

RELEASE  
MAY 2023

# GROWTH GAZETTE

## GROWTH AHEAD

FROM THE PEN OF...

VISION VAULT

UPWARD TREND

THE 300!!! WAY

INCLUSION CONNECTION

COLLABORATIVE BIOSPHERE

EXTRA! EXTRA!

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# FROM THE PEN OF...

Dear Reader,

Welcome to Envestpro's Growth Gazette!

In this issue, we're diving into what makes good leaders great, reflecting on the leaders who've inspired us, and exploring the power of motivation in driving organisational growth.

We're also discussing the benefits of journaling, reflection, and effective team meetings, and exploring the concept of 'less, same, more'.

We delve into the trust formula, share a short story of 'The 2 Chefs and 1 Orange', and explore the importance of power posing and our 300 culture.

We believe that inclusion and connection are essential to our success as a team and will discuss this further.

We're excited to share the upward trends in our team, including personal milestones, new starters, and more. Additionally, we're thrilled to announce we are implementing health and safety processes, including first aiders, fire fighters, and SHE Reps per branch to further ensure a safe and healthy work environment.

And finally, don't forget to check out our 'Extra! Extra!' section, where we share some fun tidbits and interesting snippets that we've come across.

Prepare for a motivational reading feast as we unveil a couple of must-read books that will ignite your inspiration and propel you towards success. Meanwhile, immerse yourself in our vibrant collaborative biosphere, where a tapestry of talents intertwines. Our diverse ecosystem hums with growth, innovation, and an unrivaled spirit of synergy. Discover the boundless possibilities that arise when exceptional minds collaborate and unleash their collective potential.

***Thanks for reading, and happy growing!***



## HAPPINESS IS A COLLECTION OF MOMENTS

Perhaps there is humour and truth in something I once read.

It was said, "that the only advantage of being a pessimist is that all your surprises are pleasant."

However, I believe that much of our continued contentment or gloom is often because of how we view and respond to what happens.

George Walther, the author of Power Talking, directs us on how we can develop and foster a mindset that understands challenges or setbacks as positive opportunities.

He believes this is a skill one can develop. For example, he suggests, instead of saying, "I failed," replace it with "I learned".

**Say, "I will be glad to", instead of "I will have to," and say, "I am getting better at," than, "I am no good at."**

I think you get the gist. Just remember, it is important to convert positive thoughts into verbal action.



Lakshmi Purushothaman  
People Development

Walther goes on to say, the subliminal effect of changing even a few words, can prompt your mind to come up with creative solutions, rather than dreading or fleeing the problem.

So, learn to identify self-sabotaging phrases in your everyday conversations and discover powerful replacements that generate happier results.



At Envestpro, we are thrilled to see a number of upward trends happening in our team!

We have had the pleasure of welcoming several talented new team members, who have brought fresh perspectives and expertise to our work.

In addition, we are delighted to share that many of our team members have experienced personal milestones such as getting married, buying new homes or cars, and even welcoming new babies into their families.

We believe that these positive developments are a testament to the strong sense of community and connection that we foster at Envestpro.

We are committed to creating a workplace where our team members feel valued and supported, both personally and professionally.





Marshall Goldsmith, an executive leadership coach and author, is known for his strong belief in sharing knowledge to help others. In his blog post titled "The Difference between Good Leaders and Great Leaders," Goldsmith discusses three core themes based on a conversation with an interviewer.

These themes include the mistakes that great leaders avoid, the three qualities that help them become even greater leaders, and the five qualities that are essential for global leaders of the future.

Goldsmith's insights provide valuable lessons for those looking to improve their leadership skills and make a positive impact in their personal and professional lives.

The visual below captures the themes in Goldsmith's blog. Have a look and see how it can inspire you to become a better leader.



If you're interested in reading more about this, check out Marshall Goldsmith's blog post on LinkedIn.

## CAE conference



Congratulations Greg Kelly on receiving the Silver Franchise Operation of the Year award



Below is an impactful visual by Anuj Magazine that was based on a tweet by Vala Afshar about 'the bosses we remember'.

The concepts on this visual capture the essence on impactful leadership behaviours.

To all the leaders in our network, when you read this –  
WHAT WOULD YOUR TEAM SAY ABOUT YOU?





Envestpro's company culture is inspired by the movie 300, where we embrace the values of strength, honor, and unity.

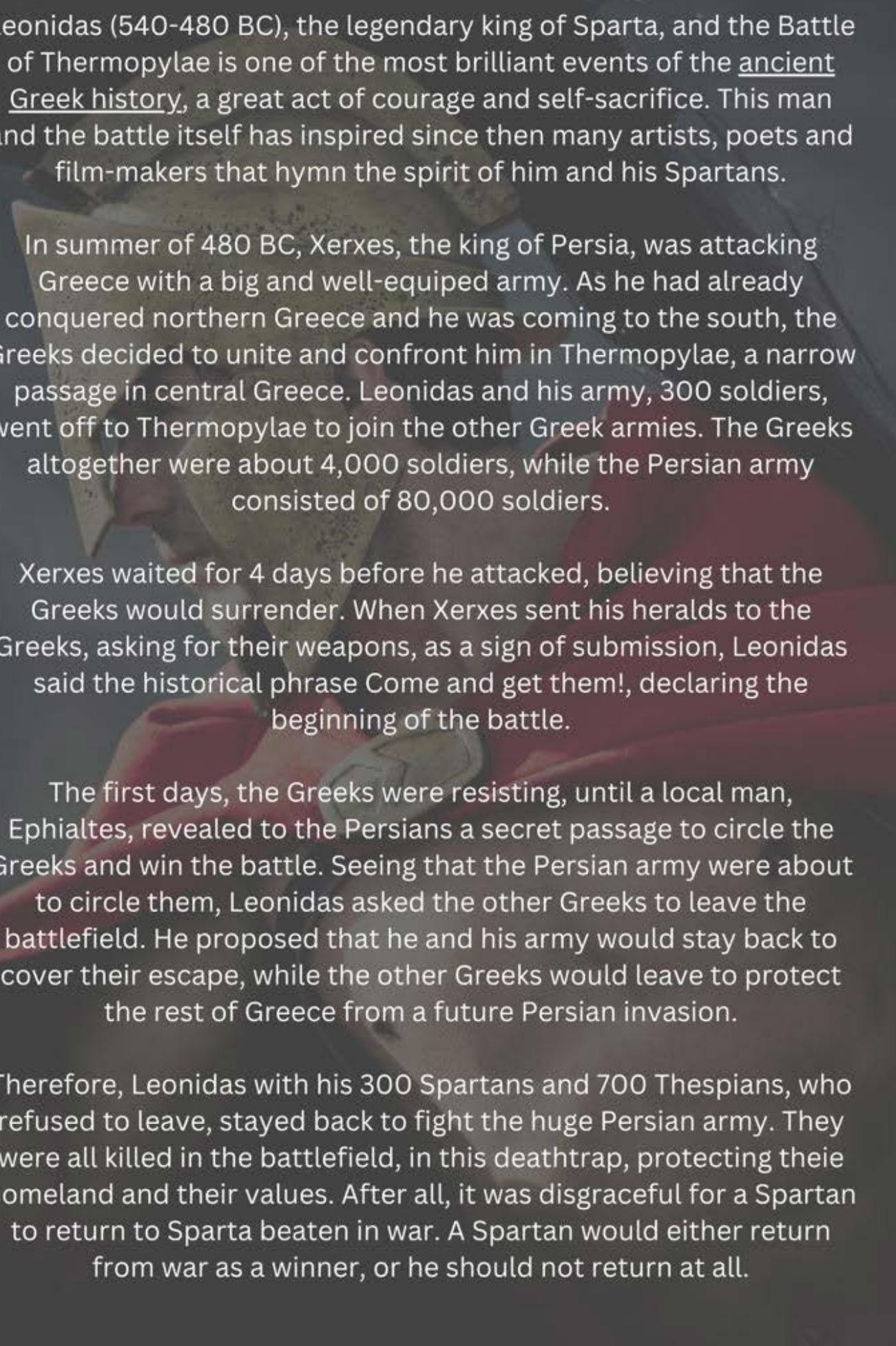
**we take pride in being a team of professionals who are dedicated to delivering exceptional financial services to our clients.**

**just as the spartan warriors stood together as a cohesive unit; we work collaboratively to achieve our goals and overcome challenges.**

**we hold ourselves to the highest standards of excellence and integrity; always striving to improve and innovate.**

**with envestpro's 300 culture; we are committed to upholding our values and delivering unparalleled results.**

Leonidas (540-480 BC), the legendary king of Sparta, and the Battle of Thermopylae is one of the most brilliant events of the ancient Greek history, a great act of courage and self-sacrifice. This man and the battle itself has inspired since then many artists, poets and film-makers that hymn the spirit of him and his Spartans.



