

# Glenrand M-I-B sponsors Kirstenbosch Chelsea Flower display at East Coast Radio House & Garden Show

Issued by [East Coast Radio](#)

15 Jun 2010

If a beautiful garden is your passion, then you will thoroughly enjoy the Kirstenbosch SA Chelsea Flower display sponsored by Glenrand M-I-B at this year's East Coast Radio House & Garden Show.

As sponsor of the Kirstenbosch Chelsea Flower Show display at the East Coast Radio House & Garden Show, Glenrand M-I-B is particularly proud of South Africa's performance in London. "The South African National Biodiversity Institute's (SANBI's) 2010 Kirstenbosch - *'Bio diversity is the variety of life'* won a silver medal at the Chelsea Flower Show. The award winning design will be recreated for East Coasters to view at the House & Garden show from 23 July - 1 August 2010," explains Mandy Barrett, Manager Marketing Sales and Service, Product Solutions at Glenrand M-I-B.

The East Coast Radio House & Garden Show is KZN's largest home and lifestyle show and celebrates 30 successful years of helping visitors make the most of their homes and living environments.

"Our sponsorship of this display is very much in line with our brand ethos of intuition, expertise and passion - the three key principals we apply in formulating short-term insurance solutions for our clients to protect their most valuable assets such as their homes, household contents and vehicles. We know that people spend a significant portion of their income on purchasing, furnishing and upgrading their home. In fact for many people, their home and living areas are their absolute passion and it makes sense to engage with an insurance partner that understands the true value of these hard-earned assets," explains Mandy.

"Let's face it - most of us don't pay enough attention to the detail and fine print of our insurance policies. And the bottom line is, failure to do so can cost you a wheelbarrow full of money that you don't have and most of all, could be avoided entirely by taking 30 minutes to critically review and update the true value of your insurable assets once a year.

"Our Glenrand M-I-B lounge at the House& Garden Show will be a relaxing area for visitors to find out more about risk managing their personal insurance costs without under-insuring in the process. Our emphasis is on right sizing your covers and seeking economies where they are to be found by examining your insurance portfolio on a proper needs analysis basis. Profiling of clients on an individual basis has reached high levels of sophistication at Glenrand M.I.B and as a result we have one of the lowest churn rates in the industry," concludes Mandy.

Visit the Kirstenbosch SA Chelsea Flower display sponsored by Glenrand M-I-B and find out why we are as passionate about short-term insurance solutions for our clients as they are about their homes.

**Dates:** 23 Jul - 1 Aug 2010

**Where:** Durban Exhibition Centre

**Times:** Mon-Thurs: 10 am-9pm; Fri-Sat: 10 am-10pm; Sundays: 10am-8pm

Visit the website on [www.housegardenshow.co.za](http://www.housegardenshow.co.za).

## ABOUT GLENRAND M-I-B

Glenrand M-I-B is listed on the JSE Securities Exchange and provides expert insurance broking and risk advisory services to a portfolio of local and international clients. These include corporate, commercial ventures and individuals. Going beyond simply placing risk, we identify and manage consequences, explore opportunities and, ultimately, deliver exceptional service.

Glenrand M-I-B is independent, but not without close associations. It has direct access to international expertise through its exclusive trading agreement with world-leading insurance broker, Jardine Lloyd Thompson Group Plc, who can offer on-the-spot service in more than 30 countries.

Today Glenrand M-I-B holds pre-eminent market positions in, among others, financial insurance, building industry and engineering insurance and professional indemnity. We are a market leader in corporate and commercial broking, and a major participant in the personal lines and specialised risk management sectors. Our strong presence in South Africa is complemented by offices in Botswana, Mozambique, Namibia, Swaziland and Zimbabwe. Glenrand M-I-B is an authorised financial services provider.

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