



ANNEXURE "D": CUSTOMISED BENEFIT STATEMENT

Prepared for:

Name: PAULINA BINFA & ASSOCIATES CC
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Tel: 0824923626
Type: Strategic Partner
Date: 18 December 2018

Prepared by:

Old Mutual Wealth Services Company (Pty) Ltd
Reg No. 2012/100073/07
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FEE SUMMARY

Prepared for

Name: PAULINA BINFA & ASSOCIATES CC

Contact Person: Vivian Alcock

Type: Strategic Partner

Service Details	Fees Year 1	Fees Ongoing
Financial Planning Services		
Beverley Dabrowa (planner) and para-planner - IWP Coaching Programme - Year 1	15,300	8,200
Gaia Masina (planner) and para-planner - IWP Coaching Programme - Year 1	15,300	8,200
Vivian Alcock (planner) and para-planner - IWP Coaching Programme - Year 1	15,300	8,200
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	55,200	30,100
Less 10% (Strategic Partner Discount)	-5,520	-3,010
Total	49,680	27,090
Monthly debit order amount	4,140	2,258
Average monthly fee per planner	1,380	753

All pricing includes VAT @15% Year 1 (R 6,480.00) Ongoing (R 3,533.48).

*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: 2019-01-01

Commencement date ongoing: 2020-01-01

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
Beverley Dabrowa (planner) and para-planner	IWP Coaching Programme	15,300	8,200
Gaia Masina (planner) and para-planner	IWP Coaching Programme	15,300	8,200
Vivian Alcock (planner) and para-planner	IWP Coaching Programme	15,300	8,200
Total		45,900	24,600

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