Fin365

CRM Version 5.0.0.0 Release Notes

January 2021

Welcome to Fin365 CRM v5.0.0.0. This release is the culmination of months of hard work building some exciting new features we think you'll enjoy.

Field Changes

The following new fields have been added in this release:

Entity	Field(s)	Change/Purpose
Personal Insurance	Method of Payment	A new field to capture how the Client is paying for their insurance (e.g. Direct Debit, Credit Card, Rollover, etc)
Personal Insurance	Beneficiary Type and Beneficiary Expiration	When a Personal Insurance policy is owned by a Super Fund, new fields will appear allowing you to capture the Beneficiary Type & Expiration. This allows tracking of expiring nominations on policies owned by Insurance Only Superannuation Trusts.
Contact	Centrelink Nominee Type	If a Centrelink CRN Number is added to the Contact record, the Centrelink Nominee type will appear below it.
Account Transaction	Initial Balance Initial Exchange Rate	New fields to be used in IRR calculations (see below)
Client Asset History	Initial Balance Initial Exchange Rate	New fields to be used in IRR calculations (see below)
Various	Xplan IDs	A number of new fields have been added to various entities to aid with Xplan Sync. These fields are not displayed on any forms, but can be searched in Advanced Find for the purpose cross referencing Fin365 and Xplan data.

Forms/Views Improvements

This release includes the following improvements to System Views:

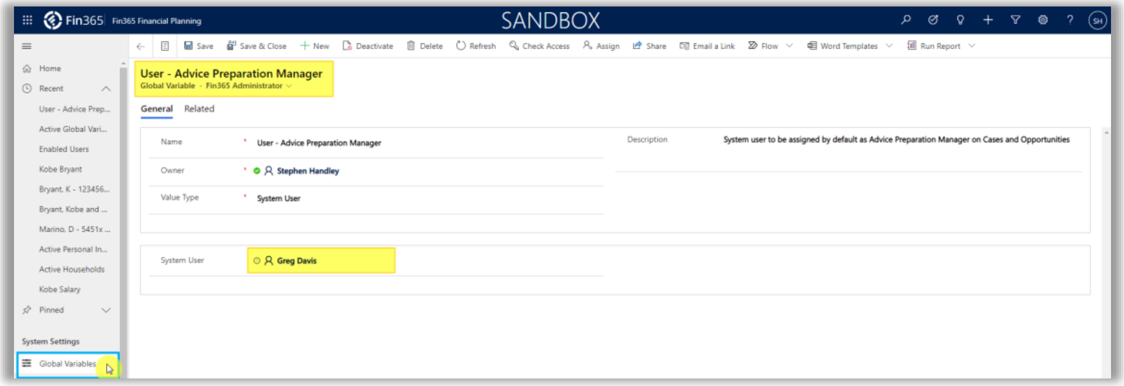
Entity	View(s)/Form	Change
Personal Insurance	Main Form	The Premium Details section has been moved from the Insurance Benefits tab to the Policy Summary tab
Personal Insurance	Main Form	The Insurance Benefits tab now includes a chart that shows total levels of each benefit included in the policy
Contact	Main Form	We have cleaned up the naming of entities in the Related section of the Form
Household	Main Form	A new Aggregated Activities tab has been created (see below for more details)
Household	Main Form	A new Service Details tab has been created to consolidate and better organise information that used to be split across other tabs.
Household	Main Form	Household Activities tab has been renamed to Household Specific Activity to help differentiate between it and the new Aggregated Activities tab. Use this tab to Create/Edit activities that are Regarding the Household.
Client Assets	Open Client Assets View	Previously Active Client Assets, the Open Client Assets View now shows Client Assets that are Active in the CRM and also have a Client Asset Status that indicates they are currently Open