In summer of 480 BC, Xerxes, the king of Persia, was attacking Greece with a big and well-equiped army. As he had already conquered northern Greece and he was coming to the south, the Greeks decided to unite and confront him in Thermopylae, a narrow passage in central Greece. Leonidas and his army, 300 soldiers, went off to Thermopylae to join the other Greek armies. The Greeks altogether were about 4,000 soldiers, while the Persian army consisted of 80,000 soldiers.

Xerxes waited for 4 days before he attacked, believing that the Greeks would surrender. When Xerxes sent his heralds to the Greeks, asking for their weapons, as a sign of submission, Leonidas said the historical phrase Come and get them!, declaring the beginning of the battle.

The first days, the Greeks were resisting, until a local man, Ephialtes, revealed to the Persians a secret passage to circle the Greeks and win the battle. Seeing that the Persian army were about to circle them, Leonidas asked the other Greeks to leave the battlefield. He proposed that he and his army would stay back to cover their escape, while the other Greeks would leave to protect the rest of Greece from a future Persian invasion.

Therefore, Leonidas with his 300 Spartans and 700 Thespians, who refused to leave, stayed back to fight the huge Persian army. They were all killed in the battlefield, in this deathtrap, protecting thei homeland and their values. After all, it was disgraceful for a Spartan to return to Sparta beaten in war. A Spartan would either return from war as a winner, or he should not return at all.

APRIL 300 WINNERS

THE 300!!! WAY

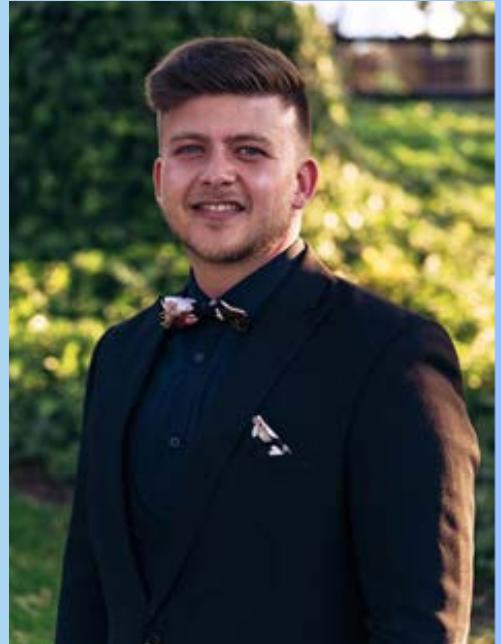


EWC - KEVIN MONAGHAN



PTA - ADELE VAN ZYL

FOURWAYS -  
JONATHAN RIEST



KZN - MIKE ANDREW



MIDRAND -  
LAURENS PIETERSON

## MARCH 300 WINNERS

## THE 300!!! WAY



EWC - TARYN BRUNO



PTA - FOUCHE VAN AARDT



KZN - ANJA BADENHORST



FOURWAYS - GORDON BREWER



MIDRAND - DRIKUS JANSE VAN VUUREN

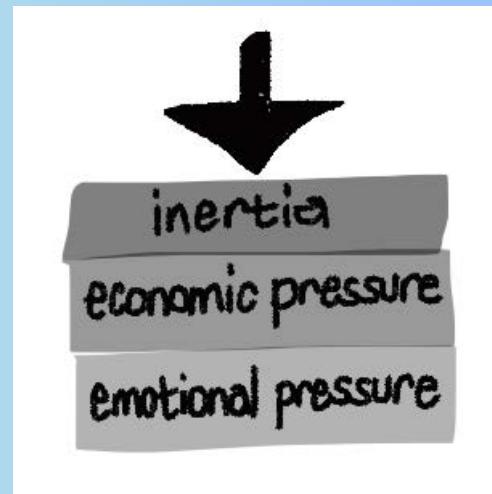
# **Motivation is a key factor in driving organisational performance, and understanding what motivates employees is essential for leaders**

Research suggests that three key motivators increase performance:

**Play** – where people enjoy and find their work intrinsically interesting.

**Purpose** – where people believe in the impact and meaningfulness of their work.

**Potential** – where people feel they are developing their skills and growing.



Three key de-motivators can hurt organisational performance:

Emotional pressure – where people feel external pressure to perform.

Economic pressure – where people feel external pressure to gain rewards or avoid punishment.

Inertia – where people lack a connection to the meaning or purpose of their work.

Envestpro recognises the importance of fostering a culture of inclusion and connection within the workplace.

We understand that creating an environment where every team member feels valued, respected, and supported is crucial to our success as a company.

By promoting inclusion, we strive to create a workplace where diversity is celebrated and where each individual's unique perspectives and experiences are leveraged to drive innovation and growth.

Connection is also important to us, as we believe that building strong relationships and fostering open communication among team members is critical to achieving our goals as a collective.

We are committed to creating a workplace culture that is welcoming, collaborative, and inclusive, where every team member has the opportunity to thrive both personally and professionally.

## INCLUSION CONNECTION



# **Don't scoff ... the power of journaling!**



**Most of us screw  
up our faces  
when we are  
told we should  
keep a journal!**

However, keeping a journal, even if it's just for 10 minutes a day, can have several benefits:

It helps to capture progress, which might have gone unnoticed in a hectic day. This gives a sense of moving forward and encourages celebrating small wins.

It can aid in organising thoughts, making plans, and dealing with setbacks.

Taking time to make sense of things can nurture personal growth and enable learning from difficult events.

Reviewing reflections can reveal patterns in behaviours and reactions, helping to identify strengths and areas for improvement.

Reflection can also promote patience as looking back on past experiences can reveal perseverance during difficult times.

## EXTRA! EXTRA!

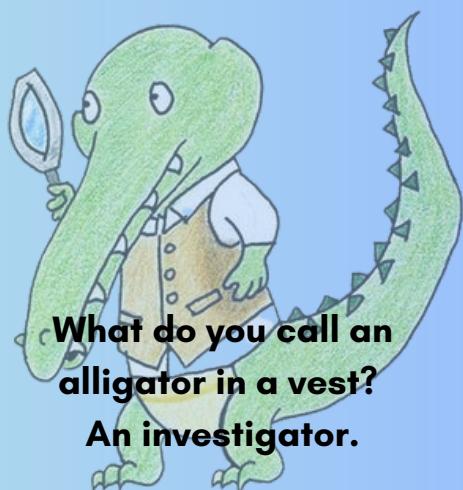
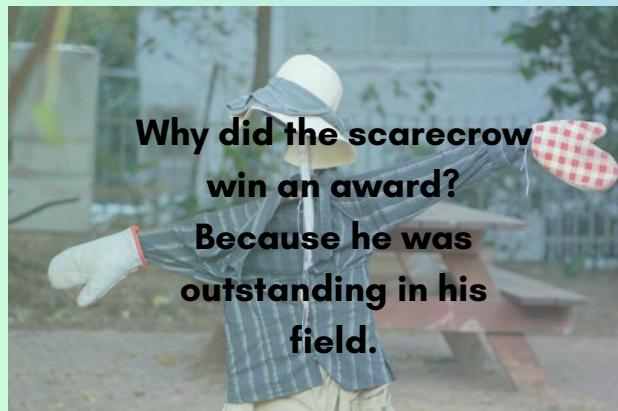
Is a section where we share interesting and informative tidbits and snippets with our readers. We cover a range of topics including technology, science, health, culture, and current events.

