



INSURANCE INSTITUTE
NORTHERN GAUTENG

Communicator

Q1 ISSUE • MAY 2023



OUR MISSION

IS TO MAXIMIZE CONTACT AND INTERACTION WITH
THE INSURANCE INDUSTRY

To be an association not for gain, established to serve the best interests to the insurance industry and its suppliers in Northern Gauteng. Our primary goal is to provide an exciting and successful networking environment for the employees, intermediaries and suppliers of the Insurance Industry in our area of jurisdiction.



OUR 2023 PRESIDENTS MESSAGE

I am honoured to address you as the President of the Insurance Institute of Northern Gauteng for the year 2023.

As we continue to navigate through uncertain times, it is important to recognize the strength and resilience of our industry.

In the face of the challenges brought on by natural disasters and other unforeseen events, the industry has consistently risen to the occasion, providing crucial support to individuals and business partners alike.

As we move forward, we must remain committed to our mission, of providing an exciting and successful networking environment for the employees, intermediaries, and suppliers of the insurance industry in our area of jurisdiction. I believe in collaboration with our business partners and I'm eager to expand our relationships with the various stakeholders. The digital transformation of our industry is rapidly accelerating, and we must stay ahead of the curve to ensure that we are meeting the evolving needs of our members.

In addition, we must continue to prioritize diversity, equity, and inclusion within our organizations and the industry as a whole. By fostering a more inclusive and welcoming environment, we can attract and retain a wider range of talent and perspectives, ultimately leading to better outcomes for our members.



It is important to promote the growth and development of the members of the insurance industry, whilst also ensuring that it operates in a manner that is ethical, transparent, and accountable.

I am excited about the opportunities and challenges that lie ahead for our industry, and I am confident that together we can continue to make a positive impact as a whole.

Thank you for your continued dedication and service to the insurance industry, and I look forward to working with you all in the year ahead.

Sincerely,
Adèle Cronjé
President



 natsure



A FAREWELL TO OUR PAST PRESIDENT

We say farewell to our President Adrian Burmeister with a few words from him.

"As I finish my term in serving as your IING president, I would like to thank each of our members, sponsors, my current and past committee members, and our past presidents for your support throughout my tenure. I wish the incumbent president all the best for your term in office, may this organization continue to grow from strength to strength.

I applaud my entire team for their commitment and service and hard work behind the scenes to ensure content and events of the magnitude we presented in 2022.

A heartfelt thank you to each of you, and the continued support of our members."

Take a break.
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 **Bryte**



HOSTED EVENTS

President's Breakfast

SHANNEL VISSER



We are very excited to see what the year has in store for us under the Guidance of our new president. Adele brings a renewed energy to the team along with her years of experience and industry knowledge and she looks great with a Medallion around her neck!

On the 15th of March, we inaugurated our new President, Adele Cronje at the very trendy West Café in Pretoria.

The breakfast was very well attended and the support of the IING Committee, members and industry colleagues was amazing to see.



We look forward to welcoming our members and colleagues to our many events that we have planned for 2023, we have a feeling its going to be the best year yet!



INSURANCE INSTITUTE
NORTHERN GAUTENG

throw BACK



2022 YEAR END GALA #IING2022YEF

SHANNEL VISSER

On Thursday 3 November 2022, we the IING council welcomed our members and industry colleagues to our Annual year end function.



A night of Champagne and Crystals was on the cards to celebrate a long year in an industry that we all love. During 2022, we hosted many spectacular events, and this event was no different. It was great to see the Northern Gauteng in their formal wear with the ladies and gentlemen pulling out all the stops with outfit choices.

It was such a privilege to be able to Champagne and dine you for the evening and see everyone getting down on the dance floor as well as strutting their stuff at the Propel Booth.

A special thank you to our great sponsors for the evening, without which an event like this wouldn't be possible: Old Mutual Insure, Discovery Insure, CLC, Santam Pretoria, Global Choices, Brolink, Santam Real Estate, Bryte Insurance, Glasfit . One Loyalty. GIFS and Tracker



We had spectacular lucky draw and social media prizes up for grabs, these were sponsored by: IEMAS, Encirosure, Fulcrum, One Loyalty



Thank you to everyone who was involved in this evening and everyone that attended, we value your partnership, without you, we couldn't be us!

For all photos of the evening, please visit our Facebook page Insurance Institute of Northern Gauteng under the album #IING2022YEFPHOTOS

Give our page a like and follow for all details of our next years events.

