

[Advanced search >](#)3Q offers IT tools for IFAs
- 21-Jul-2005

- [News](#)
- [Analysis](#)
- [Business Strategy](#)
- [Pensions Brief](#)
- [Investment Brief](#)
- [Mortgage Brief](#)
- [Protection Brief](#)
- [Tax Planning](#)
- [Technology](#)
- [Perspective](#)
- [Profile](#)
- [Comment](#)
- [Letters](#)
- [Competitions](#)
- [Other News](#)

Sponsored by [Investec](#)

Technology supplier 3Q Solutions is aiming two new products, Income Protector and Quiet Adviser, at financial advisers.

Income Protector allows the adviser to analyse clients' balance sheets with the aim of recommending the most effective course of action if their income should stop. It highlights risk of asset and lifestyle erosion if action is not taken.

3Q says it differs from other software applications as the onus is placed on the adviser to provide information, rather than the client, so the process becomes less interrogative.

Quiet Adviser uses psychometric testing to ascertain clients' financial objectives and tolerance to risk. It then generates short-, medium- and long-term agendas for future discussion between the adviser and client about how investments and assets should be managed.

Chief executive Ray Young says: "By providing advisory information as a series of easily comprehensible graphs, the client is empowered to make financial planning decisions based on information they understand visually."

Related Links: No related links [Send to a colleague](#) [Print details](#)

Channels

[Pensions](#)[Healthcare/Protection](#)[Investments/Savings](#)[Mortgages](#)[Regulation](#)[Register](#) | [Login](#) | [Logout](#) | [Feedback](#) | [Technical Problems](#) | [Privacy Statement](#) | [Terms & Conditions](#)

Money Marketing is a division of [Centaur Holdings plc](#)
moneymarketing.co.uk was built by [Sift](#) Group Ltd.