

CAPITAL  
LEGACY



**THE LEGACY PROTECTION PLAN™**



## WHAT IS LEGACY SERVICES™

Legacy Services™ are the essential professional services we provide to our Plan Holders. Through them we deliver in terms of Last Will & Testaments, deceased Estate Administration and related Estate fiduciary functions.

Most of these fiduciary services are categorised as "Indemnifiable Legacy Services™" – meaning their cost can be indemnified and in effect discounted up to 100% through our unique insurance products.

## WHY LEGACY SERVICES™

In contrast to most fiduciary services companies, we possess the expert ability to comprehensively deliver on the trust our Customers place in us.

As we are strictly focused on Last Wills, Estates and Estate-only related services, we fulfil our role to the highest degree of service and efficiency, in a bid to be a leader in our field in South Africa.

With all our Legacy Services™, we combine technology, systems and processes to ensure our Plan Holders receive maximum value at the lowest or even no cost. We pride ourselves on our people and their compassion for the situation of our Customers and their Beneficiaries. To this end, Capital Legacy is a true service-excellence organisation that is dedicated to the needs of our Customers.

## PRODUCT DESCRIPTION



Legacy Services™ are the Testamentary and Fiduciary services in respect of Wills, Estates and Trusts.

- Last Will & Testament
- Secure Custody
- Executor Appointments
- Trustee Appointments
- Deceased Estate Administration
- Testamentary Trust Administration
- Other Assets Administration
- Estate Property Transfers



## WHAT IS THE INDEMNITY PLAN™

The Indemnity Plan™ effectively indemnifies the costs of the Executor & Trustee services, Conveyance Attorney fees as well as Non-executable Estate Assets that are necessary to wind-up the deceased Estate.

## WHY THE INDEMNITY PLAN™

By having a dedicated provision for the necessary professional fees to administer a deceased Estate, your Beneficiaries will save tremendously both in time and money, ensuring your legacy is delivered as you intended it.

## PRODUCT DESCRIPTION



Every plan type offers the following minimum Legacy Services™:

- A Last Will & Testament
- Testamentary advice through consultation
- Unlimited Will amendments
- The freedom to choose any Executor or Trustee
- Secure custody of your signed Will
- Estate & Trust administration
- Property transfer services

The cost of these Legacy Services™ are then provided for or covered through our unique Maximum Indemnity Benefit™ (MIB™). Therefore with the right plan type selection, your loved ones will not have the bills to pay but will have the professional services they need to benefit from your legacy.

In other words, depending on the plan type selection, one can get between 25% - 100% effective discount on their Estate fees. The value of fees saved versus the nominal monthly premium is unheralded, starting with no charge for our starter or CorePlan™.

To ensure comprehensiveness, certain additional benefits have been integrated into the Indemnity Plans™. These benefits include the provision of immediate liquidity for final expenses; a cash benefit in the event of the simultaneous passing of you and your Spouse as well as funds to cover the cash costs necessary for the Estate.

The Indemnity Plan™ is the complete solution to securing one's legacy and reaches far beyond any current solution involving the simple provision of a Will.



## WHAT IS THE INDEMNITY PLAN™ *MyPro™*

MyProfessional™ is a series of Indemnity Plans™ with the same benefits and premiums as our principal Indemnity Plans™. Their difference is that they cover the professional appointment's costs relating to being the Executor and even their property transfer fees without these costs burdening your Estate.

Capital Legacy will administer the Estate under instruction from the appointed MyPro™ and work in conjunction with the MyPro™ to ensure your legacy is delivered how you intended it.

## WHY THE INDEMNITY PLAN™ *MyPro™*

Capital Legacy embraces the freedom of testation or in other words, the freedom to choose any Executor.

Up until now, the power of the Legacy Protection Plan™ to allow for the winding-up of one's Estate without the fees has been limited by the fact that we had no symbiotic mechanism to work with any other professional appointment you may prefer to make as your Executor.

You may wish to have an alternate professional, as your Estate planning is complex and may require the advice of your Attorney or Accountant. You may even wish for your financial advisor or broker to be more involved in your Estate affairs. They are what we call your MyPro™ and we can now enable their value to you without their cost consequence.

