

Putting Excellence First



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FOR EXPERT INSURANCE ADVICE



SANKOFA
Insurance Brokers

SANKOFA

Insurance Expertise

Sankofa Insurance Brokers is a 100% Black-owned and managed insurance expert with the ability to access and utilise a vast reservoir of industry knowledge and extensive experience. Our team of experts provide service excellence to corporate, commercial and private clients, regardless of their size or industry.

We are dedicated to delivering the best fit in insurance cover for the specific business and individual needs of every client. Our focus extends from policy recommendation and selection to providing seamless insurance claims management support.

Sankofa offers a clearly defined broker offering with a far more personalised touch than that offered by the large insurance brokerage houses. As insurance brokers our business and service offering differs from that of insurance agents in that we are not aligned to any one of them, or any insurance company. We solely represent the interests of our clients.

Apart from the shared benefit of our years of collective knowledge and experience, our client-first approach adds value through enabling good value for money. Our flexibility, when handling every insurance need of each client, provides extra peace of mind that comes when you deal with Sankofa.

Sankofa is a Level One B-BBEE contributor.

Our name **SANKOFA** is derived from the Akan people of West Africa.

The term or philosophy teaches us that to achieve our full potential we should reach back and gather the knowledge and experiences of our past; and apply these lessons to our present for a better future.

Sankofa:

1. Reflects authentic application of the insurance brokerage industry knowledge we have acquired over the years, and the relationships that we have developed, to empower people to become masters of their own destiny.
2. Underpins the importance of insurance in unpredictable times, and inspires us to provide an informed and sensitised service, as an insurance broker, to advise and arrange the appropriate insurance covers needed for each client.

CREDENTIALS

Expert Excellence



Sankofa was established in 2009 by a team of experienced insurance professionals, each with diverse skills in Short-Term Insurance Broking, Risk Finance, Risk Management, Risk Advisory, Alternative Risk Transfer, and Claims Administration.

Today we are a general Insurance Broking firm offering full broking services, for a broad spectrum of clients, from Personal Lines, Commercial / SMME, Corporate, State-Owned Enterprises and Municipalities, and bring combined Insurance Broking experience of in excess of one hundred (100) years to the table.

Our offerings include a wide range of specialist services:

- Analysis, identification and evaluation of Short-Term Insurance-related risks and exposures.
- Market exercise aimed at finding the most cost-effective cover at the widest possible insurance cover available.
- Placing and continuous servicing of your Short-Term Insurance Programme.
- Claim Management services from the first notification of your claim to its finalisation.
- Advice in respect of Risk Management, Risk Finance and Loss Control Auditing of Short Term Insurance Programme.

LEADING IN LIVING VALUES

Our work environment is characterised by continuous learning and an entrepreneurial can-do spirit.

We value empathy and the spirit of Ubuntu. This is often displayed when dealing with our clients, especially during difficult situations, such as loss.

The culture of our business is shaped by the values of Integrity, Trust, Respect, Honesty and Excellence, as well as People and the Community.



Trust, Respect and Honesty

We are committed to completing the job correctly the first time around, effectively and efficiently.



Excellence, Integrity and Customer Focus

We work to ensure that client expectations are met through proactive, innovative and agile handling of every insurance need.



People and the Community

We value giving back to our community, protecting the environment we operate in, and contributing to nation building.

SALIENT SUMMARY

- Black-owned and managed
- Private Company (Pty) Ltd
- Level 1 B-BBEE contributor
- 100% Black women shareholding
- 55% Black women staff complement
- Qualifying Small Enterprise (QSE) in operation for more than 15 years.
- Professional Indemnity Cover Limit of R300 000 000
- Fidelity Guarantee cover limit of R300 000 000
- FSCA License Number is FSP44269
- Member of Financial Intermediaries Association (FIA) of Southern Africa
- Members of the Institute of Risk Management South Africa (IRMSA)
- Lloyds of London Open Market Correspondent
- International Associate – Arthur J Gallagher (UK)
- International Associate – Miller Insurance Services (UK)
- International Associate – Howden Group Limited



EXPERTS In Service

The team at **Sankofa Insurance Brokers** has over 100 years' experience and expertise in providing Insurance Broking, Risk Advisory, Claims Administration, Alternative Risk Transfer (ART) and Risk Management services to State Owned Enterprises, Public Sector, Corporate Accounts, Commercial and SMMEs as well as Metro, District and Local Municipalities.

