



# SOLLIE STOLS

RISK & UNDERWRITING CONSULTANT | COACH

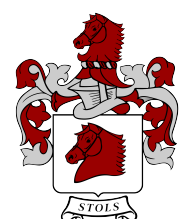
Born in the storied small town of Jagersfontein in 1957, I was raised on the vast plains and mountains of the Karoo, a landscape that shaped my early character and determination. My high school years were spent in the equally historic city of Kimberley, where I graduated from Diamantveld High School in 1974, a time that further solidified my integrity and character.

After spending a decade as a cover holder at Lloyd's, which allowed me remarkable exposure to the broader business world, I entered the Insurance Industry in 1979 following a five-year tenure in Government Service. This transition marked the beginning of what would become a lifelong and fulfilling career.

The industry has greatly honed my business acumen and enabled me to achieve the highest qualifications in insurance and business management. Throughout my early career, extensive travel conducting Risk Surveys across various towns and business sectors deepened my passion for the industry. Daily exposure to risk and underwriting significantly broadened my perspective on business operations and risk management.

Now, after 34 years based in Pretoria and with 46 years in Insurance and Risk Management under my belt, I reflect on a career that not only built substantial knowledge but also inspired me to establish my own consulting business. This venture focuses on providing Compliance, Risk, and Underwriting audits to Broker Businesses. Through these efforts, I extend a helping hand to brokers, sharing essential knowledge and highlighting common pitfalls, all while serving brokers, clients, insurers, and reinsurers alike.

As I continue to contribute to an industry so dear to my heart, I remain committed to uplifting and enhancing the insurance sector with each passing year.



# SOLLIE STOLS



## PROFILE

NAME  
SOLLIE STOLS

DATE OF BIRTH  
01/02/1957

ADDRESS  
PO BOX 33  
MONTANA  
0151

LANGUAGE  
AFRIKAANS  
ENGLISH

## EDUCATION

ONLINE LECTURING  
Milpark Education - 2021

MANAGEMENT DEVELOPMENT  
DIPLOMA (MDP)  
UNISA - 1995

FIISA DIPLOMA  
The Insurance Institute of SA - 1995

ADVANCED DIPLOMA  
The Insurance Institute of SA - 1995

## CONTACT

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## RISK & UNDERWRITING CONSULTANT | COACH

### CAREER HIGHLIGHTS

QUICKSURE PTY LTD	Head Office and Technical Manager	2023/11 - Present
CONSULTANT	Risk & Insurance Consultant Business Coach	2019/12 - Present
WESTERN NATIONAL INSURANCE COMPANY	Regional Manager Northern Region	2010/02 - 2017/02
TRUSTCO	Executive Director	2005 - 2010
BROKERNET	Key Individual & Compliance Officer	2009 - 2010
DEXDATA	General manager Portfolio Manager	2003 - 2005 1995 - 2003
PROTEA ASSURANCE COMPANY	Underwriting Manager Schemes & Personal Lines Branch Manager Welkom Branch	1994 - 1995 1991 - 1993 1986 - 1991
Subsidiary of Sun Alliance London	Inspector & Business Consultant Underwriter	1983 - 1985 1982 - 1983
AA MUTUAL INSURANCE COMPANY	Fire Underwriting Superintendent	1979 - 1982
DEPARTMENT OF HOME AFFAIRS	Senior Administrative Assistant	1974 - 1979

## ACHIEVEMENTS

During my tenure at Western National Insurance Company Ltd from 2010 to 2017, I was instrumental in launching and growing the Gauteng branch from its inception. I successfully transformed this branch from an unknown entity into a well-recognized insurer across Gauteng and the entire Northern Region, significantly increasing both its income and profitability.

From 2003 to 2010, I served as the Executive Director at Dexdata/Brokernet, where I was fundamental in developing the Brokernet concept. My efforts led to a substantial increase in collections, from a modest base to approximately R 60 million per month. My role involved integrating advanced technology with risk and portfolio management, significantly enhancing service delivery to insurers and solidifying Brokernet's market presence.

My career began at Protea Assurance Company Ltd, where, at a young age, I quickly advanced to significant leadership roles due to my demonstrated potential. In 1985, I led the establishment of a new branch in Welkom, which rapidly outgrew the established Bloemfontein branch in both scale and operations within two years. By the age of 29, I was entrusted with full decision-making authority, managing comprehensive responsibilities during a pivotal time of ownership transition.

I also had the privilege of being tribunalized at Lloyd's of London, serving as a Lloyd's Cover holder from 1998 until 2010. This role involved managing critical international insurance relations and protocols until I chose to conclude my tenure and the associated facilities, marking the end of a significant chapter in my insurance career.

These experiences collectively highlight a career characterized by strategic leadership, significant business growth, and a deep commitment to advancing the insurance industry.