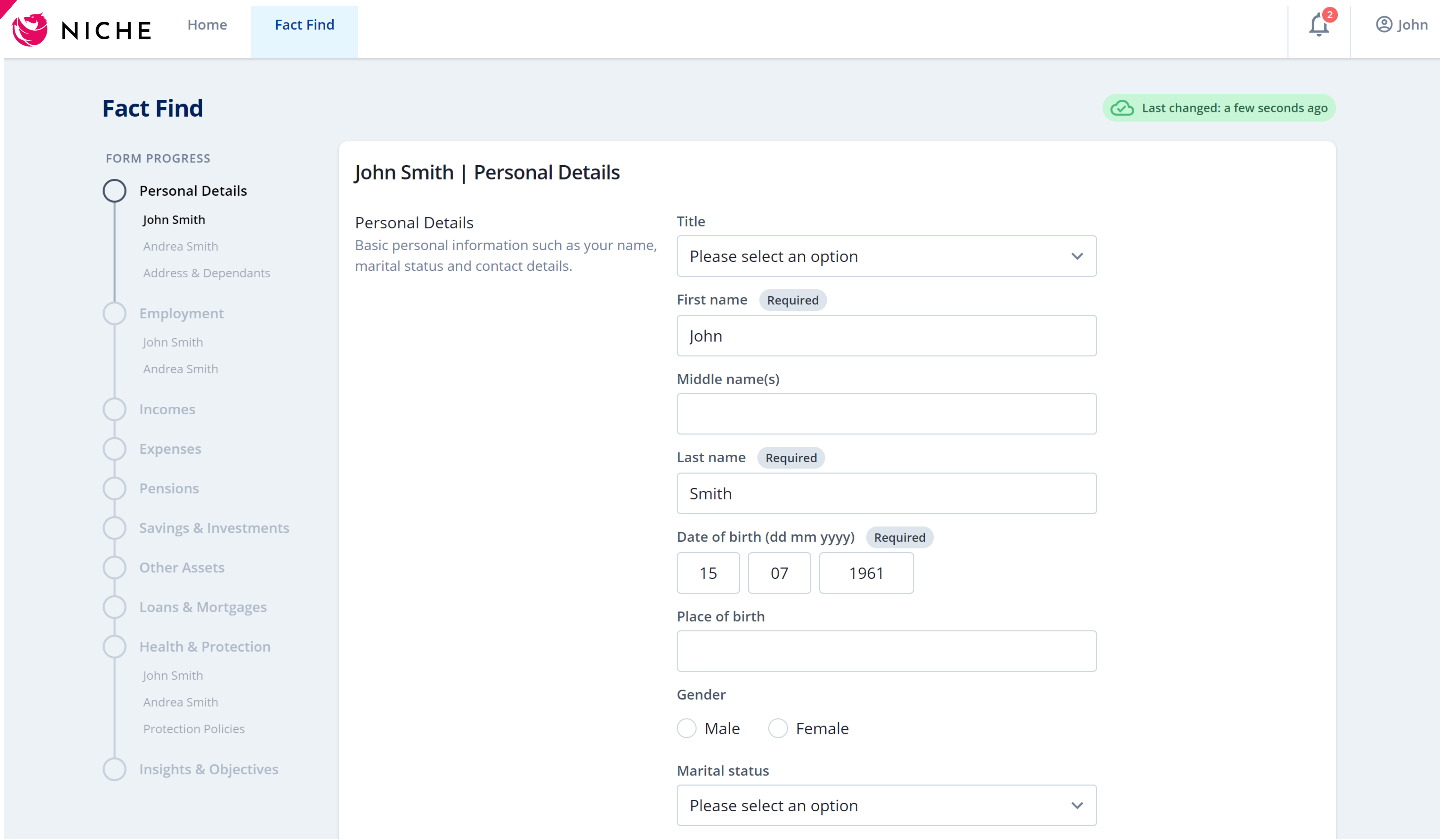
Fact Find Client View



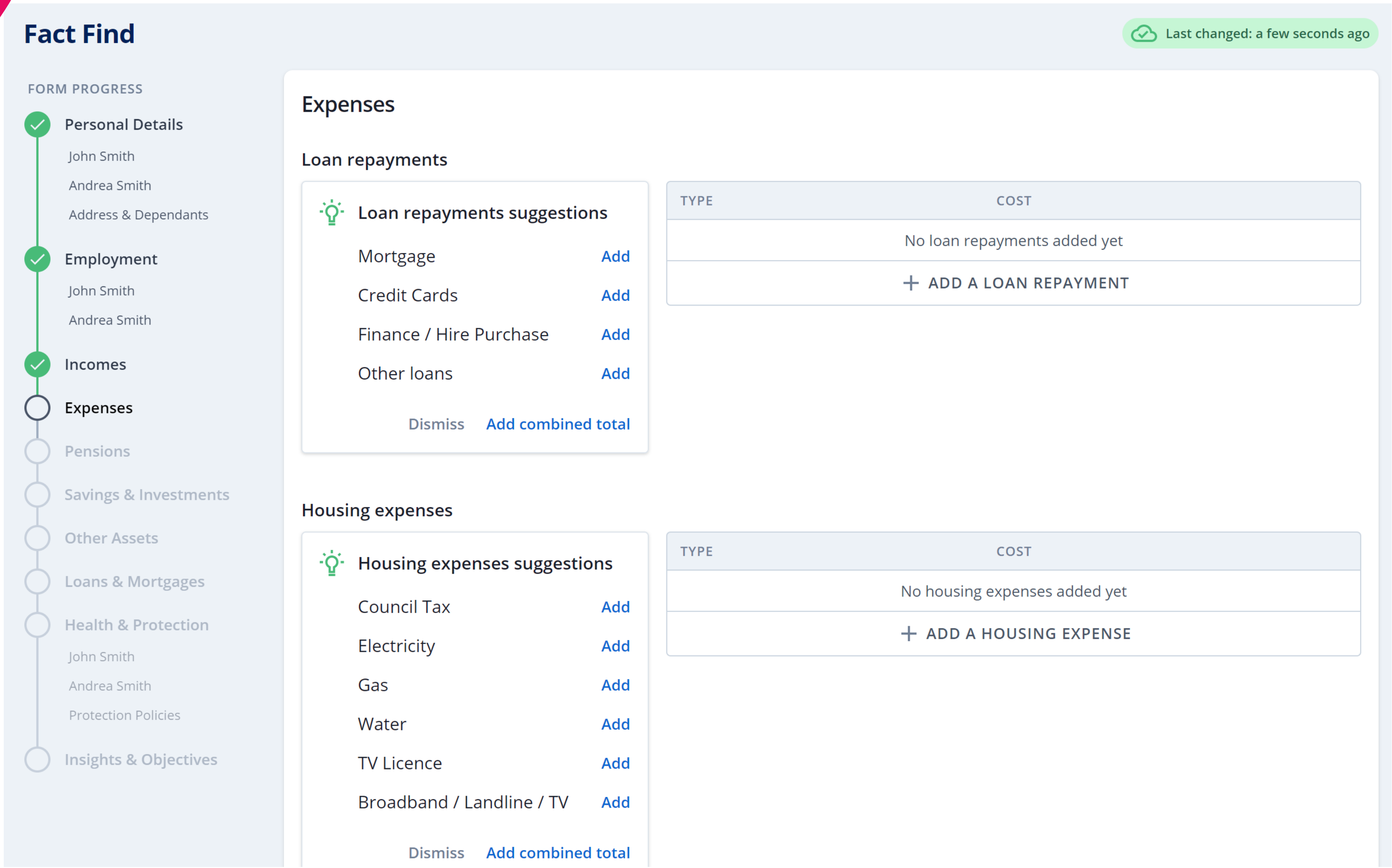
Fact Find received - client



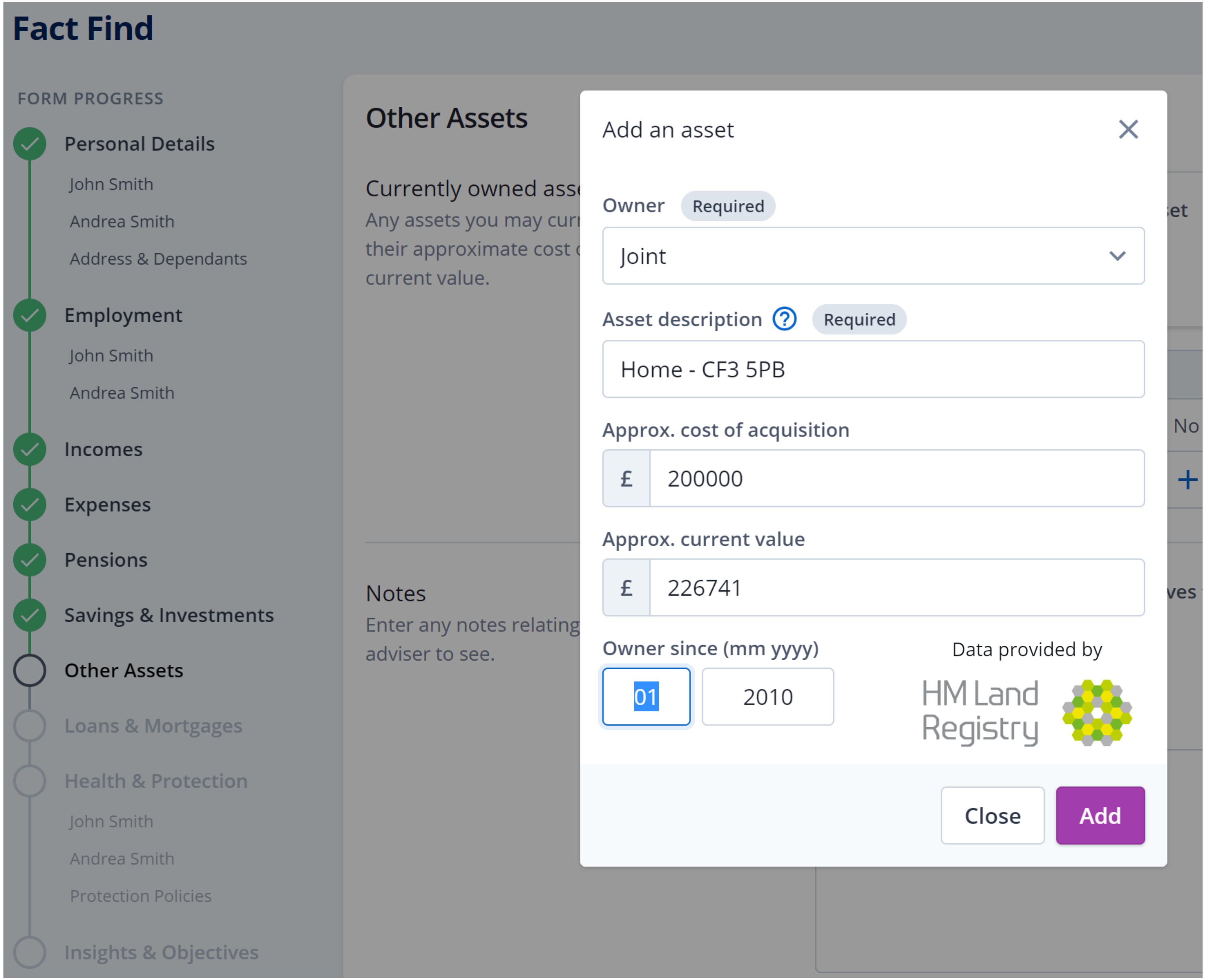
Fact Find Client View



Fact Find Client View



Fact Find Client View



Fact Find Client View

Other Assets

Currently owned assets

Any assets you may currently own, along with their approximate cost of acquisition and current value.

ASSET DESCRIPTION	VALUE	
Home - CF3 5PB +1.22% p.a. Joint	Jan 2010: £200,000 Current: £226,741	•••

+ ADD AN ASSET

Fact Find Client View

Fact Find

Last changed: a minute ago

FORM PROGRESS

- Personal Details
  - John Smith
  - Andrea Smith
  - Address & Dependants
- Employment
  - John Smith
  - Andrea Smith
- Incomes
- Expenses
- Pensions
- Savings & Investments
- Other Assets
- Loans & Mortgages
- Health & Protection
  - John Smith
  - Andrea Smith
  - Protection Policies
- Insights & Objectives

Insights & Objectives

Insights

Insights are smart suggestions based on what you entered in previous sections. It can suggest possible points for discussion with your adviser.

You have a dependant, however you do not have a will. Would you like to discuss creating a will with your adviser?

Create objective | Dismiss

You have a dependant, however you do not have a life insurance policy added. Would you like to discuss life insurance with your adviser?

