



VALUE PROPOSITION FOR UCT STAFF

Insurance | Financial Planning | Retirement | Investments | Wealth

BUSINESS PURPOSE



To be the fiduciary product provider of choice for the South African intermediary

In every market segment



SANLAM TRUST SERVICE SCOPE



Will Services
(Drafting &
Safe Custody)

Estate
Administration

Testamentary
& IV Trust
Administration

Umbrella
Fund
Administration

Beneficiary
Fund
Administration

Taxes & Trust
Deed Drafting



HOLISTIC FINANCIAL PLANNING STARTS WITH A WILL



WILL SERVICES



- ④ Drafting of wills
- ④ Revision of wills
- ④ Safe custody of wills
- ④ Living wills
- ④ Quality and control check



WILL SERVICES



- Free Will drafting
- No minimum limit on estate value to draft a will
- Online Wills Offering
- World class SanTrust will drafting program for complex Wills
- Electronic acknowledgment of receipt after filing of a signed will
- Quality and control limit risks
- Will clauses be updated on a regular basis in line with the latest legislation and case law
- Collections of signed wills by the Client Relations Manager (HR or client)
- Consultations in English, Afrikaans and Xhosa

SAFE CUSTODY BENEFITS



- Free drafting of Will if ST is appointed executor
- Free revisions or amendments of Will
- Free quality and control check
- Free Living Will
- Regular newsletters





ADMINISTRATION OF DECEASED ESTATES





- ④ Administration of deceased estates (Testamentary and External)

Administer all estates above R250 000 where possible: Estates Retail Team

- ④ Turnaround Times: Better than the industry norm of 12 months
- ④ Estate Flow Chart available

ADMINISTRATION OF DECEASED ESTATES



- ④ Online reporting of an estate on our website Sanlam.co.za
 - ④ We also offer telephonic reporting of estates
 - ④ We can also take in the estate during consultation at our offices with a pre-booked appointment
 - ④ Documents for reporting of estate available on the Sanlam Trust website (documents can be made available to HR for the family to complete and send Sanlam Trust)
 - ④ Formal quotation for the administration of external estates within 24 hours after receipt of request
 - ④ Regular communication during administration process
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TRUST SERVICES



TRUST SERVICES



Sanlam Trust administers the following trusts as nominated (co) trustee or as agent of the trustee under power of attorney:

- ① Testamentary - created in terms of a will
- ① Inter Vivos - set up and registered during the life of the founder.

These include:

- Road Accident Fund(RAF)
- Medical Negligence Trusts
- Special Needs Trusts
- Family Trusts
- Business Trust



Drafting
Amending
Registration
Legal audit & review

TRUST SERVICES



- **Charitable Trusts**
- **Guardian Trusts-** Set up to accept death benefits from life policies and endowments payable to minor children.
- **Umbrella Trusts**
- **Curatorship's**
- **Protector Trust**



TRUST SERVICES



- ④ Drafting of trust deed between 5-7 working days after receipt of all information. Submission and registration with Master if ST is the independent trustee.
- ④ Competitive fee structure
- ④ Existing relationship with Master's Offices limits possible delays in the registration process
- ④ Opportunity for investment proposals to trustees
- ④ Investment opportunities upon termination of trust
- ④ Intermediary satisfaction measured annually





THE ADMINISTRATION OF BENEFICIARY FUNDS



THE ADMINISTRATION OF BENEFICIARY FUNDS

As from 1 January 2009 Section 37C of the Pension Fund Act makes provision for the transfer of death benefits to a beneficiary fund. Sanlam Trust complies with all requirements and qualifies to act as a beneficiary fund administrator in terms of Section 13B of the Pension Fund Act on 12 February 2009



SUSTAINABLE WELLBEING

from childhood to adulthood



THE ADMINISTRATION OF BENEFICIARY FUNDS

Manage money on behalf of minor beneficiaries

Regular payments to beneficiaries to support them as require by the trust deed or the rules of the fund

Manage the capital until termination or vesting date



LIQUIDITY

(CASH SHORTFALLS)



LIQUIDITY IN ESTATES



Not only Estate Duty, Executor's Fees & Masters fees



MYTH

Debt can be transferred or die with you



MYTH

Wealthy clients have enough liquidity



Liquidity Calculator

As easy as 1-2-3

- unforeseen costs i.e. To transfer assets etc.
- Attorneys Fees to transfer property
- Liabilities without Insurance Cover
- Various Tax Obligations on Death
- Maintenance / Accrual Claims
- Special Bequests
- Death Claims

WHY IS IT IMPORTANT TO DO LIQUIDITY CALCULATION?

- Renunciations 36% YTD: no liquidity or assets to cover debt
- 60% of estates not enough cash to **settle debt and pay costs**
- To avoid a situation where valuable assets have to be sold to settle outstanding debts.
- To make provision for administration costs, tax (CGT, Income tax and estate duty), executors fees etc.
- To make provision for cash bequests, maintenance & accrual claims



'Acid test' available on our website to calculate liquidity



WHY SANLAM TRUST

- One stop shop – Comprehensive Offering
- Very competitive (cheapest in most cases) in the market
- Financial backing of the bigger Sanlam- over 100 years
- Wills Specialist to be on site for consultations and assistance
- Unique offer on proceeds of life cover payable to estate



questions 

thank you 

We are dying to do business with you 

