CRM Version 4.9.7.5 Release Notes

October 2020

The version 4.9.7.5 release of the Fin365 CRM is an interim release that lays the (data) foundation for our major 5.0.0.0 release targeted for late November/early December. Some of the features added to this release are not intended to be of significant value until we release v5.0.0.0. That said, there are some improvements we think you'll enjoy.

Field Changes

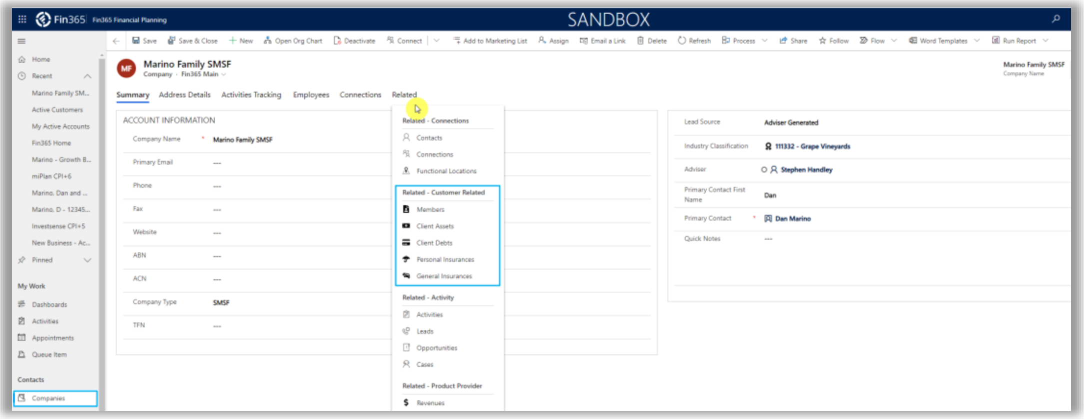
The following new fields have been added in this release:

Entity	Field(s)	Change/Purpose
Household	Last FDS Date	The Last Fee Disclosure date field will now be exposed at all times, even for Households where Feed Disclosure is not required.
Household	Expected Annual Revenue	The Expected Annual Revenue field allows you to store the ongoing service revenue you expect to receive from the client, which will allow comparisons with actual revenue received
Contact	Private Health Insurance?	A new Yes/No field has been added to track whether the Client has health insurance. If Yes, then we will display the existing **Health Insurance Provider** field
Contact	DVA Number	Added (Dept. Veterans Affairs) **DVA Number** field
Opportunity	Advice Preparation Manager	Similar to Compliance and Practice Manager role fields.
Opportunity	Referral Partner Emails & Client Status Emails	Both these fields will now default to No on new Opportunities
Case	Advice Preparation Manager	Similar to Compliance and Practice Manager role fields.
Personal Insurance	Beneficiary Type & Beneficiary Expiry	When a Personal Insurance policy is owned by a Super Trust, we will display these fields to facilitate reminders for updating nominations on insurance-only Superannuation Trusts.

Forms/Views Improvements

This release includes the following improvements to System Views:

Entity	View(s)/Form	Change
Household	Reviews – Next Month Reviews – This Month	The Household Service Category field has been added to these views
Opportunities	Open Opportunities	Total Time Spent (in Opportunity) field has been added to this view
Cases	Open Cases	Total Time Spent (in Case) field has been added to this view
Review	Associated Revenues	The Total Revenue field has been added to this view
Company	Fin365 Main Form	Related customer records (e.g. Trust owned Assets) are now visible on the Company form



Fin365 Customer Related Record on Company Form

New On-Demand Workflows

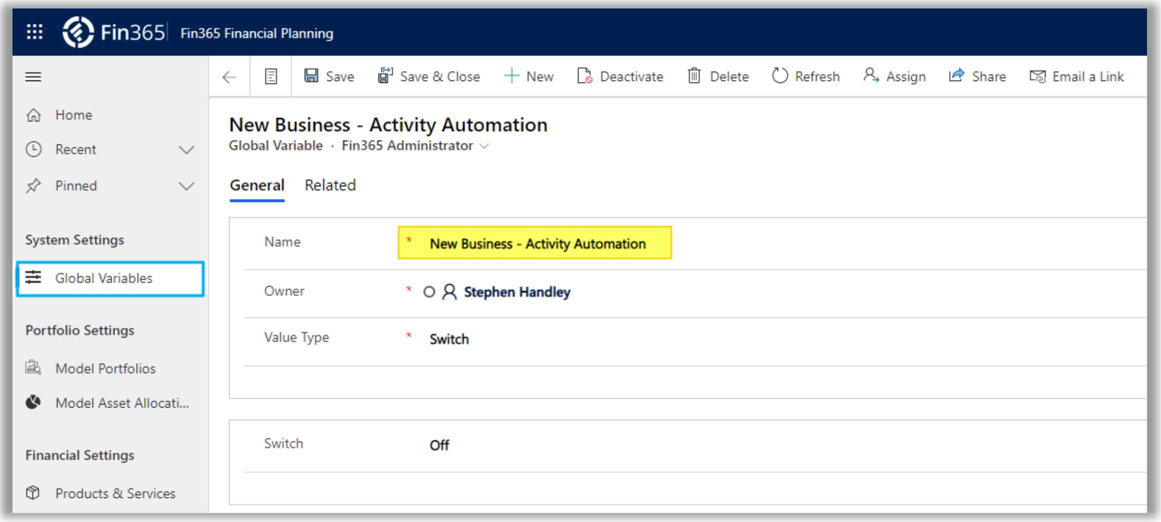
The following new workflows have been added:

