

**MINUTES OF THE ANNUAL GENERAL MEETING OF THE FIA SOUTHERN CAPE
BRANCH AS HELD ON 8 FEBRUARY 2019 AT 09H15
AT THE PINE LODGE, GEORGE**

MINUTES

1. OPENING AND WELCOMING

The Chairman welcomed everyone to the meeting.

2.1 ATTENDANCE

Thinus J van Rensburg (Voorsitter), Bettie Barnard, Niel Barnard, Aletta Barnard, Andre Britz, Eureka de Koker, Ian Du Plessis, Koos Fourie, Hannes Harmes, Tanja Koen, Stefan Kruger, Leon Lamprecht, Cecilia Le Roux, David Lloyd, Cecile Lombard, Nicolette Meyer, Judy Meyer, Dorinda Oosthuizen, Marieke Oosthuizen, Isobel Rohwer, Marretha Singleton, Johann Smit (Snr), Johann Smit (Jnr), Leon Swart, Pippa Truter, Anneke van Emmenis, Frederick van Heerden, JD van Renen, Ernest Viviers, Mazel Zeelie, Wilma Claasen, Benita Gerberg, Pieter Koen, Peter Atkinson and Sandra Snowball.

2.2 APOLOGIES

Eska Claasen, Debbie de Clercq, Delena Franckenberg, Heinie Benn, Hennie Gouws, James Ackhurst, Jane Ryan, Liesl de Bruyn, Albert Lombard, Marietjie van der Mescht, Phil Cooper, Jan Rademan, Rome Phillipson

3. DECLARATIONS OF INTEREST

None

4. APPROVAL OF THE MINUTES OF THE PREVIOUS MEETING, 17 FEBRUARY 2017.

It was proposed that the Minutes of the previous meeting can be approved by Isobel Rohwer and seconded by Marretha Singleton.

5. FEEDBACK FROM THE REGIONAL DIRECTOR, LEON SWART

The Regional Director spoke with Members on the following points:

- FIA Update and outline (make up of FIA National and Coastal – structure)
- Explanation of FIA as a trade organization vs professional body
- Explanation and plea to utilize the online CPD system of the FIA
- INSETA funding opportunities explained
- Discussed apathy amongst members and non-members who need to be encouraged to join by existing Members

6. CHAIRMAN'S REPORT

See at the end of these minutes.

Isobel Rohwer thanked Thinus for his service the past 2 year and presented him with a gift.

7. ELECTION OF THE COMMITTEE FOR 2019

The elections were handled by the Regional Manager, Sandra Snowball.

Nominations received:

- Isobel Rohwer as Chairperson

- Anneke van Emmenis as Vice Chairperson
- Albert Lombard, Hennie Gouws, Niel Barnard, Phil Cooper and Marretha Singleton to serve on the committee.

The members were happy to vote via show of hands. All the nominees were voted in and Isobel as Chairperson and Anneke as Vice Chairperson.

Isobel Rohwer as new chair said the following :

- Thank you
- She is excited and passionate about the industry
- She would like to encourage involvement from the members – the committee can and will co-opt if there are others wanting to participate

8. CLOSE OF MEETING

The newly elected Chairlady adjourned the meeting.

.....
Chairperson

.....
Date

.....
Assistant

SUID-KAAP

Voorsitter: Thinus Jansen van Rensburg

TEL: 082906741 E-POS: thinus@stepp.co.za ☒ 1502, Mosselbaai , 6500

2018 AGM CHAIRMANS REPORT:

“2018?!” What a year of mixed emotions?

A year marked by significant political instability and uncertainty, deteriorating economic conditions and financial pressure on South African consumers has continued to intensify.

A year of new abbreviations and words from the FSCA: C.O.B / C.P.D / PST.....and words we all familiar with such as point / hours / Compliance / RE Exams / Consent / Fee etc.

What have I learnt? You can't change what has happened, you can only learn from it and move forward and be ready.

