



## ANNEXURE "D": CUSTOMISED BENEFIT STATEMENT

Prepared for:

**Name:** Investonline  
**Contact:** Stuart  
**Email:** stuart@investonline.co.za  
**Tel:** Dyer  
**Type:** Partner  
**Date:** 15 July 2019

Prepared by:

Old Mutual Wealth Services Company (Pty) Ltd  
**Reg No.** 2012/100073/07  
**Prepared By:** Mai-Li Cannone  
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## FEE SUMMARY

### Prepared for

**Name:** Investonline

**Contact Person:** Stuart

**Type:** Partner

| Service Details                                         | Fees Year 1   | Fees Ongoing  |
|---------------------------------------------------------|---------------|---------------|
| <b>Financial Planning Services</b>                      |               |               |
| Geran Steyn - IWP Introduction & Training - Year 1      | 8,500         | 3,900         |
| Ian de Beer - IWP Introduction & Training - Year 1      | 8,500         | 3,900         |
| Jannie Smit - IWP Introduction & Training - Year 1      | 8,500         | 3,900         |
| Stuart Dyer - IWP Introduction & Training - Maintenance | 3,900         | 3,900         |
| <b>Business Management Services (BMS)</b>               |               |               |
| n/a                                                     | 0             | 0             |
| <b>Additional Licenses</b>                              |               |               |
| n/a                                                     | 0             | 0             |
| <b>Old Mutual Wealth Xplan Multi-site</b>               |               |               |
| n/a                                                     | 0             | 0             |
| <b>Total</b>                                            | <b>29,400</b> | <b>15,600</b> |
| <b>Monthly debit order amount</b>                       | <b>2,450</b>  | <b>1,300</b>  |
| <b>Average monthly fee per planner</b>                  | <b>613</b>    | <b>325</b>    |

All pricing includes VAT @15% Year 1 (R 3,834.78) Ongoing (R 2,034.78).

\*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: 2019-08-01

Commencement date ongoing: 2020-08-01

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       |
|--------------|-----------------------------|---------------|---------------|
| Geran Steyn  | IWP Introduction & Training | 8,500         | 3,900         |
| Ian de Beer  | IWP Introduction & Training | 8,500         | 3,900         |
| Jannie Smit  | IWP Introduction & Training | 8,500         | 3,900         |
| Stuart Dyer  | IWP Introduction & Training | 3,900         | 3,900         |
| <b>Total</b> |                             | <b>29,400</b> | <b>15,600</b> |

#### 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  |
|----------------|----------|----------|
| n/a            | 0        | 0        |
| <b>Total</b>   | <b>0</b> | <b>0</b> |

## ADDITIONAL LICENSES

| Name          | Business Assessment<br>(BAT) (R500 per License) | Client Survey (CSS)<br>(R1,000 per License) |
|---------------|-------------------------------------------------|---------------------------------------------|
| n/a           | 0                                               | 0                                           |
| <b>Totals</b> | <b>0</b>                                        | <b>0</b>                                    |

## OLD MUTUAL WEALTH XPLAN MULTI-SITE

Services are delivered per practice

| Service Option | Year 1   | Ongoing  |
|----------------|----------|----------|
| n/a            | 0        | 0        |
| <b>Total</b>   | <b>0</b> | <b>0</b> |