

# THE BLACK STONE VOICE

Monthly Newsletter for Black Stone Capital Members



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## A MESSAGE FROM THE MANAGING DIRECTOR

by Trevor Carty

And the shortest day of the winter is behind us, Nothing like spending it on the KZN North Coast where we woke to a 12-degree morning, good enough for shorts and tee shirts over the Father's Day weekend.

You KZN brokers are doing so well and seeing you in person and sharing our vision for the future with our ESG Group structure made me even more excited for our future. Our transformation and franchise structures are nearly ready and with four brokers in the Durban area we are about set fire to the third quarter kickstart.

As I write this, I am standing in a queue to be tested for Corona in the parking lot of Fourways Mall. It is a little chaotic and the signage is confusing, what with vaccinations also happening through Dischem which is inside the center. Ok paid, receipted and next up...all within a half hour, now for the results.

We have had a few of our people vaccinated over the last period and with different outcomes. So, remember your health is priority and take no risks.

Get tested if you are not feeling well and isolate, communicate and keep those you have been in contact with aware.

Then it is my turn, nurse all PPE'd up....nasal swab. Deep...ticklish and a sneeze straight after. Ok a slight nasal bleed accompanied the sneeze. They test on site and results are within 15 minutes via sms. Go team SA - Impressive.

Home and here is my SMS, I'm negative. A feeling of relief and things can carry on.

After that distraction let's focus on the next period and stay warm and safe. Sanitize regularly, stay at a social distance, wear your mask, and don't hang out in groups.

Wrap up warm, winter is now truly here and the British and Irish Lions are on their way. What an epic series this is going to be.

Go Springboks, it is green and gold for us all the way.

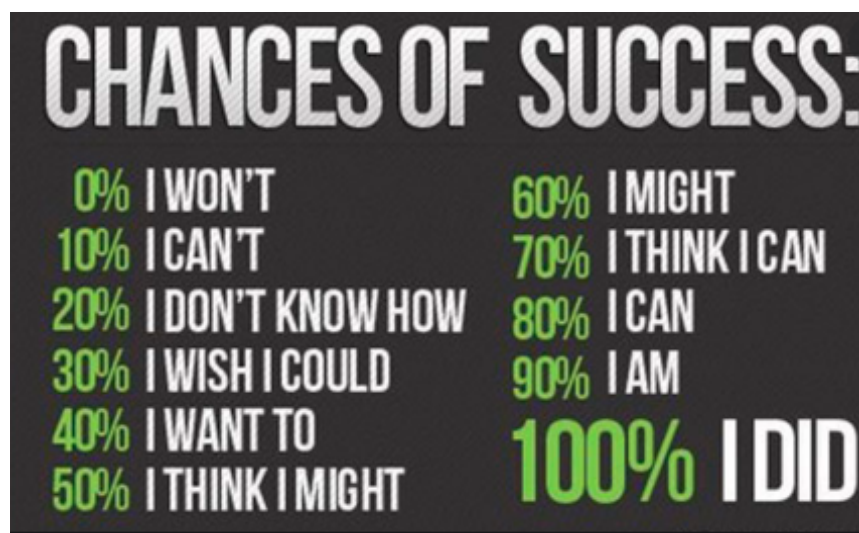
# A MAN DENIED R505 IN AN INSURANCE PROMOTION, FOR CARS WORTH R2.7M, FOUGHT OLD MUTUAL – AND WON

In a current advertising campaign, the iWyze insurance brand from Old Mutual makes a promise that has become fairly common in South Africa's competitive insurance landscape: if it can't offer insurance cheaper than your current contract, it will pay you at least R505 in cash. (And, if you have been with the same insurer for three years without any claims, that amount goes up to R1,750.) But after failing to pay up, in a single case, it must now withdraw such advertising, at least until it has amended all material to make it clear that thresholds apply. In other words, if your cars are too expensive, you won't qualify for anything. That was what happened to one man, who then turned to the Advertising Regulatory Board (ARB). When he asked for a quote on two vehicles – a 2019 Mercedes Benz S400D, which retails at R1.4 million, and a 2018 Porsche Cayenne S worth just shy of R1.3 million – he was told they fall outside the scope of iWyze, which only insures items worth up to R1.2 million. Because it could not offer a quote, Old Mutual apparently did not feel itself bound to pay up. But there was nothing in the advertising to suggest such a limit, the ARB said. "The reality is that the advertiser was not able to save the complainant money, and that the implication of the advertisement is therefore that he would receive the benefit of the offer." In its defence, Old Mutual offered up a copy of terms and conditions which, the ARB said, did not actually contain the limitation. Nor was it clear where viewers of its ads would find the terms and conditions in the first place.