Our aim is to keep our readers informed and entertained with new and exciting information that they may not have encountered before. From the latest advancements in AI to unique travel destinations, we cover a diverse range of subjects that we hope will pique your interest and spark conversation. Keep an eye out for our EXTRA EXTRA section in each edition of the newsletter!

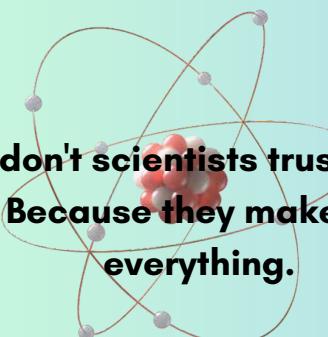


# **EXTRA! EXTRA!**

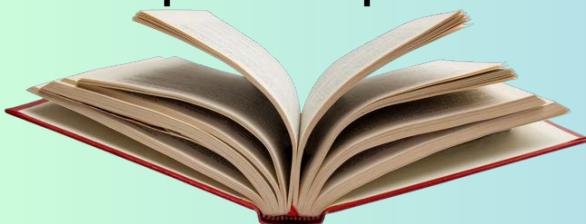
**Why did the tomato turn red?  
Because it saw the salad  
dressing!**



**Why don't scientists trust atoms?  
Because they make up  
everything.**



**I'm reading a book on anti-gravity.  
It's impossible to put down.**



# Reflection

=

# Sense-making

**T.S. Elliot quote:**  
**"We had the experience  
but we missed the  
meaning"**



Reflection has become increasingly recognised in the workplace as a valuable tool for personal growth and development.

However, it can be challenging to prioritise reflection amidst our busy work schedules.

In essence, reflection is about making sense of our experiences by gaining a deeper understanding of why things happen, our role in those situations, and considering how we can apply that learning in the future.

As T.S. Elliot's quote suggests, we often miss the meaning behind our experiences, but taking the time to reflect allows us to learn and grow from those experiences in a way that formal training cannot.

Those who cultivate the practice of reflection become faster learners, better problem-solvers, and more innovative because they use everyday experiences to drive insight and action.



Organisational culture and organisational climate are two related but distinct concepts that are often used interchangeably.

Organisational culture is about creating the right culture that supports the organisation's strategy, while organisational climate is about creating a healthy workplace where people can thrive and perform at their best.

To create the right culture, it's important to identify the key behaviors, symbols, and systems that will support the organisation's strategic direction.

To create a healthy climate, leaders need to focus on developing teams, ensuring accountability for effective people leadership, and regularly measuring the climate.

Understanding the difference between culture and climate is important because it influences the strategies and interventions needed to address each. It's useful to refer to an info-visual when discussing these concepts and to ask whether efforts should be focused on creating the right culture or a healthy climate, depending on the organisation's priorities.



## CULTURE & CLIMATE

GOOD CLIMATE

**Mediocre performance**

A great place to work but energy not aligned to strategic directions

WRONG

CULTURE

**Sweet spot**

A great place to work with energy aligned to strategic direction

RIGHT CULTURE

**Disaster zone**

An unhealthy work environment where energy not aligned to strategic directions

BAD CLIMATE

**Unsustainable performance**

Organisational energy aligned to strategic directions but with an unhealthy work environment

**GOOD CLIMATE**

Typically where people ...

= A healthy work environment where people can thrive + perform at their best

- feel supported, valued + safe
- are clear about roles + expectations
- feel they are empowered
- are doing meaningful, purposeful work
- feel part of a team
- are learning + growing

**RIGHT CULTURE**

Is driven by...

What type of culture do we need?

= The 'way things are done around here'

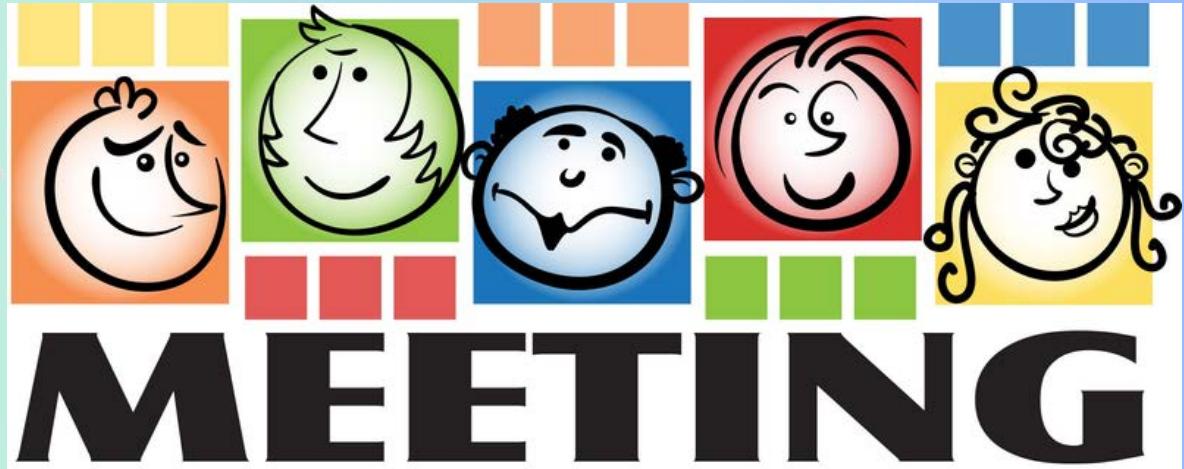
derived from the work of Carolyn Taylor - Walk the Talk

behaviours, symbols + systems aligned to Strategic direction.

- Achievement-oriented • customer focussed • people first
- Innovative • collaborative • socially responsible

## 4 themes of reflection





When it comes to team meetings, it's easy to wish everyone was more like us. But diversity is crucial, and there's much to learn from those who approach things differently.

That said, we need to create an environment that allows everyone to contribute effectively.

**Here are some tips for making meetings more productive, based on insights from the Myers-Briggs Type Indicator (MBTI):**

**Introverts** may need more time to process their thoughts before speaking up, so be sure to provide opportunities for silent reflection or note-taking.

Encourage them to share their insights via email or other channels outside of the meeting.

**Extroverts** may benefit from a more dynamic, interactive meeting format. Consider using brainstorming or other group activities to get their creative juices flowing.

Just be sure to provide a clear agenda and keep the discussion on track.

**Thinkers** tend to focus on logic and analysis, while **Feelers** are more attuned to emotions and interpersonal dynamics.

Encourage both types to share their perspectives, and be open to feedback from all team members.

Finally, **Judgers** prefer structure and order, while **Perceivers** are more flexible and spontaneous.

Try to strike a balance between these two approaches, allowing for some structure while also being open to unexpected ideas and opportunities.

COLLABORATION

## Effective Team Meetings

What do **you** need to have an effective meeting?