This experience was gained whilst the team worked for some of the major insurance broking houses in South Africa, namely:

- Glenrand MIB, now called AON
- Transkei Insurance Brokers
- Msele Hosken Insurance Brokers
- Thebe Risk Services (Indwe Risk Service)
- Alexander Forbes Risk Solutions (Marsh South Africa)

Whilst the team worked at said companies, they placed and arranged covers ranging from, but not limited to:

- Assets Insurance Program
- Alternative Risk Transfer (ART)
- Aviation
- Banks and Financial Institution Insurance
- Commercial Liability
- Credit (Export and Import) Insurance Programme
- Cyber Liability
- D&O Liability
- Electronic Insurance Program
- Event Cancellation Insurance
- Event Liability Insurance
- Fidelity Guarantee / Crime Insurance Policies
- Marine, Goods in Transit Insurance
- Money Insurance
- Municipal and Parastatal Insurance Programme
- Performance Guarantee Insurance
- Political Risks
- Professional Indemnity Insurance Programme
- Risk Management Strategies
- Travel Insurance

Meet the LEADERSHIP TEAM

Sankofa is committed to ensuring that the job is completed in the correct manner that is also effective. Our team is strongly positioned to carry out the necessary work for our clients.

We have a staff complement of twenty, with three women in middle management positions. Sankofa further believes in the training and development of brokers, supported through ongoing online, in-house, and product training with various insurers.



William Kwaku Ayim-Yeboah is responsible for overseeing all company operations, a seasoned insurance broker with 40 years of experience. He began his insurance broking career with Transkei Insurance Brokers when the company's shareholders were the three largest broking houses in South Africa. He held executive positions with Alexander Forbes and Thebe Risk Service. He was head-hunted by Glenrand MIB as their National Sales and Marketing Director for Africa. William is a Fellow of the Insurance Institute of South Africa (FIISA), Fellow of the Chartered Insurance Institute of Ghana (FCIIG), Associate Member of the Institute of Risk Managers of South Africa (AIRMSA) and an Associate Member of the Institute of Directors of South Africa.

WILLIAM KWAKU AYIM YEBOAH - Chief Executive Officer



Gugu Mkhize, an Executive Director of Sankofa Insurance. Gugu is responsible for Compliance, Finance, HR and Statutory Regulation. With a career span of thirty (30) years in Finance, Banking and Insurance. Gugu boasts experience from companies such as Transkei Development Corporation (TDC) Denel Aviation, and ABSA. She holds a BCom in Accounting from the National University of Lesotho, and various management and insurance programmes from WITS Business School, The Gordon Institute of Business Science and the University of South Africa (Unisa). Gugu is an Licentiate Member of the Insurance Institute of South Africa (LIISA).

GUGU MKHIZE - Executive Director

SERVICES

Insurance Approach

The following is a summary of the range of expertise benefits available from our team of insurance experts:

Short-term Insurance Brokerage

Analysis, identification and evaluation of Short-term Insurance risks and exposure, then placing and servicing your customised Insurance Programme.

Risk Advisory

Advice in respect of Risk Management, Risk Finance and Loss Control Auditing of your Short-term Insurance Programme.

Alternative Risk Transfer

Assistance with ensuring that your business is provided with innovative and appropriate risk management solutions.



Group Schemes and Special Risks

Provision of a range of insurance and lifestyle products/services tailored to the specific requirements of organisational and corporate groups.

Insurance Cover

- 1. Commercial
- 2. Corporate
- 3. Personal

Lloyds of London Open Market Correspondent

We are an insurance intermediary that introduces business to Lloyd's, either directly or through a Lloyd's Broker for placement at Lloyd's on an open market basis.

Claims Administration

Personalised Claims Management from quick response to your first notification to the finalisation of your claim.

Tailored SOLUTIONS

POLICY ADMINISTRATION

We assess your business needs and obtain quotes. This might include performing an insurance evaluation depending on the item insured. Our experts compare coverage from different insurers to get you the best rates and conditions in an unbiased manner. We also search for opportunities to reduce overall premiums by combining different types of insurance for discounts.

CLAIMS MANAGEMENT

Our brokers make a positive difference to an insurer's pay-out in a substantial number of claims. We ensure claims are fairly handled, helping you with the process and ensuring a fair and speedy settlement.

- Multi-Peril Insurance Programme for Commercial and SME enterprises
- Assets All Risks Programmes for Corporates Specialist and niche insurance products such as:
 - Contractors All Risks
 - Marine
 - Professional Indemnity
 - Performance Guarantees
- Specialist Liabilities including Directors and Officers
- A range of Personal Lines products to suite lifestyles
- Risk Consulting Services (Risk Control and Risk Finance)



Personal INSURANCE

We provide hassle-free personal insurance services. We offer comparative quotes from reputable insurers, ensuring that you get the best possible cover at the best possible price. In the event of a claim or loss, we assist in completing and submitting documentation to the insurers and monitor the claim process to ensure that it is settled promptly.

