

*"To educate our clients about the risks that affect their daily life, to provide meaningful & relevant Advice, Solutions and Services that fit their specific needs"*

- CLAY Core Philosophy

| Maintain A Good Perspective

| Relief Options Guidelines

| Reform your Personal Budget

## Dear Valued Partner

### To the many affected around the world

As of today, this 'war' has claimed more than 218,000 lives globally. Many families have been devastated. We convey our condolences, and offer our prayers to the families at this time... may you be strengthened and filled with courage as you navigate difficult days ahead.

Our commitment to you as fellow world citizens is to provide you with care and support in our neighborhoods, and to continue the fight.

### To our "frontline warriors"

Our heartfelt gratitude goes out to all those fighting for us. Healthcare workers around the world and in our very own beloved South Africa have sacrificed so much on our behalf. Essential services we see your efforts and salute you... thank you for serving the people of this great nation.

We will stay home, and stay safe... and we lift up many prayers on your behalf, may you and your families be kept safe.

### Many things have progressed since our last communication

We have had investment downgrades, spikes in SA's Covid-19 cases, and probably the most challenging being that the lockdown has been extended.

In my last letter to you, I wrote about time & perspective:

*"... Time is a good indicator and brings things into perspective, good perspective nourishes our psychology, from here we should envision and create new realities."*

These words prove true with every expiring day. In Jan 2020 there were a few crises facing the world, all of which were probing at our very existence, weighing our humanity.

For most we began planning for a successful 2020 amidst some potential existential catastrophes:

- Drone strikes / Missile retaliation: WW III???
- Impeachment trials in the U.S
- Gender Inequality & sexual abuse: revival of #MeToo movement
- Australia's devastating fire season: spanning over 186,000 square kilometers, 34 people died, estimated around 1 billion animals killed (some close to extinction)
- Local political instability & economic challenges
- Yet in the distance... a "Wuhan virus" (Dec 2019)

In Dec/Jan which of these would you have bet on becoming a globally catastrophic event?

Not many of us would have guessed the then dubbed "Wuhan virus". Post the announcement of this disease and the emergence of Covid-19 pandemic, the many other pre-pandemic catastrophes (far too many to mention) are seemingly distant.

We view everything through this new lense of Covid-19, and how different things look today...



A little knowledge that acts,  
 is worth infinitely more than much knowledge  
 that is idle...  
 (Khalil Gibran)

The World is in Solidarity... Humanity United against the invisible enemy...

A tide of “discreet” enemies equally threatening the harmony of our coexistence, not a uniquely South African phenomenon, but a global reality... concerns of:

Poverty & homelessness	Employment & Unemployment
Healthcare challenges	Political instability & power struggles
Infrastructure disparity & lack thereof	Global Economic uncertainty
Workplace inequality, employee wellbeing	Impacts of Climate Change

**Until now...** these challenges were insurmountable. What we have learned so far from this virus is that it does not discriminate. Wealthy and poor, famous or not ... we are all equally vulnerable and susceptible.

Together with this “new found’ and hard won **unity**... we need a new wisdom, a new way of thinking, a new set of actions... **to build a new world**. An age of responsible & active leadership in government, economies & citizenship... all harmonised to foster **human wellbeing**.

**Relief Measures: Guidelines**

There are many relief packages on offer between government, banks and lenders. Not all are the same.

Much thought needs to go into these decisions, understanding the types of offers available and the impact on your present & future affordability.

That said, these are unprecedented times and many of us may suffer financially, emotionally or physically.

The best approach would be to talk directly with your consultants (banking etc) and ask for help, to ascertain what options are available and to gain a better perspective of any implications on your financial wellbeing.

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- Kindly contact your Financial Planner to setup an online consultation
- Alternatively send us a WhatsApp and we will assist accordingly



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### Insurance Products: Relief Options

Many of our clients would have received communication from providers with different premium relief options.

Not all policies are the same, not all will be treated the same way.

**Life policies:** risk benefits are essential especially when dealing with a pandemic, you still need to have your income and financial risks covered. Relief is available for premiums from various providers, however suspending cover might be a riskier choice together with reducing much needed cover.

**Investments:** premium holidays are available on investments, the impact of which is mostly for future financial needs, but if affordability is a challenge this option may prove to be a better bet.

**Medical Schemes:** premium holidays are available by suspending your benefits. Other options include using your day to day cash benefit amount to pay your medical plan premiums.

**Short-term:** vehicle, household and home insurance. Most insurers have already discounted premiums from 10%-15% for a period of time. You should also use this time

### My personal message to you...

We are truly grateful for how our President Mr Cyril Ramaphosa and the Command Council for Covid-19 have risen to the task. The world observes and commends our nations response.

The road ahead is long, it is not a return to normality, It is the discovery of a new way of life... *pace yourself, stay calm, conserve energy...* there are more things to be encountered along the way

Nothing is fully known just yet. But when we are done we will certainly have learnt much more. Every generation has had their own battles to fight, we have chosen to fight ours with courage. Stay well and be safe.

*Keegan Pillay*

to look at the covers you have in place and review the policy. Reducing cover should be done with consultation as this can have dire consequences: lower average payouts leaving you worse off.

*\*\*Please speak to your Financial Planner to go through these options in more detail\*\**

### Reform Your Personal Budget

Many may suffer salary / wage cuts in this time. Before you get anxious... It is imperative that you reassess your budget & fully understand the implications on your household / business finances.

**Reduce non-essential spending:** re-evaluate your expenses... prioritise essential expenses including those that protect against loss (life & asset protection).

**Add to your income:** savings on transportation; relief for debt instalments; Covid-19 UIF payments (if any); payment holidays e.g investments, RA, etc...

Even with lesser income, you may have more disposable money. Save this for the months ahead and *where possible*, use some funds to **help others** in need.

Reform your budget as your first and most important step... This will help you to **avoid** further debt and will have lasting benefits post the pandemic.

