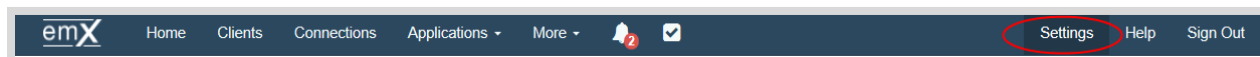


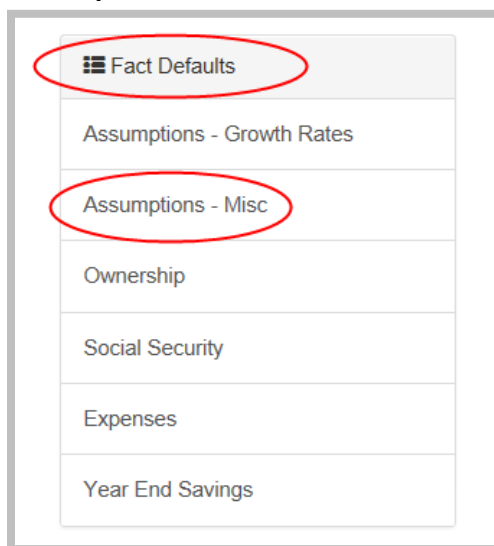
This training guide will demonstrate the **Fees** functionality. There are two options when entering fees, **Advisor Fees** and **Account Fees**.

Advisor Fee Schedule

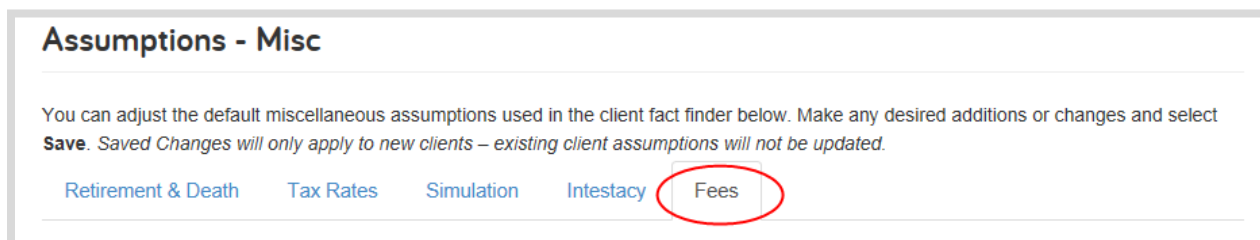
1. Select the **Settings** tab in the Navigation Bar.



2. Under the Fact Defaults select **Assumptions-Misc**.



3. Select the **Fees** tab.



- To set the fee schedule, input Assets Under Management **threshold values** and then enter the **percentage of commission**. This is done one line at a time with no limit on the amount of lines that can be entered. Fill in the fields, select **Insert** and select **Save** when finished.

Assumptions - Misc

You can adjust the default miscellaneous assumptions used in the client fact finder below. Make any desired additions or changes and select **Save**. *Saved Changes will only apply to new clients – existing client assumptions will not be updated.*

[Retirement & Death](#) [Tax Rates](#) [Simulation](#) [Intestacy](#) **Fees**

Advisor Fee Income Tax Deduction

Specify the percentage of our advisor fee and any other advisor fees that the client will be able to deduct on their income tax return.

% of **Our** Advisor Fees Eligible for Deduction:

% of **Other** Advisor Fees Eligible for Deduction:

Advisor Fee Schedule

Create a fee schedule based upon assets under management by defining the upper end and fee for each fee range with the controls below and clicking **Insert**.

Use Graduated Schedule? Yes No

Insert a new fee range

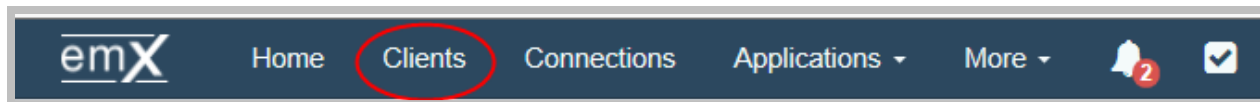
Assets from:

up to: Fee:

Your Fee Schedule

Assets From	To	Fee
\$0	\$1,010,000	0.500%
\$1,010,001	And Up	0.000% <input type="button" value="🗑️"/>

5. Navigate to the **Clients** tab and select a client.



6. Select the **Facts** tab and select the **Advanced** option to get to the Advanced Facts for the client.



7. In the Overview menu, click the **+** button next to Investments. Select the investment and then select **Yes** in the Under Our Management dropdown menu. Click **Save**.