### People Who Prefer Extraversion:

- Often answer questions immediately. They do their thinking as they speak.
- Are more talkative, energetic, and may appear more overtly enthusiastic about the topic
- Often prefer action to reflection
- May talk over one another, so may seem shallow and intruding to Introverts
- Like to explore a broad range of topics

**Talk – think – Talk**  
Talk things through

### People Who Prefer Introversion:

- Need time to gather their thoughts before speaking (don't like being put 'on the spot')
- Reflect and think before acting / speaking
- Want to know you before becoming self-disclosing
- Often wait to see what some one else says first
- Become drained and tired interacting with people so can seem withdrawn and secretive to Extraverts
- Like to explore a narrower range of topics in more detail

**Think – Talk – Think**  
Think things through



## Using MBTI knowledge for more effective meetings

### To assist people who prefer Extraversion:

- If you can, arrange face-to-face meetings. If that's not possible, use the telephone
- Allow time during the meeting for discussion, questions and exploration
- Be prepared for a discussion that covers a wide range of subjects
- Allow the extroverts to think aloud, and develop ideas as they are talking
- Be prepared for the extrovert to take, or expect, immediate action

### To assist people who prefer Introversion:

- Provide an agenda and any written materials ahead of time
- Avoid jumping from one topic to another, and enable more in depth discussion if warranted before moving to the next agenda item
- Subtly invite the contribution of those not actively participating in the discussion after the talkers have communicated their views
- If an unplanned topic is to be discussed, allow brief reflection time before discussion to enable the I's to get their thoughts together
- After the meeting, document the key points / decisions of the meeting



# How did you make your team members feel today?



feeling that  
the work they  
do is  
meaningful ?

having felt  
safe to  
express their  
views

feeling  
their work  
was valued?

Clearer about  
what is  
expected of  
them ?

having  
learned  
something ?

feeling  
empowered ?

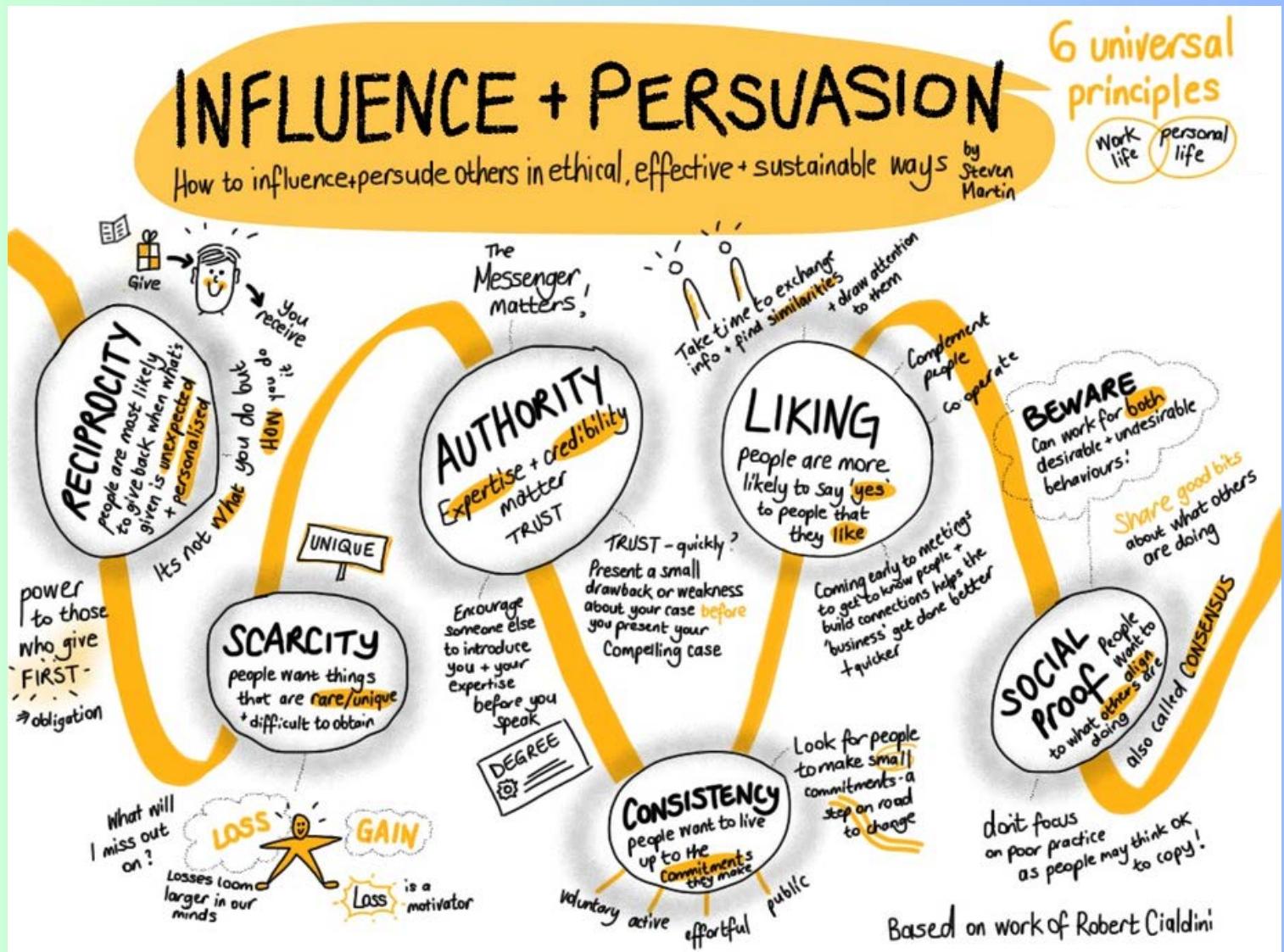
feeling  
part of  
a team ?

Reflect on interactions with your team members today... Did they leave →

How did  
you make  
**your** Team  
members  
**FEEL**  
today ?

feeling  
genuinely  
supported ?

# 6 Persuasion principles for your work and personal life



## Envestpro Gala Dinner



# **Less**

# **Same**

# **More**

Lynne Cazaly, a keynote speaker, author, and mentor, shared on her website a visual template called "Less Same More" that presents a creative way to explore the "stop, start, continue" concept.

It prompts individuals to consider what they want to stop, start, or continue doing in their personal and professional lives.

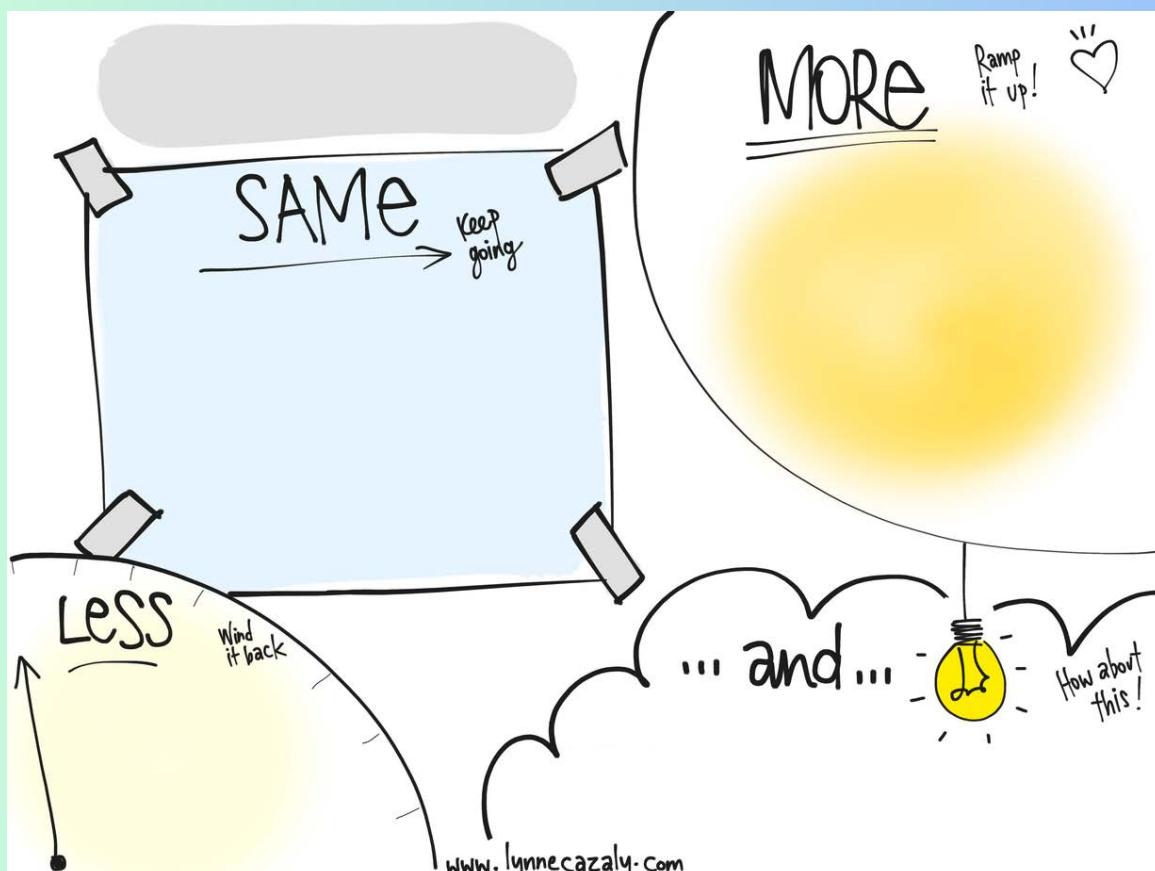
The "Less" category encourages individuals to remove or reduce certain aspects of their life that are no longer serving them.