We help you with: **INSURANCE COVER EXPERTISE**

House Owners (private buildings)	Household Contents	Identity Theft
Death Benefit Plan/Funeral Cover	All Risks	Personal Accident
Trailer	Motor	Motorcycle
Credit Shortfall	Caravan	Pleasure Craft
Computers and Laptops	Hospital Benefit Plan	Car Hire
Legal Costs/Expenses	Excess Buy Back	Collectors

ADDITIONAL COVER

- Motor Insurance – 24 hour Roadside Assistance
- Medical Services
- Emergency Home Service



Special RISKS

Our key objective is to work with our clients to mitigate their risks and achieve sustainable competitive insurance pricing supported by stable coverage offered through Group Schemes and Special Risk cover.

Special Risks

We believe that a solid foundation, built on expert advice and support, is the strongest way to sustain and achieve growth for the future. Insurance is a cost that is both necessary and controllable, provided the right methodology is put in place, and this is where the services of a broker can add immense value.

Our Special Risks cover includes solutions for:

- Academic Institutions and Schools
- Accidental HIV Infections
- Advanced Payment Guarantees
- Agricultural Risk/Crop/Plantation
- Bankers Bond
- Bloodstock
- Body Corporate and Sectional Title
- Cancellation and Abandonment, Pluvius
- Cellphone Insurance
- Commercial Crime
- Construction and Retention Guarantees
- Contract, Performance and Liquidation Guarantees
- Court Bonds
- Credit Insurance
- Credit Shortfall
- Customs and Excise and all related bonds for clearing
- Cyber Liability
- D&O Liability
- Engineering Insurance
- Environmental Impairment Liability
- Extreme Activities Cover
- Fidelity
- Fuel Guarantee cover and Filing station cover
- Jewellers Block
- Kidnap and Ransom
- Marine and Goods in Transit
- Mining Insurance and Mining Rehabilitation Guarantees
- Professional Indemnity

The services we provide go far beyond just placing insurance cover, as we go further to help to assure your company's stability, profitability and growth. You will receive undivided attention from us as we help you to identify and analyse the risks facing your company, providing you with a competitively priced solution.

Group SCHEMES

Employees, business associations, common interest groups and industry associations need a reliable partner with a range of insurance and lifestyle products/services tailored to the specific requirements of their individual group. We seek to be that partner by adding greater value to an entity, through differentiation by way of designing a product, or range of offerings, that are of interest and benefit to members or employees.

The Sankofa Insurance Advisory and Insurance Brokering solutions include the arrangement of various classes of insurance covers as we ably tailor policies to suit your business needs and to grow with your business.

SMMEs

We offer Insurance Broking, Risk Advisory and Claims Administration services for SMMEs and commercial clients. This entails the design and placement of the selected insurance cover.

We find an insurance package that covers the individual risks that your business is exposed to. This means you only pay for the cover you need and save money. We also adapt our policies to your business growth to evaluate and underwrite each risk based on merit. This ensures that the cover is aligned to the needs of the business owner.

Fire and Allied Perils	Building Combined	Office Contents
Business Interruption	Accounts Receivable	Theft
Money	Glass	Fidelity Guarantee
Goods in Transit	Business All Risks	Accidental Damage
Public Liability	Employers Liability	Stated Benefits
Personal Accident	Motor	Electronic Equipment
Contractors All Risks	Performance Guarantees	Professional Indemnity
Events Insurance		

Large business, Corporates and **PUBLIC SECTOR INSTITUTIONS**

In Large Businesses, Corporates and Public Sector institutions, the options for the management, mitigation and transfer of business risks are often as complex and varied as the businesses and institutions themselves.

We design your Insurance Programme around your specific requirements, with careful policy wording offering some of the broadest cover in the insurance market, focusing on minimising your total cost of risk, including premiums, self-insured costs and related professional fees.

Our chosen international partners are Arthur J Gallagher (UK) and Miller Insurance Agency, who offer quality and a breadth of experience and expertise in providing Risk Tailored Solutions for corporate clients, across all industry sectors.

We are also a Lloyd's of London Open Correspondent, enabling global market access.



Some of the Insurers and UNDERWRITING AGENCIES







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Sankofa AIB



Sankofa Insurance Brokers

Sankofa Insurance Brokers (Pty) Ltd is an authorised
Financial Services Provider (FSP No 44269)



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