

## MEET THE FUTUREGROWTH BUSINESS DEVELOPMENT TEAM

**Team anthem:**  
**Unstoppable by Sia**  
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**10**

Team members

**206**

Total years' experience

**47**

Average age of the team



### What does the team do?

The Business Development team is responsible for identifying and developing new business opportunities from our existing and new clients, so as to grow Futuregrowth's AUM and thus fee income. The team ethos is to initiate, build and nurture PERSONAL relationships with clients, in order to serve client needs with Futuregrowth product solutions.

This team is the face of Futuregrowth for the outer world, and the face of the client within Futuregrowth. It represents Futuregrowth in person and on paper - in ways that support the image of the company, its skills and experience, and its longevity and track record - and relies heavily on the other Futuregrowth teams for support in this mission.



## *In their own words....*

### **How do the team members feel about their work?**

*"I love being part of the solution and contributing towards people retiring with dignity. "*

*"I love many features of my work, including being able to engage with clients with diverse and challenging needs. I also love collaborating with my team and the broader business to help address these challenges."*

*"Clients trust us to advance and protect their interests while consistently delivering on their performance objectives."*

*"A satisfied client is the best business strategy of all!"*

### **How does the team contribute to the company culture at Futuregrowth?**

*"The team is diverse and has to collaborate with each other and the other business units in Futuregrowth. We challenge one another to be great and we show up for each other and our clients."*

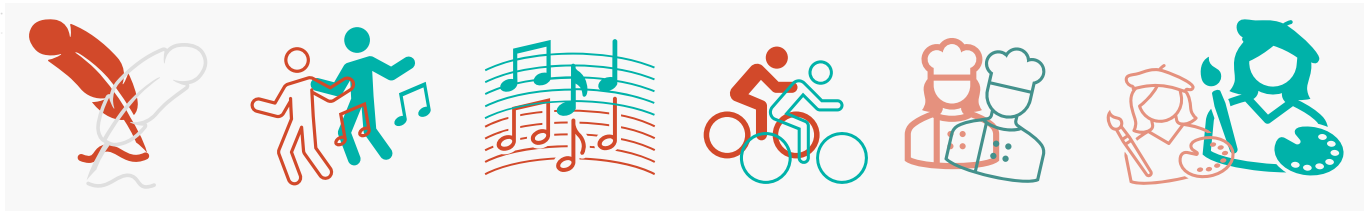
*"We are a very diverse team representing the vast demographic of South Africa, so we are able to bring different perspectives and unique solutions to our clients."*

*"The team is the gateway into Futuregrowth and continues to nourish and nurture the relationship throughout the client's journey with Futuregrowth."*

*"Our culture has a dynamic element to it, especially given the significant number of new employees, but founded on key elements such as integrity, accountability, diligence, and a thirst for learning. Our team aspires to these. We work hard, we put in the hours, we ask questions, and we uphold Futuregrowth's focal principle of client-centricity."*

*"If Futuregrowth was a garden, the Business Development team would be the gardener."*

## Outside of work



The BD team’s diversity is reflected in their varied passions and interests outside of work. These range from dancing, cooking, art and fashion, to singing, writing and performing music – as well as walking, running, weight training and instructing spinning classes. One is an intercessor, another has “an insatiable appetite for all things esoteric”, one professes to talk to her plants, and another is a keen DIY enthusiast. Something for everyone!

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