

# Empower Your Great Advice With Advisor Workstation for LPL Advisors

Morningstar Advisor Workstation is a connected suite of tools spanning proposal creation, investment research, investment planning, and more that can help drive success for advisors and investors. Here's how LPL advisors can use Advisor Workstation to power their great advice.

### Show clients the impact of investing decisions

Scenario Builder was designed to align with the SEC Marketing Rule, and it lets you compare your recommendations with another portfolio to show the impact of your great advice in a way everyone understands. Scenario Builder's clear visuals simplify the complex and consider historical investment choices with comparisons that can include investments, withdrawals, reinvestment of dividends, taxes, and more. Well-informed clients are confident clients, and that's a foundation for growth.

*Note: This is not available in LPL Solution 1*

### Streamline 401(k) rollovers

Advisor Workstation's scorecard-based evaluation of the recommendation of a rollover from a 401(k) to an IRA offers a regulation-ready workflow for the U.S. Department of Labor's Prohibited Transaction Exemption. Document due diligence and look at investment value, client fit, and service value:

- ▶ Outline the investment options and services associated with a client's ERISA-covered defined contribution plan, including the plan lineup.
- ▶ Evaluate plan fees versus rollover fees.
- ▶ Assess the current and potential risk-fit and investment quality of the client's 401(k) and future reallocated 401(k).
- ▶ Compare investment fit, quality, and services available in the plan with the proposed fit, quality, and services of a rollover.

*Note: This is available in Best Interest Configuration (BIC) and LPL Solution 6.*

### Help clients make investment decisions that fit their goals and risk tolerance.

The Investment Proposal tool has a seven-question, home-office-approved risk-tolerance questionnaire that creates a risk profile based on client answers, then suggests an LPL target allocation based on SAM models. Use Monte Carlo simulations to add emphasis to discussions about current income, social security, retirement, and more. Document your due diligence and show your plans to clients with FINRA-reviewed client reports that can also include a signature page and be used as a packed deliverable for prospect/client communication.

*Note: This is included in LPL 3 and 6*

### Build trust and credibility with Morningstar research

Clients rely on your expertise to navigate the markets, and Direct Compass helps you find the Morningstar research you need. Our unparalleled breadth and depth of coverage helps you identify investments that meet client needs, monitor investment performance, and communicate the impact of market events with clients.

- ▶ Explore Morningstar's independent data, ratings, research.
- ▶ Build and store watchlists to easily compare and organize investing ideas.
- ▶ Meet Mo, our AI research assistant, to get summarized Morningstar insights.

*Note: This is available in all LPL Solutions. Best Interest Configuration (BIC) Standalone does not include Direct Compass.*