ANNEXURE "D": CUSTOMISED BENEFIT STATEMENT

Prepared for:

Name: Craig
Contact: Craig
Email: Test
Tel: Test
Type: Strategic Partner
Date: 6 December 2018

Prepared by:

Old Mutual Wealth Services Company (Pty) Ltd
Reg No. 2012/100073/07
Prepared By: Craig Lawrence
Email: Craig.Lawrence@omwealth.co.za

FEE SUMMARY

Prepared for

Name: Craig

Contact Person: Craig

Type: Strategic Partner

Service Details	Fees Year 1	Fees Ongoing
Financial Planning Services		
1 - IWP Coaching Programme - Year 1	14,000	7,500
10 - IWP Coaching Programme - Year 1	14,000	7,500
2 - IWP Coaching Programme - Year 1	14,000	7,500
3 - IWP Coaching Programme - Year 1	14,000	7,500
4 - IWP Coaching Programme - Year 1	14,000	7,500
5 - IWP Coaching Programme - Year 1	14,000	7,500
6 - IWP Coaching Programme - Year 1	14,000	7,500
7 - IWP Coaching Programme - Year 1	14,000	7,500
8 - IWP Coaching Programme - Year 1	14,000	7,500
9 - IWP Coaching Programme - Year 1	14,000	7,500
Business Management Services (BMS)		
Consulting Premier - Year 1	8,500	5,000
Additional Licenses		
n/a	0	0
Old Mutual Wealth Xplan Multi-site		
n/a	0	0
Sub Total	**148,500**	**80,000**
Less 10% (Strategic Partner Discount)	**-14,850**	**-8,000**
Less 20% (10 Planners or more)	**-29,700**	**-16,000**
Total	**103,950**	**56,000**
Monthly debit order amount	**8,663**	**4,667**
Average monthly fee per planner	**866**	**467**

All pricing includes VAT @14% Year 1 (R 12,765.79) Ongoing (R 6,877.19).

*Integrated Behavioural Coaching Course (Cape Town): R10,000. Note that the fees for the above course, R10,000 per person (including VAT), will be deducted by means of an additional debit order, over 12 months, at a rate of R833.33 per person per month, starting in December 2018 and ending in November 2019.

Commencement date year 1: 2018-03-05

Commencement date ongoing: 2019-03-05

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
1	IWP Coaching Programme	14,000	7,500
10	IWP Coaching Programme	14,000	7,500
2	IWP Coaching Programme	14,000	7,500
3	IWP Coaching Programme	14,000	7,500
4	IWP Coaching Programme	14,000	7,500
5	IWP Coaching Programme	14,000	7,500
6	IWP Coaching Programme	14,000	7,500
7	IWP Coaching Programme	14,000	7,500
8	IWP Coaching Programme	14,000	7,500
9	IWP Coaching Programme	14,000	7,500
	Total	**140,000**	**75,000**

IWP Coaching Programme

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- 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
Consulting Premier	8,500	5,000
Total	**8,500**	**5,000**

Consulting Premier

- 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**