



## ANNEXURE "D": CUSTOMISED BENEFIT STATEMENT

Prepared for:

**Name:** Accrue  
**Contact:** Ross Macgillivray  
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**Tel:** 021 761 1500  
**Type:** Strategic Partner  
**Date:** 4 October 2018

Prepared by:

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

### Prepared for

**Name:** Accrue  
**Contact Person:** Ross Macgillivray  
**Type:** Strategic Partner

| Service Details                               | Fees Year 1   | Fees Ongoing  |
|-----------------------------------------------|---------------|---------------|
| <b>Financial Planning Services</b>            |               |               |
| Paul - IWP Coaching Programme - Maintenance   | 8,200         | 8,200         |
| Philip - IWP Coaching Programme - Maintenance | 8,200         | 8,200         |
| Ross - IWP Coaching Programme - Maintenance   | 8,200         | 8,200         |
| Sam - IWP Coaching Programme - Maintenance    | 8,200         | 8,200         |
| <b>Business Management Services (BMS)</b>     |               |               |
| BMS Consulting - Maintenance                  | 5,500         | 5,500         |
| <b>Additional Licenses</b>                    |               |               |
| n/a                                           | 0             | 0             |
| <b>Old Mutual Wealth Xplan Multi-site</b>     |               |               |
| OM Wealth Xplan Multi-site - Maintenance      | 7,900         | 7,900         |
| <b>Sub Total</b>                              | <b>46,200</b> | <b>46,200</b> |
| <b>Less 10% (Strategic Partner Discount)</b>  | <b>-4,620</b> | <b>-4,620</b> |
| <b>Total</b>                                  | <b>41,580</b> | <b>41,580</b> |
| <b>Monthly debit order amount</b>             | <b>3,465</b>  | <b>3,465</b>  |
| <b>Average monthly fee per planner</b>        | <b>866</b>    | <b>866</b>    |

\* All pricing includes VAT @15% Year 1 (R 5,423.48) Ongoing (R 5,423.48)

Commencement date year 1: 2018-10-31

Commencement date ongoing: 2019-10-31

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       |
|--------------|------------------------|---------------|---------------|
| Paul         | IWP Coaching Programme | 8,200         | 8,200         |
| Philip       | IWP Coaching Programme | 8,200         | 8,200         |
| Ross         | IWP Coaching Programme | 8,200         | 8,200         |
| Sam          | IWP Coaching Programme | 8,200         | 8,200         |
| <b>Total</b> |                        | <b>32,800</b> | <b>32,800</b> |

#### 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](http://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        |
| <b>Total</b>   | <b>5,500</b> | <b>5,500</b> |

### BMS Consulting

- Access to selected online courses and business tools via [www.knowmore.co.za](http://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](http://www.knowmore.co.za).

## ADDITIONAL LICENSES

| Name          | Business Assessment<br>(BAT) (R500 per License) | Client Survey (CSS)<br>(R1,000 per License) |
|---------------|-------------------------------------------------|---------------------------------------------|
| n/a           | 0                                               | 0                                           |
| <b>Totals</b> | <b>0</b>                                        | <b>0</b>                                    |

## OLD MUTUAL WEALTH XPLAN MULTI-SITE

Services are delivered per practice

| Service Option             | Year 1       | Ongoing      |
|----------------------------|--------------|--------------|
| OM Wealth Xplan Multi-site | 7,900        | 7,900        |
| <b>Total</b>               | <b>7,900</b> | <b>7,900</b> |

### 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](mailto:support@linktank.co.za).