Client Assets	Closed Client Assets View	Previously Inactive Client Assets, Closed Client Assets now shows Client Assets that are Active in the CRM but have a Client Asset Status that indicates they are closed or have been disposed of.
Client Assets	Archived Client Assets View	The new Archived Client Assets view will show Client Asset records that are set to Inactive in the CRM
Client Debts	Open Client Debts View	We have updated the Active Client Assets View to only show Client Assets that are Active in the CRM and also have a Client Debt Status that indicates they are currently Open
Client Debts	Closed Client Debts View	Previously Inactive Client Debts, Closed Client Debts now shows Client Debts that are Active in the CRM but have a Client Debt Status that indicates they are closed or have been disposed of.
Client Debts	Archived Client Assets View	The new Archived Client Assets view will show Client Asset records that are set to Inactive in the CRM

Automation Improvements

Advice Preparation Manager Global Variable

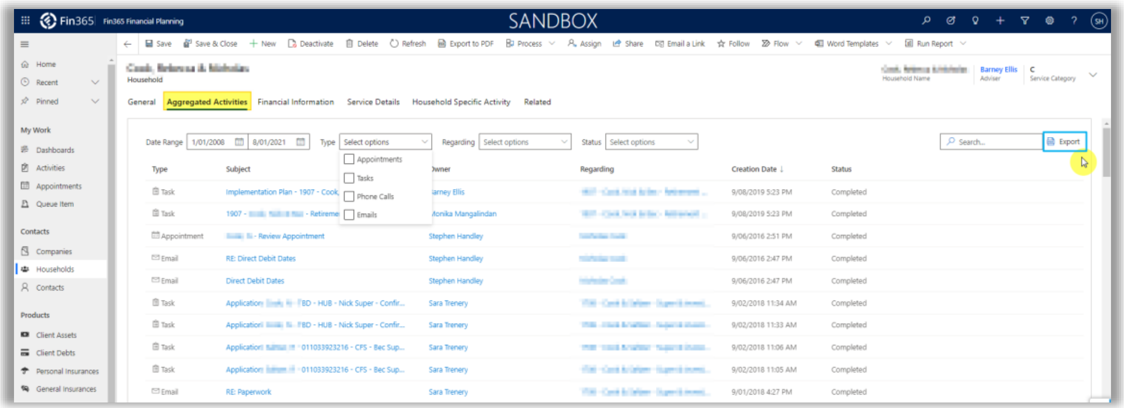
Similar to our Practice Manager and Compliance Manager Global Variables, it is now possible to add an Advice Preparation Manager, which will be automatically added to the corresponding field in new Financial Planning Opportunities and Client Review Cases



Fin365 Advice Preparation Manager Global Variable

Household Aggregated Activities

Fin365's new **Aggregated Activities** feature provides a convenient way to search, filter, view and export historical Activities connected to a Household and it's associated Contacts, Cases and Opportunities.



Fin365 Household Aggregated Activities

Export to PDF

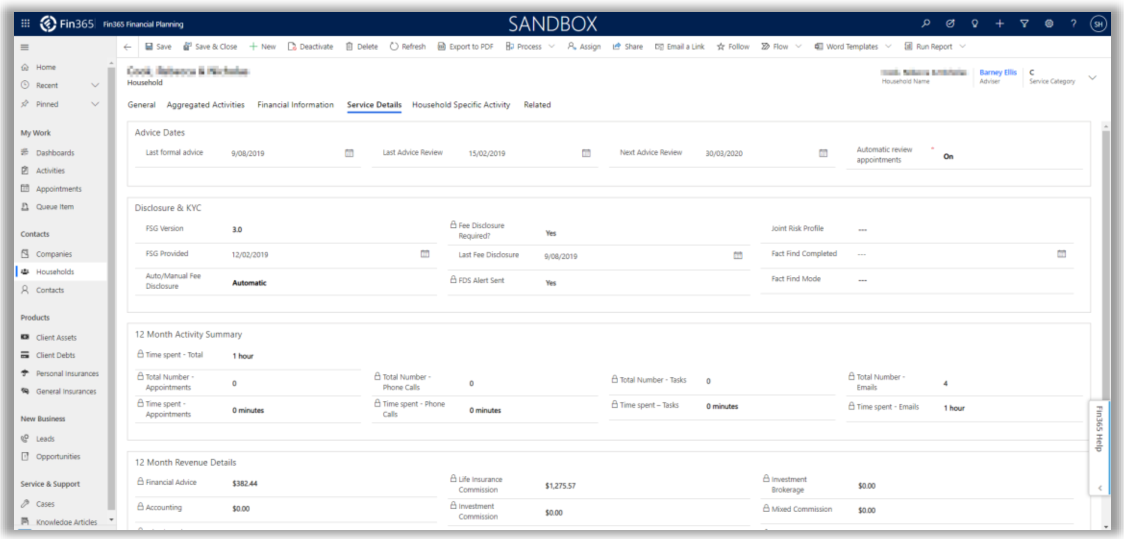
One of the most exciting parts of the new Aggregated Activities feature is the ability to instantly export to PDF for audit/compliance purposes. Given the complex and varied nature of Activity data (especially HTML emails) this document is a fixed template in this release. We will look to provide the ability to customise/configure it in future releases.

