



ANNEXURE "D": CUSTOMISED BENEFIT STATEMENT

Prepared for:

Name: AFSAPLAN (PTY) LTD
Contact: Anne Ekstein
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Tel: 0791535359
Type: Strategic Partner
Date: 20 July 2018

Prepared by:

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

Prepared for

Name: AFSAPLAN (PTY) LTD

Contact Person: Anne Ekstein

Type: Strategic Partner

Service Details	Fees Year 1	Fees Ongoing
Financial Planning Services		
Anne Ekstein (and Helena Friedrisch) - IWP Coaching Programme - Year 1	15,300	8,200
Louise Malan - IWP Coaching Programme - Year 1	15,300	8,200
Sanele Zungu - IWP Coaching Programme - Year 1	15,300	8,200
Business Management Services (BMS)		
BMS Consulting - Year 1	9,300	5,500
Additional Licenses		
n/a	0	0
Old Mutual Wealth Xplan Multi-site		
n/a	0	0
Sub Total	55,200	30,100
Less 10% (Strategic Partner Discount)	-5,520	-3,010
Total	49,680	27,090
Monthly debit order amount	4,140	2,258
Average monthly fee per planner	1,380	753

* All pricing includes VAT @15% Year 1 (R 6,480.00) Ongoing (R 3,533.48)

Commencement date year 1: 2018-08-01

Commencement date ongoing: 2019-08-01

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
Anne Ekstein (and Helena Friedrisch)	IWP Coaching Programme	15,300	8,200
Louise Malan	IWP Coaching Programme	15,300	8,200
Sanele Zungu	IWP Coaching Programme	15,300	8,200
Total		45,900	24,600

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	9,300	5,500
Total	9,300	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) (R500 per License)	Client Survey (CSS) (R1,000 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
n/a	0	0
Total	0	0