We look forward to seeing you all again in 2023.

A BIG SHOUT OUT TO ALL OUR EVENT SPONSORS, YOU MADE IT WORTH IT!



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Everyone you will ever meet, knows something you don't.

BILL NYE



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are held in offices.

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SOCIAL MEDIA AND INSURANCE

THE HIDDEN CONSEQUENCES OF OVERSHARING



In today's digital age, social media has become an integral part of our daily lives. We use it to stay connected with friends and family, share our thoughts and experiences, and even conduct business. However, many people are not aware of how sharing personal information on social media can impact their insurance.

"Social media has opened up new opportunities for insurers to collect data about their policyholders", says Peter Olyott, CEO of financial services provider, Indwe Risk Services. "With the vast amount of personal information that is shared on social media platforms, insurers and unfortunately others, can use this information to better understand their policyholders' behaviour, lifestyle, and risk factors.

"By being aware of how your social media behaviour can impact your insurance risk profile, you can protect yourself against disputed claims", says Olyott. If you post pictures or updates on social media that reveal expensive items in your home, such as jewellery or electronics,

it could make your home a target for theft and could potentially impact your home insurance coverage. Posting about your driving habits, such as speeding or driving under the influence, could lead to increased motor insurance premiums or even policy cancellation.

When it comes to your health condition, posting about it on social media could potentially impact your health insurance coverage, as insurers may use this information to assess your risk level and adjust your premiums accordingly.

Your life insurance coverage and premiums could be impacted if you post about your high-risk activities, such as extreme sports or skydiving.

Olyott gives these tips for protecting your insurance coverage while using social media:

Be mindful of the information you share on social media.

1. Avoid posting about expensive items or high-risk activities. If you do feel the need to share your lifestyle with your social media network, try to do so after the event and not while you are making your way to your next holiday destination.

2. Adjust your privacy settings on social media platforms to limit the amount of personal information that is visible to the public.

3. Review your insurance policy and speak to your insurance provider about how social media could impact your coverage.

4. Be honest with your insurance provider about any changes in your lifestyle or behaviour that could impact your coverage, such as a new job or a new hobby.

5. Be very careful of sharing posts through your known network. Remember people in your network may share the posts with their own networks growing the number of potential viewers who may take exception to the content being shared. Also, be careful to comment on or like contentious posts. The legal framework in South Africa dealing with social media content has changed and exposes the user to potential consequences of posting and/or sharing inappropriate content. Inappropriate content can include, amongst others, racial, gender, religious, political or sexual content. Sharing personal information on social media can have unintended consequences on your insurance.

By being mindful of the information you share and reviewing your insurance policy regularly, you can help to protect yourself and your coverage.

Indwe is an authorised Financial Services Provider. FSP: 3425

INDWE RISK SERVICES



INSURANCE INSTITUTE
NORTHERN GAUTENG

CPD TRAINING events

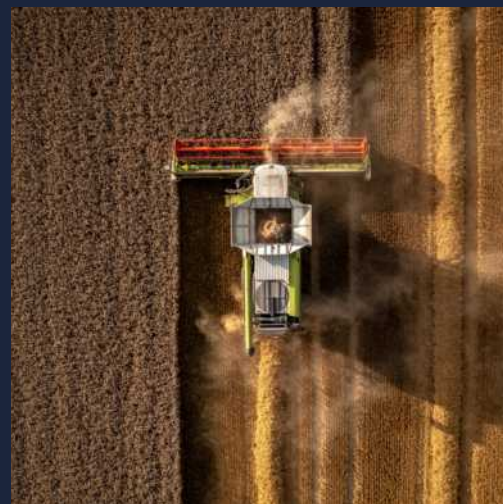
SESSION 1

26 JANUARY 2023

PIONEER THE FUTURE OF AGRI INSURANCE

Emil Pretorius was the speaker and is with Santam Segment Solutions Agriculture with a main focus on Asset Insurance. He's attending to technical marketing & building relationships with all stakeholders from brokers, to AGRI businesses and our Farmers. The session had the following topics,

- The future of agriculture.
- Opportunities and threats within the market.
- AgTech (Agri Technology).
- Raising trends within agriculture.



