





Retail Distribution Review (R.D.R.)


After the Retail Distribution Review takes effect in 2012, amongst other things IFAs will need to...


- ✓ accept remuneration through FEES
- ✓ DEMONSTRATE THEIR SERVICE in order to justify those fees
- ✓ be both professional and COST EFFECTIVE

Of all the IFA administration packages Durell has the longest established accounting and fees system, which includes...

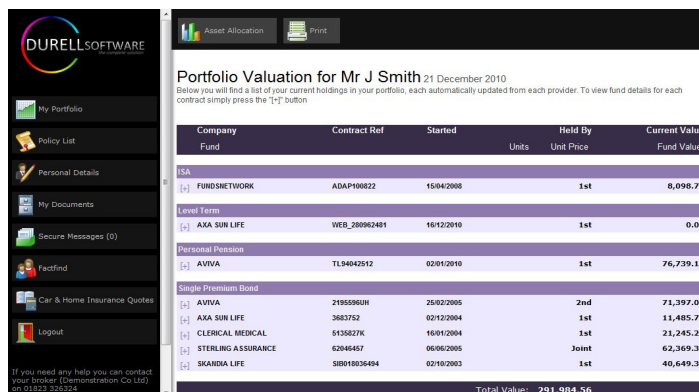
 Two Fee Timers per user - one for on-going work, such as report writing, and a second one for interruptions, such as phone calls. When the second is activated the first automatically stops, and vice versa. All fee work is recorded in the Durell Fee Diary, which at the end of the month will generate itemised invoices per client.

 Retainers can be setup to receive agreed monthly fees, and regular payments setup to pay on-going bills, such as for rent, rates, direct debits and HP instalments. Durell's automated features allow hundreds of such regular payments each month to be fully processed through its accounts system in just minutes.


 In many instances you will need to take payment for your advice at the point of sale. Issuing invoices will just cause cashflow headaches and problems with debt collection. Durell includes the ability to accept immediate payment by credit card, via RBS WorldPay, which is quick, simple and safe.

 Once your company's fee income exceeds £70,000 you will need to register for VAT - and this applies to your turnover, not your profit. On the plus side this will also allow you to claim back the VAT charged, for example on advertising and IT. Durell's integrated accounts have been used to automate the quarterly VAT calculations by numerous companies over the last ten years.

You will also need to offer some kind of visible benefit to encourage your clients to pay fees for the advice they previously perceived as being included free...



Company Fund	Contract Ref	Started	Hold By	Units	Unit Price	Current Value Fund Value
ISA						
FUNDSNETWORK	ADAP100822	15/04/2008	1st			8,098.70
Level Term						
AXA SUN LIFE	WEB_200962401	16/12/2010	1st			0.00
Personal Pension						
AVIVA	TL94042512	02/01/2010	1st			76,739.19
Single Premium Bond						
AVIVA	2195586UH	25/02/2005	2nd			71,297.01
AXA SUN LIFE	3683752	02/12/2004	1st			11,485.73
CLERICAL MEDICAL	5135827K	16/01/2004	1st			21,245.27
STERLING ASSURANCE	62046457	06/06/2005	Joint			62,369.33
SKANDIA LIFE	SIB018036494	02/10/2003	1st			40,649.33
Total Value:						291,984.56


 You can use Durell's new secure web-link to display your clients' information on-line. This runs from a client log-in button on your website, which takes them to their own page that can be tailored with your logo and colours to match the rest of your website. Data is


displayed in real-time and portfolio valuations can be done immediately on demand. You can setup the web-link for all of your clients, or just segments of them, and charge fees accordingly. The following aspects can optionally be displayed...


- ⇒ Investment portfolio valuation with asset allocation
- ⇒ Policy list (also including mortgages, motor and home insurance)
- ⇒ Personal details (with up to 54 data fields that you can define)
- ⇒ Fact find (where you can choose the questions asked, as well as colours and fonts, pictures to include etc.)
- ⇒ Documents, quotes and key facts (e.g. Word, Excel and pdf files)
- ⇒ Secure messages (like email, but just between you and the client)
- ⇒ Optional motor and home quotes (so your site can offer cost comparisons)

Because Durell's package allows you to administer life, investments, pensions, mortgages, home and motor insurance all from the one system (at no extra cost) you can in turn offer your client a "One Stop Shop" – and all of this can be included in their own web-link.

RDR will also require you to look afresh at your cost effectiveness. The monthly cost of Durell's back office admin system is one of the lowest in the industry, particularly when you consider it includes a paperless office facility, a full accounting package, multi-user diaries, financial planners and user-definable fact finds. Also...

 Durell's web-based fact finds will allow you to review existing clients and capture new prospective data without the need for time-consuming visits to the client's home.

 Durell's link with Weblife for life insurance and protection quotes not only allows you greater productivity (by pre-populating the questionnaire, then retaining the quotes for quick and simple take-up) but also reduces costs, as this service will be provided free of charge to users taking up 36 or more pieces of business per year.

 Durell's new contract enquiry system for on-line valuations allows you to choose either to have a quick and simple solution, or to retain a full transaction history for your high net worth clients. Our new link with Financial Express also provides a fall-back for any contracts that fail to re-value via their investment providers.

You can download a three month trial copy of Durell FREE OF CHARGE from this website or for further information please call 01823-326324