Create objective | Dismiss

Financial objectives

Your current financial objectives.

EXPENSE OBJECTIVE

Can we achieve our discretionary expenses in retirement?

Edit objective | Delete

Add a new objective

Back | Finish & Review

Fact Find Client View

NICHE

Home Fact Find

2 John

Review

Your Fact Find has been submitted to your adviser and is currently waiting to be reviewed.

REVIEW

- Personal details
- Employment
- Incomes
- Expenses
- Pensions
- Savings and Investments
- Other Assets
- Loans and Mortgages
- Health and Protection
- Objectives

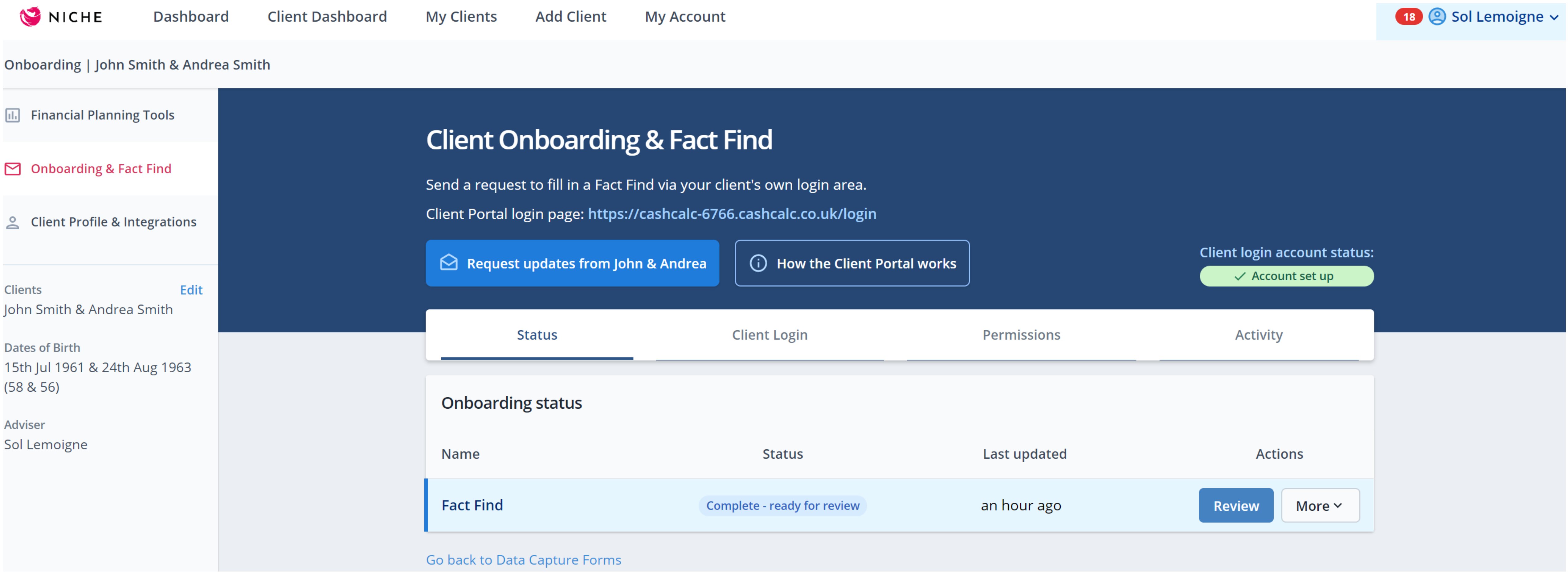
Print copy

Personal Details

John

QUESTION	ANSWER
Title	
First name	John
Middle name(s)	
Last name	Smith
Date of birth	15 Jul 1961
Place of birth	
Gender	Male
Marital status	Married
Home phone	
Mobile phone	

Fact Find Adviser View



Fact Find Adviser View

Fact Find Review | John Smith & Andrea Smith

- Financial Planning Tools
- Onboarding & Fact Find
- Client Profile & Integrations

Clients Edit
John Smith & Andrea Smith

Dates of Birth
15th Jul 1961 & 24th Aug 1963 (58 & 56)

Adviser
Sol Lemoigne

Collapse

Review Client Fact Find

This page outlines the differences between what is currently in the Client Profile and the client's information entered in their latest Fact Find. Please choose the values you would like to save in the Client Profile by selecting them from the table below.

