



ANNEXURE "D": CUSTOMISED BENEFIT STATEMENT

Prepared for:

Prepared by:

Name: Roos Brokers
Contact: Michael Roos
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Old Mutual Wealth Services Company (Pty) Ltd
Reg No. 2012/100073/07
Prepared By: Veekash Ramowthar

Tel: 0747595024
Type: Strategic Partner
Date: 25 June 2019

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FEE SUMMARY

Prepared for

Name: Roos Brokers
Contact Person: Michael Roos
Type: Strategic Partner

Service Details	Fees Year 1	Fees Ongoing
Financial Planning Services		
Bruce Brown - IWP Coaching Programme - Year 1	15,300	8,200
Michael Roos - IWP Coaching Programme - Year 1	15,300	8,200
Business Management Services (BMS)		
BMS Consulting - Year 1	9,300	5,500
Additional Licenses		
Business Assessment (BAT) - Bruce Brown	500	0
Business Assessment (BAT) - Michael Roos	500	0
Client Survey (CSS) - Bruce Brown	1,000	0
Client Survey (CSS) - Michael Roos	1,000	0
Old Mutual Wealth Xplan Multi-site		
OM Wealth Xplan Multi-site - Year 1	14,400	7,900
Sub Total	57,300	29,800
Less 10% (Strategic Partner Discount)	-5,730	-2,980
Total	51,570	26,820
Monthly debit order amount	4,298	2,235
Average monthly fee per planner	2,149	1,118

All pricing includes VAT @15% Year 1 (R 6,726.52) Ongoing (R 3,498.26).

*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
Bruce Brown	IWP Coaching Programme	15,300	8,200
Michael Roos	IWP Coaching Programme	15,300	8,200
Total		30,600	16,400

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)
Bruce Brown	Yes	Yes
Michael Roos	Yes	Yes
Totals	1,000	2,000

OLD MUTUAL WEALTH XPLAN MULTI-SITE

Services are delivered per practice

Service Option	Year 1	Ongoing
OM Wealth Xplan Multi-site	14,400	7,900
Total	14,400	7,900

OM Wealth Xplan Multi-site

- Access to the OM Wealth Xplan Multi-site application that is integrated with the Old Mutual Wealth Integrator financial planning tool.
- Coordination of data migration, initial practice set-up and integration and on-boarding of staff by Old Mutual Wealth Business Integration Consultants.
- Ongoing support: First line telephonic support is outsourced to Linktank.
- Site administration and ongoing maintenance: Outsourced to Linktank.
- The ability to benefit from additional customisation based on a majority vote and fee sharing basis.
- Basic training: User guides and process guidelines available from Old Mutual Wealth.
- Advanced training: Available from Linktank at an additional cost.
- The Fee excludes the Iress license fee and additional costs associated with the support, maintenance and administration of the site.

Old Mutual Wealth Xplan Multi-site support hours

- First level support delivered by the Linktank Support Centre
- Support hours are during normal working hours, from 08:00 to 17:00 during weekdays, excluding public holidays.
- The OM Wealth Xplan Multi-site is generally available 24x7, except during planned maintenance.
- Linktank can be contacted telephonically on 087 700 0355 or via email at support@linktank.co.za.