



**INSURANCE INSTITUTE
VERSEKERINGSINSTITUUT**
NORTHERN GAUTENG • NOORD GAUTENG

THE COMMUNICATOR

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FROM THE PRESIDENT'S DESK:

Ons het 2008 gesien kom en gaan, ons staan in die begin van 2009 met spesifieke doelwitte voor oë. Wat 2008 betref, het ons onder moeilike omstandighede meeste van ons vooropgestelde doelwitte bereik met die hulp, ondersteuning en samewerking van ons korporatiewe vennote, individuele lede en ander rolspelers.

IING Hoofdoelwitte – 2008/2009

'n Kort oorsig van 2008 se aktiewiteite en resultate word as volg weergegee;

- **KOERSVERANDERING.** Om die koers wat voorheen ingeslaan was te verander, na die oorspronklike idee en rede vir die bestaan van die Versekeringsinstituut, as 'n professionele liggaam, naamlik; *voortdurende toerusting en opleiding van lede.*
- **INFRASTRUKTUUR.** Die daar stel van 'n *behoorlike infrastruktuur*, met 'n *doeltreffende administrasie- en boekhoudstelsel*, asook die opbou van *werkbare datastelsel*. Die *Telekommunikasie stelsel* is opgegradeer met die nodige *internet, webtuiste en blog* wat ten volle in werking is en wat beman word met 'n *voltydse en doeltreffende sekretaresse.*
- **FINANSIES & LIDMAATSKAP.** Van die vorige vennote/korporaat borge het hul borgskappe laat vaar weens finansiële druk ens. Nieteenstaande ongewenste faktore, het Santam, Mutual &

Federal, AIG, PG Glass en Glassfit hulle vennootskappe met IING gestand gedoen en onderneem om daarmee voort te gaan, waarvoor ons hulle ewig dankbaar is. Ons wou weg beweeg van korporaat lidmaatskap na individuele lidmaatskap. Die voor- en nadele was oorweeg, maar eerder besluit om beide roetes te volg weens finansiële behoeftes en verpligtinge van die mark rolspelers, asook die IING.

- **OPLEIDING.** Eduforum het die lig gesien wat praktiese werksinkels aangebied het wat positief deur die mark ondersteun is. Nouer bande is gesluit met diensverskaffers mbt FAIS opleiding ens.
- **JAAR PROGRAM 2008.** Noodgedwonge aanpassings was gemaak nagevang van aanvraag en/of gebrek aan belangstelling, asook die finansiële druk wat op die markrolspelers uitgeoefen was om te presteer.

QUO VADIS – 2009/2010

Wat 2009/2010 betref bly ons **hoofdoelwitte in wese onveranderd**, behalwe vir 'n paar **aanpassings en verbeterde fokus** is daar sekere geïdentifiseerde doelwitte wat nagestreef gaan word, wat direk verband hou met ons *Visie en Missie*, naamlik;

- **OPLEIDING/TOERUSTING. (CPD)** Voortgesette Professionele Ontwikkeling programme ivm. IISA en ander institute. Praktiese werksinkels. (Spesialisopleiding, FIAS en Unisa/ander diens verskaffers bystand verleen)
- **KOMMUNIKASIE. *Effektiewe netwerk daarstel.*** Databasis opskep. Communicator, IING Blog, advertensies. FIA databasis. *Nouer algemene samewerking met mark* FSB, Inseta, Unisa, FIA/IBC, ILASA en ander rolspelers.
- **LIDMAATSKAP. *Kantoorvertegenwoordigers/Nomineestelsel*** inwerkingstel. *Werwing van nuwe individuele-, asook Korporaatlede en vennote.*
- **FINANSIES.** Groter inkomste verwek dmv. die werwing van bykomende lede/vennote ens.
- **PROGRAM 2009. *Behoeftige gedrewe program***, wat *sport, gemeenskaps - en sosiale betrokkenheid* insluit.

CHALLENGE & INVOLVEMENT:-

A strong *challenge* and positive *invitation* go out for:-

- **OWNERSHIP**
To take ownership of the IING as it belongs to the members by becoming actively involved in the day-to-day running of the institute!
- **PRIDE & PROFESSIONALISM**
To instil a fresh spirit of pride and belonging to a professional body that strives to enthuse and motivate its members within the insurance fraternity to become efficient and qualified, through education & training and continuous professional development.
- **CONTINUOUS SUPPORT**
To continuously maintain and develop existing support, also to identify and generate new support from the market.