Personal details - John Smith

	Client Profile value	Fact Find value
Gender	-	Male
Marital status	-	Married

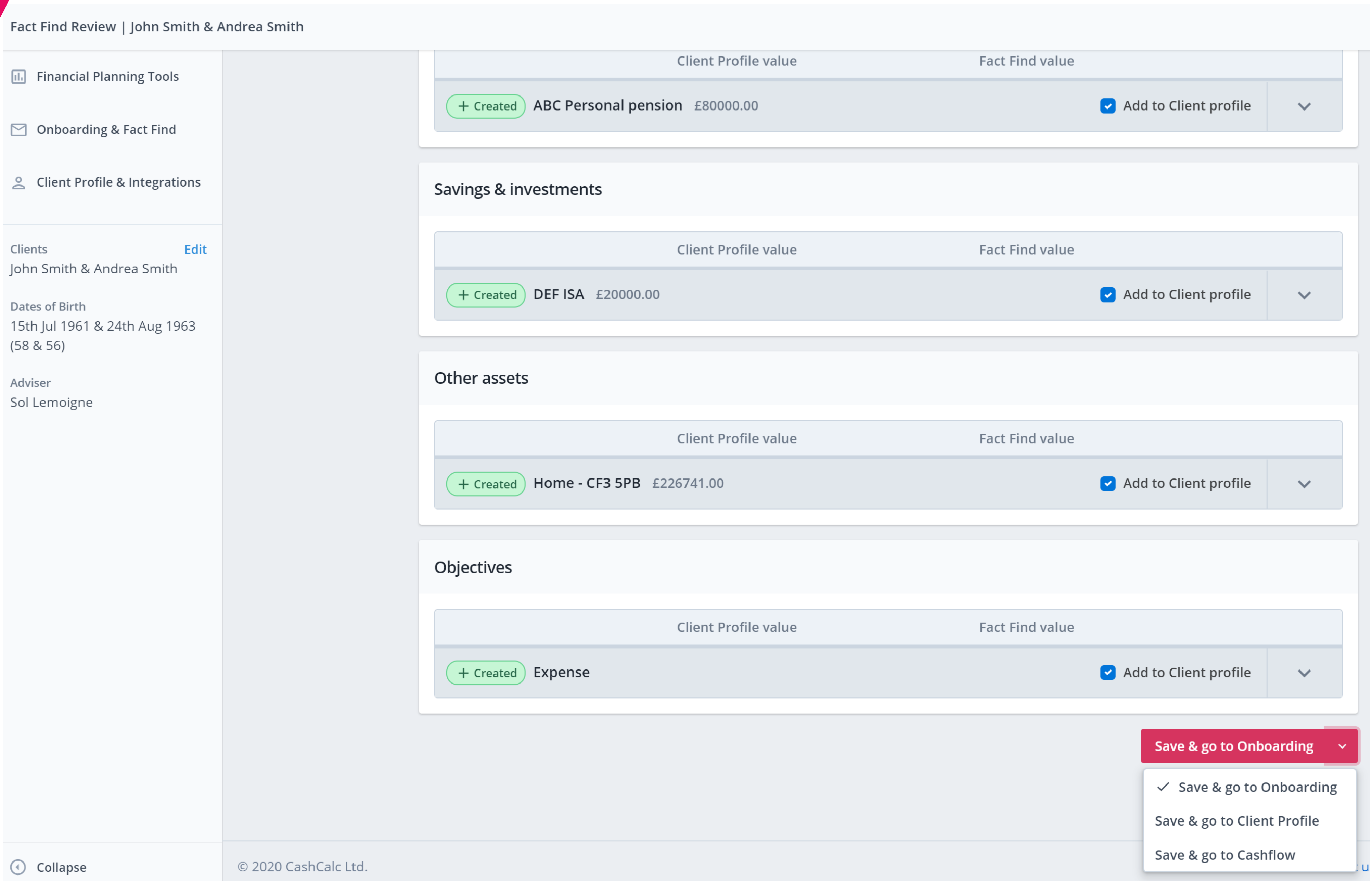
Personal details - Andrea Smith

	Client Profile value	Fact Find value
Gender	-	Female
Marital status	-	Married

Current address

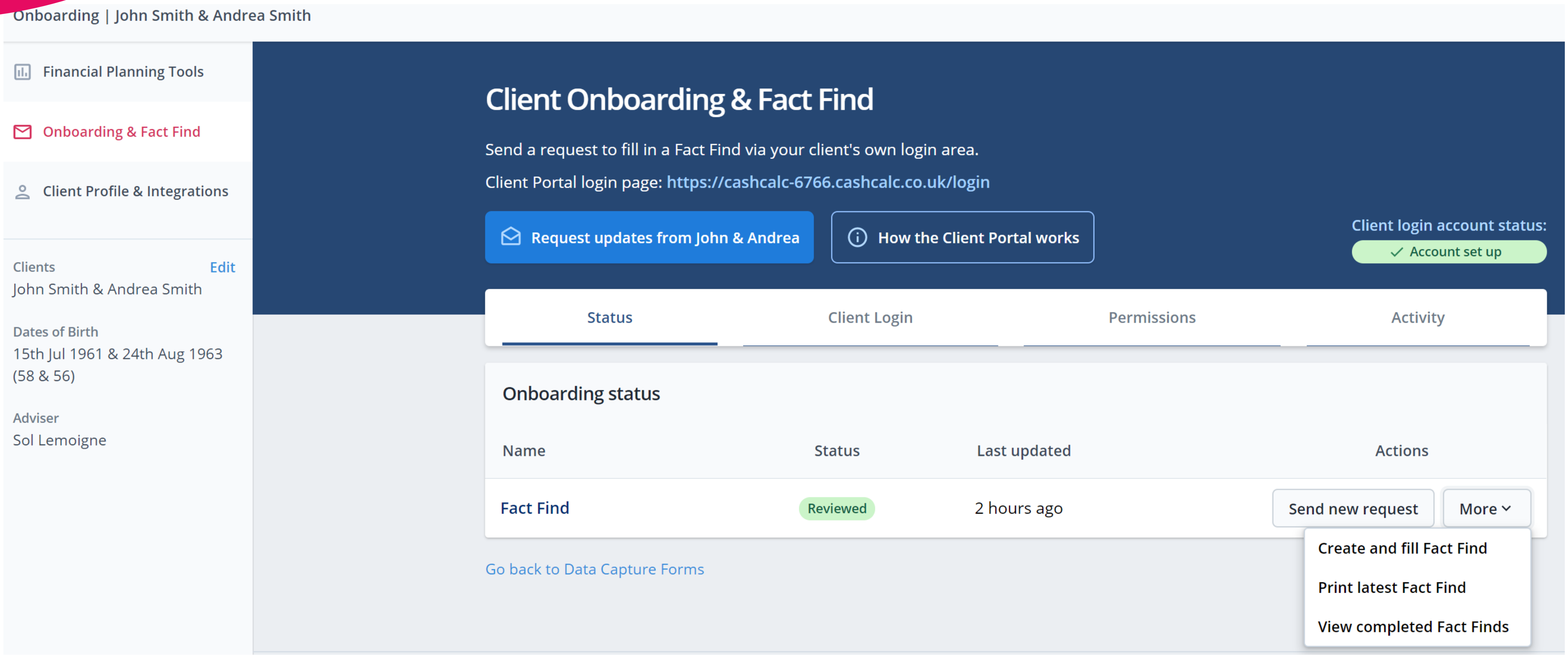
	Client Profile value	Fact Find value
Ownership status	-	Own (Mortgaged)

Fact Find Adviser View

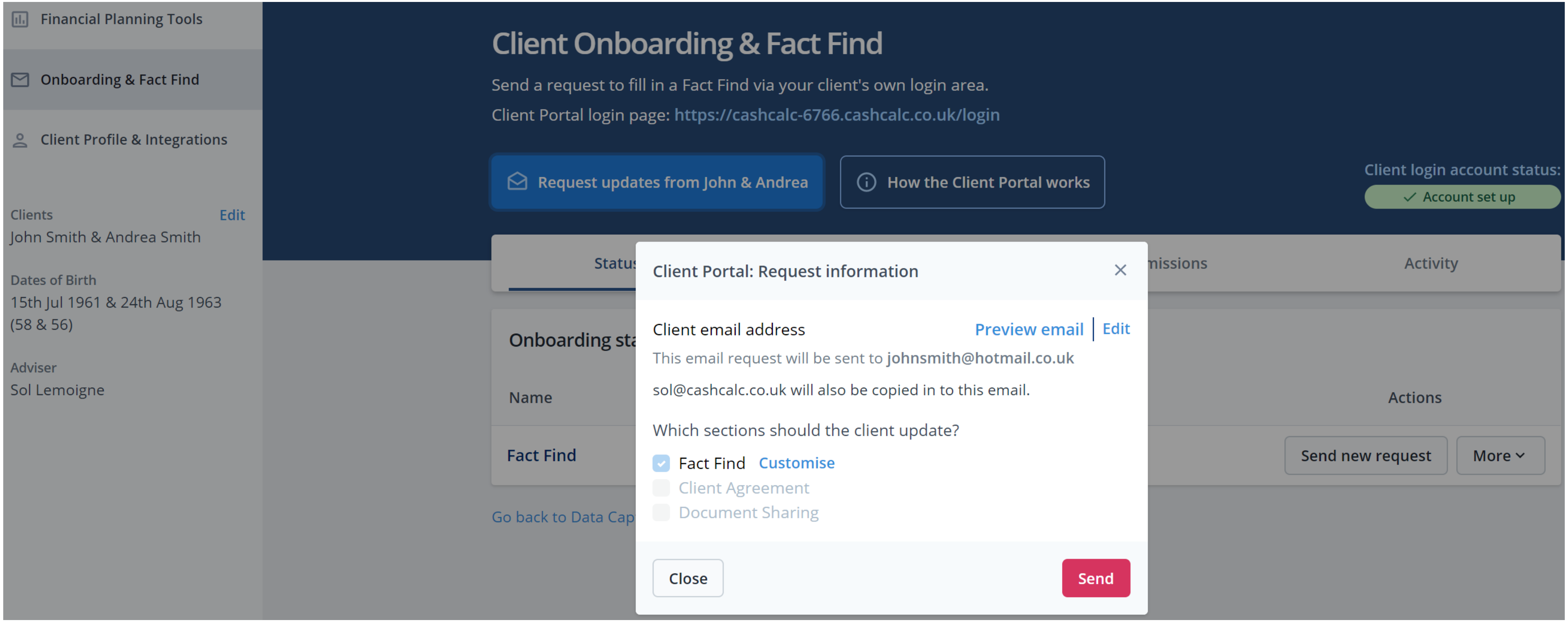


Fact Find Adviser View

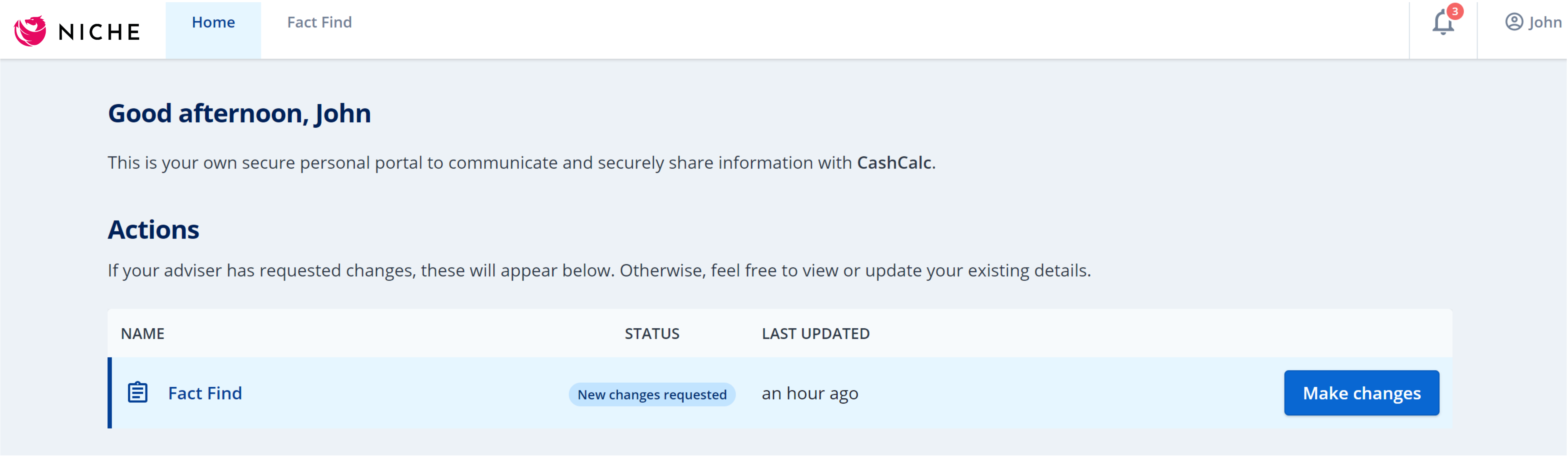
Request updates or prepopulate the Fact Find



