

~ COMPASS ~

Compass undertakes national roadshow to brokers

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Compass : info@fanews.co.za

Compass Insurance started off a 7 week long roadshow to brokers around the country with the aim of ensuring that they were informed about the organisation's offerings and extent of cover offered through the underwriting agencies that underwrite for Compass Insurance. The annual roadshow started off in Nelspruit and continued through to 9 regions, including, Pretoria, Durban, Pietermaritzburg, Johannesburg, East London, Port Elizabeth, Cape Town, Polokwane, culminating in Bloemfontein on 21 September 2010.

"We were incredibly pleased with the response to this year's broker roadshows," says Angela Mhlanga at Compass Insurance. "This is certainly the ideal platform to build relationships with brokers nationally and inform them of the Compass offering in the market. Additionally, we found that this platform is very interactive, with brokers asking questions about the products the underwriting managers within Compass have to offer.

"This year in particular we chose to visit outlying regions, and this strategy worked very well, with a number of brokers providing positive feedback to our initiative. Our willingness to listen and of course our intention to provide insurance that people need will provide value to the brokers and most importantly the insured both now and well into the future."

