



October 2015

Book now ... and dodge the upcoming BEE crisis



A BEE crisis is about to break ... right on top of your business!

You need to avoid the fallout and develop a strategy to maintain volumes, relationships and growth. Even long-term business viability could be threatened.

The impending BEE crunch will impact different businesses in different ways.

In most immediate danger are **Small Qualifying Enterprises** – businesses with annual **turnover of between R10 million and R50 million**.

If you run a business like this, you need practical help to get it BEE-ready. Now!

You've heard about tough new codes. You know they come into effect at some point. You think you still have breathing space. YOU DON'T!

Your financial year determines the measurement period - and you are already in the year you will be assessed on! If your financial year ends December, the axe falls in a few weeks. If it's February, D-Day is just over 4 months away...some of which will be taken up by your holiday shut-down over New Year.

BEE point-scoring in the skills category is driven by SETA approvals. Already the 2015 SETA D-Day has come and gone – that was back in April 2015.

Can your business survive without good BEE credentials? What do you do? How do you do it? What short-cuts are available?

Only an empowerment expert can tell you.

The good news is that **leading BEE professional Deon Oberholzer** has a rescue plan for entrepreneurs and executives ready to play empowerment catch-up.

He's holding an **empowerment workshop** to coach BEE late-starters.

This **Veri-Com BEE rescue session** is on **Tuesday, November 17, 2015**, at Veri-Com head office, JCC House, Milpark, Johannesburg.

Phone Candice at 011 726 5361, email her at candice@vericom.co.za or visit www.vericom.co.za for details.

Act now. Don't delay! Places are limited. Time is running out. The BEE crisis is imminent. You need a plan.

BOOK NOW

Why the hell do I need a black partner?

BEE ownership is not only a legislative or policy issue. It's very personal, very emotional and very likely to provoke a hostile response from white owner-managers who have built their businesses from scratch.

This sounds bad, but some black opportunists make things worse.

The challenge is how to insert a black equity owner and create net gains that easily outweigh extra costs.

[Read more](#)



10 Things I need to do NOW



1. Look at the expiry date on your current certificate.
2. When is the last verification you can do under the old codes.
3. Determine whether you have 1 more chance to be verified under the old codes - if yes, engage with us.
4. If you are in a sector code - rules are different.
5. Will you be ready? Readiness means:
 - Have a legitimate black partner
 - Have a compliance/skills development programme
 - Have sufficient black suppliers
 - Have a development programme to your black suppliersIf you answered "no" to any of these questions, engage with us immediately.

[Click here](#) to enquire.

Veri-Com in the Media

Deon Oberholzer was interviewed by Timothy Maurice on Cliff Central about the state of BEE and where it is headed.

[Click here](#) to listen

Deon talks to Michael Avery on ClassicFM on the urgency of getting in charge your BEE plans.

[Click here](#) to listen

A Veri-Com article about Business losing BEE race against time on skill scores.

Read the article [here](#)



Deon Oberholzer CEO of Veri-Com

Useful Links



Formulate an all-weather strategy

Ask us more about our skills development programme and Impact Assessment and Scenario Planning Services.

Set a plan on the table!

[Read more](#)



Join our next workshop on 17 November

Book now and get guidance from our expert, as you navigate your organisation's challenges and opportunities on the BEE front. Expect to either be put at ease or be woken up from an unrealistic comfort zone.

[Book here](#)



Inform yourself with trustworthy information

Browse our website where you will find our free online B-BBEE classification survey as well as information, thought provoking articles and insights on BEE, the Sector Codes and Fronting.

[Read more](#)



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