

# **SANTAM INTERNSHIP PROGRAM**

VOTED BEST COMPANY TO WORK FOR 2009

Do you want to kick-start your career and succeed in the short-term insurance industry as a broker or employee in the broker environment?

Santam offers a development initiative aimed at bridging the gap between graduate and broker with the SBIDI. The programme provides candidates with the necessary training and support they need to start or grow their own business.

## **What does the SBIDI programme look like?**

Santam Black Intermediary Development Initiative achieves its goals through classroom and on-the-job based training. The programme includes, but is not limited to: training, mentoring, exposure to short-term insurance brokers and Santam, infrastructural support and business development skills.

## **What does the training entail?**

- Santam: Induction
- Business Planning
- Market Research
- Marketing
- Business Ethics
- Communication
- Introduction to short-term insurance
- Santam short-term insurance products

## **Requirements**

1. Completed degree (preferably commerce)
2. Interest in short-term insurance

## **Benefits**

1. Allowance of R4000 per month
2. Fully paid for training
3. Exposure to short-term industry, and Santam
4. Assistance with future employment

Start date 1 March 2010

SBIDI (Santam Black Intermediary Development Initiative) is a Santam initiative aimed at bridging the gap for people who want to succeed in the short-term insurance industry as brokers or employees in the broker environment. The programme provides candidates with the necessary training and support they need to start or grow their own business.

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- Training
- Mentoring
- Exposure to short-term insurance, brokers and Santam
- Coordination and infrastructural support
- Business development skills

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### **Who can take part in this programme?**

SBIDI (Santam Black Intermediary Development Initiative) is open to black candidates with an interest in short-term insurance.

The graduates recruited for this programme will be employed with Santam on a full-time basis on an internship programme of 10 months. They will receive a monthly allowance of R4 000 which is being funded by Inseta. The period of internship will be from 01 March – 31 December 2010.