

RECORD OF ADVICE

Client Name:	Client99	ID number:	271129591
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Email:	client99@gmail.com	Phone:	03121234567
Financial Advisor:	Armughan Ahmad	Date:	23 Mar 2023

In terms of the Financial Advisory and Intermediary Services Act (FAIS Act), we must provide you (the client) with a record of advice. This document is a summary that intends to confirm the advisory process you recently undertook with your advisor. If you have any questions concerning the content, please contact your advisor. You are entitled to a copy of this document for your records. You consent to Succession Financial Planning (SFP) processing your personal information per the Protection of Personal Information Act (POPIA). You have given consent to SFP retaining your personal information to recommend the best-suited financial solutions for your financial needs and maintenance. You consent to be contacted from time to time for maintenance, news, correspondence, and storage of your personal information relating to your financial matters. Ts&Cs on <https://www.sfpadvice.co.za>

SECTION A:

1. Compulsory Disclosures

Client was provided with a copy of the Letter of Introduction. ☐ Yes ☒ No

[illegible]

Client has provided authority to access information. ☒ Yes ☐ No

hmmmm, hmmmm, hmmmm, hmmmm, hmmmm, hmmmm,
hmmmsomething is here, something is there, hmmmm,
hmmmm, hmmmm, hmmmm, hmmmm, hmmmm, hmmmm,

2. Financial Intelligence Centre Act (FICA)

Client has provided a clear copy of his/her identity document. ☐ Yes ☒ No

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SECTION B:

Background information

Your personal circumstances that formed the basis for my recommendation

something is here, something is there
something is here, something is there
something is here, something is there
something is here, something is there
something is here, something is there

INVESTMENT AND SAVINGS

Source of Funds

Source of Funds	Identify the source of funds being invested	Salary
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Analysis of Client's Circumstances

The analysis of your personal circumstances as described above.

Investment Requirements

Need

2.1 Investment term

5 Years

duration was set to 5 years as per mutual agreement.
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2.2 Liquidity/Access required during term

☒ Yes ☐ No

liquidity was not mentioned, liquidity was not mentioned, liquidity was not mentioned, liquidity was not mentioned
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liquidity was not mentioned, liquidity was not mentioned, liquidity was not mentioned, liquidity was not mentioned

2.3 Voluntary or compulsory investment

☐ Voluntary ☒ Compulsory

it was voluntary

2.4 Lump sum or recurring premium

☒ Lump Sum ☐ Recurring

lump sum of R 10000

2.5 Income Required

☐ Yes ☒ No

No, it is not required

2.6 Investment Strategy

Capital Reservation

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hmmmmm v2
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as
da
d
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as
dasd
ads

2.7 Return Required

Market Linked Return

yes

2.8 Risk Profile

Conservative

kind of

SECTION C:

Financial Solutions:

Summary of recommendations to address your identified needs

FNA was discussed and qualification was covered to. it does meet the client needs

SECTION D:

Alternative Solutions Considered

SECTION D:

Product Taken

Products accepted by you to meet your requirements

Product:	TSFA		
Product Provider:	SFP	Policy Number:	123123123
Product Name:	5 Years Plan	Frequency:	10000 Monthly
Escalation:	N.A.	Total estimated annual cost (EAC):	N.A.
Contracting Party:	Client	Life/Lives Assured:	5
Premium Layer:	1	Beneficial/Cessionary:	Wife
Initial Commission:	R 500 (5%)	Ongoing Commission:	R 100 (1%)
Were the SFP Solution Funds (multi-managed wrap funds) considered? <input type="radio"/> Yes <input checked="" type="radio"/> No			

Why should I do that?

Investment portfolio

When a wrap fund or a selection of wrap funds is used, motivate, and explain.

Where you have constructed your own portfolio from a selection of funds contained in the SFP Approved Fund List, an analysis (ICE analysis or similar) must be provided:

illustrating the alignment of the risk profile of the constructed portfolio and that of the investor,

motivating the constructed portfolio with reference to the following aspects:

corre

Fund Fact Sheets to client			
Funds	%	Provided	Discussed
Fund 1	10	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
Fun7	10	<input type="checkbox"/> No	<input checked="" type="checkbox"/> Yes

The following are reasons why the abovementioned product best suits your needs and objectives:

IP_ItP_FundsReasons

The details of the material aspects of the selected product that were discussed with you are outlined below.

Tax Implications:
The investment will not attract any tax if contributions are kept within the annual limits which are R36 000 p.a and R500 000 life time. Any excess contributions will be taxed at 40%.

Liquidity:
Planner disclose

Termination Penalties:

Planner to disclosed

Guarantees:

The product does not offer any guarantees. Invested funds will be subject to market fluctuations and may be exposed to capital losses.

Implication of Fees:

Please note there will be fees levied on the investment, these fees will result in the reduction of the returns generated by the investment and in the event of low growth may also have a negative impact on the fund value. We have also discussed the EAC which is an illustration of the maximum total cost that may be levied on your investment.

Legislative Restrictions:

There are limits to the annual and life time contributions on this investment. You may have multiple tax free savings accounts but the annual and lifetime limits are applied per individual and not per investment. In the event that you make a withdrawal any subsequent replacement of funds above the limit will attract tax at 40%.

Death Benefit

Planner to disclose

: FormData['IP_ProductTaken']==4 ? <>

Tax Implications:

Your investment will be taxed in accordance with your marginal tax rate. This investment will attract capital gains tax when you change funds or when funds are withdrawn.

Liquidity:

You are allowed to make regular withdrawals.

Termination Penalties:

No termination penalties

Guarantees:

The product does not offer any guarantees. Invested funds will be subject to market fluctuations and may be exposed to capital losses.

Implication of Fees:

Please note there will be fees levied on the investment, these fees will result in the reduction of the returns generated by the investment and in the event of low growth may also have a negative impact on the fund value. We have also discussed the EAC which is an illustration of the maximum total cost that may be levied on your investment.

Legislative Restrictions:

There are no legislative restrictions on this investment

At Death

You cannot appoint a beneficiary. In the event of death this benefit will pay into your Estate. The investment will be an asset in your estate and will attract estate duty and executors' fees. The investment will be distributed in accordance with your instructions in the will.
