ANNEXURE "D": CUSTOMISED BENEFIT STATEMENT

Prepared for:		Prepared by:	
Name:	Rockfin Wealth Management	Old Mutual Wealth Services Company (Pty) Ltd	
Contact:	Francois Geldenhuys	**Reg No.**	2012/100073/07
Email:	francois@rockfin.co.za	**Prepared By:**	Craig Lawrence
Tel:	0824482928	**Email:**	Craig.Lawrence@omwealth.co.za
Type:	Strategic Partner		
Date:	22 January 2019		

FEE SUMMARY

Prepared for

Name:	Rockfin Wealth Management
Contact Person:	Francois Geldenhuys
Type:	Strategic Partner

Service Details	Fees Year 1	Fees Ongoing
Financial Planning Services		
Charles Hitchcock - IWP Coaching Programme - Year 1	15,300	8,200
Clint Torien - IWP Coaching Programme - Year 1	15,300	8,200
Francois Geldenhuys - IWP Coaching Programme - Year 1	15,300	8,200
Hilary Schroder - IWP Coaching Programme - Year 1	15,300	8,200
John Georgakopoulos - IWP Coaching Programme - Year 1	15,300	8,200
Juan van Wyk - IWP Coaching Programme - Year 1	15,300	8,200
Michael Eslick - IWP Coaching Programme - Year 1	15,300	8,200
Michelle Coetzee - IWP Coaching Programme - Year 1	15,300	8,200
Renai Naick - IWP Coaching Programme - Year 1	15,300	8,200
Tracy Haskell - IWP Coaching Programme - Year 1	15,300	8,200
Wayne Thomason - IWP Coaching Programme - Year 1	15,300	8,200
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
Sub Total	**170,900**	**92,800**
Less 10% (Strategic Partner Discount)	**-17,090**	**-9,280**
Less 20% (10 Planners or more)	**-34,180**	**-18,560**
Total	**119,630**	**64,960**
Monthly debit order amount	**9,969**	**5,413**
Average monthly fee per planner	**906**	**492**

All pricing includes VAT @15% Year 1 (R 15,603.91) Ongoing (R 8,473.04).

*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
Charles Hitchcock	IWP Coaching Programme	15,300	8,200
Clint Torien	IWP Coaching Programme	15,300	8,200
Francois Geldenhuys	IWP Coaching Programme	15,300	8,200
Hilary Schroder	IWP Coaching Programme	15,300	8,200
John Georgakopoulos	IWP Coaching Programme	15,300	8,200
Juan van Wyk	IWP Coaching Programme	15,300	8,200
Michael Eslick	IWP Coaching Programme	15,300	8,200
Michelle Coetzee	IWP Coaching Programme	15,300	8,200
Renai Naick	IWP Coaching Programme	15,300	8,200
Tracy Haskell	IWP Coaching Programme	15,300	8,200
Wayne Thomason	IWP Coaching Programme	15,300	8,200
	Total	**168,300**	**90,200**

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 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**