hero
Ultimate Advice Software

Insurance Calculator & client interface CIM

Client Insurance Manager
CIM

CIM has been designed to incorporate a
point of advice sales tool
Advance needs based calculations
Comprehensive data flow
Key Policy benefits display
Direct Link to Policy PDS
Hero-lism connect

CIM
Needs based Calculators

There are 4 Needs based calculators
that can be used to define the correct
level of cover that a client need.

#1. DIME Stategy

5 Times Gross Income+Mortgage+Debt+Final Expenses+ Special needs
This calculation is simple to explain and offers replacement income of 5 years from a debt free
base.
When selected CIM automatically takes this figure, translates the benefit into an annuity
payment and then defines how long your client would last until welfare would be required.

CIM
Needs based Calculators

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#2. Spouse Estimates

This calculator is design to estimate the of additional income that a working spouse would
require after the death of a partner.
It allows for a capital selection, years amount required and if the principal is to returned at the
end of the period. It then calculates the Annuity requirement and allows for add backs in the
area of Mortgage, Debt, Final Expenses and Special needs.

CIM
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#3. Advanced Risk

This calculator is the most detailed and comprehensive calculator available for individuals.
It is an Financial Lifestyle Events calculator and requires input across seven events.

CIM
Needs based Calculators

#3. Advanced Risk
Financial Lifestyle Events

Prerequisites field must be completed
#1.Immediated Needs -Cleanup funds
#2.Immediated Debt -Elimination funds
#3.Immediated Spouse transitional funds & payment period
#4. Dependency Expenses
#5. Spousal Life Income
#6. Retirement Income
#7. Assets & Insurance available to cover needs

CIM
Needs based Calculators

#4. Viable Income Multipler

Input any range
Automatically considers the clients position based on a
detailed real-time datasets via
Cash flow App
Superannuation App
Disposable Assets
Personal Liabilities
Personal Guarantees

CIM
Needs based Calculators

Income Protection Gap analyst

The Income Protection Gap analyst tool identifies
Preferred level of cover
Current Cover
Recommended Cover
Gap between Current Cover and Preferred Cover
Examines waiting period cost Vs ability to fund waiting period
Displays Cost of Waiting period
Defines actual position displaying
Weekly benefit Payment
Weekly Cost of Living
Weekly Cost of living Gap
Surplus/Deficit during waiting
Total Days to survive before accessing savings

CIM
Needs based Calculators

Link back to Hero-lism App

If Insurance is held in Super the cost of cover is linked to Hero-lism which is designed to monitor the cost of cover and the impact of the cover on the accumulation of the funds for retirement.

Hero-lism will alert the adviser if the cost of cover exceeds a set of percent rankings as set the AFSL compliance team.

For example, if the AFSL compliance team states that no more than 40% of a super contribution can be used to fund insurance within super and this rate is exceeded an alert will be generated and sent to all stake holders.

CIM
Needs based Calculators

Link back to Hero-lism App

In addition to this, Hero-lism also has the ability to examine the long term impact on the accumulation ability of the client and will reference the clients 502030 performance and over a 3 year period identify if the client has the financial capability to pay for the *insurance outside of super.

*subject to product suitability

hero™
Ultimate Advice Software

www.herosoftware.online