

Free Reality membership Incentive - 2022

1. General rules

1.1. This incentive is aimed at the following groups:

- 1.1.1. Advisers with contract 1010, 1009 and 1020.
- 1.1.2. Authorised Principals of Management Outsourced BlueStar Business.
- 1.1.3. Business Managers (BMs), Enterprise Business Managers (EBMs)
- 1.1.4. Sales Consultants (SCs), Sales Managers (SM's)
- 1.1.5. Development Managers (DMs), and
- 1.1.6. Broker Consultants (BC's)

1.2. The incentive will run from the January 2022 production month to the December 2022 production month (12 months).

1.3. Sales performance will be reviewed Bi-annually:

1.3.1. Financial Advisers who did not retain their free Reality membership incentive for the current year will qualify to be reinstated if they meet the cumulative membership sales target by end of June production month as set out in section 3.1.2

1.3.2. Sales Management (SCs, SMs, BMs, DMs, EBM, and BC's) who did not retain their free Reality membership incentive for the current year will qualify to be reinstated if they meet the cumulative membership sales target by end of June production month as set out in section 3.1.3

1.3.3. Financial Advisers and Sales Managers will need to meet/exceed their annual sales target to qualify for free Reality incentive in 2023.

2. Measurement

2.1. New Reality Core and Reality Plus sales (Standalone and Combo sales) will be measured for this incentive.

2.1.1. Standalone sale refers to an instance where Reality membership is sold alone.

2.1.2. The Combo sales refers to an instance where Reality Plus or Core membership is sold with a Sanlam policy.

3. Incentive

3.1. Free Reality Plus Membership

3.1.1. Financial Advisers need to reach/exceed their target of 12 new Reality sales (total of Standalone and Combo) per annum, or 1 Reality Plus/Core sale per month, to qualify for free Reality in 2023.

3.1.2. Financial Advisers who have been excluded due to performance in the previous year need to reach/exceed their target of 6 new Reality sales (total of Standalone and Combo) by end of June production month to qualify for the reinstatement of their free Reality incentive

3.1.2. Advisers who join the Reality membership in the middle of the year will have a target equal to 1 new Reality membership sale per month

3.1.3. Sales management in the tied channel (SCs, SMs, BMs, DMs and EBM) excluding RGMs and REs need to reach/exceed their Reality Plus sales target (equal to 50% of their advisers' combined targets) to qualify for free Reality in 2023.

3.1.4. Broker Consultants need to reach/exceed their target of 12 new Reality sales (total of Standalone and Combo) per annual, or 1 Reality Plus or sale per month, to qualify for free Reality in 2023.