MEMBERSHIP:

The above played a huge role in our membership figures. Looking at our branches figures from Feb 2018 to January 2019 – the number of FSP's is down by 2 (from 28 to 26) and the number of KIs & Reps remains unchanged at 185. So although the amount of FSPs has reduced, more Reps of members are on the database.

- Increase in Reps was due to resolution of many special fee arrangements and due to CPD activities being restricted to those who are on the database.
- The FSP cancellation reasons are predominantly that either:
 - Does not Add Value
 - Retirement)
 - Finances

**SOUTHERN CAPE LIST - 26
NOVEMBER 2017**

F1 - FSP 1(Main Contact) Count	28
F2 - KI/Rep 2-10 Count	68
F3 - KI/Rep 11-500 Count	89
F4 - Rep 501+ Count	2
Grand Count	187
FSP - FSP Count	28

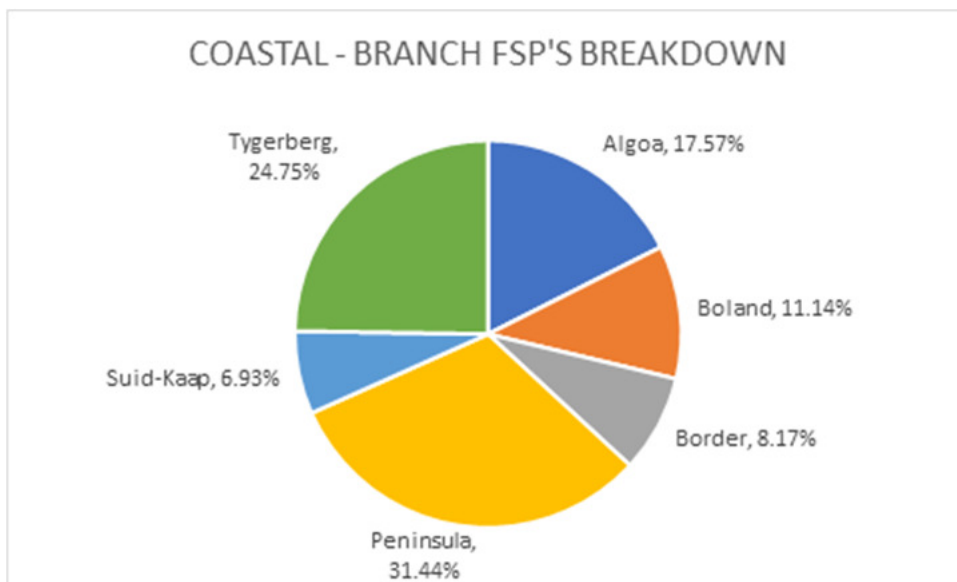
COASTAL REGION

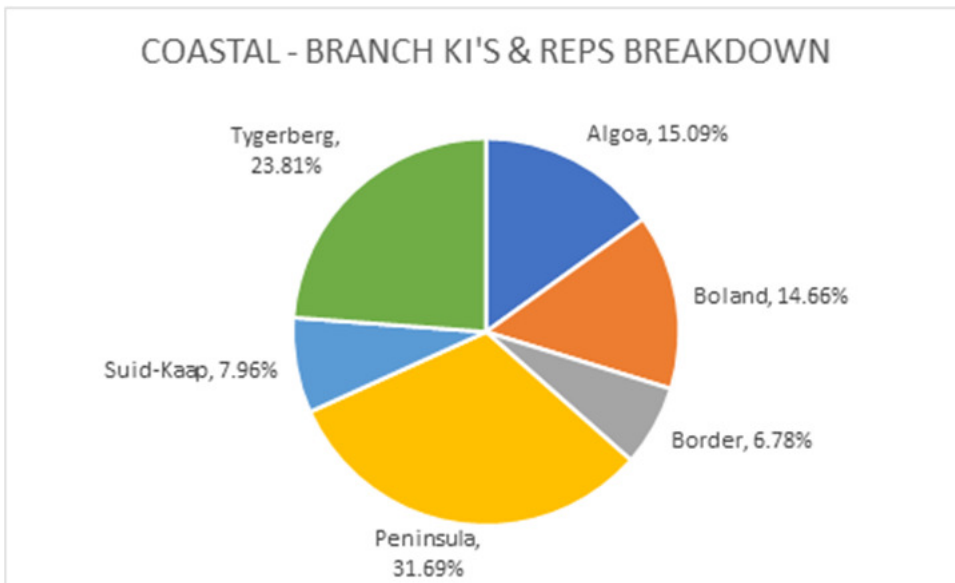
Looking at our Coastal regions fissures as at end October

