ANNEXURE "D": CUSTOMISED BENEFIT STATEMENT

Prepared for:

Name:	My Plan
Contact:	Jan Vermaak
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Tel:	0114750946
Type:	Strategic Partner
Date:	27 July 2016

Prepared by:

Old Mutual Wealth Services Company (Pty) Ltd

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FEE SUMMARY

Prepared for

Name: My Plan

Contact Person: Jan Vermaak

Type: Strategic Partner

Service Details	Fees Year 1	Fees Ongoing
Financial Planning Services		
Jan Vermaak - IWP Introduction Programme (Low) - Year 1	5,800	3,200
Peet Liebenberg - IWP Introduction Programme (Low) - Year 1	5,800	3,200
Riecus Liebenberg - IWP Coaching Programme (High) - Year 1	14,000	7,500
Vincent Liebenberg - IWP Coaching Programme (High) - Year 1	14,000	7,500
Business Management Services (BMS)		
Diagnostic (low) - Year 1	2,500	2,500
Additional Licenses		
n/a	0	0
Old Mutual Wealth Xplan Multi-site (CRMIntegrator)		
X Plan OMW Multi-site - Year 1	27,000	12,000
Sub Total	**69,100**	**35,900**
Less 10% (Strategic Partner Discount)	**-6,910**	**-3,590**
Total	**62,190**	**32,310**
Monthly debit order amount	**5,183**	**2,693**
Average monthly fee per planner	**1,296**	**673**

* All pricing includes VAT @14% Year 1 (R 7,637.37) Ongoing (R 3,967.89)

Commencement date year 1: 2016-06-01

Commencement date ongoing: 2017-06-01

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
Jan Vermaak	IWP Introduction Programme (Low)	5,800	3,200
Peet Liebenberg	IWP Introduction Programme (Low)	5,800	3,200
Riecus Liebenberg	IWP Coaching Programme (High)	14,000	7,500
Vincent Liebenberg	IWP Coaching Programme (High)	14,000	7,500
	Total	**39,600**	**21,400**

IWP Introduction Programme (Low)

- 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.
- 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.

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
Diagnostic (low)	2,500	2,500
Total	**2,500**	**2,500**

Diagnostic (low)

- 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.

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
X Plan OMW Multi-site	27,000	12,000
Total	**27,000**	**12,000**

X Plan OMW Multi-site

- Access to the Old Mutual Wealth Xplan CRMIntegrator application that is integrated with the Old Mutual Wealth Integrator financial planning tool (the fee excludes the Iress license fee).
- Co-ordination of data migration to our application, practice site set up and set up of integration functionality,
- Onsite, post-data migration training and embedding of Xplan in the practice.
- Implementation of practice management processes, communication plan implementation.
- Ongoing, telephonic support with regards to the CRMIntegrator.
- The ability to benefit from basic site customisation.
- The ability to benefit from additional customisation on the multi-site, based on a majority vote, on a fee sharing basis.
- Any customisation / configuration on a practice level of the multi-site can be facilitated on a time and materials basis, depending on resource availability.

CRMIntegrator Support hours

- The Xplan Multi-Site is supported via the Business Integration Consulting Service.
- You will be assigned a dedicated Integration Consultant.
- The support hours are during normal working hours, from 08:30 to 17:00 during weekdays, excluding public holidays.
- The Xplan Multi-site is generally available 24x7, except during planned maintenance.