

MIDCITY

FOCUS

2018:2

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FROM THE CEO'S DESK

Dear colleagues

It feels like yesterday when I drafted a message for the new year and here we are, three months on our journey into 2018. Our new financial year started on 1 March 2018 and we are implementing our strategies to ensure that we can deliver on our budget for the 2018/19 financial year. Cross selling has ignited a new energy into the group and the successes are visible. It is "all systems go" for the new year and personally I believe that we will experience another year of good growth.

Our previous financial year has been a good one where we have seen a profit before tax growth of more than 20%, figures not finalised yet. Based on these successes we have granted salary increases way above inflation and have introduced a pension fund for all employees. Last year we introduced Group Life cover, this year we introduced a pension fund and next year we intend to introduce a medical aid scheme. This being said, you can see that our focus is primarily on you, our staff, as we cannot improve your livelihood if our business is not growing. New business and retention of existing clients is very important and should be our core focus for the new year.

I am looking forward to our journey on the road to excellence.



WIN WITH OUR

Word scrabble-questionnaire

FIRST CORRECT ENTRY **WINS** A **R400** BROOKLYN GIFT VOUCHER

SUBMIT YOUR ANSWERS TO MARKETING@MIDCITY.CO.ZA BEFORE 16:00 PM ON 31 MAY 2018

QUESTIONNAIRE:

1. South Africa's tallest building?

2. Where must the 2018 MidCity year end function be hosted?

3. The amount of commission you earn for successfully referring commercial building insurance to Insure City?

4. The difference between cross-selling and up-selling?

5. The newest member of the MidCity Property Services board of directors?

6. True or false - You can top-up your prepaid electricity on the MidCity Utilities Smartphone App?

7. Name the Marketing Consultant at Property Administration?

8. AMTSR IEERMTGN ???

Name & Surname: _____

PROFILE OF THE QUARTER



KOKETSO KGATUKE

PROPERTY ADMINISTRATION

MARKETING CONSULTANT

1. What was your biggest opportunity to date?

My Biggest opportunity to date is entering a solid company (Midcity) to gain knowledge, experience, improved work ethic and the ability to work in harmony with co-workers.

2. What are your other interests besides property/Accounting?

Photography, Events planning, Team sports, Trivia Games to name a few.

3. Who is the person that you would most like to meet?

Jesus Christ

4. Where in the world would you like to travel to?

Spain, for three reasons: 1. To see the running of the bulls 2. Participate in La Tomatina and watch an el classico match live.

5. How do you recharge?

By spending as much time with family and friends

6. What is one word you would use to describe yourself as a child?

Curious

7. What kind of impact do you believe you have on people?

Well I believe that I have a positive impact on people because I always aim to understand who people are, what their reason/purpose of existence is. The goal is to try find ways to uplift one another in life.

8. What characteristic do you most admire in others?

Resilience

9. If you were to tell one person "Thank You" for helping me become the person I am today, who would it be and what did they do?

God, for giving me life and my mom for Guiding me physically in life

10. When are you the happiest?

When I'm in the presence of those who truly love and care for me, because nothing can surpass the feeling of being loved and cared for especially by God himself.

11. What super power would you like to have?

Time manipulation and mind control
With the power of time manipulation, Awkward moments would never happen, all-nighters wouldn't be necessary, and good times would last longer with this convenient superpower.
With the power of mind control, I'd change the course of history to anything better than what is happening in the world right now or just simply persuade my boss to give everyone a 99.9% raise just for being awesome.

**"Absorb what is useful, Discard what is not, Add what is uniquely your own."
Bruce lee**

12. What one memory do you most treasure?

I deeply treasure childhood memories of me playing soccer in the townships with family and friends without too many things to worry about in life however there are many other memories that I deeply treasure as well.

13. What is your philosophy in life?

Absorb what is useful, Discard what is not, Add what is uniquely your own – Bruce lee

14. Fill in the blank: If you really knew me, you'd know.....

I'm Socially Conscious and I enjoy engaging with people from different ethnic groups. You'd also know that I'm a diplomatic character especially in circumstances that require leadership and enjoy joking and putting smile on other people's faces

15. What was your most interesting experience this year?

Completing my diploma in Marketing Management and entering in the world of work thereafter.

16. If you were 80 years old, what would you tell your children?

I would tell my children to be God fearing people and that Blood is truly thicker than water.