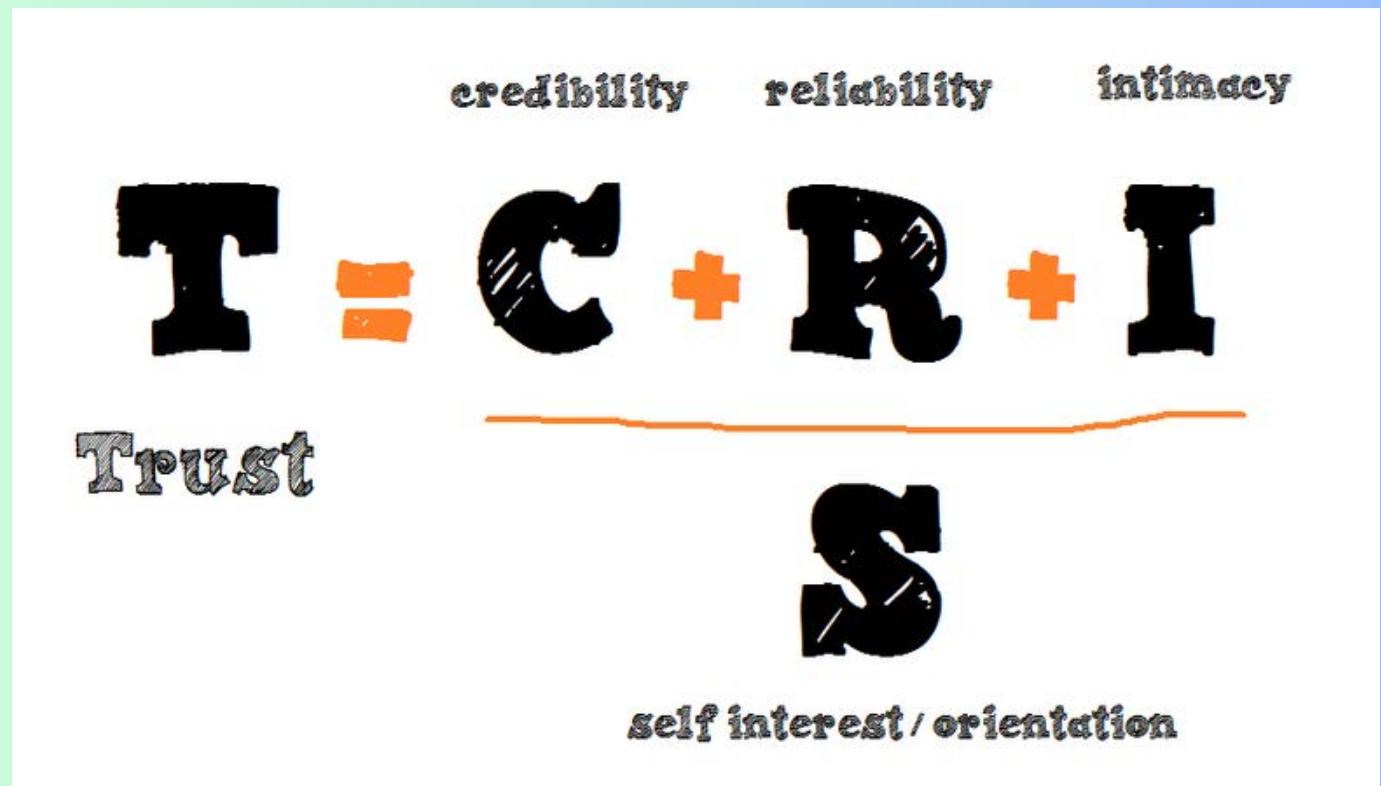
The "Same" category encourages individuals to maintain the status quo for aspects of their life that are currently working well.

Finally, the "More" category encourages individuals to focus on increasing or amplifying certain aspects of their life.

Additionally, the visual tool includes a section for "What If" questions, which invites individuals to explore innovative possibilities for the future.

Overall, the "Less Same More" template is a great way to reflect on the past and plan for the future in a creative and practical way.



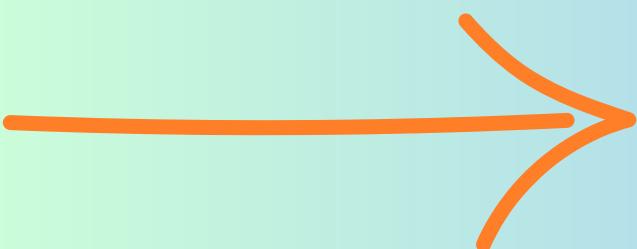


## The TRUST formula

is a useful tool that goes beyond the obvious factors of reliability and credibility.

It reminds us that elements such as intimacy (authenticity and self-disclosure) and self-interest (self-orientation and personal agenda) play a crucial role in building and sustaining strong relationships.

The fact that self-interest is positioned as a denominator underscores its significant impact on trust, either in a positive or negative direction.



**JOIN US IN  
EXTENDING A WARM  
AND ENTHUSIASTIC  
WELCOME TO THE  
NEWEST MEMBERS  
OF THE ENVESTPRO  
FAMILY, AS WE  
EMBARK ON AN  
EXCITING JOURNEY  
TOGETHER, FUELED  
BY COLLABORATION,  
PASSION, AND A  
SHARED  
COMMITMENT TO  
ACHIEVING  
GREATNESS.**

Kabelo	Mojaki	People Development
Jacobus	Behrens	People Development
Micaela	Gerhardt	PA - Carlos Correia
Charlene	Coetzee	Corporate
Tessa	Naidoo	Corporate
Shashnee	Francis	Medical Aid
Melissa	Naicker	Medical Aid
Lebogang Latoi	Shabalala	Short Term Service Specialist
Khanyisile	Ntlokwana	Shortterm Sales Consultant
Thobile	Magadlela	Shortterm Sales Consultant
Khomotso	Mokwetji	Midrand Receptionist

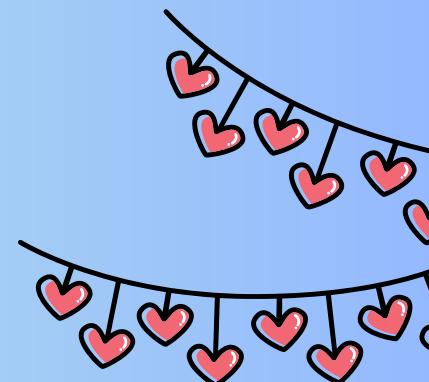
**LET'S ALSO GIVE A RESOUNDING WELCOME TO THE NUMEROUS TALENTED FINANCIAL ADVISERS WHO HAVE JOINED OUR RANKS IN RECENT MONTHS, BRINGING THEIR EXPERTISE AND DEDICATION TO ENVESTPRO, WHERE TOGETHER, WE'LL CHART NEW FINANCIAL HORIZONS AND GUIDE OUR CLIENTS TOWARDS A PROSPEROUS FUTURE.**



