

Adviceworx Lifestyle Wealth Design Programme™

Welcome to Adviceworx

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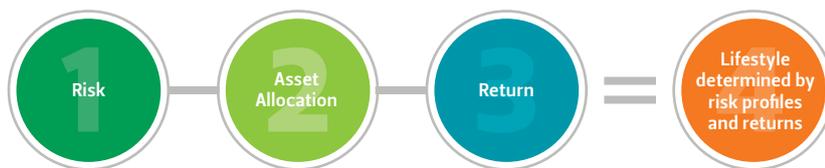


The Adviceworx Approach

Clear, empowering financial advice can only be achieved through a robust advisory process.

Traditional Advisory Processes

Advisory processes are not new to the financial planning industry and all financial advisors follow some type of advisory process. Unfortunately many of these processes are fragmented, not fully integrated with product solutions and not robust enough to ensure a satisfactory long term solution for clients. Also, the focus of these processes is often based on clients' current circumstances and attitudes and not on their lifestyle objectives and what they really want to achieve out of life.



Modern Advisory Processes

Modern advisory processes are supportive of a greater emphasis on what a client really wants to achieve out of a financial plan, electing an appropriate lifestyle first and then investing accordingly to meet these lifestyle goals. These processes are fully integrated and successfully connect the financial advisory world with the complex world of investments which is essential to ensure that clients achieve their lifestyle objectives.



Adviceworx Lifestyle Wealth Design Programme™

Adviceworx offers you exclusive access to our globally regarded advisory process – the Adviceworx Lifestyle Wealth Design Programme™.

This advisory process has one aim – to ensure that you meet your lifestyle objectives both during your working life and through retirement. The focus of the process is on your aspirational goals and ensuring that these goals are successfully achieved over time.

The process takes a holistic view of your financial wealth and ensures that all life's challenges are addressed, including protection of life, protection and growth of assets, as well as concerns such as erosion of spending power through inflation, debt management, tax and family responsibility.

The end result of the Adviceworx Lifestyle Wealth Design Programme™ is a holistic well-articulated financial plan that is aligned to your unique needs and invested in a well-diversified Adviceworx investment solution that is best suited to deliver your required results.

The Adviceworx Lifestyle Wealth Design Programme™ is completely participative and we encourage you to follow this step by step programme with your Adviceworx Financial Planning Partner. The process includes evaluating your current asset base and cash flows, then determining what cash flows are required in the future, ultimately determining what real returns will be required to ensure that you realise your returns objectives.

Integrated Wealth Planning



STEP
01

INTRODUCTION TO
ADVCEWORX

STEP
02

DATA GATHERING AND
GOAL SETTING

STEP
03

DEVELOPING STRATEGIES
AND ACTIONS

STEP
04

SCENARIOS AND
PROPOSAL

STEP
05

ALIGNMENT AND
IMPLEMENTATION

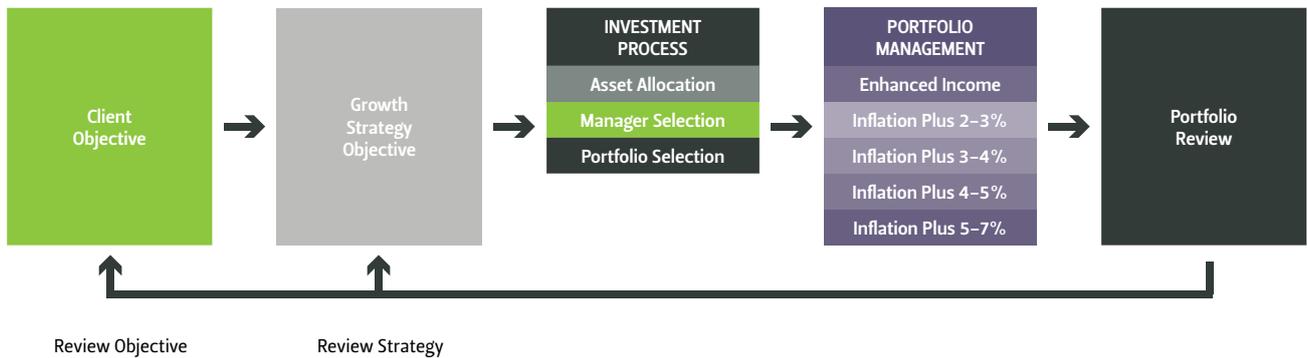
STEP
06

ANNUAL
REVIEW

Step 1 Introduction to Adviceworx

During the first engagement with your Adviceworx Financial Planning Partner, you will be introduced to Adviceworx, our client proposition, our partnership philosophy and our advisory methodology. Your Financial Planning Partner will guide you through the process and will spend a lot of time getting to know you. At the end of this engagement you and your financial planner will discuss the next steps and documentation required to facilitate the next phase of the process.

