

ANNEXURE "D": CUSTOMISED BENEFIT STATEMENT



PJ Testing - Version: 1 - Quote

Prepared for:

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Date: 10 February 2016

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Financial Planning Services

Services are delivered per planner and include 1 support staff per planner

Planner Name	Service Option	Year 1	On-going
Mr A	IWP Introduction Program (Low)	5,800	3,200
Mr B	IWP Training Program (Medium)	7,800	3,500
Mr C	IWP Coaching Program (High)	14,000	7,500
Mr D	IWP Training Program (Medium)	3,500	3,500
Mr E	IWP Coaching Program (High)	7,500	7,500
Mr X	IWP Introduction Program (Low)	5,800	3,200
Total		44,400	28,400

IWP Introduction Program (Low)

- Access to a one day Integrated Wealth Planning (IWP) Induction Workshop.
- On-going telephonic support delivered.
- Practice branded financial plan and engagement letter.
- Wealth Integrator license.
- Qualifying planners have option to obtain IWP designation and, in doing so, become a member of the Community and appear on Old Mutual Wealth's "Find a planner" website.

IWP Training Program (Medium)

- Access to a one day Integrated Wealth Planning (IWP) Induction Workshop.
- On-going telephonic support delivered.
- Practice branded financial plan and engagement letter.
- Wealth Integrator license.
- 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: Coaching Conversations, Initial Engagement, Goal Setting, Developing Scenarios, Review, Wealth Integrator).
- Qualifying planners have option to obtain IWP designation and, in doing so, become a member of the Community and appear on Old Mutual Wealth's "Find a planner" website.

IWP Coaching Program (High)

- Access to a one day Integrated Wealth Planning (IWP) Induction Workshop.
- On-going telephonic support delivered.
- Practice branded financial plan and engagement letter.
- Wealth Integrator license.
- 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: Coaching Conversations, Initial Engagement, Goal Setting, Developing Scenarios, Review, Wealth Integrator).
- 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 option to obtain IWP designation and, in doing so, become a member of the Community and appear on Old Mutual Wealth's "Find a planner" website.

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	On-going
Consulting Premier (High)	8,500	5,000
Total	8,500	5,000

Consulting Premier (High)

- 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.

Old Mutual Wealth Xplan Multi-site (CRMIntegrator)

Services are delivered per practice

Service Option	Year 1	On-going
X Plan OMW Multi-site	27,000.00	12,000.00
Total	27,000	12,000

X Plan OMW Multi-site

- Access to the Old Mutual Wealth Xplan CRMIntegrator application that is integrated with the Old Mutual Wealth Integrator financial planning tool (the fee excludes the Iress license fee).
- Co-ordination of data migration to our application, practice site set up and set up of integration functionality,
- Onsite, post-data migration training and embedding of Xplan in the practice.
- Implementation of practice management processes, communication plan implementation.
- Ongoing, telephonic support with regards to the CRMIntegrator.
- The ability to benefit from basic site customisation.
- The ability to benefit from additional customisation on the multi-site, based on a majority vote, on a fee sharing basis.
- Any customisation / configuration on a practice level of the multi-site can be facilitated on a time and materials basis, depending on resource availability.

CRMIntegrator Support hours

- The Xplan Multi-Site is supported via the Business Integration Consulting Service.
- You will be assigned a dedicated Integration Consultant.
- The support hours are during normal working hours, from 08:30 to 17:00 during weekdays, excluding public holidays.
- The Xplan Multi-site is generally available 24x7, except during planned maintenance.

Annexure D: Partner Program Customized Benefit Statement

Prepared for:

Partner Name: Thunder Merwe Dlamini

Contact Person: PJ

Type: Strategic Partner

Service Details	Fees Year 1	Fees On-going
Mr A - IWP Introduction Program (Low) - Year 1	5,800	3,200
Mr B - IWP Training Program (Medium) - Year 1	7,800	3,500
Mr C - IWP Coaching Program (High) - Year 1	14,000	7,500
Mr D - IWP Training Program (Medium) - Maintenance	3,500	3,500
Mr E - IWP Coaching Program (High) - Maintenance	7,500	7,500
Mr X - IWP Introduction Program (Low) - Year 1	5,800	3,200
Business Management Services (BMS) - Consulting Premier (High) - Year 1	8,500	5,000
Old Mutual Wealth Xplan Multi-site (CRMIntegrator)	27,000	12,000
Sub Total	79,900	45,400
Less 10% (Strategic Partner Discount)	-7,990	-4,540
Less 10% (Volume Discount I)	-7,990	-4,540
Total	63,920	36,320
Monthly Debit Order Amount	5,327	3,027
Average monthly fee per Planner	888	505

* All pricing includes V.A.T @14% Year 1(R 7,850) On-going (R 4,460.00)

Commencement date year 1: 2016-02-03

Commencement date ongoing: 1970-01-01

Signed at _____ on this _____ day of _____

Annexure prepared by: WPS Admin