**JOIN US IN CELEBRATING THE ARRIVAL OF  
THESE ADORABLE LITTLE BUNDLES OF  
JOY, AS WE INTRODUCE THE NEWEST  
MEMBERS OF OUR ENVESTPRO FAMILY  
WHO HAVE BROUGHT AN EXTRA DOSE OF  
CUTENESS TO OUR WORLD!**



DUNCAN PRINSLOO  
AND WIFE CAELYNN  
WELCOMED BABY  
OLIVIA



WIKUS KLEIN AND  
WIFE LIEZELL  
WELCOMED BABY  
ZIONÉ



NONTCHANLA SOBANTU  
WELCOMED BABY AYAKHA

SARA FRASER AND  
HUSBAND MICHAEL  
WELCOMED BABY BORN  
MORGAN



DILSHAAD WILLIAMS  
AND PARTNER  
BRITTNEY  
WELCOMED BABY  
BRIELLE

## Useful Tip: It is always good to ask yourself why you want what you want.



This will help you get a better understanding of what your real goals are and could open up better options for you.

Once, in a kitchen, there was only one orange left and two renowned chefs were in a heated argument over it. "I must have that orange!" one exclaimed.

"But I need it just as much!" argued the other.

Time was running out and they both needed an orange to finish their particular recipes for the President's dinner.

Finally, they decided to compromise: they grabbed a large kitchen knife, split the orange in half, and each went to their corner to finish preparing their dish.

One chef squeezed the juice from the orange and poured it into the special sauce he was making, but it wasn't quite enough.

The other chef grated the peel and mixed it into the batter for his famous cake. He too didn't have enough, but given the circumstances, what else could he have done?

In hindsight, the solution seems obvious: both chefs would have been better off if they had peeled the orange and taken only the part they needed.

The chefs had focused on each other's position (the what) and not on each other's interests (the why).





Envestpro

UPWARD TREND

*Relive the magic and cherished moments from the past few months as we showcase a delightful compilation of pictures capturing the joy, achievements, and shared experiences that have made our company's journey unforgettable.*



# **Don't just fake it till you make it – fake it until you BECOME it!**

## **Do it over and over until it IS you!**

### **Ever heard of the power pose?**

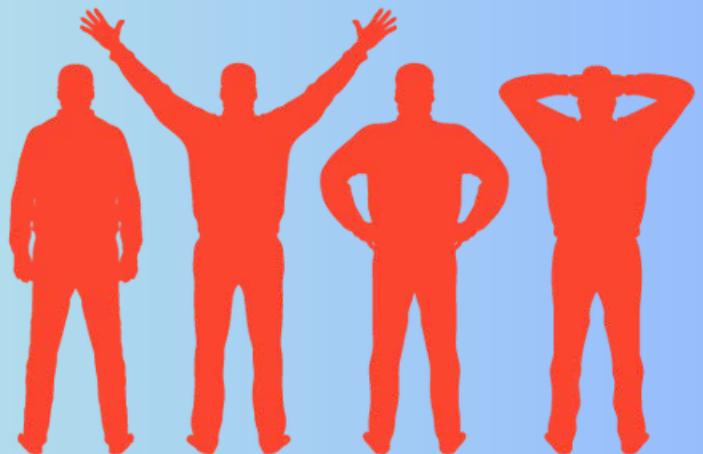
Wonder Woman and Beyoncé are some people who have mastered this pose!

But this special pose is not just for a select few!

**Body language affects how others see us, but it may also change how we see ourselves.**

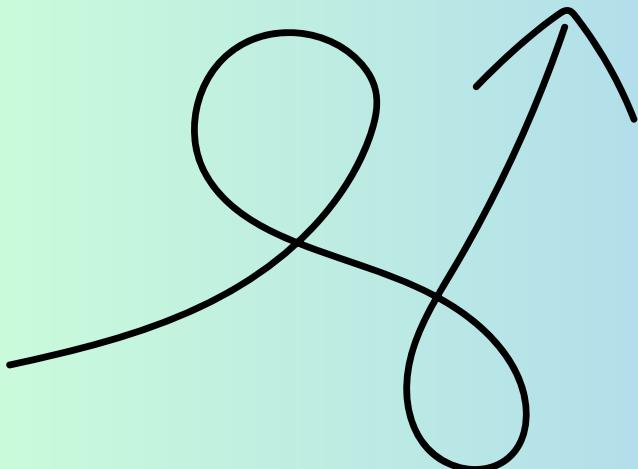
**High power poses are more open and relaxed, and include:**

standing with legs apart  
arms raised above your head in a V shape  
the 'wonder woman' pose  
– standing with your hands on your hips, or your arms crossed behind your head – whilst sitting or standing.



**Lower power poses are more closed, and typically look like this:**

sitting with our arms resting in our lap or crossed over our chest  
one arm across the body  
in a 'self hug'  
hunching or crouching.





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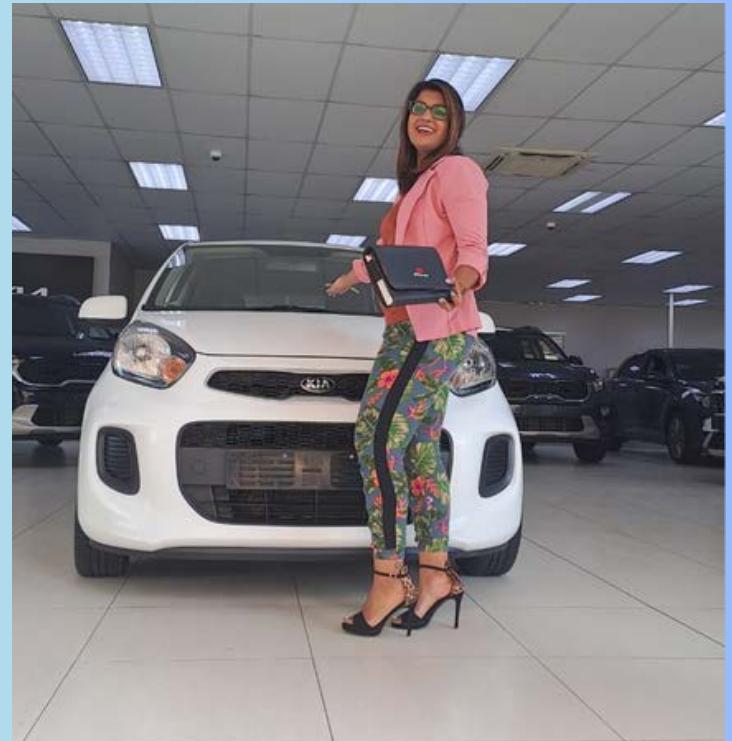
**VROOM, VROOM! LET'S GIVE A ROARING ROUND OF APPLAUSE TO OUR INCREDIBLE TEAM MEMBERS WHO HAVE UPGRADED THEIR WHEELS AND EMBRACED THE ROAD IN STYLE WITH THEIR BRAND-NEW RIDES. FROM TURBOCHARGED ENGINES TO SLEEK DESIGNS, THEY'RE ACCELERATING TOWARDS THEIR DREAMS ONE MILE AT A TIME. BUCKLE UP AND JOIN US IN CELEBRATING THEIR FOUR-WHEELED TRIUMPHS!**



SHEILA PLAATJIE

UPWARD TREND

Picture-perfect moments await on every page, where smiles, laughter, and memories come alive in vibrant snapshots.