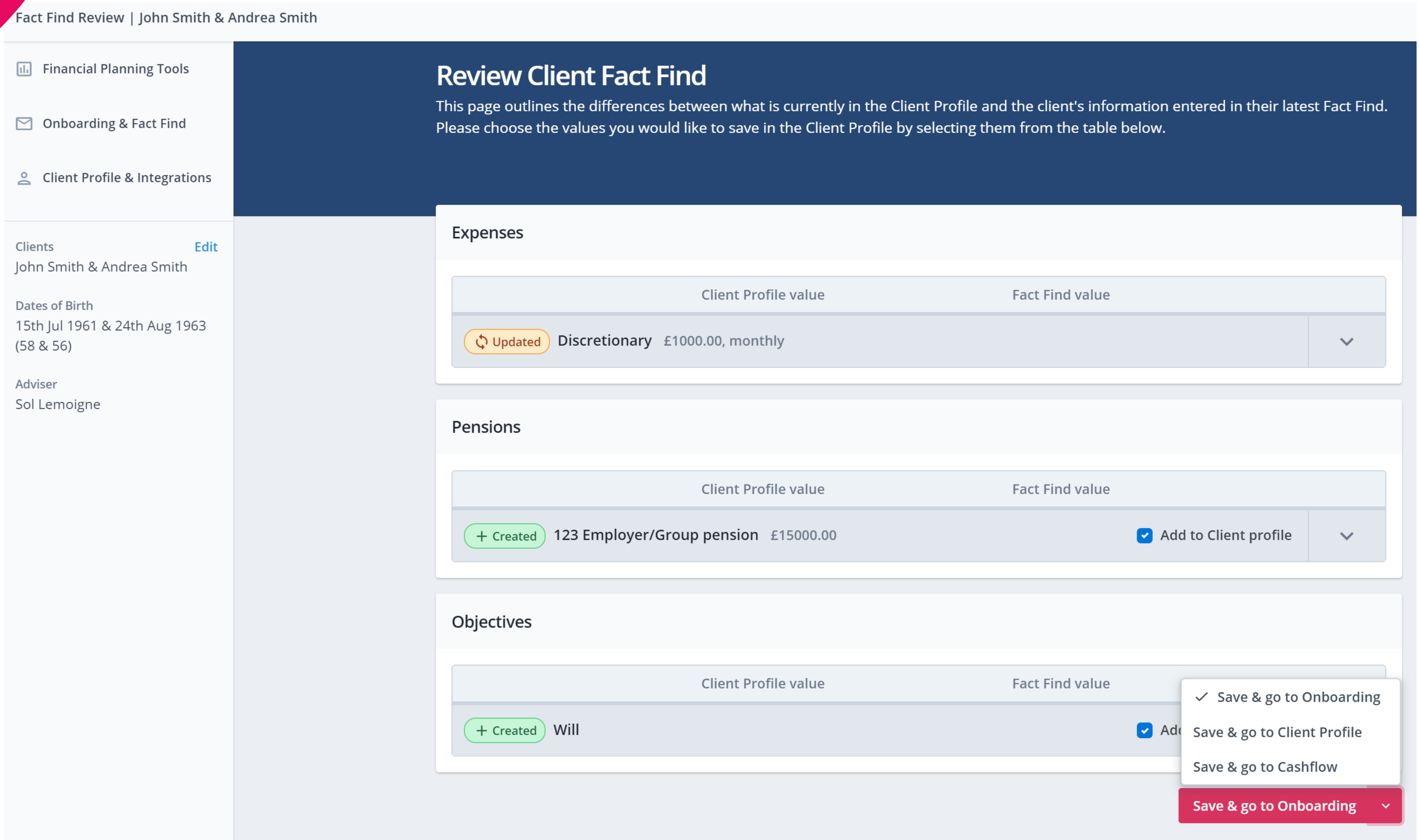
Fact Find Adviser View



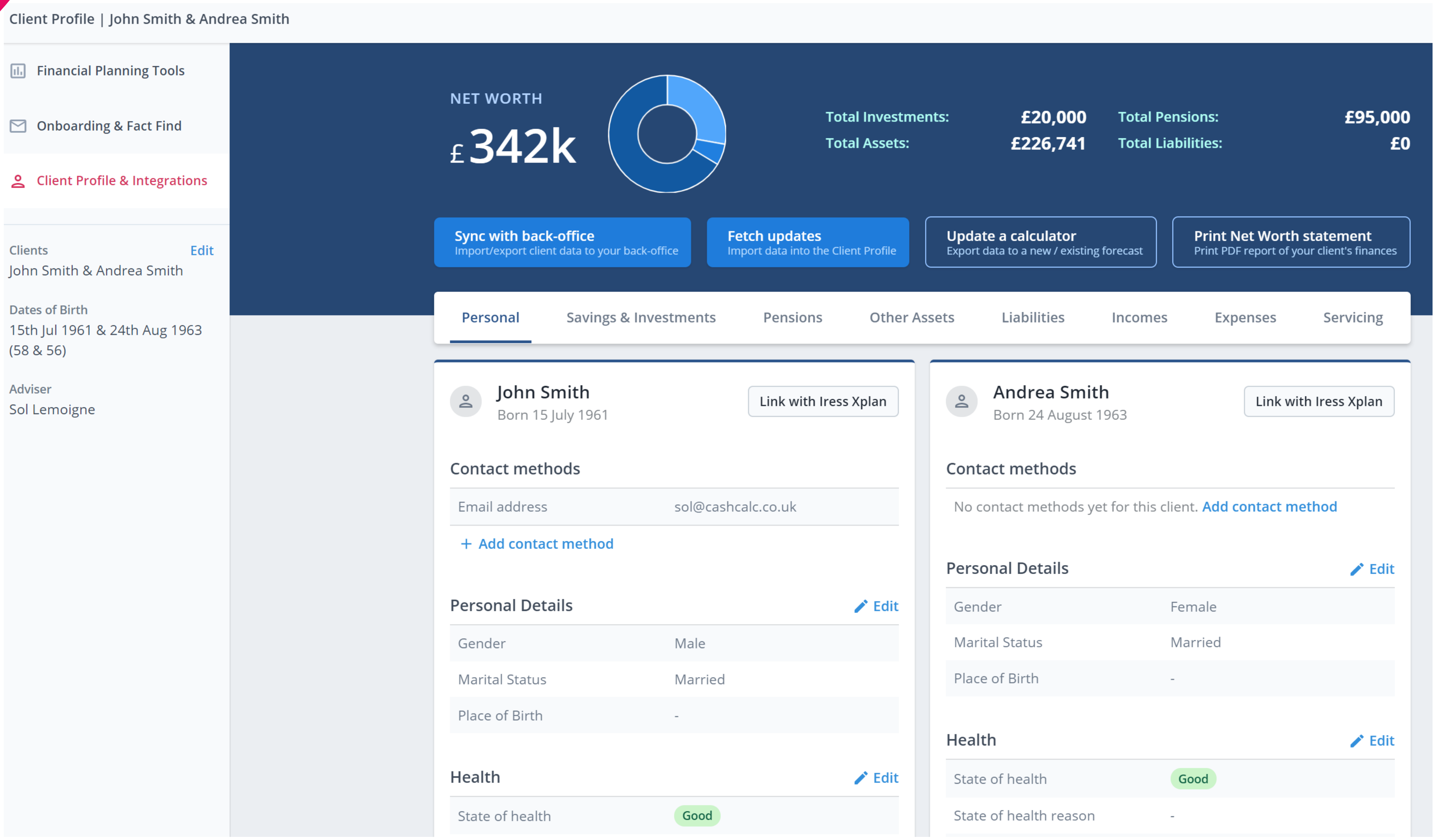
Fact Find Client View



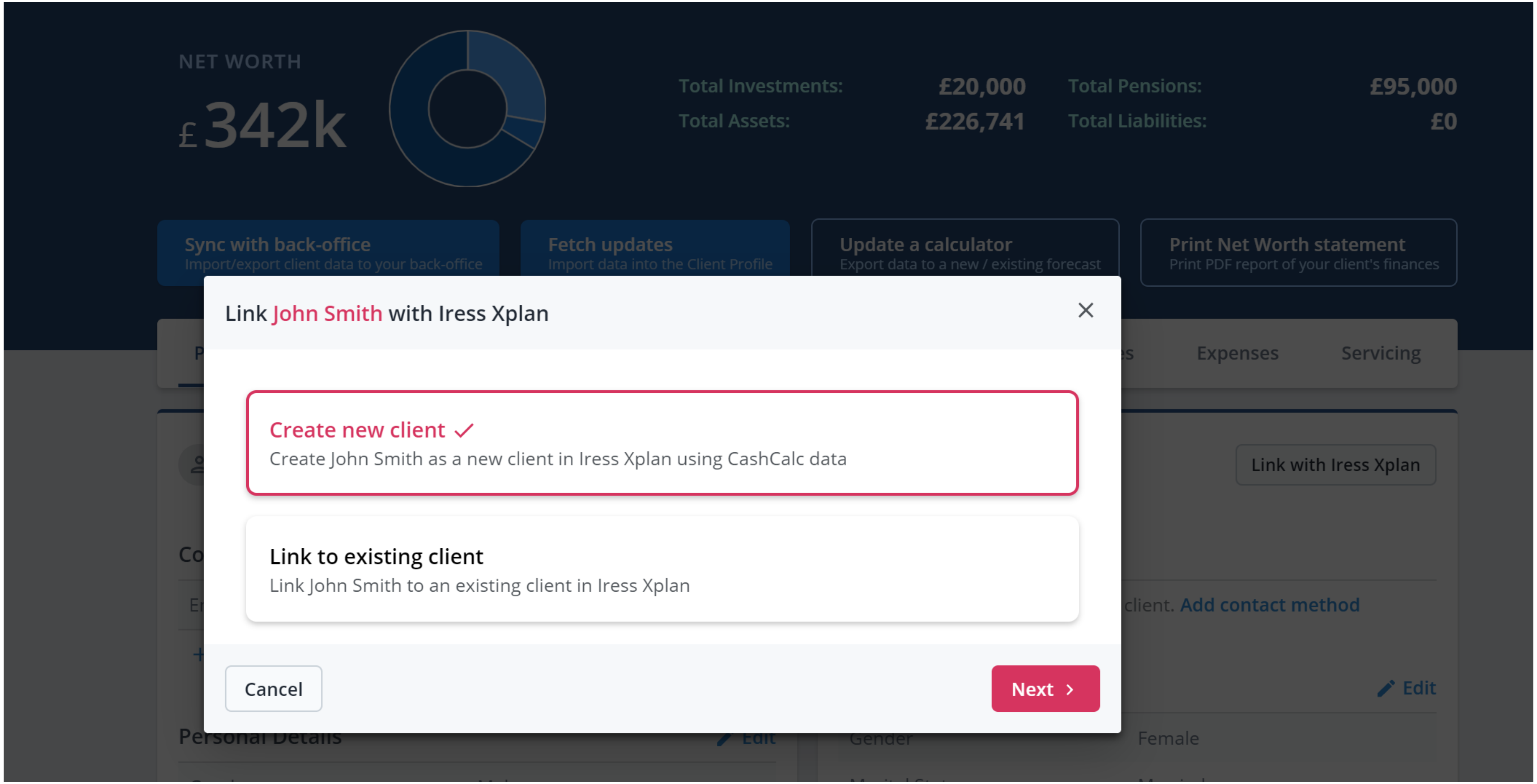
Fact Find Adviser View



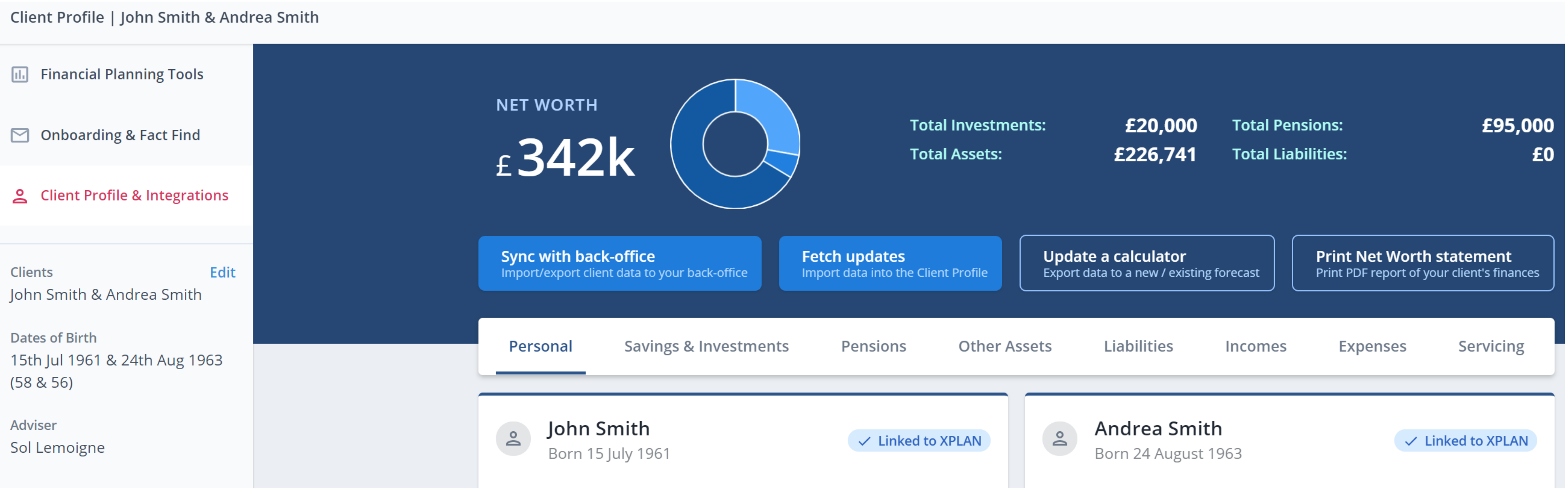
Integration Set up



Integration Set up



Integration Set up



Integration Wizard

Sync with Xplan

Manage your client's data all from one place - export to your integrated back-office, or import to update the Client Profile.

Personal	2 / 2 integrated
Contact methods	0 / 1 integrated
Addresses	0 / 1 integrated
