

M A S T H E A D Brokers reap benefits



Masthead's exciting national road shows were well attended by brokers from across South Africa. The brokers reaped the benefits of their Masthead membership as they shared in Old Mutual's propositions to add value to the broker's business.

Phenomenal response

Over 90% of Masthead Member Brokers who confirmed their attendance took part in the events – a clear indication of the important and relevant role Masthead is fulfilling in the industry. 90% attendance is double the average industry response rate to broker events and, in addition, the feedback from Masthead Member Brokers who participated was both extremely positive and encouraging.

Old Mutual, the first Product Provider to join Masthead, participated in the road show to extend their value proposition to Masthead Member Brokers. Old Mutual Broker Distribution's Business Development Manager, Moray Norton, shared with the brokers how Old Mutual's propositions creates real meaningful value for the brokers' practices.

Value add to brokers

This value add includes helping brokers to retain their independence, increasing their income, managing their risks, simplifying their businesses, building capital value and recognising their support.

On the road

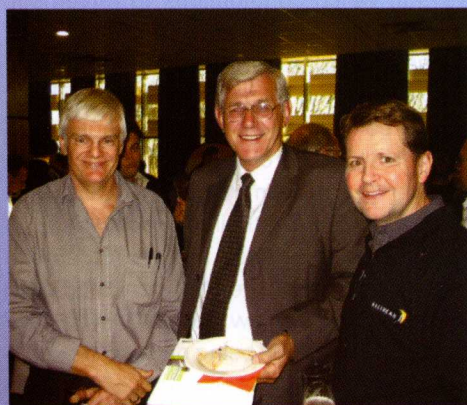
1. The Pretoria road show was held at the CSIR and seen networking here were (from left) Pieter Venter (independent broker), Johan Erwee (Pretoria Regional Chairman, Masthead Financial Advisors Association) and Ian Middleton (General Manager, Masthead Distribution Services).

2. Spending some time to share business experiences at the road show in East London, were (from left) Andre le Roux (General Manager, Masthead Distribution Services), Logan Packery (independent broker), Moray Norton (Old Mutual Broker Distribution Business Development Manager), Richard Ravenscroft (independent broker) and Francois Smith (Masthead Regional Distribution Manager, Eastern Cape).

3. Other attendees at the East London event were (from left) Frans Viljoen (Masthead Account Executive, Old Mutual), Karen Thomas (Masthead Marketing Manager), Slier Mbelani (independent broker), Sharlene Rooney (Old Mutual Branch Manager) and Bonita Steenkamp (independent broker).

The road show was held across the country and making it possible for all Masthead Member Brokers to attend and participate.

Johannesburg (Alberton)
Johannesburg (Fourways)
Bloemfontein
Durban
Cape Town
Pretoria
East London
Port Elizabeth
George
Knysna
Nelspruit
Rustenburg
Lichtenburg
Middleburg
Secunda
Polokwane
Bethlehem
Kimberley
Upington
Welkom



Don't miss out on the essential service Masthead offers its Member Brokers. Phone **MASTHEAD** today on **0860 103 807**