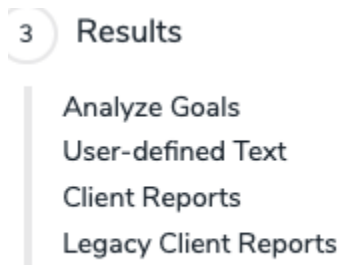


# Navi Plan (InvestCloud) Tips

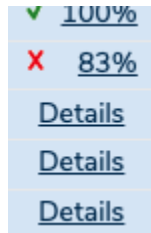
## Analyze Data

After we have completed the step of Assessing the Client's Current Situation and have inputted all of the data from your member, we now need to determine if the data entered will meet the goals set forth by the member.

There are a number of ways to determine this however Navi offers a very simple solution. On the left hand side of the page under Results there is a tab called Analyze Goals.



You can then click on the % of the goal you are analyzing. In this case click on the 83% of the Retirement Goal.



In the case of a shortfall, our goal is to have the member achieve 100%, and there are many options to choose from in order to achieve the goal. It is important to have open communication with the members and ask for their input.

On the left side of the Scenario Manager, you can click on Retirement and will come to a page where it states What Are My Options?

The screenshot displays the Scenario Manager interface. On the left, a 'Goal Coverage' section shows a yellow bar at 83% with a 'Savings Settings...' link and a 'What Are My Options?' button. Below this is a 'Scenario Reports' link. The main area contains sliders for 'John's Retirement Age' (59), 'Mary's Retirement Age' (57), 'Fixed Annual Retirement Expenses' (100%), 'Discretionary Annual Retirement Expenses' (100%), 'Non-Reg. Add'l Monthly Savings' (\$0), and 'Additional Lump Sum Savings' (\$0). The 'Current Monthly Savings' is set to \$1,100 (as of Feb 1 2022).

There are a number of different strategies offered to help you work with the member to increase the Goal Coverage to 100%.

The screenshot shows the navigation tabs at the top of the Scenario Manager interface: Objectives, Savings, Transfers, Liq. Order, Redemptions, Bucketing, Annuitization, CPP/QPP & OAS, Incomes, and Expenses.

Create and label Alternative Scenarios with the member to determine what is right for them. There are many options to choose from and quite often it is a combination of saving extra, delaying retirement, lowering expenses, increasing retirement income via a part time job, or a combination of the above options.

In this case there are a number of options that will work for our members. The option that the member chose were:

- 1) John and Mary will work part time for 10 years in retirement.
- 2) They will lower their expenses after 10 years of retirement
- 3) They will increase their RRSP PAC plan by \$150 each.

rride	Description *	Member	Amount	Start Date	End Date		
]	Federal Gov't	John	\$75,000 /yr	Jan 1 2022	Ret. (Owner)		✕
]	ABC Accounting	Mary	\$75,000 /yr	Jan 1 2022	Ret. (Owner)		✕
]	Bridge Benefit	John	\$6,600 /yr	Jan 1 2035	Feb 1 2040		✕
	Part Time Retirement	John	\$15,000 /yr	Ret. (Owner)	Dec 31 2044		✕
	Part Time Retirement	Mary	\$10,000 /yr	Ret. (Owner)	Dec 31 2044		✕

erride	Description *	Expense	Original	Pre-retirement	Retirement	Start Date	End Date
<input checked="" type="checkbox"/>	Retirement Exp	<input checked="" type="checkbox"/>	\$8,585 /mo	N/A	\$8,585	Ret. (1st)	Dec 31 2044

Description *	Fixed Expense	Amount	Start Date	End Date
Lifestyle Expense	<input checked="" type="checkbox"/>	\$8,000 /mo	Jan 1 2045	Death (2nd)

Consider using a maximizer savings strategy to reduce any excess RRSP contributions and eliminate any unused deduction room. Planning Assistant for additional details concerning the registered accounts. Refer to [Help](#) for information concerning the maxi

**Infl. +/- Add'l**

Start Date Feb 1 2022 Indexed By  + 0.00%

	John	Mary
<b>Account Type</b>	<b>Reg. Add'l Monthly Savings</b>	<b>Reg. Add'l Monthly Savings</b>
RRSP (\$ or MAX)	<input type="range"/> \$150 <b>4</b>	<input type="range"/> \$150 <b>4</b>
RRSP - Spousal (\$ or MAX)	<input type="range"/> \$0 <b>4</b>	<input type="range"/> \$0 <b>4</b>
TFSA	<input type="range"/> \$0	<input type="range"/> \$0

Now all you have to do is try this scenario to ensure your member's goals are achievable!!!!

Good Luck!!!!

Sheldon Craig, CFP®  
 Advisor Coach  
 scraig@cuwealth.ca  
 CUSO Wealth Strategies Inc.