Investments	0 / 1 integrated
Pensions	0 / 2 integrated
Assets	0 / 1 integrated
Liabilities	Nothing to export
Incomes	0 / 1 integrated
Expenses	0 / 2 integrated
Finish	

Sync all data in the background

Syncing will update all integrated resources in the background. This may take a few minutes.

Export your clients

In this stage, we will export your clients to your back-office. This will include any personal information such as names, date of birth and other hard facts.

Your client(s)

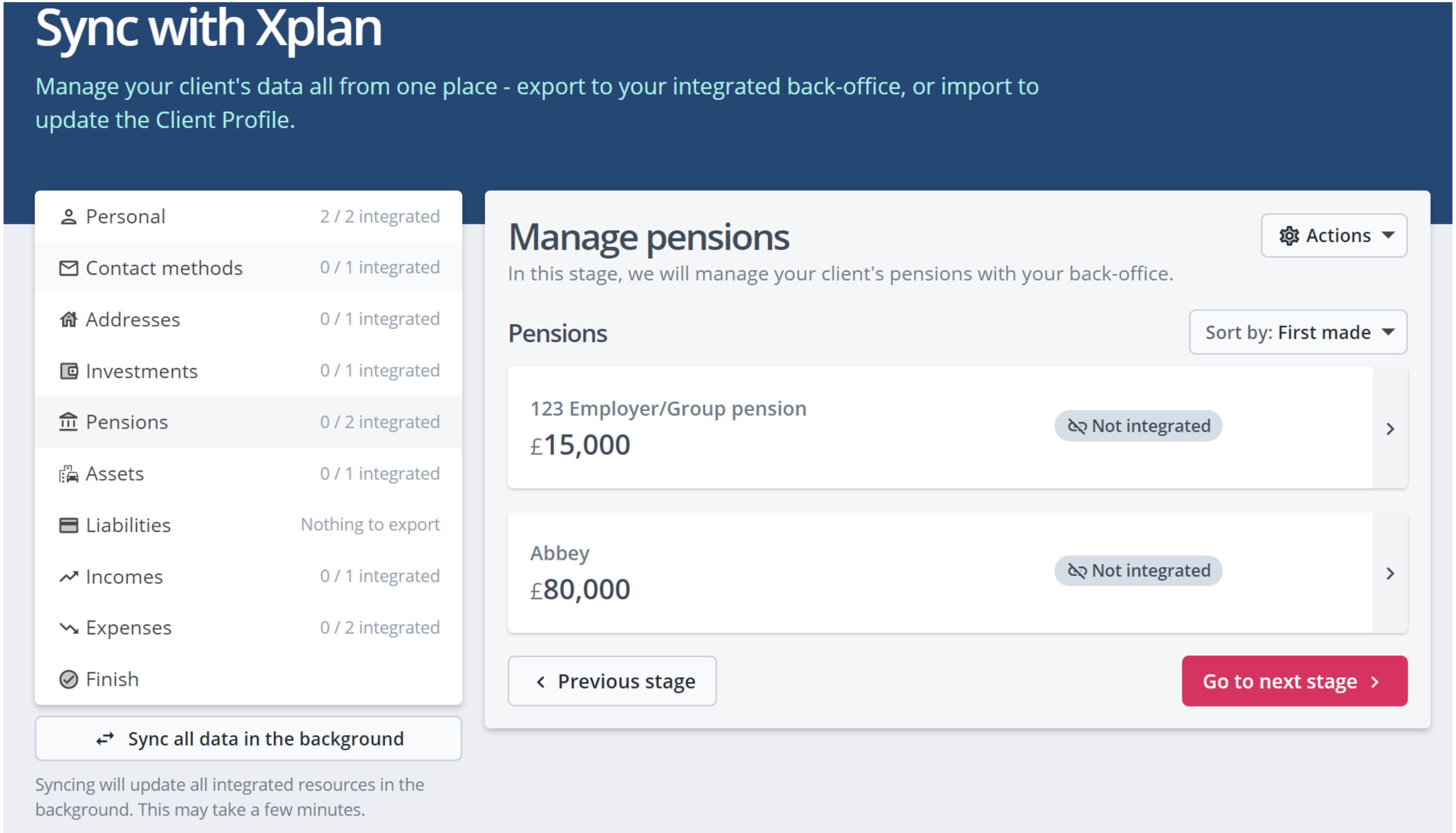
John Smith
Born 15 July 1961
Integrated with Xplan