RENALL PUCKREE



TRYSTON-LEE  
VAN SCHALKWYK

**VROOM, VROOM! LET'S GIVE A ROARING ROUND OF APPLAUSE TO OUR INCREDIBLE TEAM MEMBERS WHO HAVE UPGRADED THEIR WHEELS AND EMBRACED THE ROAD IN STYLE WITH THEIR BRAND-NEW RIDES. FROM TURBOCHARGED ENGINES TO SLEEK DESIGNS, THEY'RE ACCELERATING TOWARDS THEIR DREAMS ONE MILE AT A TIME. BUCKLE UP AND JOIN US IN CELEBRATING THEIR FOUR-WHEELED TRIUMPHS!**



TRISTAN GREYLING



NAAS SCHUTTE

## UPWARD TREND

Picture-perfect moments await on every page, where smiles, laughter, and memories come alive in vibrant snapshots.



ANTON KLINGENBERG



CHANE SCHOUTZ

LOVE IS IN THE AIR AS WE RAISE A TOAST TO  
THE COUPLES WHO HAVE EMBARKED ON THE  
JOURNEY OF A LIFETIME. JOIN US IN  
CELEBRATING THESE ENCHANTING LOVE  
STORIES AND THE BLISSFUL MOMENTS OF  
ENGAGEMENTS AND WEDDINGS THAT WILL  
MAKE YOUR HEART FLUTTER.



DRIKUS JANSE VAN UUUREN  
MARRIED KLARYN



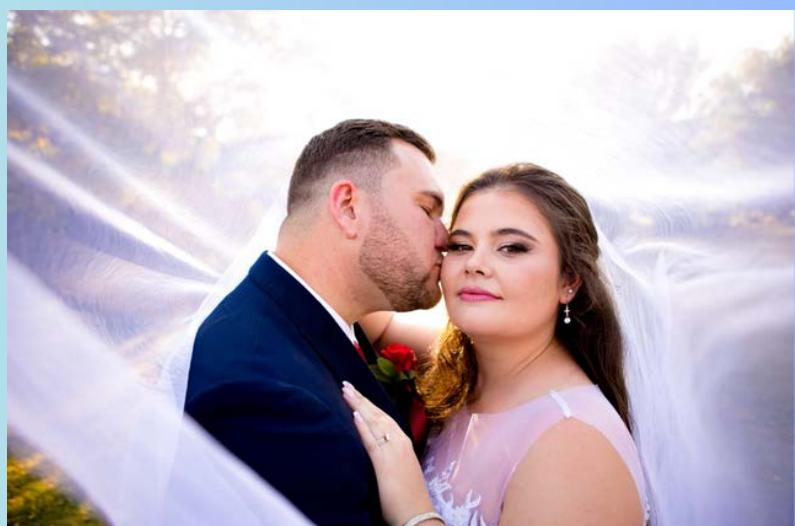
THOMAS WEISS  
MARRIED LEYLAH



HUGO BREED  
MARRIED CHANDRE



JACQUES DU TOIT  
MARRIED BRUMILDA



KEEGAN ADENDORFF  
MARRIED MEGHAN



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UPWARD TREND

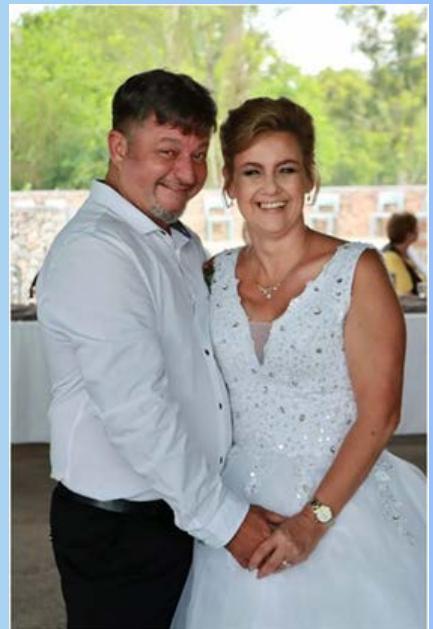
LOVE IS IN THE AIR AS WE RAISE A TOAST TO  
THE COUPLES WHO HAVE EMBARKED ON THE  
JOURNEY OF A LIFETIME. JOIN US IN  
CELEBRATING THESE ENCHANTING LOVE  
STORIES AND THE BLISSFUL MOMENTS OF  
ENGAGEMENTS AND WEDDINGS THAT WILL  
MAKE YOUR HEART FLUTTER.



BRAAM FOURIE  
MARRIED LIZE-MARI



JEAN UOLSCHENK  
MARRIED JANA



FELICITY CURRY  
MARRIED TO NICO



ANGELA FRESE  
GOT ENGAGED ALEX



Envestpro

UPWARD TREND

*Relive the magic and cherished moments from the past few months as we showcase a delightful compilation of pictures capturing the joy, achievements, and shared experiences that have made our company's journey unforgettable.*





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## UPWARD TREND



"Drumroll, please! Envestpro proudly takes center stage as we received the prestigious title of 'Top Liberty NDP Operation for 2022,' recognising our outstanding achievement in making the highest PCR contribution at the Liberty Gala Awards.

It's a shining testament to our commitment, dedication, and financial prowess, setting the bar high for excellence in the industry!



Congratulations to all the Awardees!



# Health and Safety at work

At Envestpro, we take the health and safety of our team seriously.

That's why we recently sent three of our colleagues to SHE rep training to help us maintain a safe and secure working environment.

**We're proud to introduce our SHE reps - ASHLEIGH JACKEL, ANRI PRETORUIS and KHOMOTSO MOKWETJI - who are in charge of our OHS efforts.**

*But we're not stopping there!*

We're excited to announce that we'll be providing first aider and fire fighter training to nominated REPs to further equip our team with the skills and knowledge needed to respond to emergencies in the workplace.

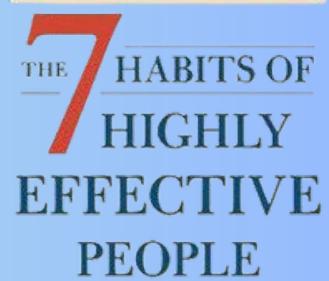
Let's work together to keep Envestpro a safe and healthy place to work!



## "The 7 Habits of Highly Effective People" by Stephen R. Covey:

This classic self-development book offers a framework for personal growth and effectiveness.

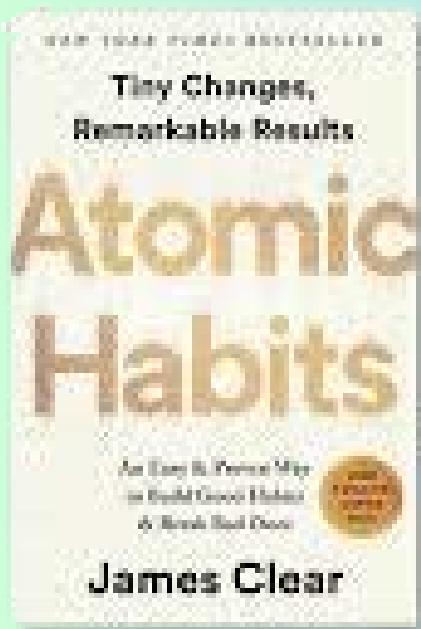
OVER 40 MILLION COPIES SOLD



Covey's seven habits include being proactive, beginning with the end in mind, putting first things first, thinking win-win, seeking first to understand then to be understood, synergising with others, and continually improving oneself.

Covey emphasizes that true success is built on character and principles, and offers practical advice for developing positive habits and attitudes.

EXTRAI! EXTRAI!



"**Atomic Habits**" is a self-help book that focuses on the idea that small changes can lead to big results.

The **author, James Clear**, argues that the key to creating lasting change is to focus on making tiny adjustments to your daily routines and habits.

By breaking down your goals into small, manageable tasks, you can create a system that helps you achieve success.

