G.B.W. Financial Planners

**P.O. BOX 10001, CAPE TOWN, 8000, 39 Buitenkant Street, Cape Town, 8001**

**Tel. 021 – 461 0685, Fax. 086 615 2320, E-mail.** [**cgillot@comail.co.za**](mailto:cgillot@comail.co.za)**,**

**Authorised FSP No. 44140**

**IN TOUCH – April 2019**

As we head towards election time, expect more ‘mud slinging’ in the media. It is the nature of the Politicians to criticize the Opposition, and the Opposition to find fault with the ruling Party. Pay no attention to this as it will cloud your vision, and you will get depressed.

Asset Managers continue to talk about finding low value stocks being bought now. Locally and abroad. We need to get the politics behind us, get focused and give confidence to the market. For those who sit out the downturn, will reap the rewards in the years that follow.

An article in Sanlam Glacier dated March 2019, the writer states: As at 31 December 2018 the one year return figures for listed property was an eye-watering -25.26%. Fast forward to February 2019, and this figure would have

Improved to -5.20% How can two months make such a difference. The writer merely illustrated short term panic. I want to suggest that this capital flight was brought about by Politicians vocalizing in the media land redistribution without compensation. We now know this is not to be the case as vocalized.

With the fast move to Internet banking and cell phone banking, it is envisioned that ‘walk in Centers’ for Banking will disappear. Every large Institution is forcing the man in the street to get Internet savvy. People are buying more and more goods on line as we see Amazon opening up Stores in South Africa.

Again there is greater pressure on individual financial consultants to report any form of corrupt activity relating to any clients. In terms of Know Your Client (KYC)

To this end, there are more questions to be asked when doing business with clients. Again, we ask clients to be patient and understanding when transacting business in the financial service industry.

**Colin Gillot**

**The G.B.W. Team**

**The G.B.W. Team**