



BESPOKE EXECUTOR SERVICES
Customised Fiduciary Solutions

Customised Pricing and Concession Plan Website version 2019

(Keep it simple and focus on what matters. Don't let yourself be overwhelmed)
- Confucius

Overarching pricing policy

The quoted base fee, listed under each service offering, is negotiable and, BEXs will only apply the base fee after consultation with the intermediary, franchise principles and the client.

The principle of, customised fiduciary solutions is vigorously applied to our pricing policy.

Services we offer

1. **Estate Planning and Liquidly Check**
 - Comprehensive Estate Planning Analysis
 - Liquidity Check

2. **Estate Administration Services**
 - Estate Administration (end to end)
 - Estate Administration Services on Demand

3. **Trust Administration Services**
 - Trust Deed Drafting
 - Trust Auditing and Reviewing
 - Settlement Trust Administration
 - Trust Administration (end to end)
 - Testamentary Trusts
 - Inter Vivos Trusts Active and Dormant
 - Trust Administration Services on Demand

4. **Will and Safe Custody Services**
 - Safe Custody Services
 - Drafting
 - Living Wills

5. **Taxation Services**

We dispense our tax knowledge at no cost, however where more advanced tax knowledge is needed, we have tax partners who assist at a nominal fee.

6. Independent Trustee Services

BEXs provides the service of independent trusteeship, appointing BEXs, will go a long way to making the decisions of the trustees truly independent and open to review.

Estate planning and Liquidity check

Comprehensive Estate Planning Analysis

BEXs undertakes a comprehensive Estate Planning analysis, based on the data submitted by the client and Financial Planner, armed with this analysis, the client can establish whether their estate divestment options are economical and tax efficient.

Comprehensive Estate Plan (incl. Analysis)

R1,250

Liquidity Check

BEXs prepares a liquidity check, based on the data submitted by the client and Financial Planner, enabling the client to establish if there is sufficient cash in their estate to fund liabilities, administration costs and cash legacies. The Financial Planner will then be able to provide the client with additional life cover in need.

Liquidity Check (incl. Analysis)

R650

Estate Administration Services

Estate Administration (end to end)

This service entails the end to end administration process undertaken by BEXs either as executor testamentary or as agent for the executor

Executors fee (based on market value*** of capital assets as at death) **	Income collection fee
Between 2,65% and 3,50% Based on nature of assets and administration process*	6%

* An estate comprising of a fixed property, motor vehicle and cash will by way of example be charged at 2,65%

** This fee is at all times negotiable

*** BEXs will have the estates assets valued as stipulated by the Master, and will use a valuation that is most favourable to the estate. For example, in the case of fixed property and, if the regulations permit, BEXs will use the lowest of an estate agent or municipal valuation.

Estate Administration Services on Demand

Many clients are reluctant to pass on their duties and responsibilities of being an executor, to a third party, especially when this responsibility was given to them by a loved one during their lifetime.

The Master of the High Court is quite strict on who he will appoint as an executor, to this end the Master will consider appointing that person provided he is assisted by a competent person. Whilst BEXs is of the belief that an executor or his agent should undertake the end to end process, we acknowledge the client's deep founded respect for his appointment and that he wants to honour the undertaking he made during their loved one's lifetime.

Given this, BEXs is willing to render "service on demand", by undertaking selected processes (like reporting the estate or drafting the liquidation account) on behalf of a client.

All fees quoted below are negotiable.

<u>Service</u>	<u>What the client Pays</u>
Assist with completion of all reporting documentation	R550
Audit completed documents for correctness, report to the correct Masters & SARS office	R500
Draft the formal Liquidation and Distribution Account	Complex - R 5,500 Non – complex - R 1,500 Note: Information to be provided, if information to be sourced this will be collected by BEXs @ R1,500
Lodgement of liquidation account and obtaining the query sheet	R 750

Formulate response to Queries raised in the Masters Query sheet	R 750
Assist with the calculation of ceasing limited interests	R2,500
Dispute resolution/ mediation between heirs and or heirs and executor	R1,750/meeting
Formal distribution of estate and submission of final requirements to the Master	R1,500

Trust Administration Services

Trust Deed Drafting

Where BEXs is appointed as one of the trustees	Where BEXs is not appointed as a trustee
R3,500	R5,000

Trust auditing and reviewing

Reviewing and auditing of trust deeds and accounting records requires a special skill and is very labour intensive

Trust auditing fee
R2,750

Settlement Trust Administration

This service entails the administration of trust(s) that arise as a result of:-

- Road Accident Fund (RAF) settlements for minors, or persons who are incapable of handling their own affairs and are regulated by a court order
- Divorce order settlements
- Medical malpractice settlements for minors, or persons who are incapable of handling their own affairs and are regulated by a court order
- Proceeds of insurance policies payable to minors

Set-up fee	Ongoing annual Administration fee*	Termination fee
R1,000	Between 0,85% and 1%	R1,500

* A fee of between 0,85% and 1% p/a on gross capital assets under administration (subject to a minimum fee of R1,500 p/a) customised for each client individually and is negotiable.

