

DTB WEALTH | Q4 NEWSLETTER 2024

CHANGE BRINGS OPPORTUNITY.

It Is Not Impernance That Makes Us Suffer

Life is filled with change...



Reflecting on 2024

As we approach the close of 2024...



Tanya Coetzee joins DTB Wealth

I studied at TUKS and completed my honours...



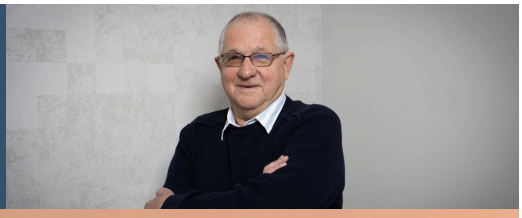
DTB Supporting the TAG Foundation

DTB Client Event



VIDEO: The Year that Was

FROM THE CHAIRMAN'S DESK





It is not impernance that makes us suffer. What makes us suffer is wanting things to be permanent when they are not.

Life is filled with change. And the changes don't seem to stop. At a global level and in our personal lives there are events that seem to turn our worlds upside down.

In September this year, Adam and I were asked to address a large conference held by a group known as 'Humans Under Management'. This is an organisation which promotes and highlights advisors that develop financial practices focusing on human behaviour. We were asked to deal with the question of succession, particularly in a business context. The whole question of the future of our business surfaced for us when Ant Delport passed away in September 2021. Obviously, his death forced us to carefully reevaluate the way forward.

I sat on the fence for a while and there was uncertainty for some time. Adam remained calm and committed to the business. A major consideration was the impact on clients if changes were made. In addition, the employees at our firm could stay focussed if they had reasonable confidence that the culture, processes and approach to business would not be materially disrupted with a new leader. The realisation dawned on me that more value could be added if the running of the business was handed over to Adam and other partners who joined him. To effectively come to that decision there were some critical areas to deal with:

Personal level

On a personal level there were financial considerations that had to be dealt with to ensure that the parties were comfortable and that the business could sustain the changes to be made. Emotional and engagement trust had developed between Adam and I over time and that certainly made the processes easier to deal with.

Professional level

As for my short-term future I would act in a chairman capacity and still maintain a fair ownership in DTB Wealth and as for our clients and staff, we were satisfied that the operation of the business would continue professionally.

Succession means quite a few changes.

I am so proud as to how we managed the transition in such a successful way. Adam is so competent and confident in his new role and David Terbrugge has joined as a substantial partner. Erna is now operations director and the latest addition to the team is Tanya Coetzee, as financial planner. Change often threatens us but can bring a whole new impetus and passion



On another level a global change has astounded us all. The American elections earlier this month had led many of us to believe that Kamala Harris, the Democratic candidate would probably win. It is not necessary to bore you and belabour an analysis of the results as most of you have read so much already. Trump's reelection will be the stuff of history books. Trump left office in 2021, a pariah, after inciting a mob of supporters to ransack the US Capitol. Three years later he engineered an unprecedented political comeback. He disposed of all Republicans rivals, played a large role in getting Joe Biden out of the race and vanquished the Vice President in a victory of note.

To the “MAKE AMERICA GREAT AGAIN” Trump's victory is a thrilling vision coming into view. To many others Trump’s second term looks like a blow to democracy in the USA and beyond. In its essence the result was based on human perception. Harrison inherited the negative public judgement on Joe Bidens handling of inflation and immigration. The fact that Biden waited so long to leave the race worked against her. She did the best she could in the circumstances by quickly unifying the party and building on Bidens campaign apparatus rather than starting from scratch. The result is what it is. Reinforces the concept that uncertainty and change is par for the course. For the Americans the scope of the defeat will likely trigger recrimination first and then an extended period of soul searching. So changes come and go. For us at DTB Wealth the focus is on the long-term development of client portfolios. Adam, David and the entire team strive to ensure the security of clients.



