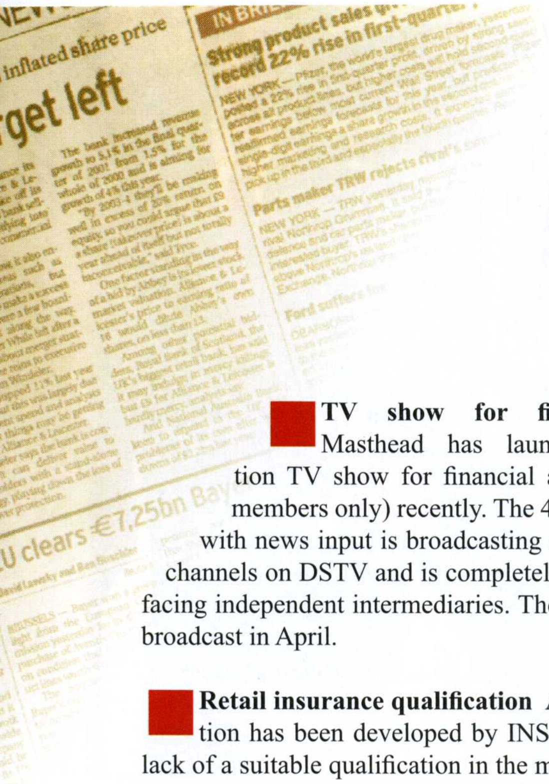

# HOT off the press

**TV show for financial advisers** Masthead has launched a subscription TV show for financial advisers (Masthead members only) recently. The 45-minute talk show with news input is broadcasting on one of the spare channels on DSTV and is completely focused on issues facing independent intermediaries. The next show will be broadcast in April.

**Retail insurance qualification** A specific qualification has been developed by INSETA to address the lack of a suitable qualification in the motor retail industry. The qualification that has been developed is called the National Certificate in Retail Insurance.

This qualification is at NQF Level 4 consisting of 140 credits. This qualification is be applicable to the following industries (as confirmed by the FSB and INSETA): Car Hire, Travel, Marine, Motor Retail Dealer, Retail Insurance – Telesales, Retail Outlets, Estate Agents. Capital Campus and Damelin School of Banking and Insurance, both accredited Learning providers with INSQA (INSETA) have joined forces to provide the industry with professional Skills Development as required by the FAIS Act.

**Top life assurers to distribute via Masthead** Sanlam and Masthead Distribution Services are far advanced in terms of reaching a distribution agreement whereby Masthead will distribute Sanlam products to its member brokers. Kobus Vlok, Chief Executive: Sanlam Personal Finance Distribution, says the agreement will provide significant benefits in terms of distribution capacity and economics. Liberty Life is also in discussion with Masthead regarding a distribution agreement for its products. Masthead also paid tribute to Metropolitan Odyssey, which has been distributing products via Masthead to member brokers since August 2005, and welcomed Auto & General as the first short term insurance provider.

**Cell C Connect gives brokers the opportunity to sell** Cell C connect has developed a franchise business opportunity to assist brokers to make it big in the multi billion rand cell phone industry. The business opportunity will allow the broker to run an additional business in parallel to their existing business thus potentially doubling sales and ultimately profits.

**RGA appoints new Managing Director** RGA South Africa has appointed Conrad Backeberg as Managing Director, effective 1 March 2006. Backeberg joins RGA from Medscheme, where he was Managing Director of MS Life, a direct life insurance operation he played a lead role in establishing five years ago.

"Conrad's strong insurance background will add a great deal of vision and depth to RGA South Africa. He has a sound understanding of the industry and its key issues," stated Desmond Smith, the first Managing Director of RGA's South African operation. Smith will now assume the position of Chairman of RGA South Africa. RGA South Africa, which operates out of offices in Johannesburg and Cape Town, provides life reinsurance, risk management, facultative underwriting, and product development and distribution services.

**Medicover on success road** The High Court of South Africa has granted the lifting of Medicover's curatorship at the end of February. Medicover 2000 was placed under curatorship in 2001 following a number of irregularities concerning the scheme. During this time the curators successfully managed to claim back approximately R59 million of the reinsurance premiums from a number of parties involved.

Medicover has since grown substantially and performed above expectation. The scheme's reserve ratio has increased to 86% during this period, while its membership has also gone up to 43 000 from 27 000. The successful reorganisation of Medicover's business by the curators has resulted in the scheme being in a good position to operate under the leadership of its new board of trustees and principal officer. The scheme is now in a financially strong and stable position.

**Sanlam Sky Solutions** Sanlam has launched its Life Cover solution under the Sanlam Sky basket of solutions, an affordable and tailor-made life cover offering for people with basic life cover needs. For the first time clients in this market segment will have access to a range of choices with their life cover – a welcome departure from the one-size-fits-all products which have become the norm. These options include choosing an underwriting process, a level of cover and the most suitable waiting period. In the event of death, the waiting period varies from no waiting period to a period of six months or two years.