



ANNEXURE "D": CUSTOMISED BENEFIT STATEMENT

Prepared for:

Name: Test AVP
Contact: Test Contact
Email: christiaan@overdrive.co.za

Tel: 131123123123
Type: Strategic Partner
Date: 11 April 2018

Prepared by:

Old Mutual Wealth Services Company (Pty) Ltd
Reg No. 2012/100073/07
Prepared Shannon Loots
By:
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FEE SUMMARY

Prepared for

Name: Test AVP
Contact Person: Test Contact
Type: Strategic Partner

Service Details	Fees Year 1	Fees Ongoing
Financial Planning Services		
Test Planner 1 - IWP Introduction & Training - Year 1	8,500	3,900
Test Planner 2 - IWP Coaching Programme - Maintenance	8,200	8,200
Business Management Services (BMS)		
BMS Consulting - Year 1	9,300	5,500
Additional Licenses		
Business Assessment (BAT) - Christiaan Test Additional License	500	0
Old Mutual Wealth Xplan Multi-site		
OM Wealth Xplan Multi-site - Maintenance	7,900	7,900
Sub Total	34,400	25,500
Less 10% (Strategic Partner Discount)	-3,440	-2,550
Total	30,960	22,950
Monthly debit order amount	2,580	1,913
Average monthly fee per planner	1,290	957

* All pricing includes VAT @15% Year 1 (R 4,038.26) Ongoing (R 2,993.48)

Commencement date year 1: _____

Commencement date ongoing: _____

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
Test Planner 1	IWP Introduction & Training	8,500	3,900
Test Planner 2	IWP Coaching Programme	8,200	8,200
Total		16,700	12,100

IWP Introduction & Training

- 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.
- 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.

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)
Christiaan Test Additional License	Yes	No
Totals	500	

OLD MUTUAL WEALTH XPLAN MULTI-SITE

Services are delivered per practice

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