Workflow Name	Change
Household – Create Client Review Case	Creates a new Client Review case for the selected Household(s)
Household – Create Fee Disclosure Task	Creates a new Fee Disclosure Task for the selected Household(s)
Household – Create Review Appointment	Creates a new Review Appointment with a Start Date that equals Household(s) Next Review Date field
Household – Create Review Preparation Task	Creates a new Review Preparation Task with a Due Date that equals the Household(s) Next Review Date field

Automation Improvements

New Business Automation

It is now possible to switch off the automation of our Financial Planning Lead and Opportunity automations. If the New Business – Activity Automation switch is set to Off, we will not automatically create an Activities (Tasks, Appointments, etc) in our New Business process flows.

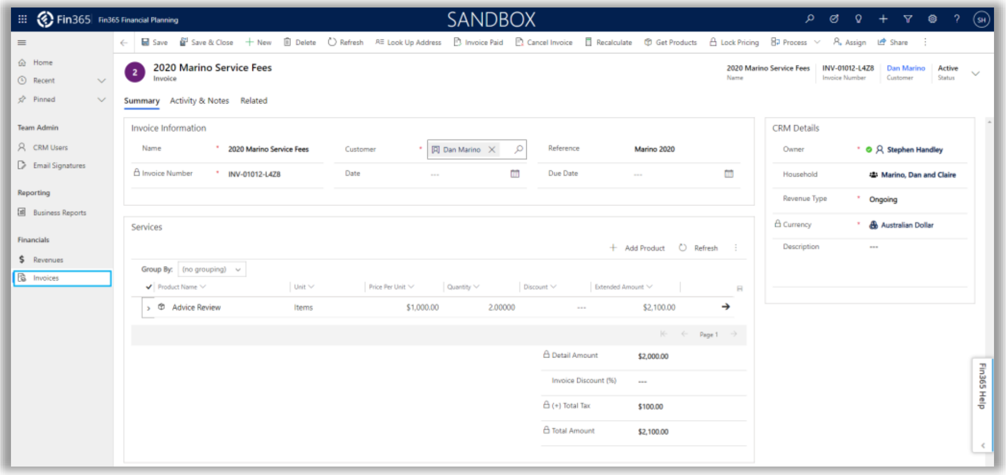


Fin365 New Business Activity Automation Global Variable

Invoices

In this latest release we've added the ability for you to raise Invoices and connect to Households, Contacts, Companies and Opportunities. This is still a work in progress, but ultimately, we plan to support the following scenarios:

- Invoices are sync'd between Fin365 CRM and Xero
- Payment of invoices can automatically create a Revenue record attached to the Client
- Copies of invoices can be emailed to Clients directly from the CRM
- Services and Services Packages can be created, tied to an Invoice (e.g. Annual Service Fees) and their completion can be tracked in the CRM



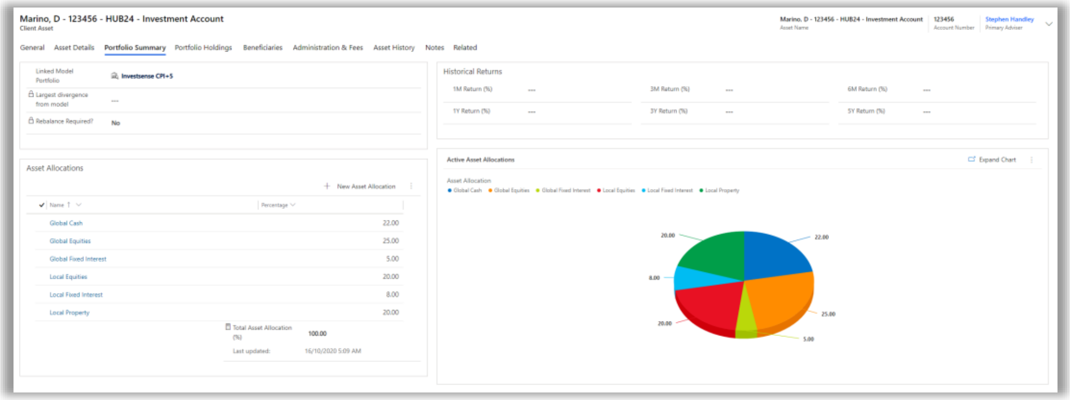
Fin365 Customer Invoices

Portfolio management enhancements

Fin365's portfolio management enhancements will make it easier for financial advisers to capture/analyse/report details of their clients' investment portfolios. In this release we have added the following (data) entities:

- Model Portfolios + Model Portfolio Holdings
- Investment Buckets + Model Asset Allocations
- Asset Allocations
- Account Transactions

In the next release we will start adding automations that enhance the use of these new entities (e.g. monitor whether a Client Account or Investment Bucket has exceeded the allowed threshold of an attached model.)



Fin365 Investment Portfolio Enhancements