Trust Administration (end to end)

This service entails the end to end administration process undertaken by BEXs either as Trustee Testamentary or as Agent for the trustee

Testamentary Trusts

Set-up fee	Ongoing annual Administration fee*	Termination fee
R1,000	Between 0,85% and 1%	R1,500

* A fee of between 0,85% and 1% p/a on gross capital assets under administration (subject to a minimum fee of R1,500 p/a) customised for each client individually and is negotiable

Active Inter Vivos Trusts

Set-up fee	Ongoing annual Administration fee*	Termination fee
R1,500	Between 0,65% and 1%	R1,500

* A fee of between 0,65% and 1% p/a on gross capital assets under administration (subject to a minimum fee of R1,500 p/a) customised for each client individually and is negotiable

Dormant Inter Vivos Trusts

BEXs does not ordinarily recommend that trusts remain dormant, however we recognise that there are circumstances where this need arises

Ongoing annual Administration fee	Termination fee
R2,000*	R1,500

* Excludes any outsourced tax fee, which is payable by the client to the tax practitioner.

Trust Administration Services on Demand

<u>Service</u>	<u>Fee</u>
Assist with completion of all reporting documentation	R750
<u>Service</u>	<u>Fee</u>

Audit completed documents for correctness, report to the correct Masters and SARS office	R500
Draft the formal Trust Administration statement	R 5,500 Note : Information to be provided, if information to be sourced this will be collected by BEXs @ R1,750
Lodgement of Trustee administration with SARS, trust beneficiaries and Regulatory offices	R 1,500
Formulate response to Queries raised by stakeholders and regulators	R 750
Dispute resolution/ mediation between beneficiaries and Trustee	R2,500/meeting
Formal distribution at trust termination stage and submission of final requirements to the regulators	R2,500

Will and Safe Custody Services

Safe Custody Services

Ensuring that your original will is safeguarded from fraudulent activity or from the prying eye, BEXs offers this service to any client.

Annual fee
R175

Will drafting services

BEXs does not charge for will drafting, this service is free

Living Wills

Administration fee
R225

Taxation Services

We all know that tax is the subject of much debate, be it by the taxpayer, the fiscus, the planner or the tax consultant. The most talked about aspect of taxation is how we can legally save as much tax as possible The adage tax avoidance vs tax



evasion comes to the fore. As a responsible fiduciary service provider, we are advocates of responsible tax avoidance schemes. That said we acknowledge that our expertise lies within the practice of customised fiduciary solutions and we are well able to handle the rigours of taxation within the fiduciary business. We are very proud of our symbiotic partnership with our financial planning colleagues to provide our clients with the best tax assistance possible, and where more expertise in this field is needed we are honoured to work with Messrs. Johns and Associates professional accountants and tax practitioners.

What the client pays

- Any outsourced tax fees
- BEXs dispenses its tax knowledge free of charge

Independent Trustee Services

Being a nominated or appointed trustee, comes with important, but often seen as, extraneous responsibilities that are misunderstood by the incumbent.

The tax consequences of not being independent or making decisions that are seen as alter ego trust decisions, can have dire financial consequences, often negating the very purpose for which the trust was set up.

BEXs provides the service of independent trusteeship, which will go a long way to making the decisions of the trustees, truly independent and open to scrutiny.

<u>Service</u>	<u>What the client Pays</u>
Dispute resolution/ mediation between beneficiaries and Trustee	R2,000/meeting
Prepare and attend meetings on behalf of trustee as alternate trustee if deed makes provision therefore	R3,000/meeting (incl. preparation)

About us

Having operated as Fiduciary Practitioners in the corporate environment collectively, for 80 years plus, we grew tired of the corporate operating model of “placing profit before client”!

The rigidness of the operating model, coupled with the pedestrian manner in reacting to the clients ever changing fiduciary needs, we decided to for BEXs, offering client centric, personalised fiduciary solutions, directly to the client or by partnering with our trusted financial planning partners.

BEXs - Bespoke Executor Services (Pty) Ltd
Registration Number 2017/323054/07

Head office physical address:

96 Upper Maynard Street
Vredehoek
Cape Town 8001

Where we operate

Western Cape

Free State and Northern Cape

Meet the team

Our Directors

Sean Beagley BA(LLB) UCT, CAIB(SA)

Mobile: +27 83 414 6981

E-mail: SeanB@bexs.co.za

Elna van der Walt B(Com), CAIB(SA)

Mobile: +27 83 307 6317

E-mail: ElnaV@bexs.co.za

Tony Rolo CAIB(SA), MDP Unisa

Mobile: +27 83 5641558

E-mail: TonyR@bexs.co.za

Our Marketing Consultants

Gudrun Boshoff DIP. EDUCATION (UOFS)

Mobile: +27 82 927 3655

E-mail: Gudrunb@bexs.co.za