SELECTAPENSION

Over the last few months Selectapension have modified their calculators with some HUGE changes that will undoubtedly benefit your members and tick all the right boxes.

FSA

Selectapension conforms to satisfying the FSA quality of advice on pension switching

A little reminder to what has changed

INCOME DRAWDOWN/PHASED RETIREMENT WIZARD

Is Drawdown the next FSA target? Are you satisfied that you are compliant when recommending your clients drawdown or phase retirement? Selectapension latest wizard provides full and unbiased client facing reports. Selectapension has introduced 5 unique models that cater for the different drawdown scenarios.

1. Critical Yield calculator
2. Product Comparison for the drawdown market
3. Income Drawdown to Income Drawdown analysis - uncrystallised funds
4. Income Drawdown to Income Drawdown analysis - crystallised funds
5. Full phasing analysis incorporating a maximum income analysis plus an income avoiding higher rate tax

What does the industry think?

MoneyMarketing

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Quick on the drawdown

Ian McKenna - 09-Apr-2009

My favourite software systems enable IFAs to make large amounts of money by helping consumers find better financial products. I am always delighted when I come across another of the very few systems that can genuinely deliver such benefits.

Selectapension's new income drawdown comparison system is one such product. One of my favourite systems in the past used to be the Pensions Profiler package from O&M. For many years, they had the market for comparisons of money-purchase transfers to themselves, more recently, Selectapension began to introduce some much needed competition to this sector.

Given the recent FSA interest in pension switching, it is a reasonable assumption that such drawdown switches may soon attract similar attention so having a software system that can fully analyse such transactions seems

To read more on this article go to:
www.moneymarketing.co.uk

WITH PROFITS ANALYSER

Selectapension provides the facility to produce an in depth With Profits Fund analysis forWith Profits Pension Funds in association with AKG.

IFAs requesting the additional functionality will be able to produce an analysis of the existing With Profits Fund(s) either as a stand alone report or to be incorporated in the usual report that is produced.

AKG

SELECTAPENSION

FUNDS

Selectapension provides the facility to incorporate Funds functionality and the ability to source fund details in association with Lipper as well as Sector Providers direct.

The functionality allows the user to customise their own fund, choose from 1,000's of listed funds, create templates by client's attitude to risk, compare old and new funds through graphical representation and the ability to pre set own default funds.

LIPPER
A REUTERS COMPANY

New alert function!

If a fund is to be withdrawn users who have used the particular fund in a selected portfolio then they will be alerted. This will aid Advisers when back tracking case data.

SURRENDER VALUES

With the recent introduction of providing an early transfer estimation, both Adviser and client can now see the effects transferring to particular plans will have for the entire duration of the proposed contract.

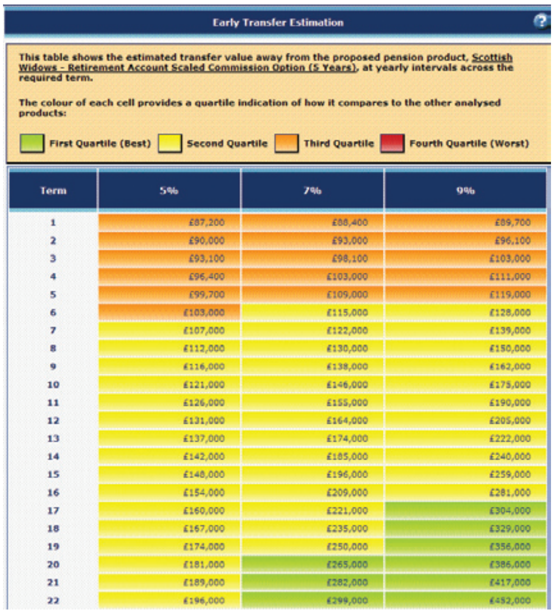
This new addition has proved to be a very important part of the advice process and compliance teams have acknowledged this as another step in the right direction as Selectapension continues to bring up to the minute market assistance.

Comparison Results at age 65

Select plans to include in Full Analysis.
(You can also apply bespoke amendments to each plan by clicking the appropriate button)

Commission >>

Provider	Plan	5%	7%	9%
Friends Provident	Individual Stakeholder Pension.	£416,000	£863,000	£1,760,000
Standard Life	Stakeholder Pension Plan	£409,000	£848,000	£1,730,000
Scottish Widows	Retirement Account Scaled Commission Option (5 Years)	£39[illegible],000	£837,000	£1,740,000
Scottish Widows	Retirement Account Flexible Commission Option	£390,000	£825,000	£1,710,000
Standard Life	Self Invested Personal Pension (SP- Initial, RP- Level)	£374[illegible]00		
Standard Life	Self Invested Personal Pension(SP- Initial, RP- Initial)	£374[illegible]00		
Standard Life	Self Invested Personal Pension (SP- Funded, RP- Level)	£374[illegible]00		
Standard Life	Self Invested Personal Pension (SP- Funded, RP- Initial)	£374,000	£788,000	£1,630,000
Scottish Widows	Individual Stakeholder Pension (Level)	£379,000	£785,000	£1,600,000
Scottish Widows	Individual Stakeholder Pension (Initial)	£379,000	£785,000	£1,600,000
AXA	Individual Stakeholder Pension (Initial)	£379,000	£785,000	£1,600,000
AXA	Individual Stakeholder Pension (Level)	£379,000	£785,000	£1,600,000
Standard Life	Personal Pension Flex	£365,000	£755,000	£1,540,000
Scottish Widows	Individual Personal Pension Plan (Level)	£332,000	£688,000	£1,400,000
Scottish Widows	Individual Buy Out Plan	£332,000	£688,000	£1,400,000
Scottish Widows	Individual Personal Pension Plan (Initial)	£332,000	£688,000	£1,400,000



Early Transfer Estimation

This table shows the estimated transfer value away from the proposed pension product, Scottish Widows - Retirement Account Scaled Commission Option (5 Years), at yearly intervals across the required term.