17. How long have you been working at MidCity?

Since the 21st of November 2017



MidCity

CALENDAR

2018



APRIL

Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

WORKER'S DAY

MAY

Su	Mo	Tu	We	Th	Fr	Sa
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

CROSS SELLING PARTY

FREEDOM DAY

TEKKIE TAX

JUNE

Su	Mo	Tu	We	Th	Fr	Sa
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

GROUP WINTER SOCIAL

YOUTH DAY

WELCOME!

NEW STAFF MEMBERS

New Staff

William de Lange
Angelique Rhodes
Sicelo Shongwe
Melette Taljaard
Priscilla Tenga

BIRTHDAYS

APRIL

02 JEREMIAH MASELTWA
02 MORNE KUMM
03 JOHAN DU PREEZ
04 MOSES SEKWANE
08 MARLIZE DE WET
10 SIMON TLOU
14 MELANIE LEWIS
21 MAURICE STONE
22 MONI MASANABO
24 NICOLETTE STEYN
30 JOHN ROMBURGH

MAY

20 STEPHANIE HUGO
24 LINDA DU PREEZ
25 PHINEAS TLHAKO
26 CHARLOTTE MAPOSA
27 MONIQUE VAN DER MERWE
29 WALDO PRINSLOO

JUNE

01 PETRUS MASILELA
03 SAMUEL KWINKA
03 JACKY MEINTJIES
04 NADIA LYNCH
05 CHERNEY WILLIAMS
05 WILLE VAN NIEWENHUIZEN
07 DAWIE DE VILLIERS SNR.
08 LESEGO VILAKAZI
08 SHERRY BROWN
10 COLIN MEYNHARDT
11 KAYLA ERNST
13 ADORABLE DUBE
13 MARLENE MCDONALD
14 PORTIA RALEPELLE
15 WILLIAM MADISAKWANE
16 TANIA BURGER
17 CHRIS FOURIE
19 JACQUELINE DU PREEZ
21 DENISE VAN SCHALKWYK
22 BAVERLY MATHIBELA
24 RUTH MOLOISANE
24 CHRISTINA MODIPA
25 CATHERINE MATJENI
25 RENE POONSAMY
27 MMASEISA SISA
30 SUSAN BLIGNAUT

CORPORATE SOCIAL RESPONSIBILITY



MIDCITY DONATES TO PEN WELFARE ORGANIZATION



Leave a little **Sparkle**
Wear your Tekkies

International
Tekkies Tax Day
Friday 25 May 2018



**KEEP IN MIND
TEKKIE TAX
25 MAY 2018**

PHOTO BOOTH

**Jukskei
Trophy Winners
Team Captains**



**Shaun Pollock
meets MidCity
CEO**

**Marius Alberts
60th Birthday**



**Word Scrabble
Winners!!!**



MEET THE NEW MEMBERS OF THE MIDCITY HEALTH AND SAFETY TEAM



As you all know we are required by the Occupational Health and Safety Act to have the necessary trained personnel to assist in case of an emergency whether it be in case of fire, injury or any other situations that requires trained personnel to think on their feet and to have a level head. A special certificate ceremony was held on the 23rd February 2018 and our COO Koos Croukamp personally congratulated the following employees on achieving their certificates in First Aid and Fire Marshall training.

First Aiders: Simone Swanepoel, Jacqueline du Preez, Eugene Abrahamse, Janerie Wierenga, Jacky Meintjies and Diounie Strydom.

Fire Marshalls: Jackie Portwig, Mohini Mistry, Wilson Kibi, Maureen Aucamp, Riaan Taljaard and Stephanie Hugo.

We welcome each one of you to our Health and Safety Team and thank you for your willingness to step up when it matters. This is not only for the benefit of our employees but also to assist all MidCity Clientele.






Motivational words from the desk of HR...

No matter what your management style, there are many.... As the quote says; make sure it is motivating the people that report to you. One can go a far way and achieve great results with a motivated team!

MidCity prides itself in developing its people but... always remember, the onus lies on you as to what your goals are and how high you want to fly.... Self- motivation cannot be instilled in a person; they need to develop it. You are the master of your career destiny!

We appreciate and value our staff with many years of service to the MidCity Group. Your experience is invaluable and cannot be bought with money. Continue to be role models for the newly appointed ones...



Management is nothing more than motivating other people.

Lee Iacocca



Insure City

From Insure City

The year kicked off with a bang and we are already in the new financial year. Remember that the staff member who provides Insure City with the most successful referrals at close of business day on 31.05.2018 will win the Insure City Ice Bucket. So send us those referrals!!

