



Meet the Committee

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Businesswomen:
sugar spice and everything nice

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Meet the Gauteng Women in Insurance Committee

Gauteng Women in Insurance is an organisation that was formed in 2013 by seven ladies within the short-term insurance market, who together shared a vision of creating a forum for all women in the industry. With a vision that started out as providing a place where individuals could facilitate networking opportunities, the forum has grown to greater heights, including personal and professional growth, sharing of knowledge and ideas, empowering woman, and in turn giving back to society through charitable initiatives.

We have a professional, experienced and passionate committee appointed to drive these ideals from 2014 and beyond. We asked our committee members to tell us more about themselves and this is what they had to say.



Annelot Schrijver

Broking Team Manager, Willis South Africa

Annelot has 24 years experience in the Insurance industry and has worked at Willis Faber and Dumas (UK). She is currently the Broking Team, Claims and Risk Consulting Team Manager at Willis South Africa.

Annelot has a Masters Degree in Law (University of London).

Director of Gauteng Women in Insurance and the committee Chairperson

What is your life motto? To “climb every mountain” which means to grab every opportunity that comes your way with both hands and to also try and conquer any mountain that might block you whether it is physically, emotionally or spiritually.

Who inspires you and why? Kuki Gallmann, author of *I Dreamed of Africa* which is based on the story of a European woman and her life in Africa. One would have to read this book to understand why she inspires me.

What exercise do you do regularly? I train with Andre, my personal trainer, every Tuesday and Thursday morning (if it was up to him I would train every day...)

Do you have children? How many? I have two of my own, Julian 16 and Melissa 14, and four more who I have a special bond with, Lucky 17, Thembelihle 14, Olga 8 and Dumisani 1.

What do you enjoy most about your work? The interaction I have with my clients, underwriters and my team and also bringing home the best deal for my client.

Why did you get involved with GWII? Simply because I have always wanted to do something for and with women. When a few of us in the insurance industry met up it just all took off from there.

What is your favorite song? I am still deciding between State of Independence by Donna Summer and Glow of Love by Luther Vandross. I like most music from classic to kwaito but at heart I am a Motown girl.

What is your favorite colour? Blue like the Mediterranean Sea – azure it is called I believe.

What is your dream car? I would like to have a Maserati Gran Turismo in black.

Carla Jordan

Chief Financial Officer, Emerald

Carla has 14 years experience in the Insurance industry and is currently the Chief Financial Officer at Emerald Risk Transfer.

Director of Gauteng Women in Insurance and the committee Treasurer

What is your life motto?

I really love the attitude depicted by the quote “No matter how you feel, get up, dress up, show up and never give up,” which is by Regina Brett and this is something that I aspire to. On a light-hearted note, I truly agree with Hester Browne who said “ Always keeps a bottle of champagne in the fridge for special occasions. Sometimes the special occasion is that you have got a bottle of champagne in the fridge!” Wise words by a wise woman.

Who inspires you and why?

My husband, Kevin. He lives each day to the fullest, with an awesome and inspiring attitude, despite living with a terminal illness.



What exercise do you do regularly?

I regularly do Spinning, Running and Pilates – my aim is to try to do something every day!

Do you have children and how many?

One son, Kian who is 5 years old , and two step children Luke (10) and Joel (8).

What do you enjoy most about your work?

I really love the interaction with people, getting involved in decision making, strategising and seeking new ways to make Emerald not only an amazing place to work for, but also striving to be the best in all we do at our company!

Why did you get involved with GWII?

I want women to be proud of our industry, to be excited about the opportunities within it, and to be able to meet up with other professional, passionate and enthusiastic women in the insurance industry.

What is your favorite song?

I'm an 80's girl so I really enjoy the music from around that era such as Depeche Mode, Violent Femmes, FYC, Talking Heads. In short, I like anything from the 'good old days'! My son is crazy about “ Roar” by Katy Perry so that is the song that I probably sing along to the most at present! I recently bought a CD by Matt Redman which includes a song called “10 000 Reasons” which really produces a resonance within me.

