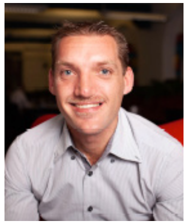
MONEYSOFT

AUGUST EDITION 2020

eNEWS MONTHLY

4 PRODUCTS, 1 PLATFORM, 100% DIGITAL ADVICE GAME CHANGER



The long-awaited digital advice process is here!

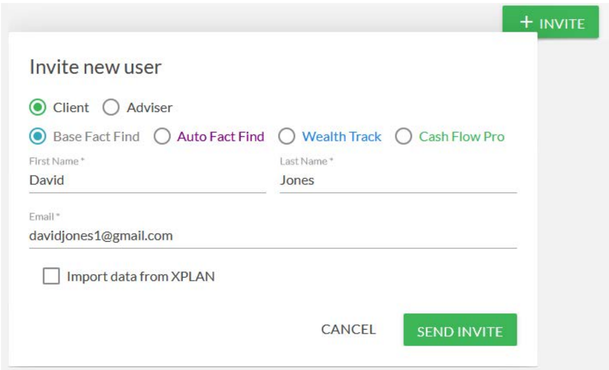
In our biggest platform release since 2014 we have brought together the end-to-end fact find process within the adviser and client portal, created an integrated data sync with Xplan (Midwinter Advice OS coming soon) and implemented risk profile chatbot solutions.

For a beautiful all-in-one adviser and client portal it all starts here.

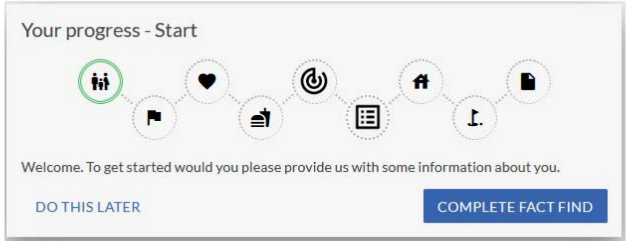
Our innovation and development of digital fact find was never intended to be an online form, but rather an online client journey that allows you to service clients with ease from early stage prospecting (Base Fact Find), full fact find completion (Auto Fact Find), low touch point wealth tracking (Wealth Track) right through to the most comprehensive and full cash flow service offerings (Cash Flow Pro) all in one platform.

The new platform and product release includes:

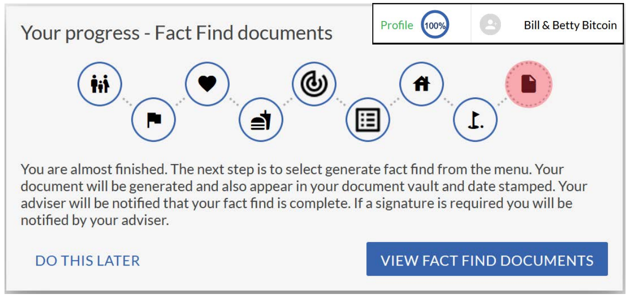
1. A simple invitation encompassing all products.



