

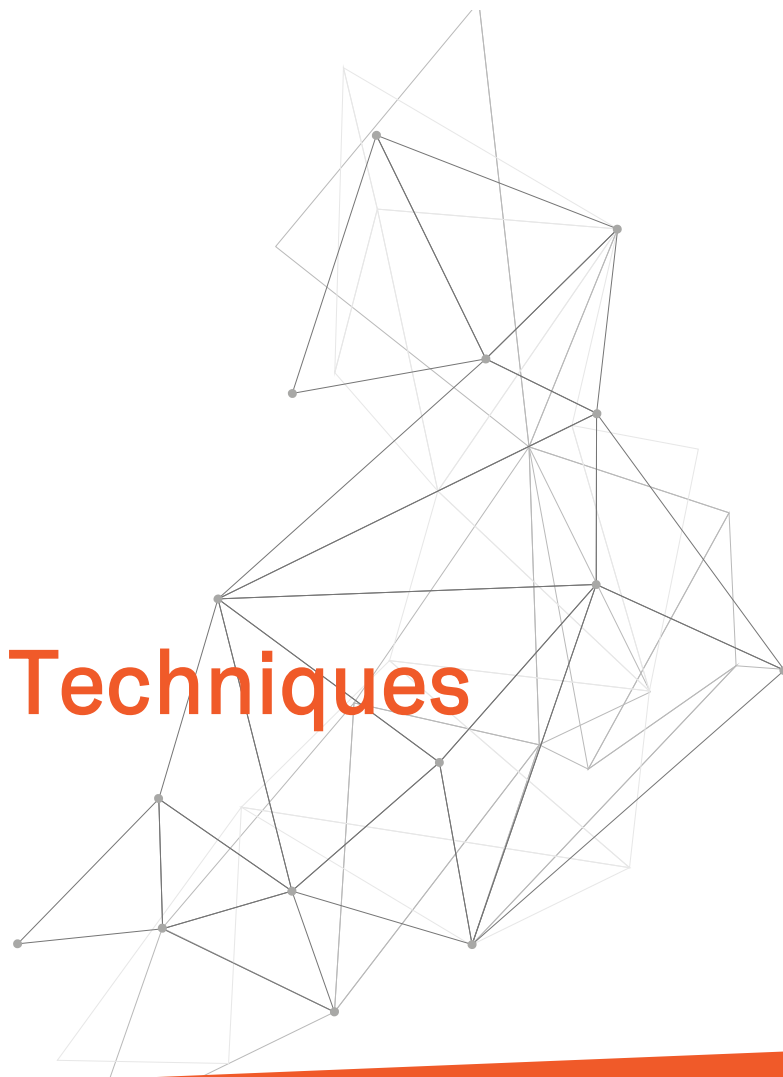


Compass Best Practice Techniques

Building Your Annual Budget

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Product Support Manager



How do we budget?

