MASTHEAD
DISTRIBUTION SERVICES

More opportunities for Masthead Members

Charting a career as an independent broker can be tricky. You can simplify and enhance your professional life by joining Masthead, the largest support network for independent brokers, and substantially improve your chances of achieving business success. "Members have, in Masthead, a powerful organisation that can enable them to confidently tackle the demanding challenges of daily business and shape their practices for the future," says Peter Dempsey, Managing Director of Masthead.

Comprehensive solution

"We do this by providing comprehensive support and advice, networking opportunities, Professional Development Days, Practice Management services and relevant special offers. Masthead also provides Members with a wide range of products from carefully selected product partners to add further value to their practices."

From banking...

Old Mutual Bank, one of the first of Masthead's seven product partners, is an intermediary-friendly bank which has successfully integrated banking into the financial planning concept, says Dempsey. Furthermore, Old Mutual Bank has extended its staff banking offering to benefit all Masthead Members.

...to short-term

Auto & General, Masthead's first short-term insurance product partner, gives Members who are not accredited to sell or advise on short-term insurance access to its efficient and effective products and services.

Top life insurers

Metropolitan Odyssey provides innovative financial services and products for the middle and upper income markets, catering for business and personal life insurance needs. Its products mainly comprise risk, investments and retirement products, and are ideal for clients approaching financial maturity.

"Metropolitan Life, Old Mutual, Sanlam and Liberty Life, four of South Africa's top life insurers, focus on various markets," says Dempsey. "Together, they provide an excellent and comprehensive range of long-term products and services for clients and the corporate market."

More time for clients

Members see one Masthead Member Consultant, who supports and updates them on the product partners' offerings, he says. Members thus spend less time in meetings and have far more time to focus on meeting their clients' financial needs. On the other side of the coin, he says clients are more likely to do business with a Masthead Member Broker, resulting in further business opportunities.

Professional

"Members offer products from the various product partners, are independent, are committed to the highest ideals of the financial planning profession and maintain adherence to regulatory requirements," says Dempsey.

Contact us

For more information on how Masthead can assist you to grow your business, visit **www.masthead.co.za**, call **0860 103 807** or e-mail **info@masthead.co.za**.

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Thinking ahead

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