EVENT PROUDLY
SPONSORED BY



**AMOUNT OF
PEOPLE THAT
REGISTERED
FOR THIS
SESSION**

507

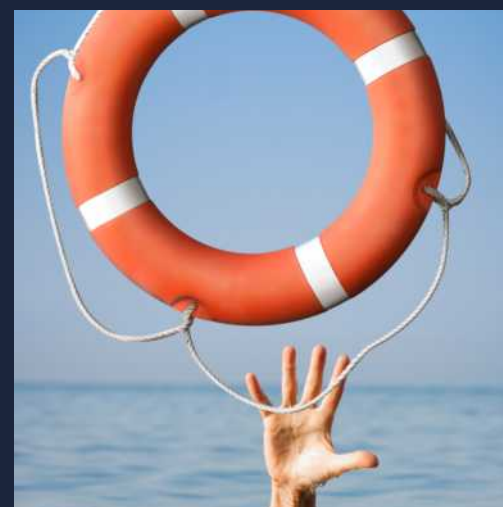
SESSION 2

7 MARCH 2023

TOP RISKS FOR SOUTH AFRICAN DIRECTORS AND OFFICERS

"Makolo Kalambaie and Colin Wiseman was our speakers for the session. Moloko is currently the Underwriting Head of Financials Lines, Structured Portfolio at SHA Risk specialist, Colin is currently a Technical Manager in the PI, Liabs and Financial Lines claims department and has been a Claims Specialist in Financial Lines for over seven years. Some of the topics that was discussed in this session:-

1. Economic Trading Environment
2. Liquidations, Business Rescue and Insolvency Risks
3. Underwriting Considerations
4. Claims Examples



EVENT PROUDLY
SPONSORED BY



**AMOUNT OF
PEOPLE THAT
REGISTERED
FOR THIS
SESSION**

340



INSURANCE INSTITUTE
NORTHERN GAUTENG

CPD TRAINING events

SESSION 3

18 APRIL 2023

BACK TO BASICS – OR NOT? AN UNDERWRITERS PERSPECTIVE

In this session OMI presented on the following topics – The Reinsurance market, Grid failure (current buzz word), Solar installations, Hot Work Permits & Policy wordings –hidden dangers. A very insightful presentation.



EVENT PROUDLY SPONSORED BY



OLDMUTUAL
INSURE



AMOUNT OF PEOPLE THAT REGISTERED FOR THIS SESSION

651



NEXT SESSION

PRESENTED BY ENVIROSURE

23 MAY 2023

ENVIROSURE

UNDERWRITING MANAGERS

Do not forget



OUR SOCIAL BUTTERFLY

SHANNEL VISSER

When I joined the IING in 2022, I was very excited to serve my fellow Insurance Colleagues and be a part of creating the most exciting networking events. If I may say so myself, 2022 saw some of the best events the industry had to offer, ending the year off with a great year end function.

But if you think we ended 2022 with a bang - watch this space. We are on a mission to make 2023 the best year yet, after all. Our members deserve nothing less.

All the plans are coming together and the support from the industry has been nothing short of Amazing.

We have the following events already lined up:

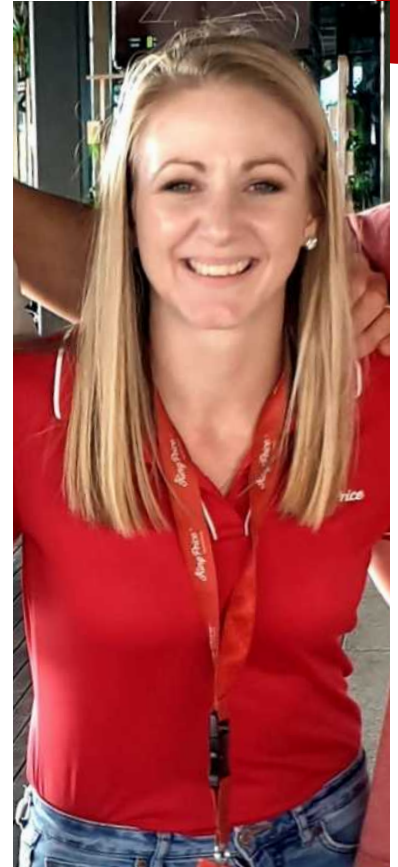
- Bingo Evening
- Ladies' month
- Year end function

All dates are available on our website.

So please mark your calendars - keep an eye out for our invites because I can assure you, these events will sell out fast.

Lastly, thank you to all our sponsors and members for your loyal support. Without you, we couldn't be us. We promise to continue serving you and creating new fun and insightful networking opportunities.