Volume

Pricing

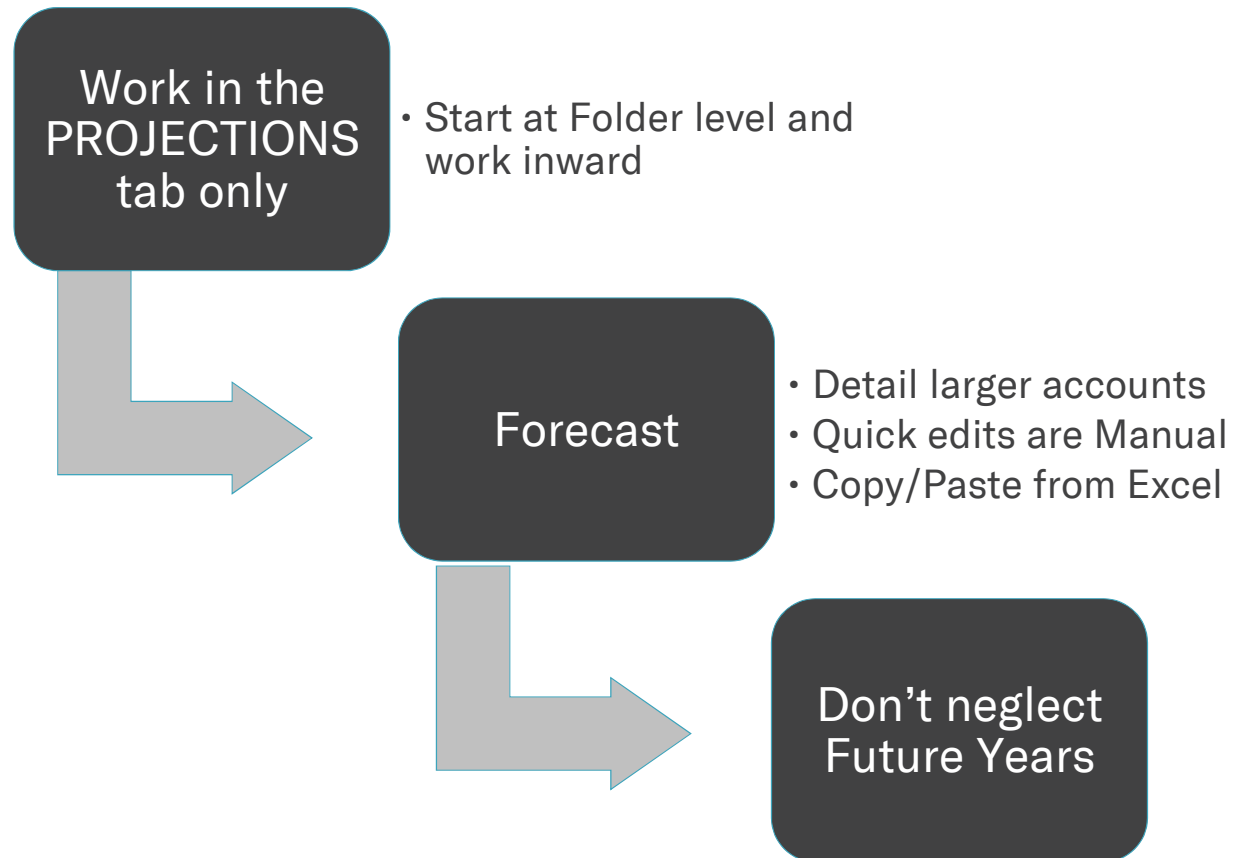
Prepayments

Taxes

Dividends

Reports

VOLUME



PRICING

Rateworks.mdb

- Contains driver rates and models
- Shared by any plan in the same folder
- High & Low scenarios available for forecasting

Accounts

- Variable (Floating) accounts with floors/ceilings require a Driver Model
- Accounts with Modeled Rates show detailed income reaction to market changes

PREPAYMENTS

Apply Models where you experience prepayment behavior, i.e. long-term fixed

Simple
Monthly
Percentages

Detailed
Model
showing
changes

Callable
Accounts
should NOT use
prepayment
model

Do you have the prepayment utility tracker?

TAXES & DIVIDENDS

Taxes

- Projections/Tax Information
- Entered in Dollars

Dividends

- Utilities/Options/Dividends
- Entered in Thousands

REPORTS & CHARTS

Reports

- Chart of Accounts report to review account settings
- Assumption Reports for easy review
- Script report packages
- Export to Excel

Charts

- Double click columns in Projections Tab
- Double click accounts/ratios in reports
- Adjust properties in chart templates

Helpful Hints and Tips

Always Compute!

Save and save often

Turn on Reinvest Net Income in Utilities/Options/Chart of Accts

Use the Notes Tab for tracking

Use High/Low Compute options for quick Market Rate change analysis

Help Menu for Online User Guide & Tutorials

Use the Checklist to regularly review assumptions

Request a Plan Review from Plansmith

Locking the Budget

Compute to balance the forecast



Review reports or accounts to validate the numbers



Locking will move Projections to static Budget Tab



Archive your plan for a point-in-time copy

Thanks for attending!



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Questions?

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