

BUILDING TRUST THROUGH ACCURATE DATA



Sameer Kumandan,
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Financial advisors play a vital role in shaping financial futures. By creating tailored blueprints for

individuals and businesses based on their goals, income, and financial situation, their expertise helps to navigate the complexities of growing and managing wealth. However, the cornerstone of effective financial advice is accurate data.

“This is where SearchWorks steps in,” says Sameer Kumandan, managing director of South Africa’s largest, forward-thinking data aggregation platform, “with comprehensive verification search tools to empower advisors with everything they need to ensure informed decision-making.”

Why accurate data matters

“Inaccurate data throws a wrench into the financial

advisor’s toolkit. It can lead to bad financial advice for clients, expose them to fraud, waste valuable advisor time, and ultimately erode client trust,” explains Kumandan. SearchWorks addresses these challenges by providing advisors with a robust suite of verification tools, including:

Client verification: Confirming a potential client’s identity, employment status, and financial history is essential. SearchWorks offers a host of critical searches like credit checks, Astute consumer reports, and FAIS/DoFA checks to verify an individual/entity’s financial standing and compliance.

Asset verification: Understanding a client’s financial landscape requires accurate information about their assets. SearchWorks provides property searches, vehicle ownership checks, and property valuations to ensure a clear picture of a client’s holdings.

Beneficiary verification: Estate planning hinges on locating beneficiaries. SearchWorks’ CSI Trace and Lineage Reports assist in finding beneficiaries and

completing a client’s needs analysis effectively.

The impact of SearchWorks on financial advisor effectiveness

By leveraging SearchWorks’ verification tools, financial advisors can protect themselves and their clients against fraud. Fraudulent insurance claims and identity theft pose significant risks and SearchWorks’ KYC (Know Your Client) and KYB (Know Your Business) checks, along with director searches, trust information verification, Anti-Money laundering checks as well as PEP (Politically exposed persons) and Sanctions checks, help to mitigate these risks.

Armed with SearchWorks, financial advisors can provide sound financial advice with confidence, as accurate data equips advisors with the ability to tailor financial plans to a client’s specific needs and risk tolerance. In this respect, income estimators and credit information provide valuable insights into a client’s financial health and having access to accurate, reliable data also helps to build and maintain client trust. Given that financial decisions are deeply

personal when advisors present well-researched plans based on verified data, this fosters trust and strengthens client relationships.

Case Study: reuniting beneficiaries with unclaimed funds

For example, where a financial planner struggles to locate beneficiaries named in a deceased client’s will, they can easily use SearchWorks’ CSI Trace to find the beneficiaries’ current contact details and facilitate a smooth distribution of the estate. This is just one of many instances where SearchWorks can prove invaluable in the resolution of situations that were previously time-consuming and complex.

SearchWorks: your trusted partner in data verification

Financial advisors can feel more secure in their work, knowing that SearchWorks provides an innovative platform that offers reliable data and real-time results. SearchWorks prioritises data accuracy, which gives advisors the ability to make informed decisions based on trustworthy information. With SearchWorks, advisors receive search results within

seconds, which makes for swift and efficient client onboarding and allows financial advisors to proceed with immediate plan development. All of this is offered in a user-friendly platform that simplifies data verification through a number of categorised search functionalities, which can be used to greatly streamline the financial planning process.

Trust and success all boil down to data accuracy

Verified data is critical to allow financial planners to work effectively and to the best benefit of their clients. SearchWorks empowers financial advisors to double-check client information, mitigate fraud, and ultimately, build stronger, more trusting relationships with their clients. “By leveraging SearchWorks, advisors can ensure their clients make informed decisions and achieve their financial goals with confidence,” concludes Kumandan. ■

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WHEN TO USE A FRAME TENT

SKYTENTS

SKY TENTS, PRACTICAL & VERSATILE FRAME TENTS

- FREESTANDING, NO CENTER POLES REQUIRED
- FREE WINDOWS
- IDEAL FOR ANY EVENT LAYOUT

Our products are offered exclusively for purchase & are not available for hire

With so many tent options available, the question of which is best for your function or purpose is often asked.

The answer is simple, frame tents are best suited to glamorous weddings, concerts, festivals, large corporate functions and parties.

Using a frame tent for your function takes it up to the level of effortlessly stylish as the tent is timelessly elegant. They are particularly useful where there is no option for shelter as they are stable and weatherproof. These tents have a large capacity and can hold thousands of people (depending on the size of the tent).

They are manufactured with steel poles to fit the frame of the tent and do not require internal and central poles for support. In fact, all the support is engineered expertly on the sides, ground and the roof of the tent to provide the best degree of stability and durability. The advantage of having no internal poles is maximised space. There are also no restrictions on the usage of your space. The structure of the tent also means

no pegs are required to hold the tent in place. This means it can be erected anywhere including concrete and decks. These are sometimes called clear span tents because they leave a clear space within the tent.

Frame tents can comfortably accommodate opaque or clear panels, windows, draping throughout (including the ceiling), chandelier lighting and clear ceilings. The options are endless and very attractive. A full clear PVC tent wall will bring a magical outdoor landscape into your decor while alternating clear and opaque can also look just as attractive. A night function with a clear ceiling can offer guests a panoramic view of the night sky which will definitely set a lovely tone for any event.

Advantages of Frame Tents

- The lack of centre poles means you are not restricted to a floor plan or decor.
- These tents are very stable and can be used on any terrain and over large surface areas. The ground surface will not be damaged.

- These are ideal for long-term use at festivals and trade shows.
- It can also be placed next to a building comfortably to create a seamless extension and enlarge your space.
- They are lightweight, waterproof and fire resistant.

Sky Tents manufactures aluminium frame tents of the highest quality at the most reasonable prices. They are an established and leading tent manufacturer with years of experience producing high-quality aluminium frame tents for sale in South Africa and across Africa including Zanzibar, Zimbabwe, Zambia, Botswana, Lesotho and Angola. ■

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