## PRODUCT DESCRIPTION



With MyPro™, one can now get the benefit of their choice of Professional but without the extra cost. The interests of the MyPro™ and you, the Customer, are better aligned and the strength of Capital Legacy's Estate Administration abilities harnessed to deliver a true "best of both worlds" solution.

The solution involves an agreement between the MyPro™ and Capital Legacy where we are either both appointed or simply just the MyPro™ is appointed to be the Executor.

The Indemnity Plan™ will insure the cost of the MyPro's™ Executor fees and if the appointed MyPro™ is a Conveyance Attorney, his or her fees for any Estate property transfers will be paid from the plan.

Consideration must be given to any fee surplus or shortfall as a result of the inappropriate selection of plan type. This surplus or shortfall as may be the case will be either paid to or by the Estate.



## WHAT IS IMMEDIATE LIQUIDITY™

The integrated Immediate Liquidity™ Benefit can seamlessly be enhanced by adding the extended Immediate Liquidity™ Benefit to your Indemnity Plan™ to provide more cover for final expenses such as the funeral, travel and monthly bills.

## WHY IMMEDIATE LIQUIDITY™

The extended Immediate Liquidity™ Benefit provides for the final expenses and deceased Estate fees in a cost effective Integrated Benefit. You can provide for or add to your own provision for immediate liquidity and protection of fees.

This benefit reaches further than 'funeral' benefit products to ensure the minimum cost of winding-up of a loved one's Estate is provided for. The benefit includes a feature of additional indemnification of deceased Estate legal expenses on the life assured in question.

## PRODUCT DESCRIPTION



As a supplement to the optimum Indemnity Plan™ for your budget, consider the disastrous impact that final expenses can have on your loved ones. These expenses include the cost of your funeral, travel arrangements or even paying that month's bills to keep the lights on.

The extended Immediate Liquidity™ option can be added to your Indemnity Plan™ to provide for such expenses that may not be provided for in terms of the integrated Immediate Liquidity™ Benefit. Furthermore, you may need to protect yourself against these same costs in the event of losing your Spouse, Children or Parents.

A unique feature of this benefit is that an amount equal to the stated Immediate Liquidity™ Benefit will be added to your MIB™ for the indemnification of deceased Estate legal expenses on the relevant life assured you have selected.

This benefit allows you to provide for the cost of the funeral and winding-up of the Estate of a Spouse, Child, Parents or even Parents-in-law. In the case of your life, you can top-up your liquidity and fee protection needs for a nominal cost each month.



## WHAT IS ESTATE OVERHEADS PROTECTOR™

The Estate Overheads Protector™ specifically pays for the necessary everyday expenses your Family needs in the aftermath of your death and for the duration of the winding-up of your Estate.

## WHY ESTATE OVERHEADS PROTECTOR™

The Estate Overheads Protector™ has a focused and dedicated purpose, to ensure the lights stay on, the insurances are paid and your Family is still covered on medical aid if you are no longer there to pay these important bills.



## PRODUCT DESCRIPTION

The Estate Overheads Protector™ is unique in that it pays only for pre-classified expenses at the direction of your Executor who is responsible for the well-being of your Family.

The unique benefit provides for a monthly or otherwise payment directly to the providers in question, such as your medical aid or car insurer, at the request of your Executor, for a period of 12 months.

This structure avoids the common pitfall where Beneficiaries have the expectation that these expenses are taken care of. The funds do not mix with the Estate late bank account where liquidity restrictions mean that the Executor may not be able to use these funds to pay your Family's bills each month.

In the case of a monthly benefit any residue or unpaid expenses at the end of the 12-month payment period will pay to the Estate or the nominated Beneficiary of your Immediate Liquidity™ Benefit.

A Lite option of the benefit is available in combination to or on its own to provide specifically for upfront cash costs that your Executor needs to pay that may not be provided for sufficiently by the Indemnity Plan™.



## WHAT IS ESTATE GAP COVER™

Mind the gap – Life cover is often too expensive to fill the void if two Spouses pass away. Introducing our new Estate Gap Cover™ that provides for unlimited fee indemnification and life cover when both Spouses pass away for a fraction of the cost of a traditional life cover. Inheritance Taxes are first paid and then any surplus funds are used to help replace the loss of income from two possible Spousal incomes.