Andrea Smith
Born 24 August 1963
Integrated with Xplan

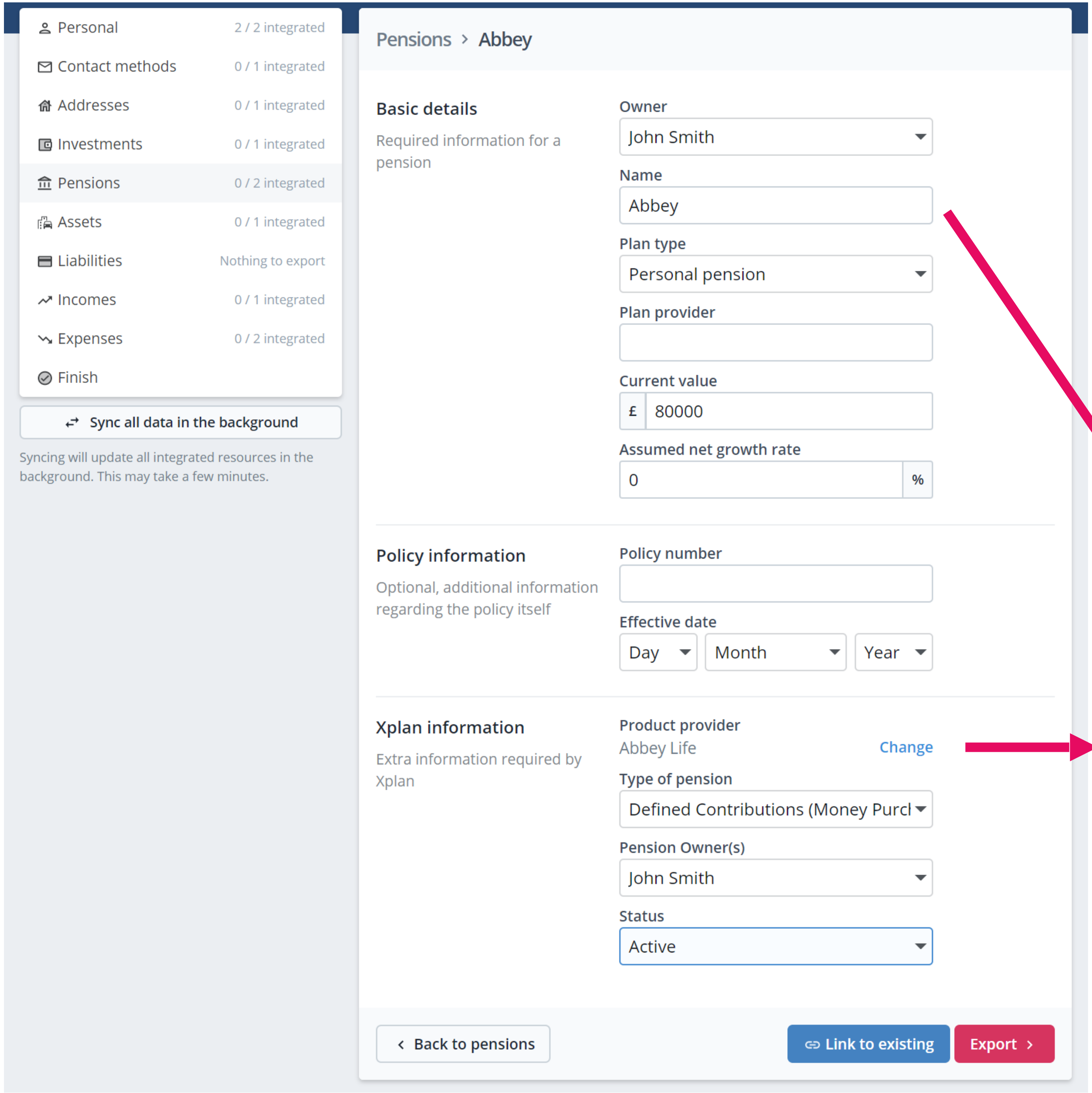
Your clients are already linked with Xplan

