ANNEXURE "D": CUSTOMISED BENEFIT STATEMENT DRAFT PROPOSAL

ccccc - Version: 1 - Draft

Prepared for:		Prepared by:	
Partner Name:	Veritas	Old Mutual Wealth Services Company (Pty) Ltd	
Contact Person:	Barry	**Reg No.**	2012/100073/07
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Type:	Strategic Partner	**Website:**	www.omwealth.co.za
Date:	23 February 2016	**WPS Name:**	Andrew
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Financial Planning Services

Services are delivered per planer and include 1 support staff per planner

Planner Name	Service Option	Year 1	On-going
Barry	IWP Introduction Program (Low)	5,800	3,200
Craig	IWP Coaching Program (High)	7,500	7,500
Danie	IWP Coaching Program (High)	14,000	7,500
	Total	**27,300**	**18,200**

IWP Introduction Program (Low)

- 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.
- 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 Program (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 Standard (Medium)	4,000	4,000
Total	**4,000**	**4,000**

Consulting Standard (Medium)

- 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 (10 hours in year 1, thereafter 5 hours per year).
- Option to purchase additional coaching hours (in bundles of 10) via www.knowmore.co.za.

Old Mutual Wealth Xplan Multi-site (CRMIntegrator)

Services are delivered per practice

Service Option	Year 1	On-going
X Plan OMW Multi-site	27,000.00	12,000.00
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.

Additional Licenses

Name	Business Assessment (BAT) (R500 per License)	Client Survey (CSS) (R1,000 per License)
Danie	Yes	Yes
Totals	**500**	**1,000**

Annexure D: Partner Program Customized Benefit Statement

Prepared for:

Partner Name: Veritas

Contact Person: Barry

Type: Strategic Partner

Service Details	Fees Year 1	Fees On-going
Financial Planning Services		
Barry - IWP Introduction Program (Low) - Year 1	5,800	3,200
Craig - IWP Coaching Program (High) - Maintenance	7,500	7,500
Danie - IWP Coaching Program (High) - Year 1	14,000	7,500
Business Management Services (BMS)		
Consulting Standard (Medium) - Maintenance	4,000	4,000
Old Mutual Wealth Xplan Multi-site (CRMIntegrator)		
X Plan OMW Multi-site - Year 1	27,000	12,000
Additional Licenses		
Business Assessment (BAT) - Danie	500	500
Client Survey (CSS) - Danie	1,000	1,000
Sub Total	**59,800**	**35,700**
Less 10% (Strategic Partner Discount)	**-5,980**	**-3,570**
Total	**53,820**	**32,130**
Monthly Debit Order Amount	**4,485**	**2,678**
Average monthly fee per Planner	**1,495**	**893**

* All pricing includes V.A.T @14% Year 1 (R 6,609.47) On-going (R 3,945.79)

Commencement date Year 1: ________________________

Commencement date On-going: ________________________

Signed at ______________ on this ____________ day of ____________ _____________

Annexure prepared by: Andrew

www.knowmore.co.za

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