

Product Advice: Midwinter's *Pension* ⇔ *Pension* module

Midwinter's *Pension* ⇔ *Pension* module guides financial advisers in justifying providing a potential reasonable when switching a client from an existing to an alternative account based pension.

Drawing from Midwinter's extensive database of pension fees and features (over 150 pension platforms currently available) – *Pension* ⇔ *Pension* allows financial advisers to thoroughly investigate the existing and alternative account based pensions products and determine whether there would be a reasonable basis to switch.

It provides the most true-to-life picture of your client's existing and alternative account based pension positions possible by incorporating all known factors and variables.

Pension ⇔ *Pension* allows advisers to highlight the impact of implementing strategy in the existing and alternative pension including:

- Drawing a dollar amount from of an account based (can be indexed),
- Drawing a fixed percentage from an account based pension,
- Drawing a certain amount from an account based pension to ensure it finishes at a certain age,
- Drawing the minimum amount possible from an account based pension.

Leveraging off Midwinter's database of pension products, *Pension* ⇔ *Pension* quickly produces:

- All entry and exit fees incurred in the switch,
- Detailed projections of all fees incurred in the existing and alternative pensions (including entry, withdrawal, MER, administration, review, trustee and miscellaneous fees. Portfolio rebates and buy/sell spreads are also calculated),
- Product replacement statements,
- Account based pension specific asset allocations vs. Client risk profile (with model portfolio functionality),
- Tax free components with dual pension functionality – ideal for estate planning purposes,
- Linking of client objectives with rollover relevant features,
- Automatic comparison of relevant features,
- Automatic determines the "consequences" of switching, i.e. what features are gained or lost by undertaking the switch,
- Dynamic Words,
- Practice Management value proposition,
- Midwinter Decision Matrix – an easy to understand "conclusion" for your switch analysis,
- Dealer specific templates,
- Easy to generate custom tables for the detailed orientated financial adviser,
- Statement of advice generation functionality – includes commission & fee for service reporting.

The Midwinter Fee Index

Pension ⇔ *Pension* examines the concept of overall cost savings on your client's total overall portfolio.

This can be represented by the Midwinter Fee Index – a single effective index which simply shows the average annual average fee paid by the client over the life of the account based pension. By calculating an average annual cost across all platforms, the Midwinter Fee Index makes it easy to digest complex fee structures. This makes decisions for the adviser and client very simple.

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To access your free trial of Midwinter's *Reasonable Basis* please click on this link – [Reasonable Basis Free Trial](#) - and call 1300 882 938 for your access code.

This is intended as general advice only and does not have regard to an investor's objectives, financial situation or needs. Before acting, investors should consider the advice in light of their own circumstances. Midwinter Financial Services (Midwinter)

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Justifying
your advice just
got a whole lot
easier with...

 reasonable basis