What is your favorite color?

For home décor I love duck egg blue and neutral colors. In clothes anything that makes me look thinner!

What is your dream car?

I do not really have one. I used to like the Range Rover Evoque when it was first released but now everyone drives them so I have gone off them a bit! On the weekends I mostly drive our 'Postman Pat' disability vehicle, probably the most unexciting car ever, so compared to that my Land Rover is a complete luxury and I have no desire to change it.

Janine Smith

Regional Manager, Arch Underwriting Managers at Lloyd's (South Africa) (Pty) Ltd

Janine has 20 years experience in the Insurance industry in South Africa. She began her career in 1994 as a specialist in Trade Credit and Political Risks Insurance at Coface (previously CUAL), and held various senior positions over the years. After 10 years with Coface, she joined AIG South Africa in the Projects division department as a Business Management Specialist, subsequently moving to the company's Property Profit Centre as Assistant Regional Manager and later becoming the Profit Centre Manager. In February 2010, she was employed to launch and set up the South African Service Company for Arch Underwriting at Lloyd's (Syndicate 2012), and currently holds the position of Regional Manager for Arch Underwriting Managers at Lloyd's (South Africa) (Pty) Ltd. Janine is an Associate of the Chartered Institute of Secretaries (Company Secretary) and is a qualified accounting officer.

Director of Gauteng Women in Insurance. Committee member handling Marketing

What is your life motto? - Success comes when preparation meets opportunity and never let anyone put you down, only you have the power to do that.

Who inspires you and why? Those who show integrity, kindness and compassion in all life situations and those who are not judgmental.

What exercise do you do regularly? I do Personal Training, Bootcamp, Shape Classes and Boxing 4 hours a week.

Do you have children? How many?
No children.

What do you enjoy most about your work? I love interacting with the clients and staff and being involved in every aspect of the business from being part of the start-up of a new operation to negotiating deals and seeing them through to fulfillment. It is important to grow our local footprint and seek opportunities.

What is your dream car? I drive my dream car at the moment, but I do love the Ferrari and the new Jaguar F-Type.



Why did you get involved with GWII?

To unite women in insurance, so that we can work with each other and not against each other by uplifting one another and creating a platform of encouragement for all women. This will allow women to go out there and achieve their goals and break the glass ceiling.

What is your favorite song? I like different types of music therefore I cannot name just one song, however I have always loved Electronic Dance music and I also love dancing.

What is your favorite color? Red.

Get involved

Gauteng Women in Insurance is looking for members who wants to get more involved in, GWII.

GWII have formed a subcommittee to assist with certain functions which the committee members are unable to get to. This position is an unpaid position.

We need someone who can work for about 5 hours a month on certain aspects regarding GWII matters.

This person is required to get approval from the management at the company they are currently working at.

The subcommittee will assist with admin tasks, PR & Marketing duties, targeting brokers, PR & Marketing of GWII, Fund raising, branded items which are for sale and assist with events.

This is just a basic outline of the functions. It can change depending on how many subcommittee members we get, and naturally it depends on the time of month and year etc.

If you are interested please send your CV, to admin@gwii.co.za and we will contact you, shortly.



Laugh a Little



❖ “I was driving along the motorway when the police pulled me over onto the hard shoulder. Unfortunately I was in the middle lane and there was another car in the way.”

❖ “Going to work at 7am this morning I drove out of my driveway straight into a bus. The bus was 5 minutes early.”

❖ Q: Could either driver had done anything to avoid the accident? A: Could they have travelled by bus instead?

❖ The claimant had collided with a cow. The questions and answers on the claim form were - Q: What warning was given by you? A: Horn. Q: What warning was given by the other party? A: Moo.



❖ “I did not think the speed limit applied after midnight.”

❖ “The car in front of my car hit the pedestrian but he got up so I drove into him again.”

