ANNEXURE "D": CUSTOMISED BENEFIT STATEMENT

Prepared for:

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Tel: 0845633637
Type: Strategic Partner
Date: 28 March 2018

Prepared by:

Old Mutual Wealth Services Company (Pty) Ltd
Reg No. 2012/100073/07
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FEE SUMMARY

Prepared for

Name: Nicky Sterley

Contact Person: nicky

Type: Strategic Partner

Service Details	Fees Year 1	Fees Ongoing
Financial Planning Services		
Nicky - IWP Coaching Programme - Year 1	15,300	8,200
Business Management Services (BMS)		
BMS Consulting - Maintenance	5,500	5,500
Additional Licenses		
n/a	0	0
Old Mutual Wealth Xplan Multi-site		
OM Wealth Xplan Multi-site - Year 1	14,400	7,900
Sub Total	**35,200**	**21,600**
Less 10% (Strategic Partner Discount)	**-3,520**	**-2,160**
Total	**31,680**	**19,440**
Monthly debit order amount	**2,640**	**1,620**
Average monthly fee per planner	**2,640**	**1,620**

* All pricing includes VAT @15% Year 1 (R 4,132.17) Ongoing (R 2,535.65)

Commencement date year 1: 2018-05-01

Commencement date ongoing: 2019-05-01

Signed by: ____________________________ **Signature:** _________________________________

At _____________________________ **on this** ___________________**day** _________________

SERVICE DETAILS

FINANCIAL PLANNING SERVICES

Services are delivered per planner and include 1 support staff per planner

Planner Name	Service Option	Year 1	Ongoing
Nicky	IWP Coaching Programme	15,300	8,200
	Total	**15,300**	**8,200**

IWP Coaching Programme

- Access to a one day Integrated Wealth Planning (IWP) Induction Workshop. (Unless maintenance option is selected).
- Access to a series of workshops to deepen your understanding of IWP. A total of 6 workshops will be held in the major regions over a period of 18 months and include topics such as:
  - o Coaching Conversations
  - o Initial Engagement
  - o Goal Setting
  - o Developing Scenarios
  - o Review
  - o Wealth Integrator.
- On-going telephonic support delivered.
- Practice branded financial plan and engagement letter.
- Wealth Integrator license.
- One-on-one coaching sessions with a Financial Planning Coach (25 hours in year 1, thereafter 10 hours per year).
- Development of customised financial planning documentation and process, together with the Financial Planning Coach.
- Option to purchase additional coaching hours (in bundles of 10) via www.knowmore.co.za.
- Qualifying planners have the option to obtain the IWP designation and, in doing so, become a member of the Partner Community and appear on Old Mutual Wealth's "Find a planner" website, when available.

Wealth Integrator Support hours

- The Wealth Integrator is supported via the OM Wealth Service Centre (0860 999 199).
- The support hours are from 08:00 to 18:00 during weekdays, excluding public holidays.
- The Wealth front-end is generally available 24x7, except during planned maintenance, but is dependent on back-end services that are typically unavailable between 21:00 and 07:00 to allow for back-ups and batch processing.

BUSINESS MANAGEMENT SERVICES

Services are delivered per practice

Service Option	Year 1	Ongoing
BMS Consulting	5,500	5,500
Total	**5,500**	**5,500**

BMS Consulting

- Access to selected online courses and business tools via www.knowmore.co.za.
- All courses, business tools and Wealth Intelligence online offer CPD points.
- Courses are aimed at financial planners as well as support staff.
- Business tools include gap analyses that test the practice's ability to implement and manage specific legislation, including RDR, TCF and PoPI.
- An annual Business Assessment Test license.
- An annual Client Satisfaction Survey.
- One-on-one coaching sessions with a Business Coach (20 hours in year 1, thereafter 10 hours per year).
- Option to purchase additional coaching hours (in bundles of 10) via www.knowmore.co.za.

ADDITIONAL LICENSES

Name	Business Assessment (BAT) (R0 per License)	Client Survey (CSS) (R0 per License)
n/a	0	0
Totals	**0**	**0**

OLD MUTUAL WEALTH XPLAN MULTI-SITE

Services are delivered per practice

Service Option	Year 1	Ongoing
OM Wealth Xplan Multi-site	14,400	7,900
Total	**14,400**	**7,900**

OM Wealth Xplan Multi-site

- Access to the OM Wealth Xplan Multi-site application that is integrated with the Old Mutual Wealth Integrator financial planning tool.
- Coordination of data migration, initial practice set-up and integration and on-boarding of staff by Old Mutual Wealth Business Integration Consultants.
- Ongoing support: First line telephonic support is outsourced to Linktank.
- Site administration and ongoing maintenance: Outsourced to Linktank.
- The ability to benefit from additional customisation based on a majority vote and fee sharing basis.
- Basic training: User guides and process guidelines available from Old Mutual Wealth.
- Advanced training: Available from Linktank at an additional cost.
- The Fee excludes the Iress license fee and additional costs associated with the support, maintenance and administration of the site.

Old Mutual Wealth Xplan Multi-site support hours

- First level support delivered by the Linktank Support Centre
- Support hours are during normal working hours, from 08:00 to 17:00 during weekdays, excluding public holidays.
- The OM Wealth Xplan Multi-site is generally available 24x7, except during planned maintenance.
- Linktank can be contacted telephonically on 087 700 0355 or via email at support@linktank.co.za.