



The South African Independent Financial Advisors Association

**YOU'RE
INVITED**

OCTOBER 2020

15 & 22 Oct

FREE TO ATTEND

For the first time in South Africa...

Independent Employee Benefit Consultant Webinars

Nearly 80% of employers find it difficult to choose the best employee benefit funds for their businesses*. The commercial umbrella fund market has spun the industry for a loop, with the rapid transition of the smaller funds into the market, coupled with the convenience and affordability of these structures - it's been hard for clients to keep up.

The need for Independent Employee Benefit Consultants (IEBCs) is greater than ever, but more so, the need for high quality guidance is tremendous and a vast scope of opportunity to add value to our clients is ready for those who can see it and are willing to upskill themselves and equip their practices with the right tools and knowledge.

IEBCs will need to:

- be correctly positioned to move their clients towards better outcomes
- understand, unpack and compare all costs
- communicate exceptionally well
- provide independent advice

If you want to position yourself and your practice to achieve great things for your clients in the next decade, then these two webinars are a must!

* 2016 Sanlam Benchmark Survey

Topics & Speakers

- **Chris Ellis** – SAIFAA (15 October Webinar)
- **Nashalin Portrag** – Momentum Funds AtWork (15 October Webinar)
- **Viresh Maharaj** – Sanlam Umbrella Funds (22 October Webinar)
- **Chris Basson** – Allan Gray Umbrella Funds (22 October Webinar)

(Full details on speakers will be available on our website)

DATES:

15 & 22 OCTOBER

TIME:

14:00 - 15:00

CLICK HERE TO BOOK

ALLAN GRAY

momentum

Sanlam

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