2. An easy to navigate journey for your clients to progress through their Fact Find.

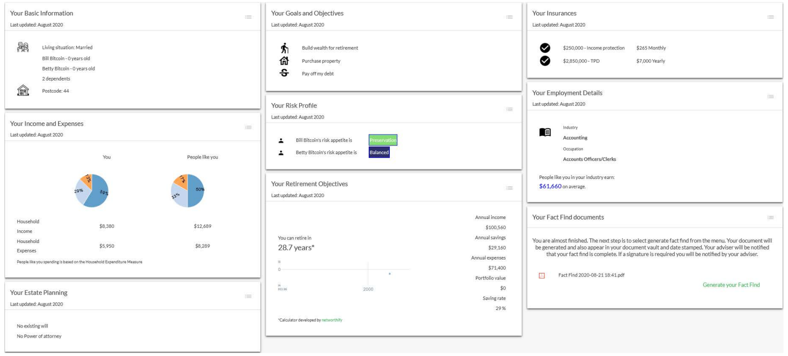


3. Intuitive progress completion status so you and your clients always know where they are up to.

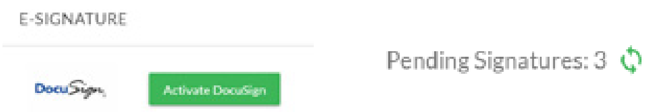


4. Module summaries of the most important information with quick access to the full details.

5. **A full suite of modules from the most basic to the most comprehensive.**



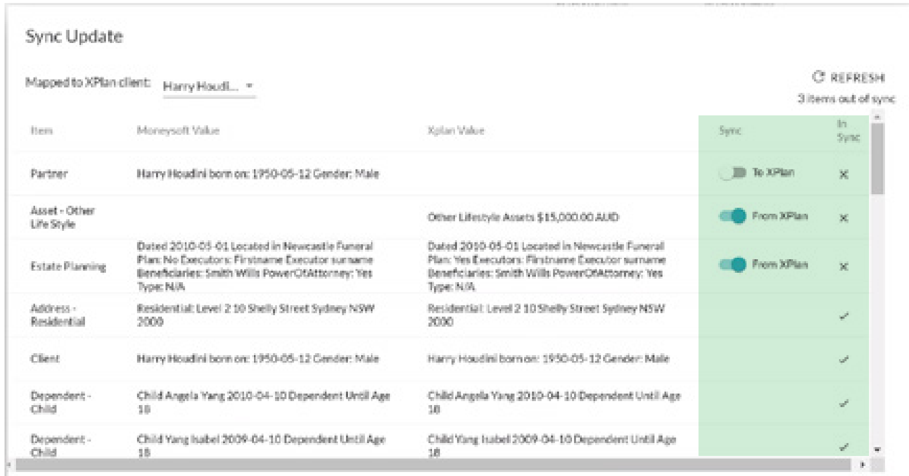
6. **Integrated functions like digital signatures and seamless advice CRM integrations like Xplan.**



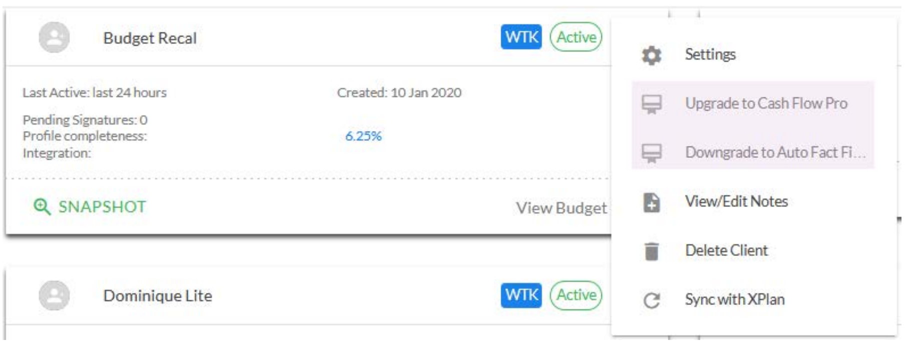
7. **Connect your clients (new or existing) to your Xplan CRM and update your client lists.**

8. **Always know when data needs to be updated between Moneysoft and Xplan.**

9. **Choose your preferred source of truth for each data point, i.e. Moneysoft to Xplan or vice versa and the data will be updated in the respective system to match.**

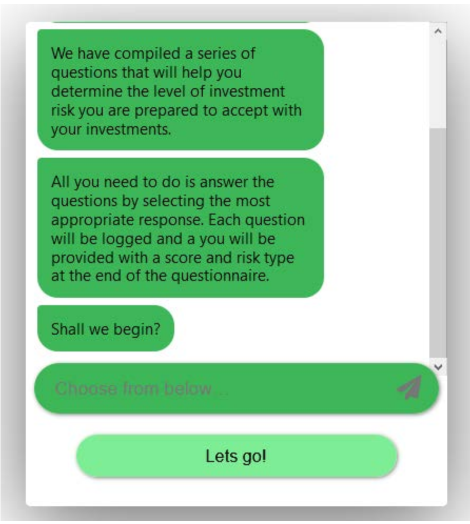


10. **Upgrade and downgrade clients between products based on what needs to be completed or how much you or your client want to use in Moneysoft.**



Our digital fact find can be customised to meet your preferred fact find journey, through the use of visually appealing, modular fact find questions and surveys. You can also have multiple digital journeys based on the type of clients you want to service.

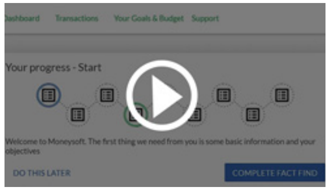
Our mission was simple! We wanted to give the financial advice industry, practices, dealer groups and most importantly financial advisers and their clients "a flexible and dynamic approach to improve the user experience, client data collection speed and quality to enhance the advice process efficiently and cost effectively".



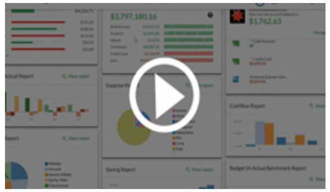
And with that thought foremost in mind during the last 18 months of development, user experience testing, multiple releases and pricing simplification – we honestly believe we have delivered on that mission.

