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# ENGAGE

Helping you manage your investment planning process, all in one place, from a trusted source of fund, product and platform information



# Defaqto Engage

## Helping the community to deliver suitable, compliant advice

Engage is an easy-to-use investment planning software solution that helps you to make recommendations that meet your clients' needs. Engage offers flexibility and choice and can be adapted to fit your current advice process whilst giving you the evidence you need to back up your recommendations.



### Engage is used by financial advice firms across the industry:

IFAs	SMEs	Large firms	Providers	Networks
Advisers	Paraplanners	Compliance Officers	Head of Advice	
Whole of market	Restricted	Panelled		
Appointed representative	Directly authorised			



"Defaqto Engage is an intuitive, easy to operate and fundamental element of our business. It helps us cross reference our clients' risk attitude and tolerance in relation to our recommended investment solution. It's a great talking point for our clients with graphs and data in a logical format whilst providing supporting evidence of our independent research."

**Martin D Joyce**, Independent Financial Adviser, Brierie Financial Planning Ltd

# Supporting the whole investment planning cycle

Engage allows you to profile your clients using information from the fact find, before seamlessly carrying out research and creating recommendation reports. These can be shared with clients or kept on file to provide evidence of due diligence.

## Review

Whether your clients are repeat customers or whether they're new to you, make sure that their existing holdings still meet their needs.

## Report

Export client summaries to showcase your advice or keep detailed reports on file for regulatory purposes.

## Recommend

Once you've arrived at a solution you can make your recommendation, safe in the knowledge that you've automatically generated an audit trail.

## Client objectives

Complete a fact find to understand your clients' requirements and what they hope to achieve. This information is then entered into Engage for modelling, projections and reporting.

## Profiling

Psychometric questionnaires determine your clients' natural attitude to risk and interactive modelling facilitates discussion around which solutions best meet their needs.

## Research

You can search for funds, platforms and products from a single place and then filter, sort and analyse them to find the best options for your clients.



## Industry expertise

When you license Engage, you gain access to Defaqto's industry knowledge and its partnerships with market leading specialists, allowing you to consolidate your investment planning process into one solution.

### Oxford and A2Risk

Use your preferred psychometric questionnaire, with a further choice of Finametrica, to ascertain your clients' attitudes to risk.

### Moody's

Stochastic engine powers modelling, which runs 1,000 scenarios to identify the most likely outcomes.

### Morningstar

Fund data at a holdings level is provided by the industry experts, to provide transparency as to how funds are invested.

## Whole of market, independent data

Defaqto collects and updates comprehensive data on over **19,000** funds, platforms and products on a daily basis. We have **60 analysts** spending **400 hours** a day updating data, which means you'll always have up-to date information that you can rely on.

Within Engage you can research, filter, sort, rank and analyse information in the following areas:

Funds  
Products  
Crowdfunding platforms  
Protection products  
DFMs  
Platforms

## Service a broad client base

Engage has a variety of workflows designed to meet the needs of specific groups of clients, allowing you to efficiently service a broad customer base. Each workflow has a different set of steps tailored to client scenarios, this may include profiling to ensure suitability as well as client research sessions.



Grow wealth



Withdraw an income



Long-term savings



Family protection

## Engage overview

- Over **5,500** advisers use Engage
- **Accumulation, decumulation** and **research** workflows to meet differing clients' needs
- Built-in **profiling** helps you to identify suitable solutions for clients
- Offers a choice of **Oxford Risk, A2Risk** or **Finametrica** questionnaires
- Project and model likely outcomes using **Moody's stochastic engine**
- Unique **three-way dynamic research** aids selection of compatible funds, platforms and products
- Can be adapted to your **preferred process**
- You can create **templates** to save research filter criteria for re-use
- Enables you to create and manage **panels**, with the option to use the pre-configured Defaqto fund panel
- Import and review clients' **existing holdings** to ensure they still match their current needs
- Can be **integrated** with market-leading back-office software
- **Training and support** for the lifetime of the licence is included as standard



"I find the attitude to risk survey and interactive tool invaluable in my discussions with clients. The interactive tool really helps to get an in-depth conversation with clients and leads to a better understanding of risk for clients. This then links brilliantly into the research tool. The ability to accurately and quickly assess the clients' existing funds and highlight any discrepancies between existing investment fund risk and the risk they have agreed is invaluable. I use the research tool to build my model portfolios and once you have had the training and get the hang of it it's very easy to use."

**Michael McLintock, Director and Independent Financial Adviser, Adelp Financial Solutions Ltd**



## Ratings to help make better informed recommendations

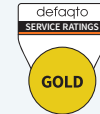
Let our experts help you to find the most suitable product or proposition for your clients. All Defaqto Ratings are available to view within Engage:



Show at a glance how a fund or fund family performs in comparison to the rest of the market.



