ANNEXURE "D": CUSTOMISED BENEFIT STATEMENT

Prepared for:		Prepared by:	
Name:	INKUNZIEMNYAMA INVESTMENT (PTY) LTD INKUNZI WEALTH GROUP	Old Mutual Wealth Services Company (Pty) Ltd	
Contact:	TBC	**Reg No.**	2012/100073/07
Email:	TBC	**Prepared By:**	Charn Swart
Tel:	0110476500	**Email:**	charn.swart@omwealth.co.za
Type:	Partner		
Date:	29 August 2018		

FEE SUMMARY

Prepared for

Name: INKUNZIEMNYAMA INVESTMENT (PTY) LTD INKUNZI WEALTH GROUP

Contact Person: TBC

Type: Partner

Service Details	Fees Year 1	Fees Ongoing
Financial Planning Services		
Planner 1 and Para-Planner - IWP Introduction & Training - Year 1	8,500	3,900
Planner 2 and Para-Planner - IWP Introduction & Training - Year 1	8,500	3,900
Business Management Services (BMS)		
BMS Diagnostic - Year 1	2,600	2,600
Additional Licenses		
n/a	0	0
Old Mutual Wealth Xplan Multi-site		
n/a	0	0
Total	**19,600**	**10,400**
Monthly debit order amount	**1,633**	**867**
Average monthly fee per planner	**817**	**434**

* All pricing includes VAT @15% Year 1 (R 2,556.52) Ongoing (R 1,356.52)

Commencement date year 1: 2018-10-01

Commencement date ongoing: 2019-10-01

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
Planner 1 and Para-Planner	IWP Introduction & Training	8,500	3,900
Planner 2 and Para-Planner	IWP Introduction & Training	8,500	3,900
	Total	**17,000**	**7,800**

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**