Taxable Investment > Jeremy and Lorrie Fidelity Account

Basic | Ownership | Fees | Realization | Holdings | Asset Mix | Account History

Asset Name:

Institution Name:

Type: Manually Entered

Holdings Value: \$297,319 (from Holdings)

Cash Balance:

Margin Balance:

Total Value: \$301,631

Tax Basis: \$213,812 (from Holdings)

Pre-Retire Gross Growth: Use Default Rate (By Asset Mix (10.04%))

Post-Retire Gross Growth: Asset Pres (4.99%)

Realization Model: By Asset Mix

Owner: Frank and Joanna (Joint/ROS)

Discount Percent:

Under Our Management? Yes

Exclude from Planning? No

8. Select the **Fees** tab. Under the Advisor Fee Calculation field choose **Use Fee Schedule** from the dropdown. This will apply the fee schedule that was created under Settings for that investment. Click **Save**.

Taxable Investment > Jeremy and Lorrie Fidelity Account

Basic Ownership **Fees** Realization Holdings Asset Mix Account History

Advisor Fees

Advisor Fee Calculation: No Fees Applied
Use Fee Schedule
Use Fixed Percentage

Fixed Advisor Fee:

Account Fees:

Account Fee:

Other Fee:

Growth Rates:

Pre-Retire Gross Growth:	Enhanced Income (7.27%)
Pre-Retire Effective Growth:	7.27%
Post-Retire Gross Growth:	Enhanced Income (7.27%)
Post-Retire Effective Growth:	7.27%

Delete Reset **Save** Done

9. The option to add a fixed advisor fee is also available. Choose **Use Fixed Percentage** from the Advisor Fee Calculation dropdown and enter in the percentage. Click **Save**.

Taxable Investment > Jeremy and Lorrie Fidelity Account

Basic Ownership **Fees** Realization Holdings Asset Mix Account History

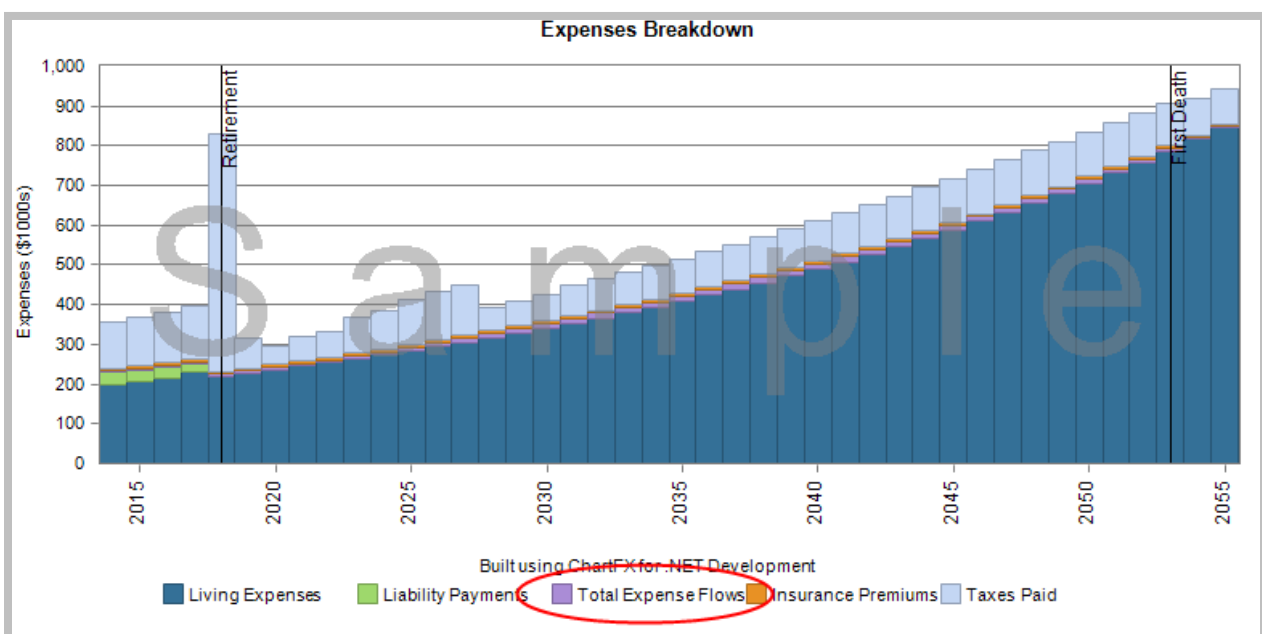
Advisor Fees

Advisor Fee Calculation: No Fees Applied
Use Fee Schedule
Use Fixed Percentage

Advisor fees are:

