

# YOU'RE INVITED.

INSETA Broker Development Programme aims to support the growth and development of black owned SMEs brokerages of the insurance sector and related sub-sectors in order to expand the pool of scarce and critical skills as well as address the issues of sustainability facing the sub-sector. We aim to achieve this by supporting the development of brokers to create maximum shared value for industry brokers and society as well as ensuring the growth and sustainability of brokers by providing best practice business development support.

That's why we're launching a new exciting programme which will be delivered virtually.

The programme reaffirms our commitment to promote meaningful transformation by developing high-growth potential brokerages with the ability to leave lasting impact, and we'd love for you to be part of it.

We are launching it in July, and we have partnered with Edge Growth, an experienced business accelerator, to deliver an impactful programme. Edge Growth will assist us in delivering this exciting programme

You can look forward to the programme challenging, inspiring and equipping you with the skills, tools and resources you need to take concrete steps closer to what success looks like and means for you.

ON AN  
**EXCITING JOURNEY  
TO BUILD & GROW  
YOUR BUSINESS.**



## HOW IT **WORKS?**

The programme will start in July 2021. It will run for six months. A limited number of entrepreneurs will be selected to participate after going through an application process.

### **WHAT TO EXPECT FROM THE PROGRAMME?**

- Practical webinars delivered by subject matter experts to help you navigate and overcome key challenges faced by brokers-these will be delivered online and you will only need to give up 4hours of your time
- Sharing of learnings and experience in financial advisory Entrepreneur Councils and a community of other INSETA brokers
- Access to a mentor to assist with specific matters during Entrepreneur Council sessions.

## HOW TO **QUALIFY?**

### **TO QUALIFY TO APPLY FOR THE PROGRAMME, YOUR BUSINESS MUST:**

- Be a 51% or more Black-owned business
- Have an annual turnover of R50m or less
- Have been in operation for more than one year
- Be willing to put aside at least two days per month to take part in business development support activities
- INSETA registered employer (levy or non-levy paying)
- Only companies whose core business falls within the INSETA scope and have submitted a WSP and ATR for the current financial year may apply.

## **HERE'S HOW** TO DO IT:

Complete the survey via the link or

Go to the Edge Growth website: [www.edgegrowth.com](http://www.edgegrowth.com)

- Click on "services"
- Select "programme management"
- Scroll down until you reach the section "some of our current corporate programmes"
- Click on "INSETA Broker Development Programme"
- Here you will find an overview of the programme, as well as a link to the
- Edge Growth Incubator Portal platform. This is where you will register,
- And complete the survey

Click [HERE](#) to complete the survey

APPLICATIONS ARE OPEN FROM THE  
**7<sup>TH</sup> OF JUNE** TO THE **18<sup>TH</sup> OF JUNE**  
SO PLEASE **TAKE ACTION**  
BE SURE TO  
WE LOOK FORWARD TO RECEIVING YOUR APPLICATION  
**GOOD LUCK**

For any general queries, please contact:

For **INSETA Broker Enterprise Development:** Esethu Roro on [esethur@inseta.org.za](mailto:esethur@inseta.org.za)

For **Edge Growth:** Debra Munemo on [dmunemo@edgegrowth.com](mailto:dmunemo@edgegrowth.com)