

to up the energy around 2010 and getting this world record is a first step for us," says **Nash Omar, CEO of Etana**, "We have some seriously passionate and world class foosball players at Etana, with loads of enthusiasm and skill for the game. The idea of going for the Guinness World Record has fired up our competitive and innovative spirit to the max."

The giant table soccer game accommodates 40 players instead of 4 and is 11.72 metres long. There are 238 miniature foosmen 'kicking' the ball about compared to the usual 22.

"Having a full go at foosball in our centre court is how our guys blow off steam and rev up their juices at any time during the day," concludes Omar. "For us, getting the World Record will be a bit like winning the World Cup."

unique in that it works at risk item level, not policy level like other benefits of this nature. So even although Mr Luthuli had claims on two of his Taxis, we still paid out the other five. It is a great pleasure to be able to reward our clients in this way."

PROFIDA helps develop tomorrow's financial advisors

Indications are that increasing numbers of young people regard the financial services sector as a desirable field in which to build a career. One consequence of this is that universities are teaming up with the private sector to provide

lectures encompass capturing personal data, business interests and the clients' portfolio, income and expenses. Students learn how to work with balance sheets and to undertake retirement and estate planning analysis.

Computer Science Software, the developer of PROFIDA, sponsors use of PROFIDA software by lecturers and students. The sponsorship includes training and support for lecturers.

Paul Snyman, Department Head at the University of Johannesburg, explains: "This year's course includes unit trusts and share investments. Third year students, work in groups of six or seven, develop a major case study using PROFIDA before presenting a financial plan."

The three groups that presented the best plans last year were awarded prizes at a function organised and sponsored by **Metropolitan Odyssey**.

Says **Daniel Putra, Managing Director of the PROFIDA Team**: "Corporate social responsibility is considered an integral part of our business strategy. Our focus is on education and we are proud to be able to contribute to the development of tomorrow's professional financial advisers."

GAB Robins appointment



Players try out the biggest foosball table in the world at its unveiling on November 21 2008. Nash Omar, CEO of Etana Insurance, is fiercely focused on the far right with Etana Chairman, racing driver and Olympian Paolo Cavaliere, halfway down the table in a red hat, also intensely involved.

Santam's VUM clients receive first cash-back payouts

Vulindlela Underwriting Managers (Pty) LTD or 'VUM' – Santam's vehicle for providing specialist insurance cover to the taxi industry - has paid out its first cash-back benefits. Known as 'Zuzumali', the benefit is available to all VUM clients who have their taxis insured with the company, but have not made any claims over a period of two years.

CN Luthuli, the owner of Intando Yeningi Transport was among the first of five VUM clients to receive the benefit from VUM Managing Director Dave Gould.

"Our Zuzumali Cash Back is our big differentiator," says Gould. "It is

hands-on courses and lectures that compliment the academic curriculum and which provide students with practical insight into what's involved in the exciting world of finance.

For example, the University of Johannesburg offers a three-year BCom Finance and Investment degree. Graduates are able to go on to obtain an honours degree in financial planning. This degree is accredited by the Financial Planning Institute (FPI) and a completed honours degree with a sub-minimum of 60% in the case study exam (the board exam) provides the education and examination requirements towards the highly regarded Certified Financial Planner® (CFP®) qualification.

There are 210 new students enrolled for the course, a five per cent increase over last year when the university decided to include **PROFIDA Financial Planning Software** in the programme. Related



GAB Robins announced the appointment of **Ken Maclean as Executive Adjuster** based in Johannesburg. Ken is well known as a large and complex Fire and General Adjuster, is fluent in Portuguese and also attends to losses in Portuguese speaking countries, including