I can't wait to welcome you all to the various events.



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BINGO NIGHT

PRESIDENT GOLF DAY



Did someone say BINGO???

Yes, you read correctly, the IING are proud to announce that we will be hosting our first ever Bingo Night!

Don't let the spinning wheel and white balls with numbers fool you, we have gone totally digital and put our own IING spin on the game!

With Discovery Insure as our main sponsor for the evening, you are guaranteed to have a great night out.

Space is limited so please book your tickets as soon as the link goes live.

Keep an eye on our Social media platforms and emails for the invite and registration link.

Come Bingo the night away with us!

Let's swing into things and join us for our Annual Presidents Golf day that will be held at Wingate Park on the 14th of June 2023.

Warm up to a fun filled day and rub shoulders with competitors, clients, potential clients, and service providers within the insurance industry for the Northern Region.

We expect over 120 visitors on our Presidents Golf day, with our sponsors at each hole with something exciting that awaits.

Prizes, snacks, fun and laughter will be in the order of the day. Don't miss out on our Annual Presidents Golf day for 2023.

" A golf match is a test of your skill against your opponents' luck".

WE ARE HOSTING THE FIRST EVER BINGO NIGHT

Join us for our first ever
BINGO NIGHT filled with fun
and great prizes

8 JUNE 2023

STARTS AT
6 PM SHARP

R250
per person

Industrial Coffee
works, Centurion

*entry includes all 15 rounds, a gamers pack & dinner.

BOOKINGS : www.iing.co.za

RSVP BEFORE 31 MAY 2023 AT

shannel.visser@kingprice.co.za

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THIS EVENT STILL AVAILABLE



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PRESIDENTS GOLF DAY 2023



INSURANCE INSTITUTE
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MAIN SPONSOR

OLDMUTUAL
INSURE

REGISTRATION
STARTS @ 9AM

WINGATE
COUNTRY CLUB

539 Norval Street, Pretoria

14
JUNE

SHOTGUN STARTS
AT 10:30AM

4 BALL ALLIANCE

2 SCORES TO COUNT

R3500.00 FOR 4 BALL

HALFWAY HOUSE INCLUDED

GOLF CART BOOKING AT

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The Simah Group, in partnership with Invequity through the Dash Private Equity Fund, is a 51% Black Owned group, of which 40,09% is Black Women Owned, and is a proud level 2 B-BBEE contributor. The group offers bespoke insurance, risk, and advisory services to large commercial and corporate businesses in its chosen segments and is focused mainly on complexed risks in the private equity and public company markets, as well as state-owned and government segments.

Whilst each division of the Simah Group has its own area of deep specialisation, each is also able to leverage broad cross-sectoral experience.

- **Simah Risk Solutions** (Authorised FSP no 280) offers customised solutions for large commercial and corporate clients through specialised risk placements, considered advice and holistic operational and strategic risk management services.
- **Simah Risk Advisors** (Authorised FSP no 13223) offers state-owned and government client market segments specialised risk management advisory services and commercial insurance.

- **Acuideas** (Authorised FSP no 46696) provides insurance administration and advisory support, for independent brokers, as well as product development and training for a range of different markets.

With over R1bn in premium volume and a significant geographical presence in South Africa, Simah has the capability to keep delivering to its core offering of care, attention and focus to its selected client base. In addition, the partnership with ESRG (Eikos Simah Risk Group), a London-based consultancy, allows Simah to provide advice and capacity to larger risks who are struggling to find solutions in the local South African insurance market.

Our business is to understand yours.

For further insight, visit www.simah.co.za



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2023 COMMITTEE

Let's meet the team



ADÈLE CRONJÉ

NATSURE : SNR PORTFOLIO MANAGER

IING ROLE : PRESIDENT 2023

"You never fail until you stop trying"



ROZANNE KNOESEN

INDWE RISK SERVICES
JUNIOR MANAGER: MIS

IING ROLE :
DEPUTY PRESIDENT

"Your success and happiness lies in your own hands"



WYNAND LOUW

AQUILLA FINANCIAL SOLUTIONS:
CEO

IING ROLE: CONVENOR
FINANCE & TREASURER

"Do not allow people to dim your shine because they are blinded. Tell them to put some sunglasses on."



ERIKA COLDICOTT

PSG INSURE:
TRAINING MANAGER

IING ROLE : CONVENOR
EDUCATION COMMITTEE &
SECRETARY

"Fight all your battles on your knees and you will win every time!"