## WHY ESTATE GAP COVER™

For many, the relief afforded by our tax authorities in terms of Inheritance Taxes on benefits payable to Spouses is lost to your Beneficiaries on your Spouse's death following your death. The problem of Inheritance Tax is compounded for those who are financially dependant and reliant on either or both Spousal incomes for financial support.

The Estate Gap Cover™ pays a cash amount on the passing of the surviving Spouse to help fund this dire shortfall, first to meet the inevitable Inheritance Tax obligations and thereafter to help fund the financial needs of your remaining Beneficiaries. Further to this, should the surviving Spouse pass within 12 months of each other, the applicable Indemnity Plan™ will also be automatically upgraded to an Unlimited plan.

The benefit does not require medical testing and offers a substantial benefit for a nominal premium. It is an essential tool for Spouses when planning their Estates.



## PRODUCT DESCRIPTION

The Estate Gap Cover™ helps you to efficiently plan the Estates of you and your Spouse. The benefits are as follows:

- Upon the death of the first dying, the premiums for this benefit will cease as well as the automatic annual benefit increases. Upon the passing of the surviving Spouse, the benefit amount as at the time of the death of the first-dying Spouse will pay the Estate of the second-dying Spouse, less premiums that would have been payable during this period to be paid by the 2<sup>nd</sup> Estate.
- The Executor can use these cash proceeds to pay Inheritance Taxes that are now applicable where the surviving Spouse had inherited from the deceased Spouse. With Capital Legacy as the Executors, we will apply this benefit via our Inheritance Tax Shield™.
- Any surplus funds thereafter will be applied in the normal administration of the Estate and for the benefit of your Beneficiaries.



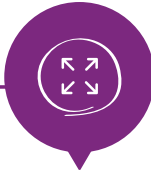


## LEGACY PROTECTION PLAN™

Central to Capital Legacy is our unique Legacy Protection Plan™ (LPP™) underwritten by Guardrisk Life Ltd, a subsidiary of MMI Holdings Ltd. Developed initially to fend-off the high cost of deceased Estate legal expenses, our signature product has now evolved into the complete solution for deceased Estates. Ground-breaking in its approach and comprehensive in its offering, every Customer will now be seen as a Legacy Protection Plan™ Holder.

No two Wills nor deceased Estates are the same. Like your fingerprint, your Legacy Planning needs are unique. Rigid solutions are therefore not possible to help you protect and deliver the legacy you so wish to leave. The new LPP™ can be tailored to most Estate planning needs and very rarely is it unable to deliver, all the while remaining robust and easily understandable to ensure you have the peace of mind that a single solution has been found to an age-old problem of securing one's legacy.

Simply doing a Will or taking a policy of sorts can certainly help secure your legacy but by no means are such solutions complete. Worst yet, done in isolation, they can even be counter-productive in terms of your needs. The all new Legacy Protection Plan™ now provides for FIVE interconnected services, plans and benefits that we have devised to ensure a complete solution to your death planning needs as follows:



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### INDEMNITY PLAN™

A world class solution to help you protect your legacy by indemnifying the professional fees associated with the cost of dying.

- CorePlan™
- FeePlan™
- Bronze
- Silver
- Gold
- Platinum
- Diamond
- Unlimited
- MyPro™



### IMMEDIATE LIQUIDITY™ BENEFITS

Insure yourself, your Family or Parents from the need for immediate liquidity upon death with a seamless extension of cover.

- Principal Immediate Liquidity - Lite
- Principal Immediate Liquidity - Classic
- Principal Immediate Liquidity - Premium
- Family Immediate Liquidity - Lite
- Family Immediate Liquidity - Classic
- Child Immediate Liquidity
- Parent Immediate Liquidity



### ESTATE OVERHEADS PROTECTOR™ BENEFITS

A world class Executor-guided Benefit to protect your Family from the complex funding problem of short and medium term Estate overheads such as medical aid, home utilities and school fees. The benefit can pay an initial and/or monthly benefit.

- Estate Overheads Protector - Lite
- Estate Overheads Protector - Classic
- Estate Overheads Protector - Premium



### ESTATE GAP COVER™ BENEFITS

Ensure that your loved ones fill the financial gap created on the death of the last surviving Spouse and are free from the burden of Inheritance Taxes and other costs.

- Estate Gap Cover - Lite
- Estate Gap Cover - Classic
- Estate Gap Cover - Premium



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