



# Discovery's Testamentary Specialist Team

Professional estate planning services for your clients

## Why is it important to have a Last Will and Testament?

Having an up-to-date will enables the execution of your clients' wishes and responsibilities and ensures that their assets are distributed to their chosen beneficiaries. In the absence of a will, there are legal provisions under the Intestate Succession Act, in place to manage the estate. However, problems may arise in such cases, surrounding the appointment of an appropriate administrator and additional fees, costs and delays may be incurred.

The fiduciary services offered by Discovery Wills and Trust Services promise a seamless process when winding up an estate.

## What services are offered by Discovery Wills and Trust Services?

We offer the following high-quality fiduciary services to cover your clients' estate needs:



### WILL DRAFTING, STORAGE AND RELATED ACTIVITIES

Discovery Wills and Trust Services provides a smooth experience, where a specialist supports and guides your clients throughout the drafting process.



### EXECUTOR AND TRUSTEE APPOINTMENTS

Discovery Wills and Trust Services appoints the executors and trustees who will administer your clients' estate when they pass on.



### DECEASED ESTATE ADMINISTRATION

Discovery Wills and Trust Services' preferred provider will efficiently handle all estate administration on your clients' behalf. This offers their loved ones peace of mind.



### ESTATE PROPERTY TRANSFERS

Your clients can rely on our dedicated and specialised preferred provider to ensure that their immovable property is safely transferred to their beneficiaries on their death.



### TESTAMENTARY TRUST ADMINISTRATION

Discovery Wills and Trust Services' preferred provider gives proactive, expert advice to assist your clients in setting up a testamentary trust and will administer the trust for them posthumously.



### BESPOKE SERVICE FOR HIGH-NET-WORTH CLIENTS

ENSAfrica offers Discovery clients a discounted bespoke service to suit their needs. High-net-worth Discovery clients also have access to offshore will drafting through ENSAfrica's global network of associate law firms.




### DISCOVERY ESTATE PRESERVER


The Discovery Estate Preserver assists your clients with the costs and administration associated with winding up their estate after they pass away. It also provides additional benefits to assist their family in the event of their death. To take out the Discovery Estate Preserver, your clients must nominate Discovery Wills and Trust Services' preferred provider to administer their estate on their passing.


## What is Discovery's Testamentary Specialist Team?


Discovery's Testamentary Specialist Team comprises of testamentary specialists trained to understand the legalities required to assist clients draft their wills and form a comprehensive estate plan. Their focus is to provide exceptional service to your clients.


## Why should you use Discovery's testamentary specialists?


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You will receive 80% of the initial commission on successful sales of the Discovery Estate Preserver to referred clients.
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There will be no additional administration for you or your team.
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Clients you refer are ring-fenced and business emanating from them will only be referred to you.
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The team will identify business opportunities and report these to you.
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The team has a national footprint, with specialists situated throughout South Africa.
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We provide a world-class service to your clients.
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Sharing of executor fees according to the table below:

Executor fees (VAT included)	Executor fee share to referring adviser
R0 – R69 750	10%
R69 751 – R109 500	15%
R109 501 – R158 000	20%
R158 001 – R270 000	25%
More than R270 000	30%

*Note: a 50% reduction in executor fee share will apply for a testate estate if either the will is not stored at Discovery Wills and Trust Services' preferred provider or if the will or Will Review Note is not signed within five years preceding the death of the eligible client. For further information, please refer to the Discovery Wills and Trust Services - Executor Fee Sharing guide available on the Financial Advisor Zone.*

## How do advisers refer clients?

When the time arises for your clients to review their estate plan, log their details on the Financial Adviser Zone.

For further information or assistance: [DEP\\_referral\\_services@discovery.co.za](mailto:DEP_referral_services@discovery.co.za)

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