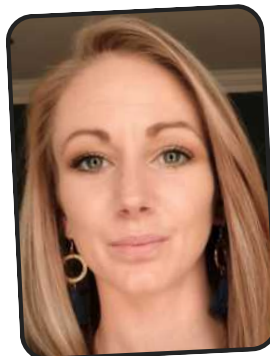


ANTON MINNIE

BRYTE INSURANCE :
BUSINESS DEVELOPMENT MANAGER

IING ROLE: CONVENOR
MEMBERSHIP, MARKETING &
COMMUNICATION

"People do not decide to become extraordinary. They decide to accomplish extraordinary things. Screw it, let's just do it!!"



SHANNEL VISSER

KING PRICE
BUSINESS DEVELOPMENT
CONSULTANT

IING ROLE: CONVENOR
SOCIAL COMMITTEE

"Do it with passion, or not at all"



GERRIT VENTER

TRACKER CONNECT
REGIONAL SALES MANAGER

IING ROLE: CONVENOR
SPORT COMMITTEE

"You attract what you vibrate."



MICHAEL PIERCE

INDEPENDENT CONSULTANT

IING ROLE : CONVENOR
GOVERNANCE & COMPLIANCE

"Value everyone and everything and never take anything for granted."



FRIK VAN DEVENTER

AIG
BUSINESS DEVELOPMENT MANAGER

IING ROLE :
CO-TREASURER AND
SPORT COMMITTEE

"Byt vas, more is
nog 'n dag"



ANNELIE BOTHA

BROLINK : CORPORATE TRAINER
BIB - FINANCIAL INSTITUTIONS

IING ROLE :
SOCIAL COMMITTEE

"If you love life, don't
waste time, for time is
what life is made of"



TUMELO STOFFEL

SASRIA
CUSTOMER RELATIONS MANAGER

IING ROLE :
MEMBERSHIP, MARKETING &
COMMUNICATION
COMMITTEE

"If you want to go far we go
together, but if you want to
go fast you can go alone."



**DANIE JANSEN VAN
VUUREN**

OLD MUTUAL INSURE
SALES DEVELOPMENT MANAGER

IING ROLE :
SPORT COMMITTEE

"Success is not final,
failure is not fatal: it is
the courage to continue
that counts."



KENNY HONEYBORNE

DISCOVERY INSURE
BUSINESS DEVELOPMENT MANAGER

IING ROLE :
MEMBERSHIP, MARKETING &
COMMUNICATION
COMMITTEE

"Everything you've ever
wanted is on the other
side of fear"



**SCHAUN VAN
DEN BERG**

OLD MUTUAL INSURE
NATIONAL BUSINESS DEVELOPMENT
MANAGER

IING ROLE :
EDUCATION COMMITTEE

"The Universe is much
bigger than you, don't
fight it"



**BETTA
STEENKAMP**

SANTAM
RELATIONSHIP MANAGER

IING ROLE :
SOCIAL & EDUCATION
COMMITTEE

"think big, trust yourself
and make it happen"



**JEANNE-MARI
VERMAAK**

HOLLARD
BROKER CONSULTANT

IING ROLE :
SPORT COMMITTEE

"Just one small positive
thought in the morning
can change your whole
day."



INSURANCE INSTITUTE

NORTHERN GAUTENG

SEE YOU AT THE
NEXT IING EVENT!

GET IN TOUCH WITH US NOW!

Want to become a Member?

The IING exists for its members since 1954. It is within this context that we invite you to become actively involved with the IING. We value what you think and what your needs are, in order to better position ourselves for future events.

Our team has grown from strength to strength and if you have missed out on our past events, do not miss out again and enjoy the benefits of joining IING as a member. How do I become a member? The cost to become an IING member is minimal per annum. Download the application form on www.iing.co.za



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Sponsor an Event?

Your sponsorship contribution allows the IING to put up industry leading educational and networking events, that enable members to

- ✓ ENGAGE with like-minded professionals
- ✓ CONNECT with local and international subject matters and experts
- ✓ GROW by developing themselves, their teams and companies

The IING offer sponsors increased brand exposure and opportunities to further elevate brand engagement and interaction with the industry

- Branding at Events
- Digital Marketing Campaigns
- Activation Opportunities



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Should you have any inquiries please contact us on secretary@iing.co.za | accounts@iing.co.za | marketing@iing.co.za

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