❖ “I pulled away from the side of the road, glanced at my mother-in-law and headed over the embankment.”

❖ “The other car collided into my car without giving me a warning of its intention.”

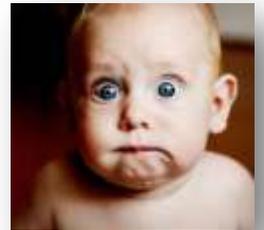
❖ “I collided with a stationary truck coming the other way.”

❖ “A pedestrian hit me and went under my car.”

❖ “In an attempt to kill a fly, I drove into a telephone pole.”

❖ “I was on my way to the doctor with rear end trouble when my universal joint gave way causing me to have an accident.”

❖ “An invisible car came out of nowhere, struck my car and vanished.”



Stories was collected from different internet sites
If you have any funny insurance related stories to share send them to admin@fanews.co.za

Businesswomen:

sugar, spice and everything nice

Are we aware of the advantages that a good business network can provide for a company? Particularly during a time where there is little long term commitment to any type of contracts. This was the focus of a talk by Helen Nicholson, CEO of The Networking Company, who spoke at the FPI (Financial Planning Institute) Convention on the 25th of June.

Building a network must be based on integrity

The core function of a company is to communicate its value proposition to its clients in a clear and understandable manner. Nicholson points out that this needs to be done off the back of a business network which is based on integrity.

“If the people within your business network trust the work that you do and appreciate that all interaction is based on integrity, then the chances of success are increased exponentially,” says Nicholson.

The story that a person tells a client at the beginning of their interaction is the most important as it could possibly set the tone for the whole future of the relationship. Therefore, getting your initial interaction right is a vital component in achieving success. The next component is that you need to be genuinely interested in your client’s stories. Clients do not care how much you know until they know how much you care.

“It takes six years to build a good business network, so basing your interactions on trust is vital. Studies show that it takes at least 17 interactions in order to change a bad impression; and there is no guarantee that you will get an opportunity to see that client again in order to change that perception,” says Nicholson.

Battle of the sexes

We need to come to terms with the fact that men and women approach networking in different ways and that there is value in both approaches.

“Research shows that women are better at networking than men because they base their network on emotions and the fact that these emotions have a significant influence on the role that a particular client will play in their life. On the other side of the coin, it is believed that men are better at sustaining a network because of the fact that their network is not based on emotional depositing,” says Nicholson

“Women are said to base their network on emotional deposits. The information and support a woman gives out is relative to the information and support she receives. It is likely that a man will pick up the phone and talk to a person that he has not spoken to in twenty years. Whereas a woman will be reluctant to do that the same,” said Nicholson.

What does your product offering say about you?

A successful network must be built around a successful product, because if a product is super successful, it starts to sell itself.

“The perception of the brand you are trying to sell is important as the public is prepared to pay a lot of money for brand names. This is because they associate a brand with a specific level of quality and satisfaction that they gain from the product. People associate emotions to brands. Leveraging this is important,” says Nicholson.

To build and sustain networks companies have to be present on social media, constantly updating their profile to reflect the innovative nature of their product.



If you have a story to tell us about yourself or someone you know, which will inspire others please take the time to write it and send it to admin@gwii.co.za



The Best of LinkedIn:

The Country With the Most Women in Parliament? You Might Be Surprised

A quick quiz for you. Which country has: the most women in parliament? The largest number on boards? Accordingly, Rwanda has 63.8 per cent and Norway 40.6 per cent. In case you were wondering, the U.S comes in at number 84 with 18.2 per cent, and the U.K at 65 with 22.6 per cent; and on boards 16.9 per cent and 20.7 per cent, respectively. Not quite what you were expecting, was it? It seems that when it comes to leadership, the glass ceiling in the U.S and U.K is not about to be shattered any time soon. However, does this really matter? I think it does, and here' is the reason why.

