



# MASTHEAD

DISTRIBUTION SERVICES

## Brokers enriched at Masthead Member Days

**M**asthead completed its national Member Day Road Show on 25 May 2006, having had phenomenal attendance among member brokers at each of the six venues across the country during the two week event.

Peter Dempsey, Masthead's MD, reinforced the Masthead mission and provided a comprehensive update on Masthead and its offerings to members in his opening address. He thanked the partner product providers – Old Mutual, Metropolitan Odyssey, Sanlam, Old Mutual Bank, Liberty Life and Auto & General – for sharing in Masthead's vision. Speakers from Masthead and the product providers then shared their offerings and information with members.

Old Mutual gave a product overview, highlighting Old Mutual Bank's new offering. Liberty Life introduced their company, philosophy and people to members and Metropolitan Odyssey gave an interesting economic and market update. Sanlam presented on the industry's role in the world of advice and General Manager: Finance & Product at Masthead, Doug Clothier, addressed members on the future of broker commission, what brokers can expect, how to prepare for the upcoming changes and Masthead's response.

Members enjoyed the Trade Fair, which ran concurrently at each Member Day. They received information, advice and marketing material from the participants – Old Mutual, Sanlam, Liberty Life, Metropolitan Odyssey, Old Mutual Bank, Auto & General, Astute, Damelin School of Banking & Insurance, Celestis Broker Services and Masthead.

Each Member Day ended with a draw for prizes, generously sponsored by participants at the Trade Fair, and delicious lunch, during which members networked with product providers and between themselves.