➤ **IDENTIFY AND NOMINATE LEADERS**

Leaders in the market are challenged to stand up and be counted as proud partakers in our overall vision and mission to become professionals in our field! Your expertise, value and dynamics are of immense importance to the Institute and its members. Therefore, you are invited to come forward and help us in achieving our ideals & vision. Without your support it is not possible.

➤ **CONCLUSION**

“Just as a magnifying glass can, when focussed, direct the sun’s energy and start an inferno, so you can achieve seemingly impossible things if you keep focussed on your goal!

Our (IING’s) goals can only be reached through a focussed plan, in which we may fervently believe, and upon which we must vigorously act. There is no other route to success.

I thank my council-, professional-, corporate-, individual and potential members for their unselfish and continuous support. I greet you with, ‘Yes, we can!’

Cobus Wessels, IING President



VERY IMPORTANT NOTICE – DIARIES DATE!!!!

ANNUAL GENERAL MEETING: FRIDAY 6 MARCH 2009

In terms of article 9.3 of the Constitution of the IING, we hereby give notice of the 2009 Annual General Meeting to be held on **Friday 6 March 2009** at the Auditorium of PSG Consult, Cor Karen Muir – and Serene Street, Garsfontein, Pretoria. The meeting is scheduled for 12h00 to 15h00.

The presence of all role players in the Insurance Industry as well as senior and other members of the Institute is of crucial significance as the issue of the **adoption of a new constitution** as well as general matters will be discussed. The election of councilors for 2009 will be another major issue.

We therefore urgently invite all concerned to attend this special Annual General Meeting to be of assistance in decisions which will certainly shape the future of the Institute.

NOMINATIONS FOR COUNCILORS FOR 2009

Having already received the commitment of most current councilors to accept re-

nominations, we however still need nominations for new or additional councilors to serve the Institute in 2009.

A nomination document is enclosed with this newsletter or could be obtained at www.iing.co.za. Or secretary@iing.co.za. Phone 012 - 3481255

We urgently call on the support of persons in the Industry to avail them of the opportunity to serve the goals and objectives of the IING and therefore our Industry, by being available for nomination.

We are looking forward to a challenging, but exciting 2009 filled with many opportunities to excel in our service to the Industry as well as to even exceed expectations.

IISA AND LOCAL INSTITUTES: NEW IING CONSTITUTION

Whilst 2008 witnessed the tendency for local institutes to retreat from their customary relationship and commitment to the Insurance Institute of South Africa (IISA), it has also

become obvious that a final break will be of no advantage to either party. The IISA has pertinently spelled out its continued role and commitment to the Insurance Industry in many articles in Cover Magazine, the IISA Annual Conference, Road Shows etc. It is therefore with much goodwill and reciprocation that the IING will support the request from the IISA, that all local institutes consider reviewing and changing to a standardized constitution. This will facilitate communication etc. between the IISA and local institutes as well as address some issues of significance to local institutes.

The council of your institute has been attending to this request for some time during which an in-depth study has been made of the differences between our current as well as the proposed new constitution. We have come to the conclusion that the IING will not be prejudiced in any way and that changing will fall easy within our current goals and objectives as well as our role to serve our local industry.

The few differences will be addressed at the AGM and explained where necessary. It will then be put before the AGM to generally accept or for voting on the issue. If accepted the new constitution will be presented to legal council for final scrutiny and after authorization, be signed by the 2009 council. This will then ratify the new constitution. In view of this very important issue, wide attendance of the AGM is imperative. We

therefore again call upon all role players to kindly attend.

CONTINUED PROFESSIONAL DEVELOPMENT (CPD)

Having been announced and discussed at different forums at different occasions during 2008 our attention will now discover the realization of this issue in 2009.

To be able to retain and use their qualifications, members will be expected to be involved in practical education, training and writing/publicizing issues each earning the member a certain number of points. At the end of the year the total of these points must be sufficient to enable the member to retain his/her qualification.

This certainly provides qualified members with the opportunity to actively contribute towards the education and training needs of the industry, especially at a time where learners are pressed for time to complete their training and attaining the specified number of credits.

Full details of CPD will be discussed on the AGM and provided in writing, soon.

ACKNOWLEDGEMENT

This issue has been sponsored by our Sponsors/Business Partners. We acknowledge our dependence upon our Sponsors/Business Partners as well as their participation in the goals and activities of the IING. Without their support the IING would not have been able to continue with our goals and objectives.