

# Networking with a difference

**Strubens Valley** — Hirsch's Home Store held their month-end networking breakfast on Thursday, 29 September.

Bryan Brett was one of the guest speakers on the morning.

He spoke to the business owners about the CCMA and the correct procedures of dismissing an employee. Allen Harvey, who was the next guest speaker, spoke to business owners about the real meaning behind the mission statement of a business.

In his opening, Allen quoted Stephen Covey and said, "Mission and vision statements provide the focus, flow and foundation for decisions. In

other words, thriving instead of just surviving. Aligning our efforts with an agreed-upon focus saves both time and frustration, and it makes a company more profitable."

According to Allen, a mission statement clarifies what a company does. You want people to know what you do both internally and externally.

After the talks, the audience were treated to a breakfast, catered for by Hirsch's.

**Far right: Bryan Brett and Allen Harvey. Right: Brendon Vogat and Sanette Payne.**



## The people are her responsibility

**Weltevreden Park** — When one thinks of a CEO of a company, they picture a person who is going to make money for the company, and barely knows the people in the company.

Totsie Memela-Khambula is the driving force behind Eduloan, and does not fit the traditional CEO profile.

She is the CEO of Eduloan and has been the captain of the ship for just over a year.

Since 1996 Eduloan has financed over R2,2-billion in educational loans to over 530 000 tertiary students.

As the CEO of the company, Totsie says that she has learned the importance of not being scared to make mistakes, and remembering that her responsibility is to the people: those who work in the company and those that the company helps in the community at large.

"I love working with people, which then makes me just love my job. As any other individual when I started working here, I had to adapt to certain things," said Totsie.

Totsie also says that reporting to the board is not her only responsibility; the people who work for Eduloan are also her responsibility.

"The staff have also started opening up to me now. I have had some members of my staff confide in me about personal issues, which means to me that they have started being comfortable with me," said Totsie.

One of the difficulties that she encountered when she started working at the company was race relations.

"As we grow as a company, only then will we be able to properly contribute to the economy. We are trying to teach the people that we give bursaries and loans, and those recipients must not have an entitled attitude," added Totsie.

She adds that the company is going to play a vital role in the country, as it usually gives loans to public service servants.

"There is a lot that I am still learning and I look



**Totsie Memela-Khambula is the driving force behind Eduloan.**

## Look what you can do ...

Never plan your weekend without consulting the *Roodepoort Northsider's* regularly updated events listing on our website, [www.looklocal.co.za](http://www.looklocal.co.za). Select the Roodepoort option on the website, click on 'Events' and read all about upcoming concerts, festivals, important meetings ... all in one easy-to-use guide. *Looklocal's* events listing is updated constantly, so you'll always find something to do. Got an event coming up? Let us know and we'll list it here. Rediscover all your area has to offer.

## Nedbank Business Banking partners with businesses in Gauteng West for growth



Nedbank Business Banking, through its Gauteng West regional offices, caters for the banking needs of the West Rand, from Malibongwe Road up to Randfontein and Krugersdorp, stretching as far as Carletonville. Areas such as Industria, Soweto, Lenasia, and surrounds are also included.

We offer a full range of financial and advisory services to businesses with annual turnovers of up to R400 million.

'Our location in Stonemill Office Park and various areas in West Rand means that we have a unique understanding of the area and the various industries operating within this locality. This allows us to respond with improved turnaround times and relevant solutions specifically tailored for businesses operating here,' says Soemaya Boomgaard, Regional Business Head, Gauteng West.

The Gauteng West office is one of 64 national Nedbank Business Banking locations around the country, where banking expertise is combined with a deeper understanding of the local economy in which the bank's clients operate.

### Industry-specific focus

While Nedbank Business Banking caters for the mid commercial market across all industries, our Gauteng West office specifically focuses on franchising and agriculture. Other focus areas include the engineering, mining and manufacturing sectors. Our specialist services tailored for businesses in the West Rand include:

- Transactional solutions such as current accounts, global trade instruments, card products for businesses, as well as electronic banking and cash solutions.
- Lending solutions such as overdrafts and overnight and short-term

### The Nedbank Business Banking team in Gauteng West

|                             |                   |                                    |
|-----------------------------|-------------------|------------------------------------|
| <b>Seated in the front:</b> | Emily Masilela    | Regional HR Manager                |
|                             | Soemaya Boomgaard | Regional Business Head             |
|                             | Mogie Govender    | Regional Business Services Manager |
| <b>Standing behind:</b>     | Michael Stanley   | Area Manager                       |
|                             | John Gadsby       | Regional Credit Risk Manager       |
|                             | Peter Visser      | Area Manager                       |
|                             | Kevin Williams    | Area Manager                       |
|                             | Eddie Coetzer     | Regional Credit Manager            |

loans, debtor management solutions, trade finance, vehicle and asset finance, finance for commercial property, and structured and premium finance.

- Value-added services such as fleet management, financial planning, short-term insurance and corporate schemes.

### Strong support from our client service teams

'Our differentiated offering is underpinned by our strong decentralised business model, where client service teams operate in each region in an empowered and cohesive manner to deliver to clients', says Soemaya. These teams are made up of credit and service specialists in addition to a business manager, all operating according to clear guidelines, policies and processes to ensure consistency in service and decision making. Furthermore, product specialists covering technical areas such as treasury and global and capital markets work with the client service teams to provide a more comprehensive service to our clients.

For more information about our specialised service offering please contact **Soemaya Boomgaard**, Nedbank Business Banking's Regional Business Head, Gauteng West on **011 214 3600** or at [soemayab@nedbank.co.za](mailto:soemayab@nedbank.co.za).

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