For a full outline of the features and inclusions across each of the products click on the image above.

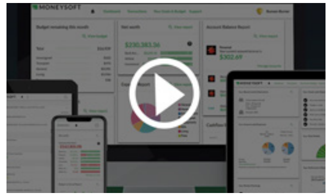
To help explain each of our new products we have prepared some short videos. Click on the video to open.



Auto Fact Find



Wealth Track



Cash Flow Pro

We know that is a lot of new and exciting developments already, but we have even more great news to share.

New Integrations are here - Xplan (CRM Fact Find) and DocuSign

Along with the configurable digital fact find, a new two-way Xplan CRM integration is here as well. As we mentioned in last months' update, every customer will have automatic access to Fact Find, with automatic financial account data feeds and Xplan integrations all included. And don't forget eSignatures, which will mean a completely automated, compliant and self-service digital Fact Find capability for everyone.

Xplan Integration Benefits

- Improved efficiency saving you hundreds of hours across your client base by having clients live fact find data, bank, loan, credit card, industry fund balances, etc. linked in the Assets and Liabilities modules in Xplan CRM and Xplan IPS. There is no more need to manually collect and update at review time or when generating advice documents.
- Improved reporting and compliance – You can now generate reports through Xplan (as well as Moneysoft) that encompass all your clients' data and financial information including detailed portfolio performance reporting.

And coming soon - Midwinter, Xeppo and Adobe Sign integrations.

New Pricing and Product Bundling

As we mentioned in our last newsletter we take all feedback on board and are now moving to a more streamlined product and pricing offering. It's really easy!

Simplified practice entry pricing

$200* per month

Simplified product pricing

Your base fee becomes a credit towards your usage – just like a mobile phone plan.

You have access to all products in your platform and can mix and match according to your business type.

Base Fee $200p/m

Fact Find $1 / AFF $6, Wealth Track $10, Cash Flow Pro $20

Scenario 1:

I service a total of 50 clients in my practice. 30 will only use Base Fact Find and 20 will use Wealth Track for tracking their account information. How much will I be charged?

Wealth Track (Includes Base Fact Find)	20 x $10 = $200
Base Fact Find (exclude the Wealth Track clients)	30 x $1 = $30
Subtotal for the month	= $230
Less Base Fee	($200)
Additional charge on the following month invoice	$30
Average fee across all clients	$4.60 per month

Scenario 2:

I service 100 clients, 50 will use Auto Fact Find and 10 will also use Cash Flow Pro

Cash Flow Pro (Includes Auto Fact Find)	10 x $20 = $200
Auto Fact Find (exclude the Cash Flow Pro clients)	40 x $6 = $240
Subtotal for the month	= $440
Discount applied across all user fees (5%)	($22)
Less Base Fee	($200)
Additional charge on the following month invoice	$218
Average fee across all clients	$8.36 per month

Note: All prices and calculations are exclusive of GST.

We will still have Pro and Lite products, but they will be renamed "Cash Flow Pro" and "Wealth Track" – the idea being to make the usage of each product a bit more obvious from the name.

- You will be able to "mix and match" clients to product types. As you progress clients up the product chain, each higher tier product will include ALL functionality from the product tier(s) below. In other words, Wealth Track will include new features plus everything from Auto Fact Find and Cash Flow Pro will include… absolutely everything! What you use and pay for will be more flexible and more easily matched to every single one of your clients.
- Pricing for Wealth Track (formerly Lite) will rise slightly to take account of the new functionality included, increasing to $10/month (instead of $8/month for Lite), but we think you will find this well worth the extra two dollars.

Existing Partners and Customer Switching

Note: Any customers currently on regular subscriptions for Pro and / or Lite will remain on the same deal and pricing until the end of this year (31st December 2020) unless you wish to have access to Fact Find earlier. Following that point, we will auto-upgrade all accounts to the new pricing and subscription model. Of course, we will be in touch with you all well before then.

If you want access to the new products, please contact sales@moneysoft.com.au and we will get you going.

What Lies Ahead? There's a $120B Opportunity

Advisers are being forced to embrace technology and find innovative new ways to interact remotely with clients. Embracing the ideal digital tools for now and well into the future will help the industry and you service even more clients following the 21% reduction in advisers during FY19/20, resulting in $120B of "orphaned" unadvised wealth.

We want to take this opportunity to thank you for your continued support and from all of team at Moneysoft we hope you and your families are stay safe.

Peter Malekas - Moneysoft Director and Founder