How we match your strategy with an investment solution



Step 2 Data Gathering and Goal Setting

The cornerstone of the Lifestyle Wealth Design Programme™ is the achievement of your unique lifestyle goals. It is crucial to define these goals at the beginning of the process to ensure that your financial plan is aligned to your specific requirements. Your Adviceworx Financial Planning Partner will need to understand your lifestyle objectives, your circumstances and priorities as well as your future aspirations, in order to give you the right financial advice.

Key areas of life



Example of goals

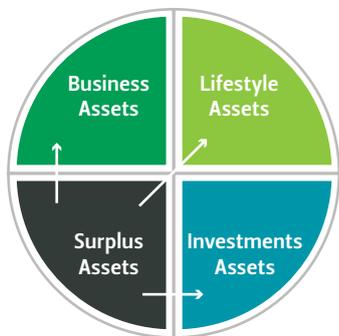
- Retire comfortably, maintaining existing lifestyle, while still active
 - Be able to retire at age 60
 - Be able to afford expenses of R35,000 per month
- Become debt free
 - Settle bonds on home and rental flat pre-retirement
- Be able to buy asset for cash
 - Spend R200,000 (net) on a new car every 36 months post-retirement
- Travel regularly and see the world
 - Be able to afford an overseas holiday of R50,000 every 36 months from age 60 to 72
- Empower daughter to become financially independent
 - Put 9 year old daughter through four years of university at R50,000 per year



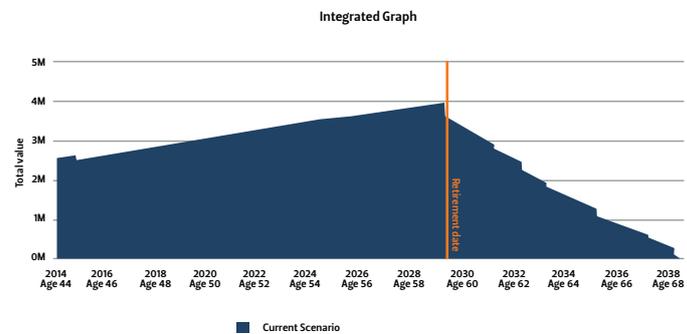
Step 3 Developing Strategies and Actions

During this phase, your Adviceworx Financial Planning Partner will focus on your current financial reality, highlight any shortfalls between where you are now and where you want to be in the future and discuss potential strategies and actions to realise your return objectives. These strategies could include moving your retirement date, changing your spending and saving patterns, or re-evaluating the amount of risk taken on. Your planner will also reconfirm the principles of the Lifestyle Wealth Design Programme™ and highlight the benefits of Inflation Targeted Strategies.

Your assets



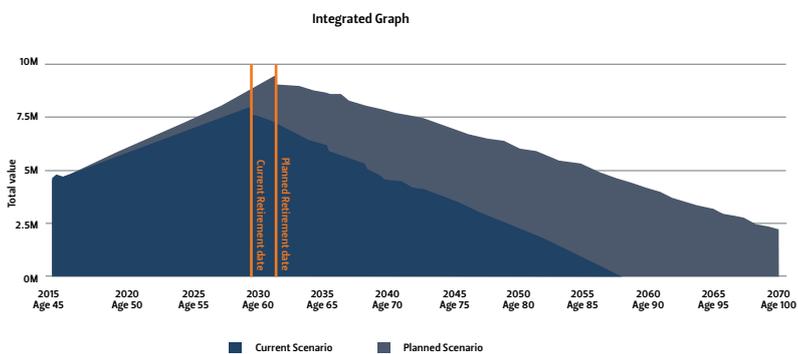
Your current reality



Step 4 Scenarios and Proposals

During this phase your Adviceworx Financial Planning Partner will perform technical modelling to illustrate various scenarios on how to achieve your desired lifestyle and improve your wealth curve. Your planner will guide you through the various scenarios to revise your goals and to finalise your financial strategy and action plan. The end result of this process is that you agree on a suitable risk and return strategy – your personal growth and action plan – that will enable you to realise your return objectives.