Fin365 Aggregated Activities Export to PDF

Service Details Tab

With the addition of our new Aggregated Activities feature, it was necessary to reorganise some of the existing fields on the Household record. A new Service Details tab has been created containing:

- Advice/Review dates
- Disclosure/KYC information
- 12-month activity summary
- 12-month revenue details



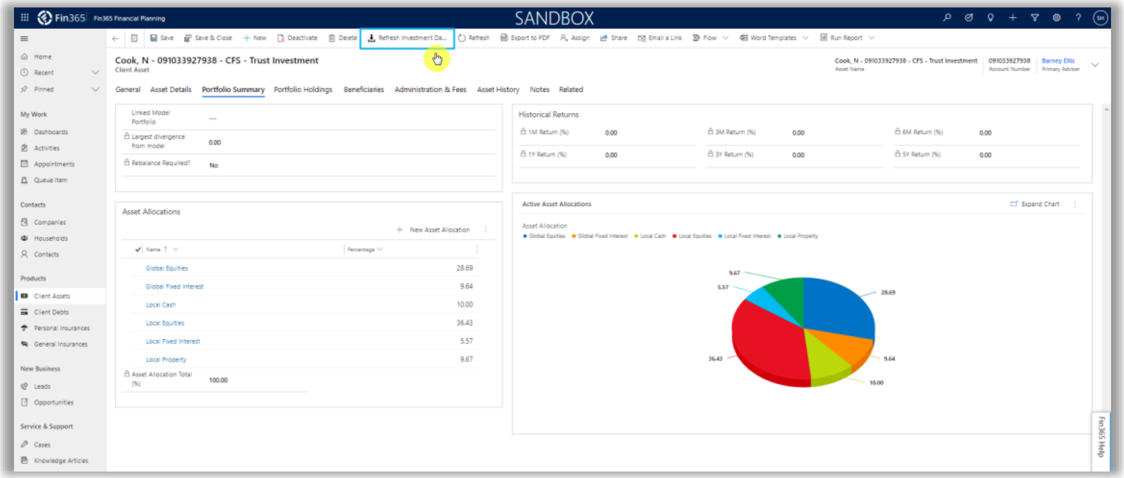
Fin365 Household Service Details Tab

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 automated daily updates of asset allocations (including variations from linked models) and Internal Rates of Return[1] on the following entities.

- Client Assets
- Model Portfolios
- Investment Buckets

It is also now possible to manually request a refresh of this data if local changes are made by clicking the Refresh Investment Data in the Ribbon at the top of the form. Updates to this data can take a couple of minutes and a page refresh is required to see the results.



Fin365 Investment Portfolio Enhancements

Initial Balance and Exchange Rate Data

To enable Internal Rate of Return calculations we have added **Initial Balance** and **Initial Exchange** Rate fields to be stored on the Client Asset History and Account Transaction entities. These fields will automatically be set when new records are created, but can also be set when bulk importing historical records.

Related Portal Enhancements

In conjunction with this CRM update, Fin365 is also releasing several enhancements to our web portal, including:

- V2.0 of our Client Onboarding (Online Fact Find) feature
- CFS FirstChoice, AMP North and BT Panorama data feeds
- V1.0 of our Xplan integration
- Document template improvements

Detailed portal release notes [can be accessed here.]

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[1] IRR calculations on the Client Asset entity require Transaction and Asset History data