# Sales Conference 2020

## IF 2020 & BEYOND















#### Why am I talking? "THOSE WHO KNOW DO NOT TALK. THOSE WHO TALK DO NOT KNOW.

STOP TALKING, MEDITATE IN SILENCE, BLUNT YOUR SHARPNESS, RELEASE YOUR WORRIES, HARMONIZE YOUR INNER LIGHT, AND BECOME ONE WITH THE DUST." -DEADPOOL





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### IF 2016



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#### "My focus will be to *improve* SERVICE LEVELS, TRANSPARENCY and COMMUNICATION ... "

#### ...get alignment on EXPECTATIONS

#### Team IF









### Team IF

- Johan Deysel Discounting
- Courtney Jackson: ISP's & Large deals
- Lisa Wagner: Back Office / Payouts
- Ndumiso Mthombeni Inhouse
- Lynette Van Der Walt &
- Kgaugelo Mashamaite Collections





## IF Values (Extract)



#### **Customer Focus & Service** • We value our *relationships*. We will *support* our dealers as our primary clients. • We will always strive for service excellence. • We will try to make it easier to get deals

- done.





### IF 2020

- Credit environment *It's been better...*
- East Vs West philosophy on problems
- West: Uncomfortable
- East: Solve one and move on to the next
- We are here to solve problems...



YOU MAY BE WONDERING WHY THE RED SUIT? WELL THAT'S SO BAD GUYS CAN'T SEE ME BLEED. THIS GUY'S GOT THE RIGHT IDEA. HE WORE THE BROWN PANTS.

DEADPOOL



#### **Service First!**

- Objective: Get every deal funded
- Finding funding solutions in a tough environment
- Inhouse capability & book
- ○Software
- oHigh risk facility
- Complex deal structures & risk sharing
- Available for client visits as well as for staff training







## **Complex Deals Concluded**

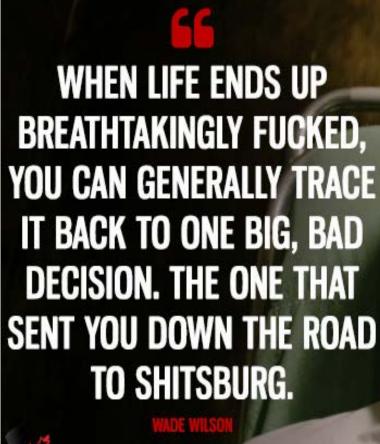
- Deals structured and risk sharing models implemented
  - AA
  - Putco
  - Municipalities





#### What we've learnt...

- Several legal cases
- Compliance is critical
- Get the right paperwork...
- ...and get the paperwork right



In weak economy clients will roll the dice on legal matters to not pay





## Looking forward...

- **Digital contracting** 
  - Significant benefits [delete]
- **Dealer Portal**
- Greater engagement





### WHAT TO DO, LASK MYSELF

#### **OULD DEADPOOL**





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## Thank You