Your modelled desired lifestyle



Example of revised goals

- Retire comfortably, maintaining existing lifestyle, while still active
- Be able to retire at **age 62 (later)**
- Be able to afford expenses of R25,000/month **(reduced)**
- Become debt free: settle bonds on home and rental flat pre-retirement
- Be able to buy asset for cash
- Spend R200,000 (net) on a new car every **60 months** post-retirement **until 70**
- Travel regularly
 - **Take once in a lifetime family holiday of R150,000 on 17 December 2014**
- Be able to afford an overseas holiday of R60,000 every 36 months from 60 to 70 **(stop earlier, but spend more)**
- Empower daughter to become financially independent:
 - Put 9 year old daughter through four years of university at R50,000 per year.



Your strategy and action plan

- Retire at age 62 (retire later)
- Work to retirement with CTC of R85,000pm
- Pre-retirement living expenses of R25,000 pm and medical expenses of R2,900pm
- Post-retirement living expenses to R25,000pm (spend less), 10% escalation and medical expenses R3,500 with 9% escalation
- Use R150,000 out of cash savings for family holiday on 17 December 2014 (planned capital expense)
- Invest R430,000 balance of cash savings into a linked investment (invest savings/financial replacement)
- Travel overseas every 36 months from age 60 to 70 at R60,000 per trip (trade-off)
- Replace car every 36 months from 60 to 72 at R200,000 net of trade in (trade-off)
- Pay for daughter's university of R50,000 per year from age 56 to 60 (planned capital expense)
- Settle bonds of R1,890,000 and R1,000,000 by retirement (*spend less on interest*)
- Move preservation fund to Adviceworx (financial replacement).

Agreed growth and action plan

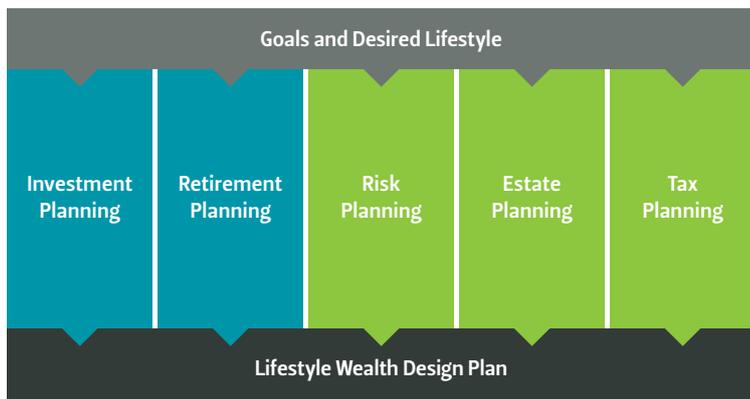
Current risk and return strategy

- Pre-retirement: Inflation Plus 5–7% (take more risk)
- Post-retirement: Inflation Plus 4–5% (take less risk)
- Risk and disability cover
- Draft or revise will

