

Smart Solutions

We strive to create delightful experiences for financial advisers, employers and their employees when they engage with us.

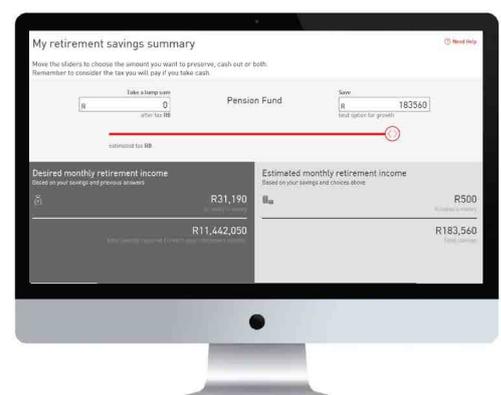
We also want to empower members to make informed decisions that not only increase their amount of money at retirement, but also their financial wellness. This is why we are reimagining and reinventing each key touch point from the perspective of the member, employer and financial adviser. The result is a growing range of innovative Smart Solutions.

Smart Exits

Saving for retirement through their employer's retirement arrangement is often the only form of savings many South Africans have. Unfortunately, many South Africans opt to cash out their retirement savings when they leave their employer. This seriously undermines their ability to replace an adequate level of income at retirement.

Momentum's **award-winning** Smart Exits solution is the first online process of its kind that empowers retirement fund members to make better financial decisions when they resign from their job. Smart Exits assists employees to make informed decisions by creating awareness about the importance of preserving, as well as the tax impact of taking their retirement savings in cash.

Smart Exits also reduces the administration burden of the employer at the time of withdrawing or transferring retirement benefits to a preservation fund, which industry-wide tends to be a time-consuming and paper-intensive process.



Gold Loerie Award Winner in the Service Design Category, 2017



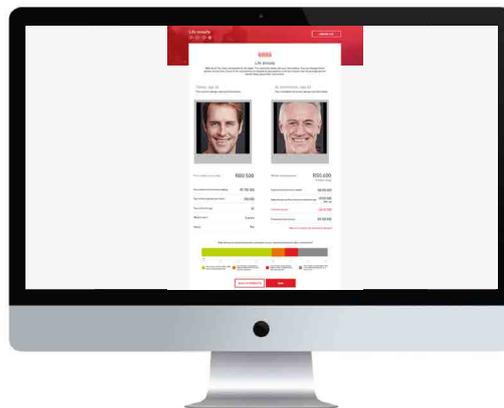
momentum
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Smart Retirements

The decisions employees make on reaching retirement and choosing an annuity are some of the biggest they will ever make. Smart Retirements focusses on educating members around their retirement savings and the conversion of their savings into the most suitable annuity solution to meet their needs after they retire. It gives members the information they need to make better decisions based on their unique circumstances.

Smart Retirements is a user-friendly, try-before-you-buy digital platform which educates employees on the various annuity products and gives them the opportunity to look at the impact different decisions will have on their retirement. It also highlights the effects of tax if they decide to take an amount in cash up front when they retire.

Simple questions and terminology makes it easy to understand and evaluate the annuity solutions and members quickly feel more empowered to make the right financial decision.



At no stage are members under any obligation to buy a particular product.

Members are never alone during the process. Over and above the tips and educational information that they receive, they can get in touch with our Smart Counsel team or request advice from a financial adviser at the click of a button.



Our range of Smart Solutions is constantly evolving as we reimagine and reinvent our clients' experiences, one key touch point at a time. Our suite of Smart Solutions is available to all Momentum Corporate clients.

Smart Underwriting

The families of South Africa's 14 million income earners face a combined insurance shortfall of R28.8 trillion, if the breadwinners die or become disabled. This shocking insurance gap means many of your employees' families will be unable to maintain their current standard of living in the event of death or disability.

One of the many reasons for this shocking level of underinsurance is underwriting, the process insurers use to gather the medical information necessary to assess an individual's risk before granting or increasing their insurance cover. Our research shows that industry-wide this process tends to be complex, lengthy and invasive. These insights were the starting point for developing Smart Underwriting, a first for group insurance in South Africa.

Smart Underwriting allows members to answer a few short, easy-to-understand questions about their health and lifestyle in a fully secure and private digital space.

Feedback is immediate, so at the end of the process, members know the result. The previously tedious and lengthy process now takes on average 10 minutes. The scheme's financial adviser is kept in the loop throughout the process.

At the end of the process, the member receives personalised health tips and guidance, based on their health profile. This creates awareness of potential health risks and may trigger the appropriate change to their lifestyle.

The Smart Underwriting solution won a silver award in the Service Design category at the 2018 Loeries.



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