ANNEXURE "D": CUSTOMISED BENEFIT STATEMENT

Prepared for:		Prepared by:	
Name:	Optimum	Old Mutual Wealth Services Company (Pty) Ltd	
Contact:	Louwrens Smith	**Reg No.**	2012/100073/07
Email:	Joggie.vanAswegen@omwealth.co.za	**Prepared By:**	Joggie van Aswegen
Tel:	0824721512	**Email:**	Joggie.vanAswegen@omwealth.co.za
Type:	Strategic Partner		
Date:	3 July 2019		

FEE SUMMARY

Prepared for

Name:	Optimum
Contact Person:	Louwrens Smith
Type:	Strategic Partner

Service Details	Fees Year 1	Fees Ongoing
Financial Planning Services		
Charlene - IWP Introduction & Training - Year 1	8,500	3,900
Edwin - IWP Introduction & Training - Year 1	8,500	3,900
Erica - IWP Introduction & Training - Year 1	8,500	3,900
Joubert - IWP Introduction & Training - Year 1	8,500	3,900
Nr 10 - IWP Introduction & Training - Year 1	8,500	3,900
Nr 11 - IWP Introduction & Training - Year 1	8,500	3,900
Nr 12 - IWP Introduction & Training - Year 1	8,500	3,900
Nr 13 - IWP Introduction & Training - Year 1	8,500	3,900
Nr 14 - IWP Introduction & Training - Year 1	8,500	3,900
Nr 15 - IWP Introduction & Training - Year 1	8,500	3,900
Nr 8 - IWP Coaching Programme - Year 1	15,300	8,200
Nr 9 - IWP Introduction & Training - Year 1	8,500	3,900
Roelf - IWP Coaching Programme - Year 1	15,300	8,200
Ruan - IWP Introduction & Training - Year 1	8,500	3,900
Samantha - IWP Introduction & Training - Year 1	8,500	3,900
Business Management Services (BMS)		
BMS Consulting - Year 1	9,300	5,500
Additional Licenses		
n/a	0	0
Old Mutual Wealth Xplan Multi-site		
n/a	0	0
Sub Total	**150,400**	**72,600**
Less 10% (Strategic Partner Discount)	**-15,040**	**-7,260**
Less 20% (10 Planners or more)	**-30,080**	**-14,520**
Total	**105,280**	**50,820**
Monthly debit order amount	**8,773**	**4,235**
Average monthly fee per planner	**585**	**282**

All pricing includes VAT @15% Year 1 (R 13,732.17) Ongoing (R 6,628.70).

*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
Charlene	IWP Introduction & Training	8,500	3,900
Edwin	IWP Introduction & Training	8,500	3,900
Erica	IWP Introduction & Training	8,500	3,900
Joubert	IWP Introduction & Training	8,500	3,900
Nr 10	IWP Introduction & Training	8,500	3,900
Nr 11	IWP Introduction & Training	8,500	3,900
Nr 12	IWP Introduction & Training	8,500	3,900
Nr 13	IWP Introduction & Training	8,500	3,900
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Nr 15	IWP Introduction & Training	8,500	3,900
Nr 8	IWP Coaching Programme	15,300	8,200
Nr 9	IWP Introduction & Training	8,500	3,900
Roelf	IWP Coaching Programme	15,300	8,200
Ruan	IWP Introduction & Training	8,500	3,900
Samantha	IWP Introduction & Training	8,500	3,900
	Total	**141,100**	**67,100**

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.

IWP Coaching Programme

- 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
BMS Consulting	9,300	5,500
Total	**9,300**	**5,500**

BMS Consulting

- 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**