Photos from the Humans Under Management Conference






















THERE'S NOTHING
PERMANENT
EXCEPT CHANGE
DTB
WEALTH

FROM ERNA'S DESK





DTB Wealth supports the TAG Foundation

IWe had the privilege of attending the annual TAG foundation fundraising dinner event. With loads of delicious food, music, and drinks, it was an amazing evening. However, the evening was not about that. You could purchase raffle tickets for travel packages in advance, and there were travel prizes up for auction during the evening. The TAG foundation uses all of these monies to support the care of 64 students from King Edward School for boys and Parktown High School for girls. We had the opportunity to meet some of the students during the evening and hear two of them speak on stage. These children are our nation's future, and TAG enables them to receive a quality education. It was incredible that TAG was able to generate R2.7 million on the evening. DTB Wealth regularly donates to TAG because we are proud to support this nonprofit organisation. Additionally, we anticipate accomplishing a little more in the upcoming year. Jonathan and Traci Gerber are true angels in disguise, who work tirelessly and effortlessly to give these children a better life. Please visit the following link to learn more about the TAG foundation and how you can help them.

Erna

www.tagfoundation.co.za

CALL US

Make a Call

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VISIT US

Our Location

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MAIL US

Send A Message

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Festive Season Closing:

Our offices will be closed starting on December 17, 2024, and reopen on January 13, 2025. In case you want immediate assistance during this period, do contact us via WhatsApp at 072 758 2914. Happy holidays and best wishes for 2025 to all of our clients, product providers, and friends.

UPDATE FROM ADAM



Reflecting on 2024: A Year of Change, Challenges, and New Beginnings

As we approach the close of 2024, it's time for us at DTB Wealth to reflect on a year filled with unexpected events, both in the world around us and in the lives of our clients. It has been a year marked by political shifts, market surprises, and personal milestones, reminding us of the importance of resilience and connection in all that we do.

A Year of Global Elections and Market Reactions

This year was defined by a series of pivotal elections worldwide. South Africa's own election brought its share of anxiety, with much speculation on the potential impact on our economic landscape. However, when the GNU was announced, this were met with relief. The markets responded very positively, feeding off the stability that the outcome promised, and we saw a renewed sense of confidence among business people and investors. Long may this last!

In the United States, the election delivered a result that shocked even the most seasoned pundits. Polls and forecasts missed the mark, proving yet again how unpredictable political outcomes can be. Despite initial market jitters, the global financial markets adapted swiftly. At DTB Wealth, our long-standing philosophy of focusing on long-term strategies while remaining agile served our clients well amid the uncertainty.

These events remind us that the world is ever-changing, but with careful planning and a steady hand, we can navigate the volatility. Our focus remains on helping you achieve your financial goals, no matter the external circumstances.

Celebrating the Highs, Mourning the Losses

The heart of DTB Wealth has always been about people—our clients, our team, and the relationships we nurture. This year, we experienced moments of great joy and deep sadness alongside you.



On a truly celebratory note, we were thrilled to witness Cindy Delport, a cherished member of our DTB family, welcome her first grandchild. This beautiful milestone brought immense joy to Cindy. After the loss of her husband Anthony, a former founder in our business, three years ago, the arrival of her grandson has been a source of great joy for all of us. We are elated for Cindy and her family as they embrace this new chapter. Mom Sam, Granny Cindy and cute little Harry visited our office recently and our DTB ladies were all fighting over who would hold him!!

However, the year also brought sorrow with a special mention of the passing of Conrad Kolkenbeck-Ruh, a dear client and someone I considered a friend and mentor. Conrad and his wife Janet were instrumental in helping me to launch my business all those years ago. Conrad stood by me with unwavering support from the very beginning. Conrad's kindness, loyalty, and genuine interest in the lives of those around him left an indelible mark on us all. He was a devoted family man who will be deeply missed by Janet, his children, grandchildren, and everyone who had the privilege of knowing him.

At DTB Wealth, we are grateful to share in your triumphs and to stand with you during your toughest moments. Thank you for trusting us to be a part of your journey.

