



ANNEXURE "D": CUSTOMISED BENEFIT STATEMENT

Prepared for:

Name: Fiscal
Contact: Jurgen Scherzinger
Email: jurgen.scherzinger@fiscal.co.za

Tel: 021 6713175
Type: Strategic Partner
Date: 28 May 2019

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: Fiscal
Contact Person: Jurgen Scherzinger
Type: Strategic Partner

Service Details	Fees Year 1	Fees Ongoing
Financial Planning Services		
Chloe - IWP Introduction & Training - Year 1	8,500	3,900
Duann - IWP Introduction & Training - Year 1	8,500	3,900
Gavin - IWP Introduction & Training - Maintenance	3,900	3,900
Heather - IWP Introduction & Training - Maintenance	3,900	3,900
Johann - IWP Introduction & Training - Year 1	8,500	3,900
Kate - IWP Introduction & Training - Maintenance	3,900	3,900
Lore - IWP Introduction & Training - Maintenance	3,900	3,900
Business Management Services (BMS)		
BMS Diagnostic - Maintenance	2,600	2,600
Additional Licenses		
n/a	0	0
Old Mutual Wealth Xplan Multi-site		
n/a	0	0
Sub Total	43,700	29,900
Less 10% (Strategic Partner Discount)	-4,370	-2,990
Less 10% (5 Planners or more)	-4,370	-2,990
Total	34,960	23,920
Monthly debit order amount	2,913	1,993
Average monthly fee per planner	416	285

All pricing includes VAT @15% Year 1 (R 4,560.00) Ongoing (R 3,120.00).

*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: _____

Commencement date ongoing: _____

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
Chloe	IWP Introduction & Training	8,500	3,900
Duann	IWP Introduction & Training	8,500	3,900
Gavin	IWP Introduction & Training	3,900	3,900
Heather	IWP Introduction & Training	3,900	3,900
Johann	IWP Introduction & Training	8,500	3,900
Kate	IWP Introduction & Training	3,900	3,900
Lore	IWP Introduction & Training	3,900	3,900
Total		41,100	27,300

IWP Introduction & Training

- 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.
- 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 Diagnostic	2,600	2,600
Total	2,600	2,600

BMS Diagnostic

- 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.

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