- 404 FSPs (406 @ end July 2018) – **0.5% down**
- 2373 KIs & Reps (2269 @ end July 2018) – **4.58% increase**

Net om julle ‘n idee te gee waar ons as SUID KAAP staan in die KUSTSTREEK:

- FSP’s: 6.93% van die
- Sleutelpersone & Verteenwoordigers: 7.96%





LEDEVERGADERINGS:

Ons het ons 4 vergaderings gehad vir 2018/2019

1. 9 Feb 2018

Die vergadering word gewoonlik gebruik om die AJV en laaste Ledevergadering te hanteer en die vorige jaar aft e sluit. Die nuwe bestuur was verkies.

2. 18 May 2018

Die eerste van 3 Hoofborge vir 2018 – PPS Life & Shortterm was teenwoordig en praat oor hulle Winsdeling voordeel.

Gewone Ledevergadering is hanteer

3. 24 Aug 2018

Die tweede Hoofborg vir 2018 – WESTERN was teenwoordig.

One het ook Joe Kotze gekry om as spreker op te tree en was daar 2 FPI geakkrediteerde Regulatories CPD ure verkry indien lid die vergadering bygewoon het.

4. 8 Feb 2019

Die derde en laaste Hoofborg vir 2018 – Discovery was teenwoordig en het 2 sprekers van Hoofkantoor gehad.

Ons jaarlikse AJV is gehanteer asook kort ledevergadering. Peter Atkinson het ook CPD opleiding hanteer waartydens 1 CPD uur verkry kon word.

Nuwe bestuur (Voorsitter en Onder-Voorsitter) is verkies.

REGIONAL MEETING:

We had our annual Regional meeting that was held on the 16-17 April 2018 in Bellville. Thinus / Isobel/ Debbie and Phil attended the meeting. One of the main factors we've discussed was the new "Vision / Mission / Critical Factors" aspect that was implemented. These factors was then shared

with our members on the 18th of May 2019 . Once again, a very interesting meeting & awesome fellowship between the respective brokers that attended the meeting.

ADVISORY 2018:

Die vergaderings word normaalweg deur die Voorsitter en Onder-Voorsitter bygewoo. Die vergadering was gehou in Sandton en was bygewoon deur myself en Isobel. Tydens die vergaderings was die nuwe strukture bespreek, die “way forward” asook die AJV. Daar was positiewe terugvoer gewees, huidige uitdagings en hoe dit hanteer gaan word deur ons CEO, Lizelle van der Merwe en haar span. Daar was nuwe Streeksbestuurders aangestel. Die nuwe FIA bestuur is besig om hulle voete te vind en almal verstaan hulle rol binne die FIA. Lede kan verseker wees dat daar hard gewerk word agter die skerms. Daar is natuurlik baie uitdagings, maar met die nodige ondersteunings basis glo ek die FIA gaan ‘n verskil maar en ons as Onafhanklike Makelaars beskerm.

BOWLING DAY 2018:

This year was our second Bowling’s day and was held on the 20th of April 2018 in George. The members & sponsors enjoyed the day together in a Social environment. We’ve received a lot of positive feedback and believe this event will grow each year.
I want to thank each one who attended the day (FIA committee & Members/Insurer/Companies) for their contribution towards the day!