Welcoming Tanya Coetzee to the DTB Wealth Team

This year also marked an exciting new chapter for DTB Wealth as we expanded our team with the addition of Tanya Coetzee. Tanya brings over 14 years of experience in financial planning, asset management, and fund analysis. She holds a Postgraduate Diploma in Financial Planning and is a Certified Financial Planner (CFP®).

Tanya's career began in 2010, and she has held key roles at respected firms such as PSG and Ninety One. Her recent focus on communication and sales as an investment professional with a discretionary fund manager has equipped her with a unique and valuable skill set. We are thrilled to have her join our team and are confident that her expertise will greatly benefit our clients. We look forward to introducing Tanya to each of you in the months ahead.

Tanya and I also got to play in a game of cricket in Bertrams the other day in a game that raised funds for a wonderful cause in the Joburg inner city. It looks like DTB Wealth are adding to our list of cricketers 😊.

Welcome, Tanya!





Finding Calm in a Busy World: A Personal Reflection

On a personal note, one of the most positive developments for me this year was beginning a journey into meditation. In the fast-paced world we live in, it's easy to get caught up in worrying about the future or ruminating on the past. Learning how to meditate has been a powerful tool in helping me stay present, grounded, and focused on the here and now.

This practice has truly been a game-changer, allowing me to approach each day with a clearer mind and a calmer perspective. Some days just need more meditation than others! For anyone looking to incorporate a bit more peace into their daily routine, I highly recommend using an app called Calm. It offers guided meditations, breathing exercises, and even sleep stories that have been immensely helpful in finding moments of stillness amidst the busyness of life and all the anxieties that come from this.

As we enter a new year, I encourage you to take time for yourself—whether that's through meditation, spending time with loved ones, or simply pausing to appreciate the present moment. It's these small acts of self-care that can have a profound impact on our overall well-being.

Looking Ahead to 2025

As we look forward to 2025, we do so with optimism, knowing that we are prepared for whatever the future may hold. This year has been a reminder that life is full of unexpected turns, but with the right guidance, support, and planning, we can navigate them together. We are excited to continue serving you, focusing on your financial well-being and the things that matter most to you. Whether it's planning for the future, protecting your loved ones, or finding new opportunities in changing markets, we are here to support you every step of the way.

Wishing you a peaceful holiday season filled with joy, love, and time with those who matter most. Here's to a new year filled with promise, prosperity, and continued growth—both personally and financially.

Warmest regards,
Adam Bacher



Business Update: Tanya Coetzee joins DTB Wealth



It seems the theme of this month's newsletter is mostly about change, which is very relevant, given that I too have undergone significant change over my 14 years in the investment industry.

Change isn't easy. I realised this when I made a career move in September to join DTB. I thought at the age of 36 I'm still young, ambitious, and that making a change won't be difficult, but it was. It was difficult, exciting, scary, and thrilling. They say magic happens outside of your comfort zone, and I can atest to that- what a magical time I had the last three months at DTB Wealth.

I studied at TUKS and completed my honours degree in Economics in 2011, while also obtaining my post-graduate diploma in Financial Planning. My first job was as a junior assistant financial planner at PSG. After two years at PSG, I was given the incredible opportunity to join Ninety One Asset Management, where I gained extensive knowledge in the asset management industry. As a young professional, it was the perfect place to build my career (and to perhaps know how tough the corporate environment can be).

Before joining DTB, I worked at Amity Investment Solutions, a discretionary fund manager, where I gained invaluable insights into fund analysis, as well as marketing and sales. It was at Amity where I met the team from DTB Wealth. Over the years, while working with financial advisory practices in various capacities, I can honestly say that DTB resonated with me and my financial planning beliefs. I feel privileged and very fortunate that this opportunity came my way – an opportunity I believe has probably changed my life for the better. While the concept of work-life balance is often talked about, it is rarely seen in practice. A company may allow you to work remotely but expect you to be online 24/7, or say you only need to work four days a week but still require weekend work due to the workload. At DTB, the "Return on Life" concept that Adam has adopted truly goes beyond just financial planning.