Cross Selling Competition: Leading Ice Bucketers

- Yvonne Barnard: 2 X Referrals - R 4,000
- Heintjie Serfontein: 2 X Referrals - R 4,000
- Neels Pienaar: 1 X Referral - R 2,000
- Bennie van Dyk: 1 X Referral - R 1,000

A BIG THANK YOU TO YOU ALL!!!

MidCity Utilities

As from 1 March 2018 Khwela Power will in future be called Midcity Utilities.

Apart from the name change, it is also a separate company with all new company details, bank account and mostly the same personnel.

During the beginning months of 2018, Midcity Utilities have lost a few personnel that have decided to make career changes. We wish them well!!!!

We also have a new face or two and we are grateful that they have joined our team.

Congratulations are also in order for Charese Dercksen and Chris Gunter on their appointment as Financial and Technical Managers respectively of Midcity Utilities.

We also thank Janerie Wierenga, on loan from Commercial, for her assistance with the personnel resignations.

Currently Midcity Utilities personnel are working hard to convert from MDA over to MDA Cloud. We can hardly wait until we are in "the cloud" as it will complement our Smart Metering program MMSA (Meter Manager South Africa).

Automated billing is but one of the special features that will be a realisation and other features for our clients are:

- low balance notifications on their pre-paid electricity
- viewing historical electrical consumption
- viewing electrical purchases made
- self-generation of invoices (this will assist our commercial clients and business owners)

Two of our personnel members are currently finishing off their driver's lessons for their motor vehicle license. We are holding thumbs!!!!





Titles Management

During the first quarter of 2018 it was business as usual at the MidCity Titles Division.

Our personnel have really embraced the the MidCity Cross selling initiative. Our star in this regard for the first quarter was Yvonne Barnard.

Regarding our personnel: Lana Wiggill decided to pursue a new career path and Genevieve Keyter is moving to the United Kingdom. Bennie van Dyk was appointed as Operational Manager. He has taken this opportunity with great enthusiasm and is doing a fantastic job.

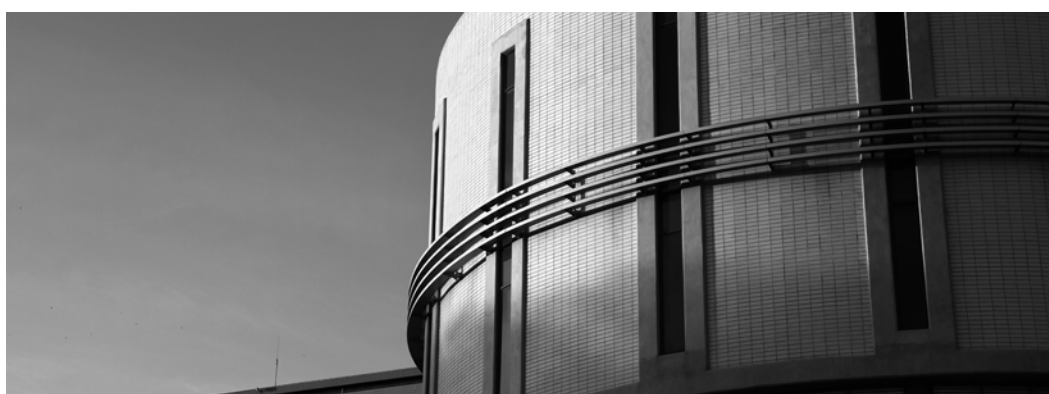
A great thanks to all our personnel with the positive attitude that they displayed during the initial parts of 2018.

Prop Admin

Management of 4 Communes

As proof that we live up to our MidCity punchline of "Holistic Property Solutions", property administration has been appointed by Peter and Maria Holmes as the managing agents of 4 communes consisting of a total of 82 units, with effect 1 April 2018. Whilst the fundamentals of property management in essence remain the same, the challenges involved in managing communes has brought about another new dimension to the property services we can offer and deliver successfully to Landlords.

Under the assigned portfolio manager, Isabel Lundall, building manager, Gert Joubert and the administration team, they have done a sterling job in successfully capturing and micro managing the communes in the first month. Congratulations!



CROSS SELLING LEADERBOARD

WE PLAN TO ACTIVELY INCENTIVISE THE BEST CROSS SELLERS!

PRIZES WILL BE AWARDED TO QUARTERLY AND YEARLY TOP ACHIEVERS

	TOP ACHIEVERS	DIVISION	R
1	Yvonne Barnard	Titles Management	15 450
2	Neels Pienaar	Titles Management	2 000
2	Heintjie Serfontein	Titles Management	2 000
4	Riaan Taljaard	Titles Management	1 200
5	N/A	N/A	N/A