Demonstrate the comprehensiveness of products across a range of areas, from pensions to DFMs.



An overall assessment of service – by advisers for advisers – to help inform decisions.

## Complete offering to support financial advice

You can access a range of services designed to help you take advantage of our experts' knowledge:



### Events

CPD-accredited events providing independent analysis, commentary and insight across a comprehensive range of industry topics.



### Publications

In-depth, CPD-accredited 'how to' guides, case studies and independent market reviews, written by our team of experts.



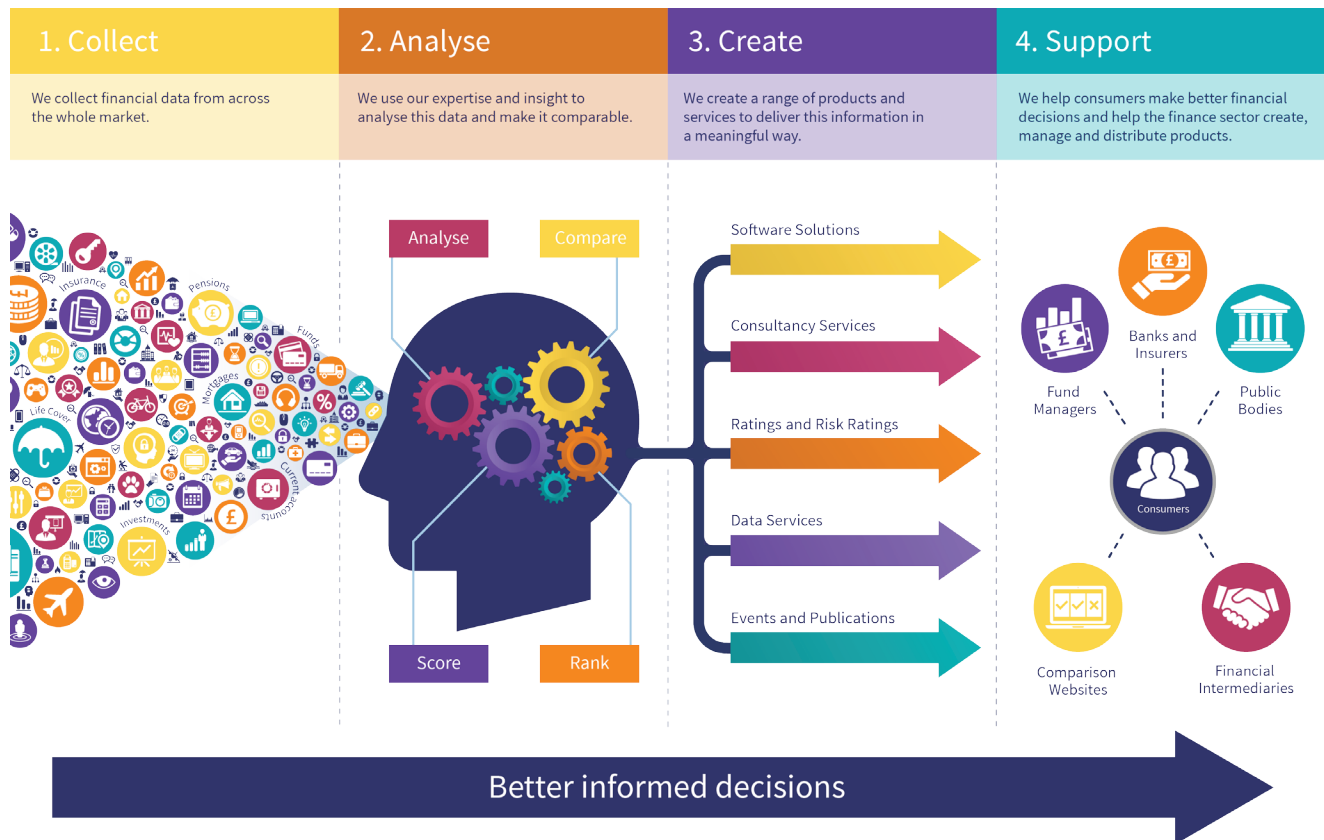
### Insights

Short, expert articles on everything financial – from investor behaviours to fund selection.

# About Defaqto

**Defaqto is a financial information business, helping financial institutions, advisers and consumers to make better informed decisions**

We analyse more than 41,000 financial products in the UK. These products change on a daily basis, and our customers need help to keep track of them. That's why we provide software and create ratings, to help advisers recommend the most suitable products for their clients.



**Want to know more about how Engage can help  
you deliver client-centric, compliant advice?**

Get in touch to request a demo:



0808 1000 804



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[defaqto.com/advisers](https://defaqto.com/advisers)



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