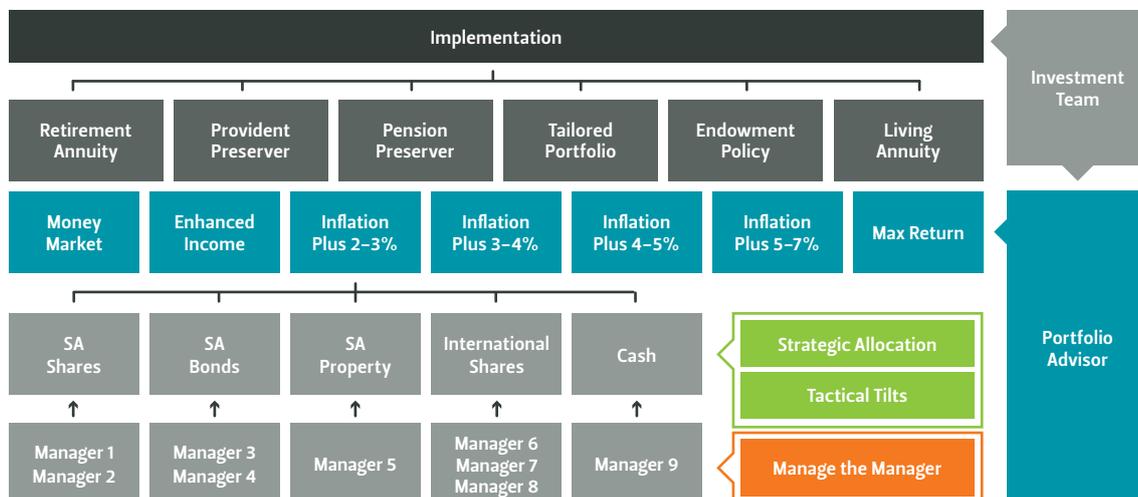
Step 5 Alignment and Implementation

Once your personal growth and action plan has been identified, your Adviceworx Financial Planning Partner will guide you through the implementation phase. At this time your planner will highlight the various ways to invest and then present the most suitable inflation targeted fund strategy that would deliver on your agreed return objective. Your Financial Planning Partner will also present you with various risk and disability solutions.

Integrated Wealth Planning



Investment strategy mapping





Adviceworx Investment Strategies

Adviceworx offers clients access to a range of investment solutions that are positioned to realise the investment objectives as determined by the Adviceworx Lifestyle Wealth Design Programme™.

Adviceworx follows a best of breed approach to investment management. Accordingly we do not manage investments ourselves but rather focus on carefully selecting a number of reputable investment managers of outstanding ability to manage our funds in a manner that is aligned with our advice philosophy and will lead to clients achieving their lifestyle goals.

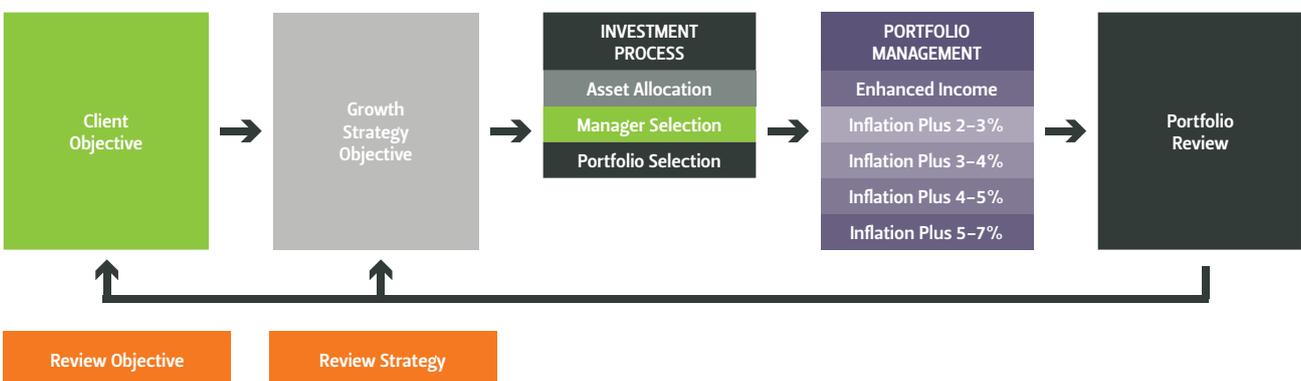
We only choose investment managers that demonstrate and apply a robust investment process designed to consistently achieve the targeted return mandate given to them.

Step 6 Annual Review

The Lifestyle Wealth Design Programme™ empowers you with the flexibility to amend your financial plan as a result of changes in the economic landscape or changes in your personal circumstances. We will ensure that your plan remains relevant and that we consider any changes in your lifestyle requirements, cash flow management, investment strategy, tax and estate planning and intergenerational planning. Your Adviceworx Financial Planning Partner is committed to partner with you throughout this journey and will conduct a review of your financial plan on an annual basis.

What can change?

				
25-34 The Lean Years	35-44 Survival	45-54 Middle Age	55-64 Pre-retirement	65 Retirement
<ul style="list-style-type: none"> • Marriage • Children • House • Bond 	<ul style="list-style-type: none"> • Renovations • Schooling • Insurance 	<ul style="list-style-type: none"> • Empty nest • Surplus income 	<ul style="list-style-type: none"> • Budgeting • Planning • Investments 	<ul style="list-style-type: none"> • Monitoring Investments • Reaping rewards





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Adiceworx is a juristic representative of Acsis Licence Group (FSP 33002) and an authorised Financial Services Provider (FSP 44914)

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