ANNEXURE "D": CUSTOMISED BENEFIT STATEMENT

Prepared for:

Name: Paradigm Shift
Contact: Wesley Fung
Email: wesley@paradigmshiftfs.co.za
Tel: 0723978169
Type: Strategic Partner
Date: 1 February 2018

Prepared by:

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

Prepared for

Name:	Paradigm Shift
Contact Person:	Wesley Fung
Type:	Strategic Partner

Service Details	Fees Year 1	Fees Ongoing
Financial Planning Services		
Wesley Fung - IWP Coaching Programme (High) - Year 1	14,000	7,500
Business Management Services (BMS)		
Consulting Premier (High) - Year 1	8,500	5,000
Additional Licenses		
n/a	0	0
Old Mutual Wealth Xplan Multi-site (CRMIntegrator)		
n/a	0	0
Sub Total	**22,500**	**12,500**
Less 10% (Strategic Partner Discount)	**-2,250**	**-1,250**
Total	**20,250**	**11,250**
Monthly debit order amount	**1,688**	**938**
Average monthly fee per planner	**1,688**	**938**

* All pricing includes VAT @14% Year 1 (R 2,486.84) Ongoing (R 1,381.58)

Commencement date year 1: 2018-03-01

Commencement date ongoing: 2019-03-01

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
Wesley Fung	IWP Coaching Programme (High)	14,000	7,500
	Total	**14,000**	**7,500**

IWP Coaching Programme (High)

- Access to a one day Integrated Wealth Planning (IWP) Induction Workshop. (Unless maintenance option is selected).
- On-going telephonic support delivered.
- Practice branded financial plan and engagement letter.
- Wealth Integrator license.
- 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: Coaching Conversations, Initial Engagement, Goal Setting, Developing Scenarios, Review, Wealth Integrator.
- 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 option to obtain IWP designation and, in doing so, become a member of the Community and appear on Old Mutual Wealth's "Find a planner" website.

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
Consulting Premier (High)	8,500	5,000
Total	**8,500**	**5,000**

Consulting Premier (High)

- 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 (CRM-INTEGRATOR)

Services are delivered per practice

Service Option	Year 1	Ongoing
n/a	0	0
Total	**0**	**0**