Go to next stage ›

Integration Wizard



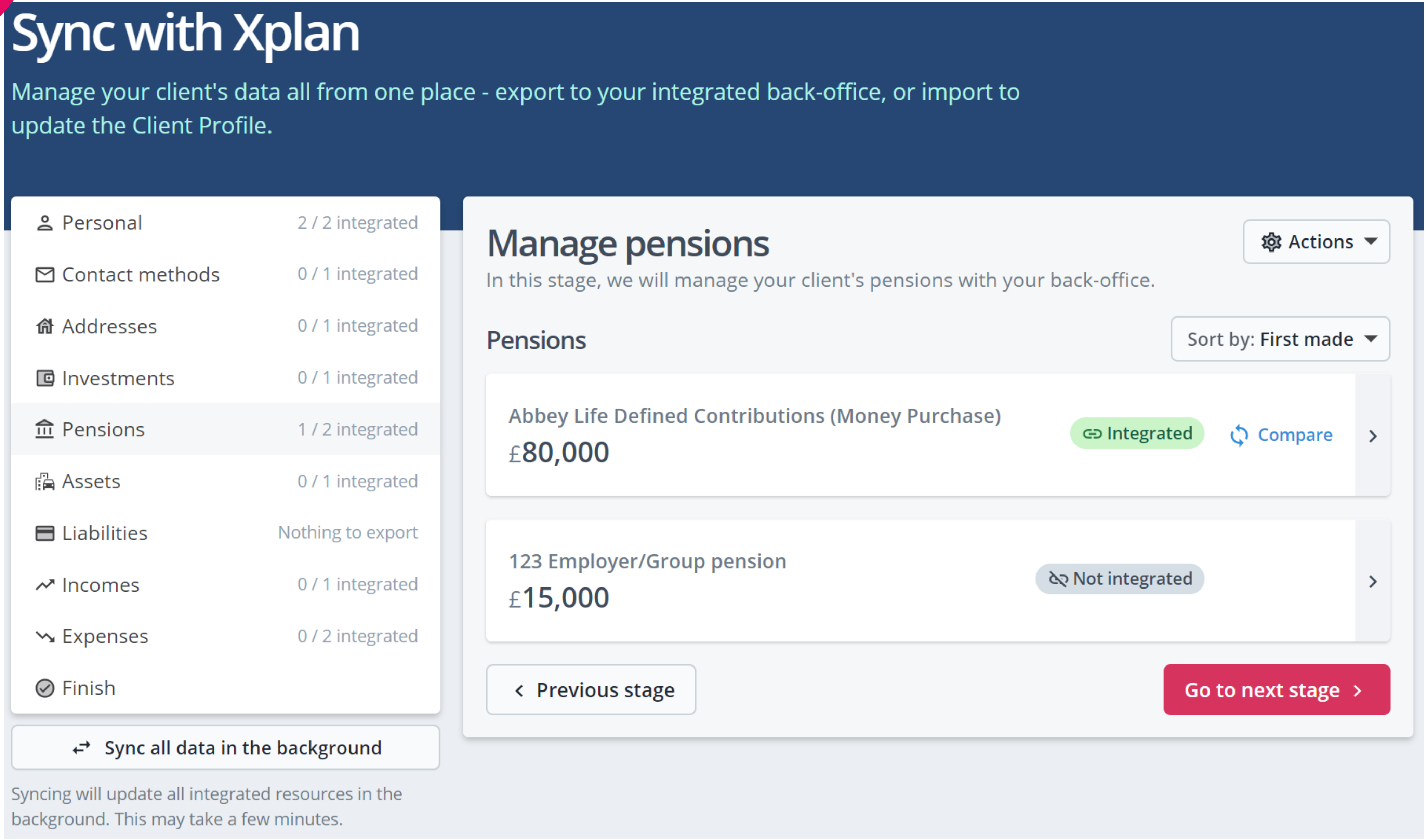
Integration Wizard



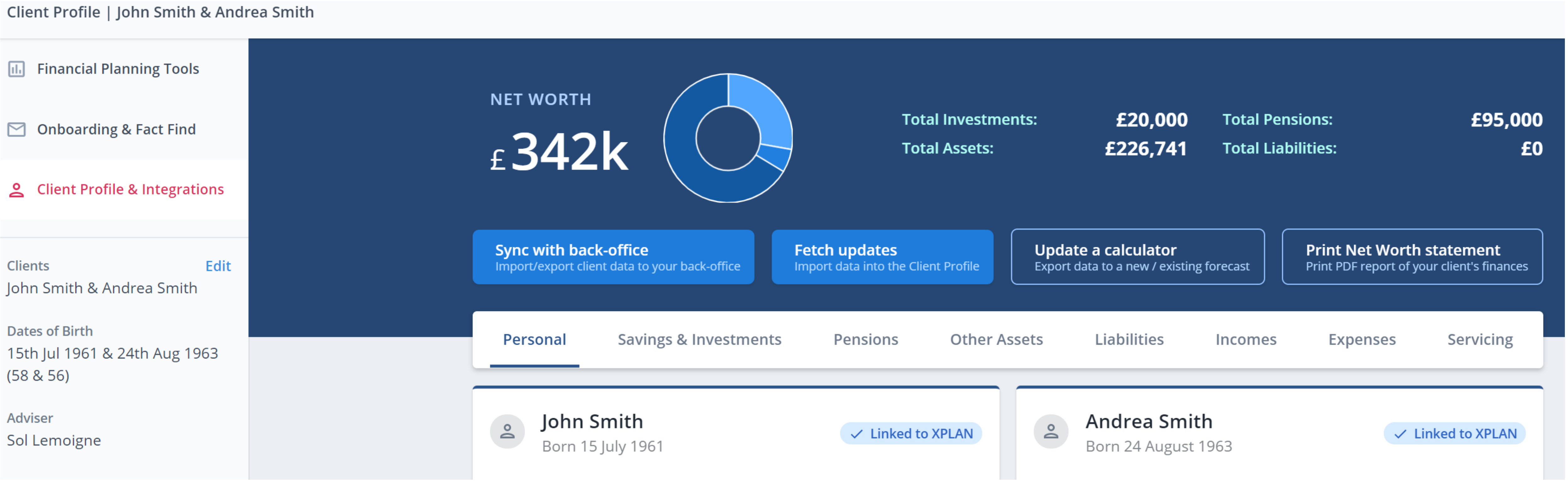
"Abbey" is not registered in Xplan's list of product providers but "Abbey Life" is.

Are you happy to proceed?

Integration Wizard



Client Profile & Cashflow



Client Profile & Cashflow

Export to a calculator

×

Choose a calculator: Cashflow Modeller

Choose a forecast: Create a new forecast...

New scenario name: e.g. Current Situation

INVESTMENTS — Check all | Uncheck all

☑	DEF ISA	£20,000.00	Growing at **0.00%**

PENSIONS — Check all | Uncheck all

☑	Abbey Life Defined Contributions (...	£80,000.00	Growing at **0.00%**
☑	123 Employer/Group pension	£15,000.00	Growing at **0.00%**

ASSETS — Check all | Uncheck all

☐	Home - CF3 5PB	£226,741.00	Growing at **0.00%**

INCOMES — Check all | Uncheck all

☑	Salary	£46,000.00 /year	From 58 to 67

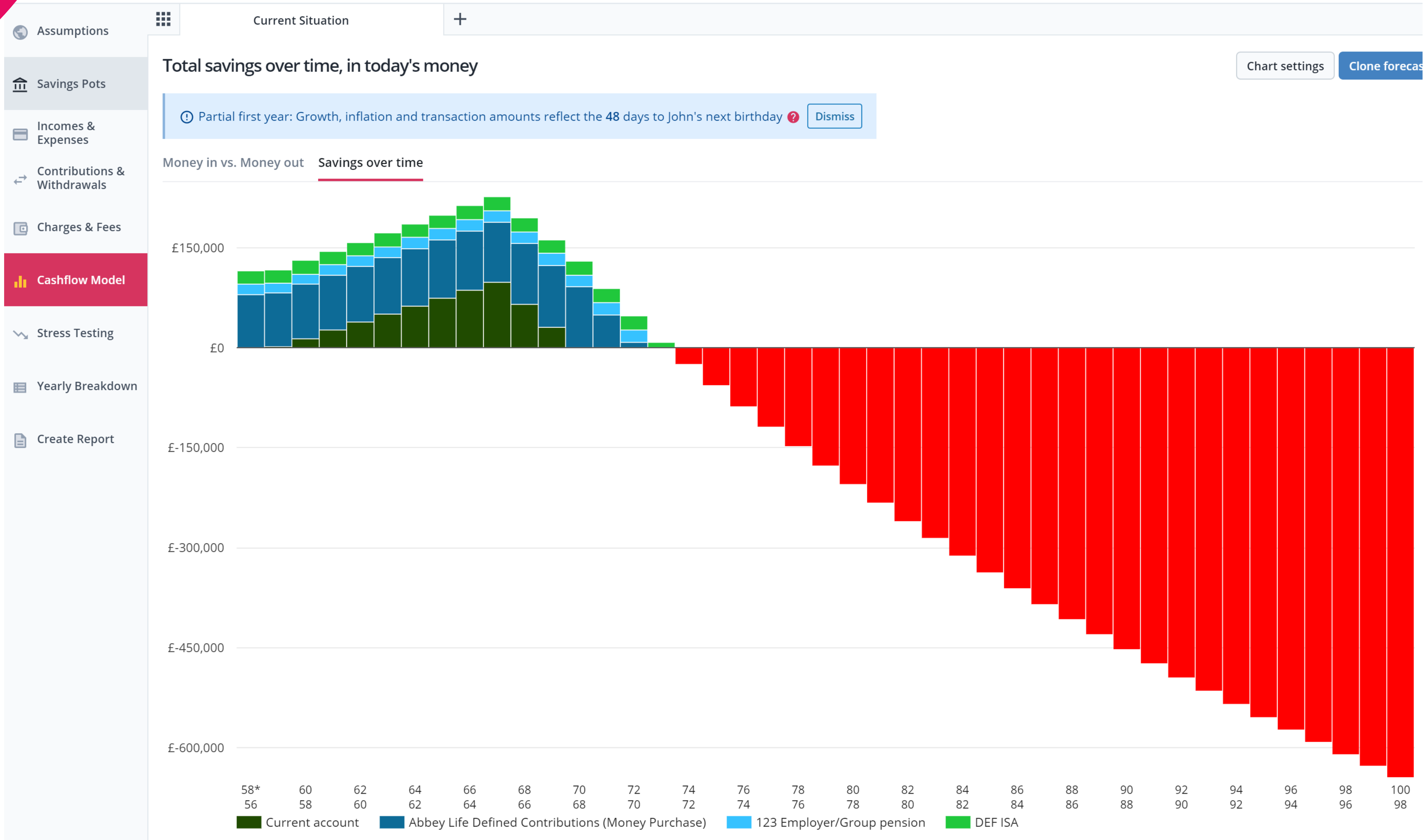
EXPENSES — ? Grouped | Ungrouped — Check all | Uncheck all

☑	Essential Misc	£1,500.00 /month	From 58 to 110
☑	Discretionary Misc	£1,300.00 /month	From 58 to 110

Close

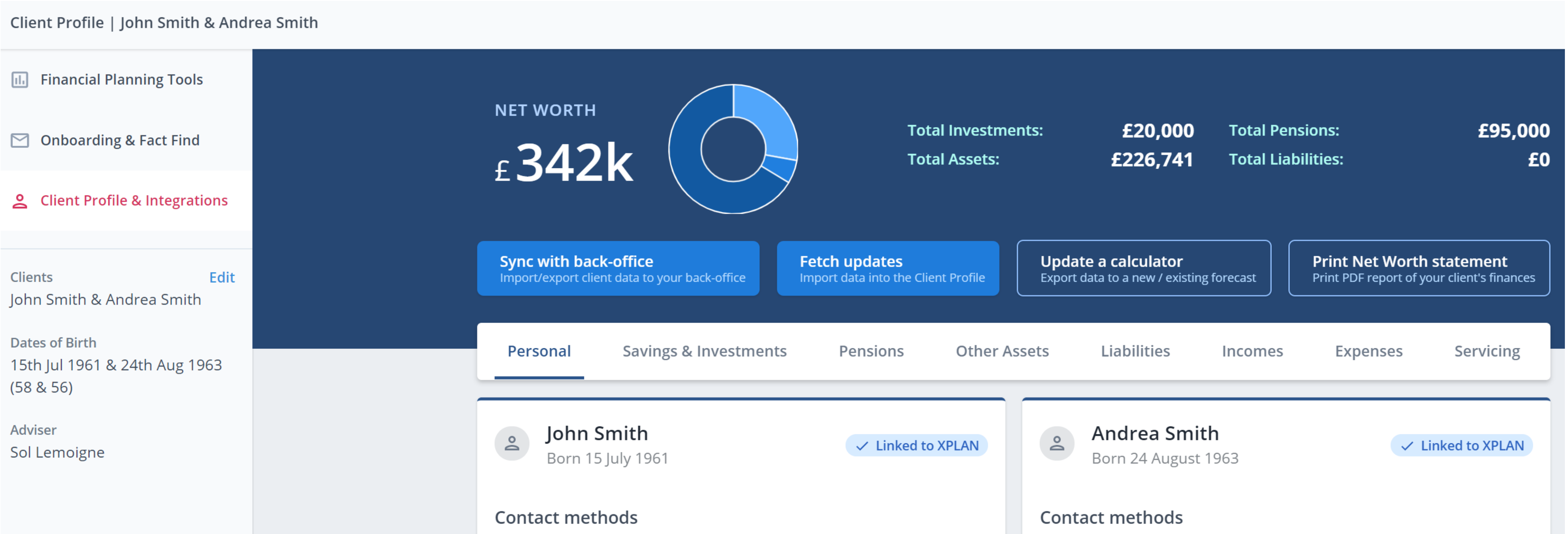
Export

Client Profile & Cashflow



Client Profile & Cashflow

Client Profile & Cashflow



Client Profile & Cashflow

Fetch updates for the Client Profile

Update the information within the Client Profile from sources such as Client Onboarding or the work you've done in the calculators.

Fetch updates for the Client Profile

Fetch updates from CashCalc and active integrations to ensure you're always working with the most up-to-date client information. If you have data ready to be pulled, this will be highlighted next to each section requiring action.

