

# What will your legacy be?

By Khanyi Nzukuma, Chief Executive

“Legacy is not leaving something for people. It’s leaving something in people.”

*Peter Stropke*

As important as money is to our daily lives, financial success remains one part of a successful life, overall. Success means different things to different people, so just how big a role money plays will depend on what’s important to you and how you define success for yourself.

A 2010 Princeton study by Daniel Kahneman and Angus Deaton showed that money brings happiness up to a certain level of income (dependent on where you live), but the researchers found that beyond that point there was no steady increase in happiness in line with an increase in income.

## Thinking beyond money

Legacy planning, like retirement planning and drawing up a will, tends to be something we put off until “we’re older”. But it’s important to start any journey with the end in mind, so I challenge you to start thinking about this now.

Legacy planning is not just about the wealth you leave behind in your estate – it’s also about the difference you make now, whether in your family, place of work, or the broader community, as well as what you stand for. How you live every day of your life adds up to your own personal legacy. I learnt from my father that with patience, diligence and consistency, you can build pretty much anything over time.

A good place to start is to identify what you value and what motivates you. The lockdown period will hopefully have provided some time for reflection. If you’re just starting out in your career and find this a difficult exercise, try to see yourself in ten, twenty or even thirty years’ time. What will you have accomplished and how will you have spent your time?

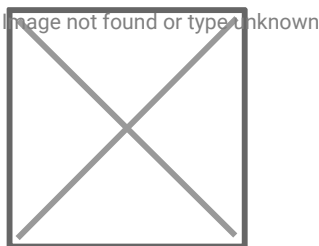
I find this helps in order to live life more consciously. It's so easy to get caught up in the daily routines that we forget about the bigger picture.

### Positivity is contagious

Every person we come into contact with has potential. A word of encouragement or kindness may inspire someone to take that next step they were afraid to take. Many people around us have grown up without encouragement or strong role models to show them the way. Sometimes you may not even know you've touched someone's life. Your time, skills and even financial contribution go a long way towards making a difference, but sometimes just your passion, positivity and kindness can make a difference that someone may remember for the rest of their lives.

Whether the financial legacy you leave behind is large or small, the personal legacy you leave behind is fully within your control. It takes time to build though – today might just be the day to start.

Glacier Financial Solutions (Pty) Ltd and Sanlam Life Insurance Ltd are licensed financial services providers.



### Khanyi Nzukuma

Khanyi Nzukuma obtained a BA in Psychology from Rhodes University in 1991. He then obtained a Masters in Business Administration from Potchefstroom University in 1998 and a Doctor of Psychology degree from the University of Johannesburg in 2011. Khanyi joined Sanlam in 1994, where he spent 11 years, starting as a Financial Adviser, and thereafter occupied a number of junior and senior management roles. He joined MMI Holdings in 2008, where he spent eight years, starting as a CEO of Metropolitan. In 2017 he was appointed CEO of Momentum. In January 2018 he left MMI and re-joined Sanlam as CEO of Glacier by Sanlam.

**This document is intended for use by clients, alongside their financial intermediaries.** The information in this document is provided for information purposes only and should not be construed as the rendering of advice to clients. Although we have taken reasonable steps to ensure the accuracy of the information, neither Sanlam nor any of its subsidiaries accept any liability whatsoever for any direct, indirect or consequential loss arising from the use of, or reliance in any manner on the information provided in this document. For professional advice, please speak to your financial intermediary.

Glacier Financial Solutions (Pty) Ltd.

A member of the Sanlam Group

Private Bag X5 | Tyger Valley 7536 | Email [client.services@glacier.co.za](mailto:client.services@glacier.co.za) | Tel +27 21 917 9002 / 0860 452 364 | Fax +27 21 947 9210 | Web [www.glacier.co.za](http://www.glacier.co.za) | Reg No 1999/025360/07

Licensed Financial Services Provider | Glacier Financial Solutions (Pty) Ltd. is also a Licensed Discretionary Financial Services Provider FSP 770, trading as Glacier Invest | Sanlam Multi-Manager International (Pty) Ltd. | A member of the Sanlam Group

Private Bag X8 | Tyger Valley 7536 | Tel +27 21 950 2600 | Fax +27 21 950 2126 | Web [www.smmi.com](http://www.smmi.com) \*|\*Reg No 2002/030939/07

Licensed Discretionary Financial Services Provider, acting as Juristic Representative under the Glacier Financial Solutions FSP 770

Glacier International is a division of Sanlam Life Insurance Limited

Sanlam Life Insurance Ltd. | Email [life@sanlam.co.za](mailto:life@sanlam.co.za) | Tel + 27 21 916 5000 / 0860 726 526 | Fax +27 21 947 9440

Reg No 1998/021121/06 | Licensed Financial Services Provider