These days we are bombarded via media outlets with tales, which have their roots in the failure of leadership. This failure is defined by the activities associated with leadership, as well as the lack of opportunities for more than 50 per cent of the population - women to lead. Such negligence is no respecter of economic systems or national borders. and it embeds itself like the worst malware into areas as diverse as the treatment of women, the governance of corporations and nation states, football and religion, to name but a few.

Part of the problem is that people use the term and want the role, but do not know what leadership means. A "word cloud" on leadership should include terms such as: followers, role model, authenticity, responsibility, vulnerability, drive, integrity, vision, change and so on. So far, so good; however, the more challenging aspect of designing the image would be working out the size of each word in the picture, to reflect its comparative importance.

Recent research and theory has thankfully moved away from the 'great man' theory of leadership (that leaders are born and not made), to the more palpably realistic focus on leadership behavior that is simpatico with one's personality and the situation in which one is working and to ones amusement, quiet people often make rather good leaders. However, there is still no consensus in the academic and business worlds on what effective leadership is. Nevertheless, most people recognise bad leadership when they see it, probably because there is just so much of it about.

Part of the problem seems to lie in that too many people want to lead because they desire what it can do and mean for them materialistically -- the trappings of power rather than what they can do for others, such as the populations and organisations in which and for whom they work.

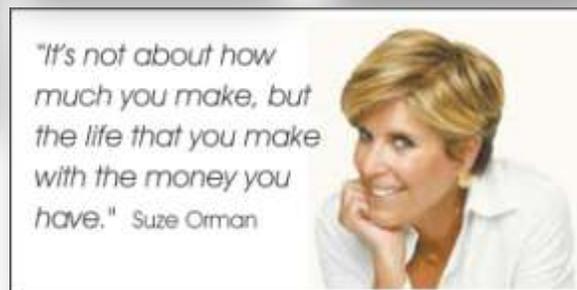
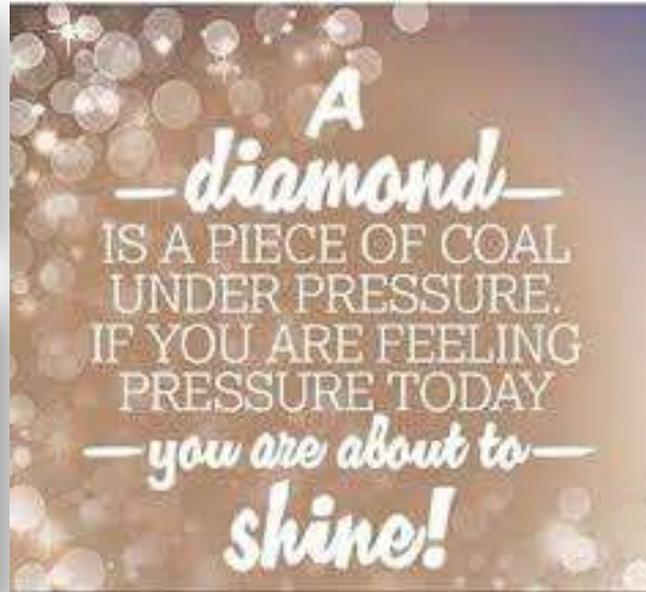
Without good and effective leaders, it is difficult to be optimistic about the future and making things better than they are. Without leadership all hope is lost. That is why investing in the leadership development of girls and women right now is key. If we train, mentor and coach girls now to take their leadership roles in the world and help the boys and men to understand why it is important, we will do a better job of removing the glass ceiling than we have to date.

At the moment, there are far too few women leaders. This is in part because of residual concerns about whether women make good leaders. We need to get over that and get the numbers up because there is plenty of evidence that women make very good leaders. Moreover, experience has shown that attitudes towards minorities change in the light of exposure. Thus, getting women into leadership from the grass roots up is the key to ensuring that, in countries like the U.S and the U.K the glass ceiling melts to become a thing of the past.



*By Carolann Edwards, Global Director
of Learning and Organizational
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