

ANNEXURE "D": CUSTOMISED BENEFIT STATEMENT



Sample - Version: - Draft

Prepared for:

Partner Name: Optima
Contact Person: Louis
Tel:
Email:
Type: Strategic Partner
Date: 15 February 2016

Prepared by:

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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
Paul	IWP Introduction Program (Low)	5,800	3,200
Peter Fenix	IWP Introduction Program (Low)	5,800	3,200
Planner C	IWP Introduction Program (Low)	5,800	3,200
Planner D	IWP Introduction Program (Low)	5,800	3,200
Total		23,200	12,800

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.

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
Diagnostic (low)	2,500	2,500
Total	2,500	2,500

Diagnostic (low)

- 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.

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: Optima
Contact Person: Louis
Type: Strategic Partner

Service Details	Fees Year 1	Fees On-going
Paul - IWP Introduction Program (Low) - Year 1	5,800	3,200
Peter Fenix - IWP Introduction Program (Low) - Year 1	5,800	3,200
Planner C - IWP Introduction Program (Low) - Year 1	5,800	3,200
Planner D - IWP Introduction Program (Low) - Year 1	5,800	3,200
Business Management Services (BMS) - Diagnostic (low) - Year 1	2,500	2,500
Old Mutual Wealth Xplan Multi-site (CRMIntegrator)	27,000	12,000
Sub Total	52,700	27,300
Less 10% (Strategic Partner Discount)	-5,270	-2,730
Total	47,430	24,570
Monthly Debit Order Amount	3,953	2,048
Average monthly fee per Planner	988	512

* All pricing includes V.A.T @14% Year 1(R 5,825) On-going (R 3,017)

Commencement date year 1: _____

Commencement date ongoing: _____

Signed at _____ on this _____ day of _____

Annexure prepared by: Andrew