Fetch updates from your back-office

Fetch updates from calculators

Last fetched: ***never***

Fetch financial data from the financial planning calculators within CashCalc.

Fetch updates from Data Capture Forms

Last fetched: ***never***

No completed Data Capture Forms, send or pre-populate a Data Capture Form.

Client Profile & Cashflow

Fetch updates for the Client Profile

Update the information within the Client Profile from sources such as Client Onboarding or the work you've done in the calculators.

Client Profile / Update your client data / **Fetch updates from calculators**

‹ Back

Confirm updates ›

Investments

UPDATES FETCHED FOR INVESTMENTS — Check all | Uncheck all

Name	Value	Growth rate
☑ DEF ISA Post Advice	£20,000.00	3.00% Last updated: 27/5/2020 Link

EXISTING INVESTMENTS

Name	Value	Growth rate
DEF ISA	£20,000.00	0.00% Last updated: 27/5/2020

Pensions

UPDATES FETCHED FOR PENSIONS — Check all | Uncheck all

Name	Value	Growth rate
☑ 123 Employer/Group p... Post Advice	£15,000.00	6.00% Last updated: 27/5/2020 Link
☑ Abbey Life Defined Co... Post Advice	£80,000.00	6.00% Last updated: 27/5/2020 Link

EXISTING PENSIONS

Name	Value	Growth rate
123 Employer/Group pension	£15,000.00	0.00% Last updated: 27/5/2020
Abbey Life Defined Contributi...	£80,000.00	0.00% Last updated: 27/5/2020

Client Profile & Cashflow

Incomes

UPDATES FETCHED FOR INCOMES

Check all | Uncheck all

Name	Value	
Salary Post Advice	£46,000.00/year Last updated: 27/5/2020	Link

EXISTING INCOMES

Name	Value
Salary	£46,000.00/year Last updated: 27/5/2020

Expenses

UPDATES FETCHED FOR EXPENSES

Check all | Uncheck all

Name	Value	
Essential Post Advice	£1,500.00/month Last updated: 27/5/2020	Link
Discretionary Post Advice	£300.00/month Last updated: 27/5/2020	Link

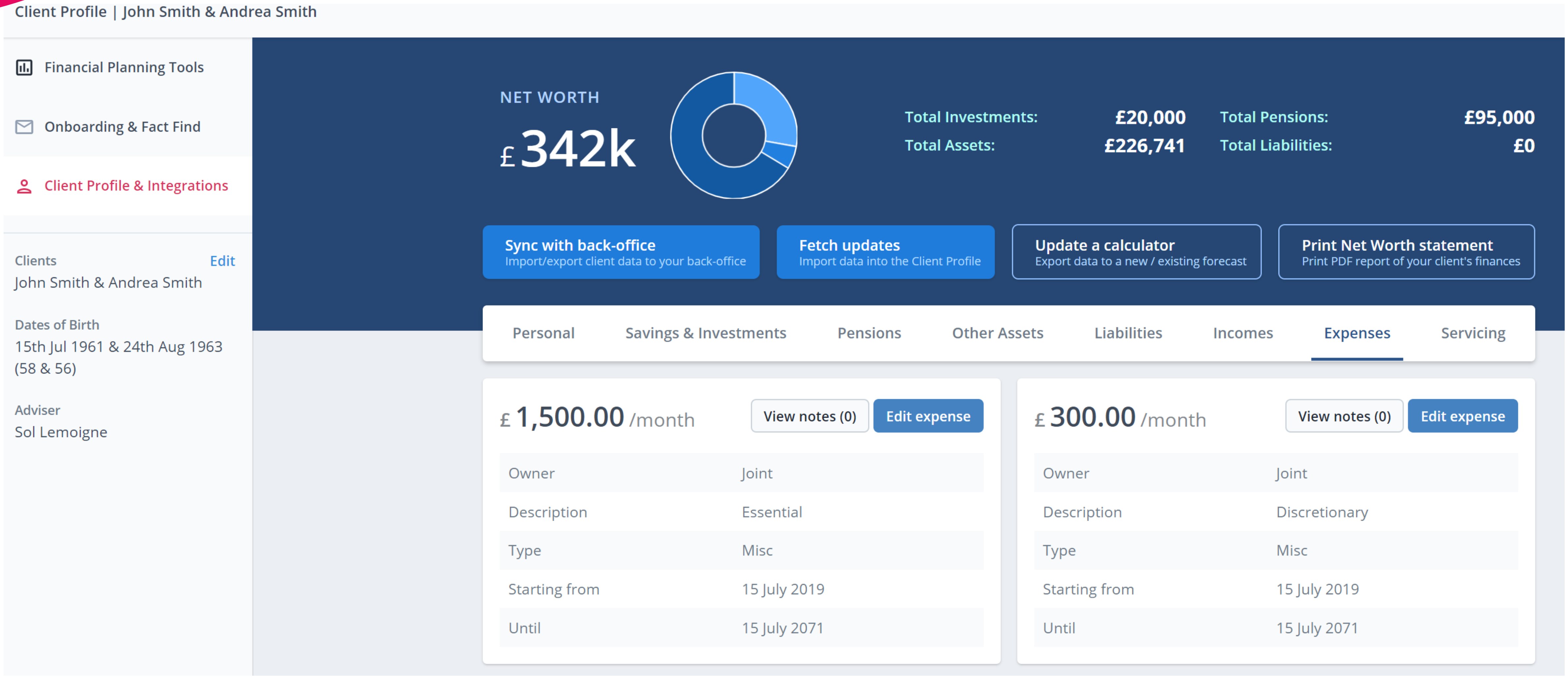
EXISTING EXPENSES

Name	Value
Essential	£1,500.00/month Last updated: 27/5/2020
Discretionary	£1,300.00/month Last updated: 27/5/2020

Back

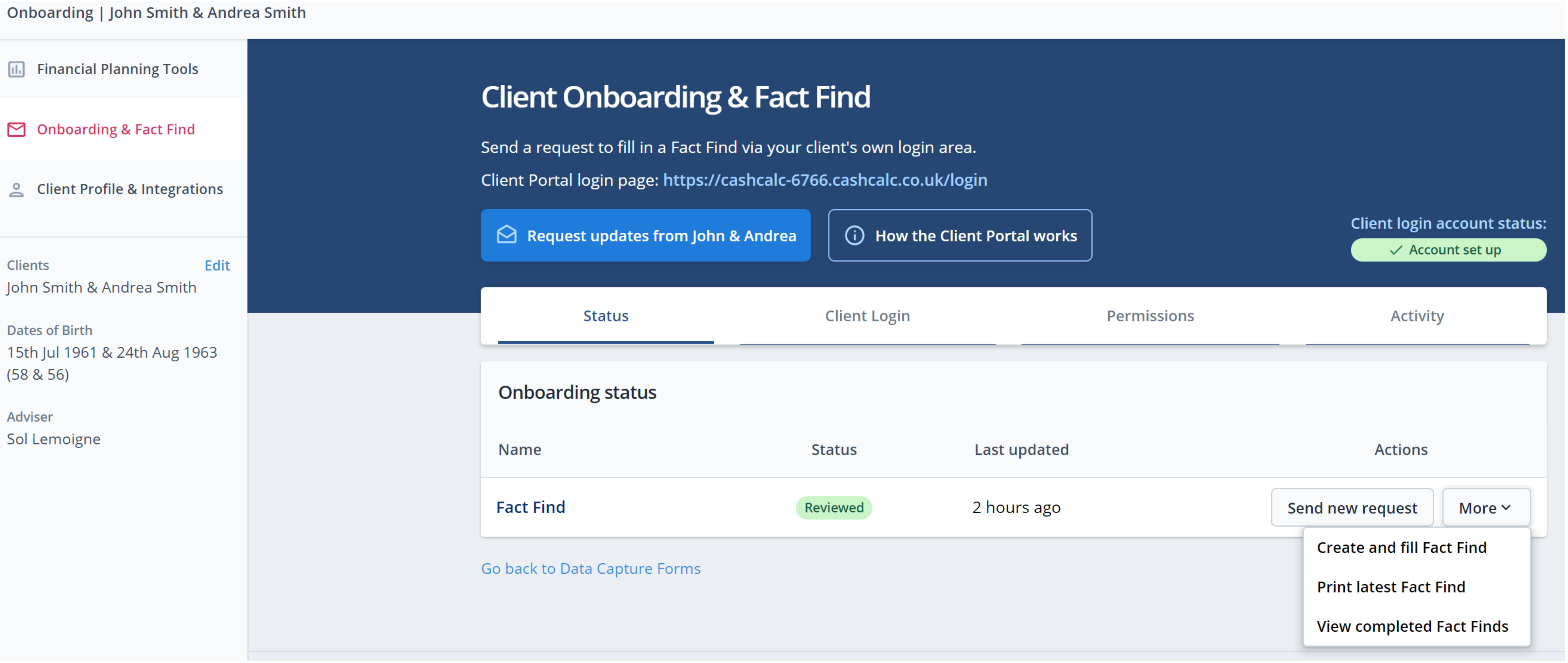
Confirm updates

Client Profile



Fact Find Adviser View

Request annual updates



CashCalc

Upcoming Developments:

- Document Sharing
- Electronic Signature
- Custom Questionnaire
- Custom ATR
- Platforms integrations
- Portfolio Builder
- Any other great ideas you want?

CashCalc

Thank you for listening!

- **Ask any questions live or in the chat box**
- If you have an account but not Premium - login and you can restart your 28 day free trial
- If you do not have an account - register and get a 28 day free trial