



DIGITAL CHAMPIONS INCENTIVE

REWARDING THE TOP THREE BLUESTAR PRACTICES THAT PROCESS GLACIER'S RECURRING INVESTMENTS USING THE GLACIER INVESTMENT HUB.

As a BlueStar practice, you are a valuable partner to us at Glacier. Your tenacity, commitment, and willingness to go the extra mile for your clients are what make you a winner. And we want you to win some more!

GLACIER'S RECURRING INVESTMENTS

Regular monthly savings is, arguably, the most important mechanism for your client to accumulate long-term wealth for retirement. The earlier they start, the more affordable the monthly commitment would be, and the greater the impact the compounded growth would have on their investment outcome, bringing them closer to retiring comfortably and with dignity. At Glacier, we offer your clients recurring savings options through our Discretionary Investment Plan, the Tax-Free Savings Account and a retirement annuity.

BUSINESS AS USUAL IN UNUSUAL TIMES

Recent events have taught us that digital engagement is no longer a future goal to achieve success. For successful professionals, it is a part of daily practice. As a partner in your practice, we have created world-class digital tools to ensure that you remain successful, in these unusual times.

Our tools are designed to increase efficiencies; to take your practice to new heights; and to enable you to provide services to your clients 24 hours a day, seven days a week and 365 days of the year, from anywhere in the world.

THE GLACIER INVESTMENT HUB - YOUR DIGITAL OFFICE ASSISTANT

Just about any task that you can perform on paper relating to new business processes, can happen on the Glacier Investment Hub. From quotes to issuing the contract, to performing all the processing steps without the need to print a document or see your client in person. At a time of social distancing, and into the future, these tools allow us to conduct business as usual in any circumstances.

KEEP DOING WHAT YOU'RE DOING

We know that you already use the Glacier Investment Hub, and the incentive is to encourage you to process all your platform business using the Glacier Investment Hub, and in particular the recurring investments. If you meet the criteria, we'll reward you with some super prizes.

WHAT YOU NEED TO KNOW TO BE A DIGITAL CHAMPION

- 1 The incentive will run over the fourth quarter of 2021 and the first quarter 2022, from the start of October Vervaltrek 2021 until March Vervaltrek 2022.
- 2 You must grow your recurring investment book (case count) via the Glacier Investment Plan, Tax Free Savings Account and/or retirement annuity and use the Glacier Investment Hub to participate in the incentive. Processing from start to e-signing must be done using the Glacier Investment Hub.
- 3 The number of new platform recurring business cases that you submit on the Glacier Investment Hub through to full electronic signature, during these six months, will determine your eligibility for the incentive.
- 4 The highest number of applications submitted accumulatively per BlueStar practice, will determine the top three positions.
- 5 The minimum number of recurring cases for a BlueStar practice to qualify is five cases for each of the BlueStar advisers in your practice. For example, if there are four advisers within your BlueStar practice, the entry level will be 20 recurring investment cases during the incentive period.
- 6 Only monthly recurring plans with a minimum investment amount of R1 000 will count.
- 7 There can be only one winner in first, second and third place.
- 8 The incentive will apply to platform business only, and not Life Investments or Glacier International business.
- 9 Winners will be announced at the end of the incentive period.
- 10 Prizes can't be exchanged for cash.
- 11 Treating Customers Fairly (TCF) and proper financial advice principles remain of paramount importance in all investment planning, and underpin this incentive.
- 12 Glacier management's discretion will be applied, and their decision is final.

TOP THREE BLUESTAR PRACTICES

Position one:	I-pad to the value of R17 000
Position two:	Smart flat screen television to the value of R13 000
Position three:	Printer, scanner and copier - all in one unit to the value of R10 000

WE'RE ALWAYS HERE TO HELP

If at any point in your tasks you hit a speedbump on the Glacier Investment Hub, your business development coordinator (BDC) is there to help. With Glacier's brand new co-browsing capability, your BDC will be able to access the task on the Glacier Investment Hub that you are busy completing and can help you as if they are sitting right beside you.

At Glacier, our commitment to supporting you through digital enablement and world-class service is just a click away.