**Act as if what you do makes a difference.**

**It Does**

**William James**



# FAIS OMBUD SETTLEMENTS 2019/2020

The complainant invested R1 million with the respondent during 2013. The investment was for a term of 5 years and was to provide the complainant with a monthly income whilst safeguarding his capital. The respondent's representative had provided the complainant with a quotation reflecting a monthly income of R8000 which he had accepted. When the policy matured during 2018, the complainant was informed that his capital had reduced by an amount of R280 000. The complainant approached this Office for assistance in having his capital loss refunded. In response to the complaint submitted to it and in accordance with the rules on proceedings of this Office, the respondent provided a copy of the record of advice which it claimed clearly stated that the capital was not guaranteed and that the purpose of the investment was to provide for a monthly income. The respondent was also of the view that the record of advice was clear that the drawing of income in the amount stated may affect the capital amount invested. This Office put it to the respondent that the document presented as a record of advice was a generic document that made no specific reference to the complainant's circumstances or

the need for the complainant to preserve his capital. Furthermore, the appropriateness of the advice provided was made all the more concerning when one considered that the complainant was drawing an income of 9.8% whilst the funds had been placed in allow-risk fund that would never have provided a return to support the income being drawn. There was a duty on the respondent's representative to inform the complainant that he cannot be a conservative investor and still draw an income of 9.8%. There had to be a trade-off between risk and return and the complainant needed to make a decision to either reduce his income or, assume a higher level of risk. This was not done and the complainant was left with the false impression that the income he was earning was funded from the interest generated from the investment. The complainant was therefore not placed in a position to make an informed decision. The respondent made an offer of R186 414 in a full and final settlement which was accepted by the complainant.

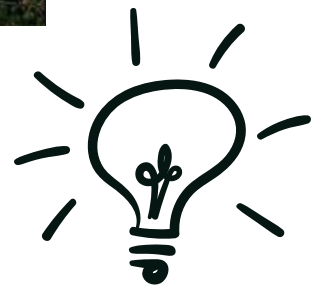
## GENOA – MED-MAL

### **Retroactive cover**

As we are offering a Claims Made insurance policy, subject to Underwriter's approval, retroactive cover can be purchased at the inception of the policy thus ensuring a seamless transition. A retroactive date is the date from which a Practitioner has held uninterrupted claims made insurance cover. The purpose of the retroactive date is to exclude claims which may arise from work performed prior to the retroactive date shown in the schedule

# THIS DAY IN HISTORY 17TH JULY 1878 – PORT ST JOHNS

Nqwiliso, tribal chief of Western Pondoland and eldest son of Ndamase, signed a treaty with H.G. Elliott in which he ceded sovereign rights and shipping in the Umzimvubu River mouth to the Cape government – a step his father had refused to do during his lifetime. In return Nqwiliso was recognised as independent ruler and he and his people were promised protection. On 30 September 1878 he also sold 10 000 acres of land at Umzimvubu River mouth. Two British officers, Thesiger and Sullivan, raised the British flag, and gave their names to the two mountains on either side of Umzimvubu River mouth, later to be known as Port St Johns. Port St Johns was formally annexed to the Cape Colony in 1884, governed as a White enclave, not as part of the Transkeian territories. However, in 1976 the SA government handed Port St Johns to Paramount Chief K.D. Matanzima in order to get him to agree to Transkei 'independence'.



## REMINDERS

- Don't forget to send your compliance to [service@blackstonecapital.co.za](mailto:service@blackstonecapital.co.za)
- For service related queries, please email to [service@blackstonecapital.co.za](mailto:service@blackstonecapital.co.za)
- Please send your new business register to [service@blackstonecapital.co.za](mailto:service@blackstonecapital.co.za)



# ORGANON SA LAUNCHES AS NEW WOMEN'S HEALTH COMPANY

Organon South Africa has been launched this week with the specific aim to address the healthcare issues facing South African women and those in the Sub-Saharan region with an ultimate objective to significantly improve their health.

Enjoying an international footprint that serves people in more than 140 markets, Organon's mission is to deliver impactful medicines and solutions for healthcare issues facing women in Sub-Saharan Africa.

"As a new healthcare company in South Africa our focus is on listening to South African women's healthcare needs, and develop solutions tailored to their needs. With an international footprint that serves people in more than 140 markets, we know there is much we can do for women's health in South Africa.

"Organon SA and Sub-Saharan Africa MD, Dr Abofele Khoele (above), has noted in the launch announcement. Organon will also focus on its important biosimilars business, focusing on oncology and inflammatory diseases, while maximizing the value of its dermatology, pain, respiratory and cardiovascular portfolio in countries around the world.

The company's portfolio comprises more than 60 medicines and products which form the basis of three core pillars which will benefit from renewed management focus and commercial investment described in the statement as follows: \* Women's Health: As a long-standing leader in reproductive health, this part of our portfolio empowers women to make an informed choice for their life. No other

large global pharmaceutical company has the health of women as its primary therapeutic area of focus. Biosimilars: We will continue to build on our unique global expertise and experience and are seeking to bring new oncology and immunology biosimilar medicines to patients. We are seeking to expand our Biosimilar portfolio by broadening the reach of our portfolio of medicines into new geographies as well as commercializing additional products.

\*Established Brands: Our established brands portfolio has a portfolio has a particularly strong foothold in emerging markets where we have a broad base of products enabling us to build targeted additional Healthcare offerings.

"For too long, women have been told to accept and normalise -frequently occurring conditions such as heavy, painful, and irregular menstrual bleeding, incontinence and menopause, as well as other diseases that only affect women, or disproportionately affect women," Dr Khoele added. "Organon's mission is to change this. We believe this approach will be very successful — the ability to identify diseases earlier, the ability to modify the course of diseases or healthcare conditions and to ultimately, improve the quality of life for women at all stages." The company's global capabilities in clinical development and patient safety, regulatory and medical affairs, the statement concludes, make it well-positioned to identify promising drugs, diagnostics, and devices with the potential to impact women's health.



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**If not join today**

**contact [membership@fpi.co.za](mailto:membership@fpi.co.za) or  
phone 011 470 6000**