Clear introduces the concept of "atomic habits," which are small habits that are easy to implement and maintain.

He argues that by focusing on these tiny habits, you can create a positive feedback loop that leads to greater success over time. He also explores the importance of environment, social influence, and mindset when it comes to developing good habits.

Throughout the book, Clear provides practical advice on how to develop good habits and break bad ones.

He offers a step-by-step framework for creating an effective habit system, and includes case studies and examples to illustrate his points. The book is an inspiring and actionable guide for anyone looking to improve their habits and achieve their goals.

Glimpse back to our dynamic kick-off conferences, where minds converged, ideas ignited, and collective brilliance took center stage.



# **EXTRA! EXTRA!**

Welcome to our parking extravaganza, where finding a spot feels like winning the lottery, and parallel parking skills become the hottest topic at the water cooler. Join us in the quest for the elusive parking space, where the hunt is on, and creative car Tetris skills are put to the test!





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UPWARD TREND

MILLION CLUB  
QUARTER 1





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## UPWARD TREND

Breaking the barriers of brilliance: Two Envestpro members take a victory lap as they trade textbooks for graduation caps, while another conquers the ultimate test of endurance, proving that financial expertise and superhuman feats go hand in hand. Join us in celebrating their remarkable achievements!





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UPWARD TREND



Behold, the 'masterminds' behind our extraordinary weekly masterclass, where wit, wisdom, and a sprinkle of caffeine-fueled genius converge





# Envestpro

**Envestpro's ecosystem includes  
a variety of teams and  
solutions to provide  
comprehensive financial  
services to our clients.**

Envestpro Wills and Estates takes care of clients' legal and testamentary needs.



# Envestpro

WILLS AND ESTATES

Our Short-Term Insurance team at Envestpro ensures that clients have the best coverage for their needs.



# Envestpro

SHORTTERM

**By collaborating and utilising the strengths of each team, we provide a unique and holistic approach to financial planning and management.**

**COLLABORATIVE BIOSPHERE**



Our Call Centre is always available to assist clients with their queries.

Envestpro Corporate Solutions assists companies with their financial needs.

Envestpro Medical Aid provides clients with access to quality healthcare.



# Envestpro

CORPORATE SOLUTIONS

New Road Capital Fund Managers provide clients with tailored investment strategies.



**NEW  
ROAD  
CAPITAL**  
INVESTMENT MANAGEMENT

Let the spotlight shine on Gordon Brewer as he ascends to VIP stardom, proudly earning his very first VIP star for his exceptional dedication, outstanding contributions, and stellar performance.

Join us in applauding Gordon's remarkable achievement and raising the curtain to a bright future filled with continued success!



Congratulations!

Well done Carol  
on becoming a  
member of the  
Corporate Elite  
Club!!





ENVESTPRO  
TITANS



COLLABORATIVE  
BIOSPHERE



Like a thriving ecosystem, an organisation's success is nurtured by the harmonious interplay of its diverse talents, united purpose, and shared values, creating a fertile ground for growth, innovation, and collective achievement.



ENVESTPRO M1



 FinSteward



# COLLABORATIVE BIOSPHERE

At Envestpro, we believe in the power of giving, and that's why we have the Envestpro Changing Lives Foundation, our philanthropic arm dedicated to making a positive impact in our communities.

Together, let's embrace the joy of giving and join hands to create a brighter future for those in need



**EXTRA! EXTRA!**



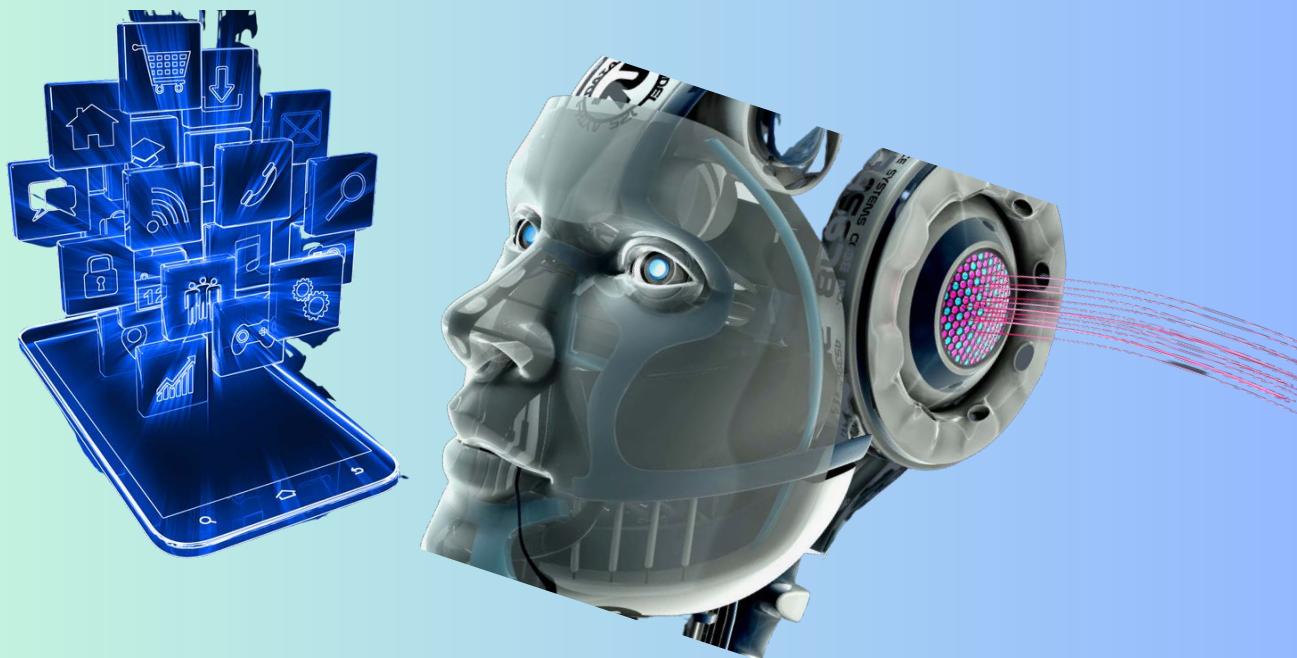
"Move over, old-school finance!"

The financial advisory industry is getting a 21st-century makeover with new trends that are as exciting as they are innovative.

From robo-advisors to mobile apps that let you manage your finances on the go, technology is revolutionising the way we think about money.

And it's not just about the tools – there's a new focus on financial wellness and inclusivity, with advisers who are passionate about helping clients achieve their goals and overcome financial obstacles.

With all these trends in play, the future of finance is looking brighter than ever."





**AN AI's PERSPECTIVE :-)**

## **ARTIFICIAL INTELLIGENCE - Hype vs Reality**

AI, oh, you mean Artificial Ignorance?

It's all the rage! People are excited about machines that can perfectly misinterpret your questions, predict the most absurd outcomes, and turn your simple task into an elaborate puzzle.

It's like having a friend who always manages to give you the most unexpected and hilarious answers, except this time it's a computer!

Who needs logic and common sense when you can have AI? It's the ultimate source of amusement and head-scratching confusion.

Just sit back, relax, and let AI entertain you with its quirky antics. It's the hype that keeps on giving, and by giving, I mean giving you a good laugh!

# EXTRA! EXTRA!

Thabani's undercover car spa: where parking next to the generator is his sneaky strategy to give his car a 'dieselicious' makeover, turning it into the envy of all fuel-powered vehicles!



Venturing into the generator's domain: where fumes become your latest fragrance, and smelling like 'Eau de Combustion' is all the rage among adventurous souls!





## **CONNECT WITH US:**

Have questions or feedback?  
We would love to hear from you!

OR , Better still... would you like to  
submit an article?

contact the editor:  
[janet.strauss@liblink.co.za](mailto:janet.strauss@liblink.co.za)