



# INSETA

## instrumental in closing the gap on scarce and critical skills

*The Wealth Management Level 5 Learnership for Unemployed Black Graduates is a qualification which has been structured by Inseta with the assistance of experts in the industry using correct and relevant unit standards. The qualification targets learners who at the outset decide to choose Insurance as a career.*

LEARNERS WHO COMPLETE THIS LEARNERSHIP ARE ASSURED OF A SECURE BRIGHT FUTURE IN THE INDUSTRY AND ARE ABLE TO DELIVER SOUND PROFESSIONAL ADVICE.

This Wealth Management learnership project is based on the previous NSF linked project which was benchmarked as one of three successful NSF/SETA projects.

Mike Abel, CEO of INSETA, believes that this success is attributed to the dedication of the INSETA to ensuring that the scarce and critical skills gaps in the Insurance sector are closed.

“We are expecting these graduates to be snapped up by the sector at the end of their learnership in July. Comprehensive research through our Sector Skills Plan identifies a need for some 5000-6000 accredited financial planners and 18 000 qualified, experienced FAIS complaint brokers over the next few years, largely selling to the LSM1-5 market”.

One of the work place providers, Metropolitan, is putting the learners they have taken on board into the care of their independent brokers.

Gawie Benade from Metropolitan is confident that the work experience gained at Metropolitan will be invaluable when the learners go on to graduate from the learnership. Their careers will have been fast-tracked by not only the work-place experience gained on their year long learnership but also extremely important is the fact that they will be FAIS compliant. The learners will write the national FAIS

Assessment in June 2008 as part of their qualification. Olivia Davids, Head of Consumer Education at the Financial Services Board echoed the same sentiments:

“This is also true of the learners who have been placed, through the Black Brokers Services Network (BBSN), with a number of independent black brokerages. Shadowing a broker, visiting their clients with them, will prove to be valuable in creating black brokers who, on completing the learnership, will have had the year’s work experience required for their FAIS accreditation”.

With the current focus on the disparity between learning and work in many workplaces, at a strategic level, this kind of initiative is extremely well timed.

Work-based experience is imperative in assisting talented and enthusiastic graduates to become employed. Learnerships like these provide the work-based learning to complement the academic qualification.

The coaching and mentoring that the learners are exposed to is also a significant boost to their experience and professionally equips the advisory workforce in the industry.

*For further information on this learnership, please contact [sebolelom@inseta.org.za](mailto:sebolelom@inseta.org.za)*



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