

Glacier IdeasLab 2020

Future. Thinking.

We can't predict the future, but we can secure it.

Change is happening at a pace none of us could have imagined. The most formidable of us are those who are able to adapt effortlessly to a more digital world.

Glacier by Sanlam recently hosted its second annual IdeasLab seminar. This year's webinar again provided a platform for leaders in their respective fields to share their knowledge with delegates.



Speakers Presentations



Ian Taylor



The advent of investment platforms around 20 years ago in the UK has changed the lives of financial advisers, along with the financial services industry, immeasurably.

Ian Taylor: Director - IntegraFin

[Read Article](#) | [View presentation](#)



Jaco Fouché



As an adviser, you have to look beyond products to what drives the investor.

Dr Jaco Fouché: Professor - North-West University

[Read Article](#) | [View presentation](#)



Francois Muscat



Why do we need digital marketing? One of the reasons is that financial advisers are no longer in control of the information that investors rely on to make financial decisions.

Francois Muscat: Consultant at SWI

[Read Article](#) | [View presentation](#)



Khanyi Nzukuma



We immediately realised that we had to use the pandemic as an opportunity to assert

confidence and leadership in the midst of uncertainty. It's in tough times that winners are made, and innovation becomes especially important.

Khanyi Nzukuma: Chief Executive - Glacier by Sanlam

[Read Article](#) | [View presentation](#)



Johann de Wet



We spend a significant amount of time ensuring that it's easy for our clients to do business with us.

Johann de Wet: Head: Business & Investment Solutions - Glacier by Sanlam

[Read Article](#) | [View presentation](#)



Rocco Carr



Before the advent of COVID-19, I would have said that if you don't need a guarantee now, rather wait. But currently, with higher rates, I would opt for a portion in a guaranteed option now, but I would still place a portion in a living annuity to provide for some flexibility.

Rocco Carr: Business Development Manager - Glacier by Sanlam



Rainier van der Nest



Your retirement income is only as sustainable as the income purchasing power of your retirement capital, and there is no solution – or even cheaper fees – that will solve the problem if you haven't saved enough.

Rainier van der Nest: Business Development Manager - Glacier by Sanlam

[Read article](#) | [View presentation](#)



Webinar Recording

[View the webinar recording](#)

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

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 | Tel +27 21 917 9002 / 0860 452 364 | Fax +27 21 947 9210 | Web 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 | *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 | Tel + 27 21 916 5000 / 0860 726 526 | Fax +27 21 947 9440
Reg No 1998/021121/06 | Licensed Financial Services Provider