ANNEXURE "D": CUSTOMISED BENEFIT STATEMENT

Prepared for:

Name: Alida & Esme CC
Contact: cccccccccccccccccccccc
Email: rrrrrrrrrrrrrrrrrr
Tel:
Type: Partner
Date: 16 March 2016

Prepared by:

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

Prepared for

Name: Alida & Esme CC

Contact Person: cccccccccccccccccccccc

Type: Partner

Service Details	Fees Year 1	Fees On-going
Financial Planning Services		
xxxxxxxxxxxxxxxxxxxxx - IWP Training Program (Medium) - Year 1	7,800	3,500
Business Management Services (BMS)		
Consulting Premier (High) - Year 1	8,500	5,000
Additional Licenses		
Client Survey (CSS) - cccccccccccc	1,000	-
Old Mutual Wealth Xplan Multi-site (CRMIntegrator)		
n/a	n/a	n/a
Total	**17,300**	**8,500**
Monthly Debit Order Amount	**1,442**	**708**
Average monthly fee per Planner	**1,442**	**708**

* All pricing includes V.A.T @14% Year 1 (R 2,124.56) On-going (R 1,043.86)

Commencement date Year 1: 0000-00-00

Commencement date On-going: 1970-01-01

Signed by ______________________ ______________________

at ______________ on this ____________ day of ____________

SERVICE DETAILS

FINANCIAL PLANNING SERVICES

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

Planner Name	Service Option	Year 1	On-going
xxxxxxxxxxxxxxxxxxxx	IWP Training Program (Medium)	7,800	3,500
	Total	**7,800**	**3,500**

IWP Training Program (Medium)

- 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).
- 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)
ccccccccccccc	No	Yes
Totals		1,000

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