- Applied after growth and after account fees.
- Prorated in the first simulation year when using monthly simulation.
- Considered a below the line miscellaneous expense and are therefore deductible to the extent they exceed 2% of the taxpayer's AGI when combined with all other miscellaneous expenses.
- Asset free inputs are applied at roll-up account levels; they are not specified/applied at the sub-account level.

10. Advisor fees are reflected as an **expense**, not as a reduction of growth. This will be shown as **Additional Expenses** under **Total Expense Flows** on the **Cash Flow** report.



Account Fees

Account fees are created within an investments. When entering a Taxable, Cash, Qualified Retirement, Roth IRA, 529, Annuity or Deferred Compensation Investment in Facts, there will be a **Fees** tab.

1. Click **Fees**.

The screenshot shows the 'Taxable Investment > Jeremy and Lorrie Fidelity Account' interface. The 'Fees' tab is selected and circled in red. Below the tabs, the 'Asset Name' field contains 'Jeremy and Lorrie Fidelity Account' and the 'Institution Name' field is empty.

2. To set account fees within an investment, enter values in the appropriate fields and click **Save**.

The screenshot shows the 'Fees' tab selected. Under 'Advisor Fees', 'Advisor Fee Calculation' is set to 'Use Fixed Percentage' and 'Fixed Advisor Fee' is 0.500%. Under 'Account Fees', the 'Account Fee' and 'Other Fee' fields are circled in red. Under 'Growth Rates', the values are: Pre-Retire Gross Growth: Enhanced Income (7.27%), Pre-Retire Effective Growth: 7.27%, Post-Retire Gross Growth: Enhanced Income (7.27%), and Post-Retire Effective Growth: 7.27%.

- Account fees** are reflected as a reduction of growth, not as an expense. Both gross growth and effective growth rates will be seen on the Fees tab.

Effective Growth Rate is: $\text{Growth Rate} - [(\text{Account} + \text{Other Fee Rate}) * (1 + \text{Growth Rate})]$

Taxable Investment > Jeremy and Lorrie Fidelity Account

Basic Ownership **Fees** Realization Holdings Asset Mix Account History

Advisor Fees

Advisor Fee Calculation: Use Fixed Percentage

Fixed Advisor Fee: 0.500%

Account Fees:

Account Fee:

Other Fee:

Growth Rates:

Pre-Retire Gross Growth:	Enhanced Income (7.27%)
Pre-Retire Effective Growth:	7.27%
Post-Retire Gross Growth:	Enhanced Income (7.27%)
Post-Retire Effective Growth:	7.27%

- Effective growth is also shown on the **Realization** tab in the investment for the amount of growth in the first year.

Taxable Investment > Jeremy and Lorrie Fidelity Account

Basic Ownership Fees **Realization** Holdings Asset Mix Account History

Realization

Model: By Asset Mix

Of the account's expected \$51,617 of growth this year,

- Similarly, investment summary pages in the Advanced Facts will display both gross growth and effective growth.

Advanced Facts

- Overview
- Family Information
- Entities
- Assumptions
- Property
- Investments
 - Taxable**
 - Jeremy and Lorrie Fid...

Taxable Investments

Name	Owner	Gross Growth	Effective Growth	Balance
Jeremy and Lorrie Fidelity Account	Jeremy and Lorrie (Joint/ROS)	7.27%	7.27%	\$710,000

Account Fees are:

- Split into “Account Fee” and “Other Fee” simply for organizational purposes. They are summed up and applied together (for example, “Account Fee” could be used to enter an annuity fee and “Other Fee” could be used to enter a rider fee).
- Applied after growth but before advisor fees.
- Applied at roll-up account levels; they are not specified and applied at the sub-account level.
- Prorated when utilizing a monthly simulation since Account Fees are based on the growth rate amount currently prorated in the first simulation year.

Please Note:

Account Fees are only reflected as a decrease of growth in the Portfolio.
Advisor Fees are reflected as an expense in the Cash Flow report.