The colour of each cell provides a quartile indication of how it compares to the other analysed products:

First Quartile (Best) Second Quartile Third Quartile Fourth Quartile (Worst)

Term	5%	7%	9%
1	£87,200	£88,400	£89,700
2	£90,000	£93,000	£96,100
3	£93,100	£98,100	£103,000
4	£96,400	£103,000	£111,000
5	£99,700	£109,000	£119,000
6	£103,000	£115,000	£128,000
7	£107,000	£122,000	£139,000
8	£112,000	£130,000	£150,000
9	£116,000	£138,000	£162,000
10	£121,000	£146,000	£175,000
11	£126,000	£155,000	£190,000
12	£131,000	£164,000	£205,000
13	£137,000	£174,000	£222,000
14	£142,000	£185,000	£240,000
15	£148,000	£196,000	£259,000
16	£154,000	£209,000	£281,000
17	£160,000	£221,000	£304,000
18	£167,000	£235,000	£329,000
19	£174,000	£250,000	£356,000
20	£181,000	£265,000	£386,000
21	£189,000	£282,000	£417,000
22	£196,000	£299,000	£452,000

SELECTAPENSION

NEW CASE CHECKING FUNCTIONALITY

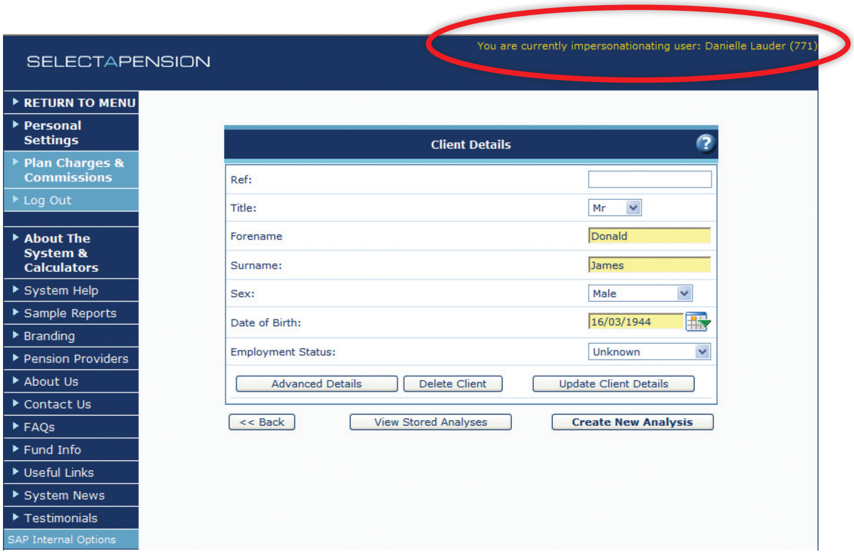
Need a case checking? No problem at Selectapension.

Being on-line we are able to view any case a user is working on simultaneously, live at your request.

In addition....

If required, a company can have access as a 'super User' which enables one or more people to view analyses created by any member within the group. The name of the client, the user at the time and the case itself can all be viewed instantaneously.

Why do this? Ease of compliance from both the user and super user, amalgamation of processes and speed of sign off.



NEW PLANS ADDED

AJ Bell	AJ Bell Platinum SIPP AJ Bell Platinum SIPP (Drawdown Option)	AJBell Platinum
Cooper Parry	Cooper Parry SIPP Cooper Parry SIPP (Drawdown Option)	COOPER PARRY
Hornbuckle Mitchell	Single Investment SIPP Single Investment SIPP (Drawdown Option)	HORNBUCKLE MITCHELL

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James Hay	Select SIPP (Includes Drawdown Option) Private Client SIPP (Including Drawdown Option)	James Hay
Organon	Organon SIPP Organon SIPP (Drawdown Option)	organon
The Lifetime SIPP Company	Cash Only Lifetime SIPP Cash Plus Lifetime SIPP Complete Lifetime SIPP	The Lifetime SIPP
Novia	Novia SIPP Novia SIPP (Drawdown Option)	novia
Nucleus	Pension Account SIPP Pension Account SIPP (Drawdown Option)	nucleus

Coming soon

Brooklands Trustees	Brooklands Trustee Ltd SIPP	Brooklands Trustees Foremost in Service & Ideas

AND FINALLY WHAT IS NEXT ON THE AGENDA? BACK OFFICE INTEGRATION...

Selectapension will soon be offering its members free back office integration with one of the leading back office systems at the end of September 2009.

True Potential and Selectapension will be making the transition on pension switching easier for those that use both services. Please contact us to find out more.

true potential LLP

If you would like any further information on the recent changes or indeed on new modifications soon to be included, please do not hesitate to contact us.

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