As a mom of a 4-year-old (and being based in Pretoria), it has been nothing short of a blessing to be able to work, aspire to be better, learn, and still have ample time for the things that matter, like spending quality time with your family, or training and exercising. I'm an avid runner (some would argue it is more jogging than running) and a passionate advocate for parkrun. I've ran 3 marathons previously, and would hopefully one day have the guts to take up open water swimming so I can also participate in the Iron Man. My fear of open water swimming has so far kept me from pursuing this goal- but what I recently learnt from Nikki Bush at our client event, is that your curiosity should be bigger than your fear. I also enjoy playing action netball and as a family, we love to go camping when we get the chance.

A highlight for me over the past three months has been our cricket match at the Joburg Cricket Club. The fact that DTB supports charities and organizations, whether through financial contributions or time, has deeply touched me. We often talk to our clients about purpose, and I can honestly say that I get up every morning knowing that I too have a purpose. I believe some of the clients I've had the pleasure of meeting will be reading this, and I'd like to extend my gratitude to you as well. Everyone has been extremely welcoming, and it has been invigorating to meet new people almost every day.

I look forward to building an exceptional career at DTB Wealth and engaging with each and every one of you.

FROM DAVID'S DESK





Dancing with disruption: DTB annual client event

As an independent financial advisory practice that is always seeking to be at the sharp end of trends in our industry, you will often find us talking about change and disruption in our clients lives and how the impact of this change can never be underestimated. As part of our holistic advisory service, we aim to equip our clients with the tools necessary to navigate what are often significant, life-changing events.

In keeping with the theme of "change and disruption," DTB Wealth was honoured to host esteemed speaker, author and "talent whisperer", Nikki Bush, as our guest at our annual client appreciation breakfast in October. If anyone knows about change and disruption being thrust upon you, then it is Nikki. Her story of overcoming tragedy to become one of South Africa's foremost thought leaders is the ultimate story of grit and resilience.

The talk was entitled "Dancing with Disruption". To borrow from Nikki, disruption can happen by change, chance, or crisis. No one's life unfolds in a straight line. This is something many of us know only too well.

In the presentation, Nikki shared aspects of her own unexpected disruption that turned her life upside down. She helped, gave a fresh perspective, and provided practical ideas for self-mastery and peace of mind in a perfect storm. She challenged our perceptions of change, helping us come to terms with not knowing what the future looks like. How one confronts this change- resistance or acceptance- will determine your outcomes.

It was a riveting and thought-provoking presentation with many practical examples of how to deal with seismic disruption in these modern times. Perhaps the most practical of all was the What If File ™ which highlighted the benefits of effective estate planning.

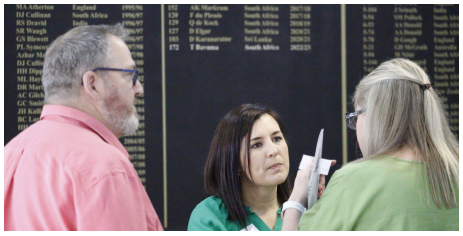
The event was a resounding success and attended by well over 100 clients and trusted partners. It was our chance to say thank you for your continued support. A special word of thanks to our partners for helping us host the event. For those of you who could not attend but would like to know more, please go to www.nikkibush.com.

Photos from our recent client event

















“Disruption is a catalyst for change”
- Nikki Bush

Market Update:
The year that was!

January 2024 started with talks of moderating inflation, soft landings and interest rate cuts. According to the Chinese Zodiac, 2024 was the year of the dragon. For the Chinese culture dragons are majestic and powerful. And markets were indeed quite powerful this year.

	1 Year Until End October 2024
WORLD INDEX (ZAR)	25.23%
ALL SHARE INDEX	27.16%
LISTED PROPERTY SECTOR	51.56%
ALL BOND INDEX	21.29%

We have summarised some of the major events of the year, and we discuss the markets and economic data in our market summary video. Click below to watch this video:



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