



ANNEXURE "D": CUSTOMISED BENEFIT STATEMENT

Prepared for:

Name: JNF Investments
Contact: Jacqui Alcock
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Tel: 083 675 2673
Type: Strategic Partner
Date: 4 April 2016

Prepared by:

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

Prepared for

Name: JNF Investments
Contact Person: Jacqui Alcock
Type: Strategic Partner

Service Details	Fees Year 1	Fees On-going
Financial Planning Services		
Jacqui Alcock - 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	n/a	n/a
Old Mutual Wealth Xplan Multi-site (CRMIntegrator)		
n/a	n/a	n/a
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 V.A.T @14% Year 1 (R 2,486.84) On-going (R 1,381.58)

Commencement date Year 1: 2016-05-01

Commencement date On-going: 2017-05-01

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	On-going
Jacqui Alcock	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.
- 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	On-going
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	n/a	n/a
Totals		

OLD MUTUAL WEALTH XPLAN MULTI-SITE (CRM-INTEGRATOR)

Services are delivered per practice

Service Option	Year 1	On-going
n/a	n/a	n/a
Total	0	0