

# 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







# HOLISTIC FINANCIAL PLANNING STARTS WITH A WILL



# WILL SERVICES

- Drafting of wills
- Revision of wills
- Safe custody of wills
- O Living wills
- 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







## SANLAM TRUST ESTATES OFFERING



 Administration of deceased estates (Testamentary and External)

- Administer all estates above R250 000 where possible: Estates Retail Team
- Turnaround Times: Better than the industry norm of 12 months
- State Flow Chart available

#### ADMINISTRATION OF DECEASED ESTATES

- Online reporting of an estate on our website Sanlam.co.za
- We also offer telephonic reporting of estates
- We can also take in the estate during consultation at our offices with a pre-booked appointment
- 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)
- Formal quotation for the administration of external estates within 24 hours after receipt of request
- ② Regular communication during administration process







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

- ⑦ Testamentary created in terms of a will
- 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





#### S Charitable Trusts

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





- 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.
- O Competitive fee structure
- Existing relationship with Master's Offices limits possible delays in the registration process
- Opportunity for investment proposals to trustees
- Investment opportunities upon termination of trust
- Intermediary satisfaction measured annually



#### THE ADMINISTRATION OF BENEFICIARY FUNDS



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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

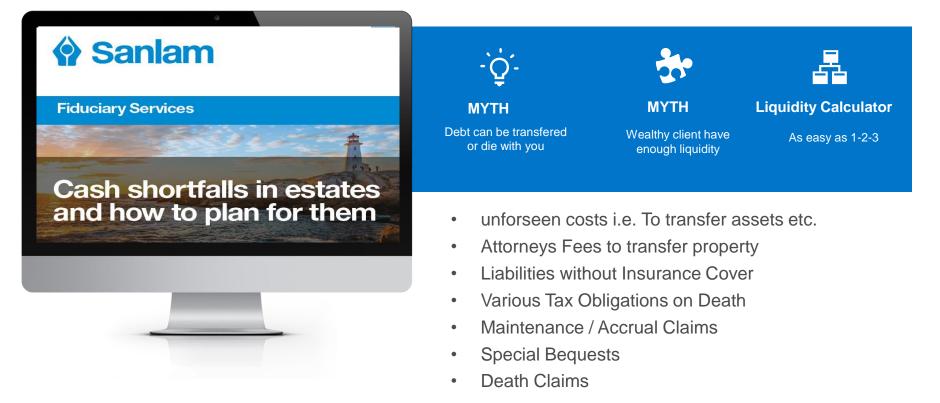


# LIQUIDITY (CASH SHORTFALLS)



# LIQUIDITY IN ESTATES

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



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- 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









#### We are dying to do business with you<sup>©</sup>