Maak seker jy maak ‘n groot nota van die dag en kom spandeer die dag saam ons.

YEAR END FUNCTION / COCKTAIL FUNCTION

This year’s (2018) outcome was not what we’ve expected, very little interest in 2018 itself and the function was **postponed** and held on the 25th of January 2019.

It was well organized and would like to thank all our sponsors who made this event possible and Oakhurst for the Venue sponsor! The Gin bar that was sponsored by Auto&General was an awesome idea and the music was soothing.

Yet again, just had positive feedback and would like to thank the Anneke and Isobel again for their effort and time.

FINANSIES 2018:

Daar was weggedoen met die “National Sponsors” idee en elke tak moes sy eie fondse genereer. Soos per my laaste verslag, het ek genoem dat die F.I.A besig was met herstrukturering en moes ons tak aanpas hiervolgens.

Ons het ‘n idee gekry om geld in te samel d.m.v “Borg geleentheid” en het ons die nodige pakkette (HOOFBORGE / ASSOSIASIE BORGSKAPPE / ADDISIONELE BRSKAPPE) verkoop aan die betrokke en sodoende kon ons ons aktiwiteite financier.

BORGE WAS AS VOLG:

PPS
WESTERN



Financial Intermediaries Association
of Southern Africa

Discovery

ASSOCIATES SPONSORS:

PG Glass	Assupol
MUA	NETSTAR
OM Insure	SANTAM
CIA	

ADDITIONAL SPONSORS AT THE COCKTAIL FUNCTION – 25 January 2019

Oakhurst	VENUE & TAB at the bar
Auto&General	Gin Table
Jakkalsvlei	Discount on wines

(4)

OPSOMMING VAN FINANSIES:

Finansiele jaar Maart 2018 tot Feb 2019

Suid Kaap Borgskap inkomste deur Tak – R46 000

Uitgawes van borgskapgeld – R46 000 (Rolbaldag, Jaarafskop en AGM)

Inkomste van Ledegeld aan Suid Kaap tak – R35500

Uitgawes van ledegeld van Suid Kaap tak – R30 464

Finansies is gesond en behoort te eindig in 'n surplus van R5 036.

COMMITTEE REPORT 2018:

- SHORTTERM
- FP
- MEDICAL
- EB

Reports as per EXCO feedback that was circulated by the F.I.A Head Office.

F.I.A Southern Cape Branch Supporter of the Year

CRITERIA FOR AWARD:

Supported the FIA Southern Cape Branch 2018 in regards to:

- Time*
- Effort*
- Financial Support*
- Commitment towards the branch & committee*

2018: OAKHURST

BEDANKINGS:

I would like to thank the committee for 2018 for their time and effort this year! Each of you has done it voluntary and that I think deserve a BIG THANK YOU!

Second, our Regional manager, Sandra Snowball! I would like to thank her for her support during the year and your time & the “open line” to phone you whenever I needed information!

Anneke jy het die jaar hard gewerk, en daarvoor wil ek jou bedank! My werk verseker maklik gemaak en jou toewyding was enorm!

Isobel dankie vir jou ondersteuning en bydrae tot ons F.I.A tak die afgelope paar jaar wat ons saamwerk, waardeer dit!

Dan laaste, Alet! Ek wil amper verlede jaar se “bedankings paragraaf net so insit, maar teen dit besluit! Jy was fenominaal en my steunpilaar! Ek dink jou werkslading met al die streke is te veel, maar nogsteeds as mens met jou praat, was jy daar vir ons! Jy het altyd tyd vir ‘n “vinnige geselsie” en terugvoer.

Ek waardeer jou as mens en jou werk wat jy vir die FIA verrig!

I want to leave you with a quote from Maria Robinson for 2019:

“Nobody can go back and start a new beginning, but anyone can start today and make a new ending.”

I wish you a year filled with prosperity, joy, and contentment

Thinus Jansen van Rensburg

Chairman 2018