

TSA ADMINISTRATION (PTY) LTD

About us

TSA offers group risk solutions underwritten by four of the country's leading employee benefit insurers, namely Sanlam, Old Mutual, Capital Alliance and Hollard, to independent financial advisors around the country. In an industry of generic and intangible products TSA differentiates itself by providing faster turnaround times and more personal service. Our aim is to make group risk a hassle free experience for our brokers by combining the benefits of a service specialist with the products of four market leading insurers.

Value proposition

Moral principles, relationships, commitment to service, fun, attention to detail and accountability are the brand values that TSA is built on. What this translates into is a genuinely interested and committed team focused on making your life and that of your clients as hassle free as possible when it comes to group risk.

Services offered

TSA is split into seven teams – Quotes, Acceptances, Medicals, Scheme Accounts, Reviews, Requotes and Claims. Each would be a department in a large insurer but at TSA you will have a small dedicated team available to you and your clients in each area. We act as the face for all four insurers, offering their full range of group risk benefits, and you never have to hassle yourself with call centres or generic mailboxes. One contact point provides four options whilst you retain your independence and provide your clients with objective advice.

Key individual

Greg Smith

Contact person

Greg Smith

Contact details

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Regions supported

All of South Africa with servicing agents based in Durban, Cape Town and Johannesburg.

Reference and pricing

Quote Reference: Allan Gray Adviser Services

Pricing is determined on a group by group basis and is dependent on the benefits required and the demographics of each scheme. TSA's administration fee starts at 10% of the gross monthly cost with no minimum charge and scales down as the premium gets bigger. Brokers earn fees according to the ASISA scale and all parties earn on an 'as and when' basis with payovers being done on the 25th of every month.