The Voice Of Life.

Volume 6

www.loa.co.zw

Life Offices Association of Zimbabwe

Contents

Tsitsi Sandra Kawenda
- Editor, Voice of Life

Editor's Note

Welcome to this edition of The Voice of Life, a publication that continues to grow as a home for reflection, thought leadership and the shared story of Zimbabwe's life assurance industry. This quarter has been one of visible energy for the Life Offices Association of Zimbabwe. From the fairways of our Annual Golf Day to the warmth of communities reached through our Medical Outreach with IPEC, and from the insights shared at our Bulawayo Agents Conference to the honest conversations around product relevance in this issue's thought leadership piece, the months behind us have reminded us why this industry exists: to protect, to serve and to walk alongside the people who place their trust in us.

This edition captures those moments. We revisit the Bulawayo chapter of our 3rd Annual Agents Conference, where advisors were challenged to embrace change rather than resist it. We celebrate a fully subscribed Annual Golf Day that brought the industry together for a day of connection, competition and genuine celebration. We reflect on our participation in the IPEC-led Medical Outreach, which took life insurance's spirit of care directly to elderly citizens and road accident victims in Matabeleland North proviNce. We take a hard, evidence-based look at whether our current products still serve the market we operate in, because asking that question honestly is the first step toward answering it well.

As always, the LOA remains committed to giving space to new voices and fresh thinking. Our Voices of Tomorrow section continues in this edition, once again handing the floor to students and young professionals whose perspectives remind us that the future of this industry is already being shaped by the people entering it.

The future of life assurance in Zimbabwe will not be built by products alone but by trust, relevance, innovation and people.

Thank you for reading.

Until next edition, stay informed, stay inspired, stay protected.

> **"The future of life assurance in Zimbabwe will not be built by products alone, but by trust, relevance, innovation and people.**

Innovate to Elevate: LOA Hosts 3rd Annual Agents Conference in Bulawayo

The Life Offices Association of Zimbabwe hosted the Bulawayo leg of its 3rd Annual Agents Conference on 30 and 31 July 2026 at the Rainbow Hotel, under the theme "Innovate to Elevate: Transforming Financial Advisory in a Dynamic Landscape." The conference brought together about 60 financial advisors, middle-level managers, and executive advisors from across the region for two days of learning, reflection and engagement.

This event forms the second leg of LOA's Annual Agents Conference, which is held in two cities each year. The Harare edition took place earlier in March, with Bulawayo hosting the follow-up session to extend the same platform to advisors and industry professionals in the southern region.

A Sector in Transition, Not in Decline

A recurring message throughout the two days was that while the financial advisory landscape has changed considerably, particularly with the rise of digital tools and shifting client expectations, the role of the advisor remains as relevant as ever. Speakers encouraged delegates to recharge and re-strategise how they add value to their clients, rather than view change as a threat to their profession.

This point was brought to life by Bekithemba Lloyd Nkomo, Chairman of Lloyd Corporate Capital, who used the well-known analogy from Spencer Johnson's Who Moved My Cheese? to illustrate the importance of accepting and adapting to change. His session, "The Changing Business Landscape: Positioning Financial Advisors for Growth, Relevance and Impact," set the tone for a conference that balanced honest acknowledgment of industry disruption with a clear message that opportunity still exists for those willing to adapt.

Day One: Setting the Foundation

The first day opened with welcome remarks from LOA Secretary General Mavukeni Rufai, followed by a session from author and leadership advisor Jonah Nyoni titled "No Excuses: Thriving Against the Odds," which set an energetic tone for the rest of the programme.

The day's sessions covered a broad spread of themes relevant to advisors navigating today's market:

- Understanding Financial Advisory: Roles, Responsibilities and Opportunities – Innocent Tinarwo, Regional Manager (Southern Region), NicozDiamond Insurance Company
- Tapping the Informal Economy: The New Fortune – Edson Ngaaseke, banking and business professional
- The Modern Sales Advisor: Integrating Digital and Traditional Touchpoints – Agnes Mutanha, Western Region Manager, First Mutual Health
- Professionalism that Pays: Earning Trust in a Distrusting Market – Trever Masuku, Lead Consultant, Santrev Insurance Consultants

Each session reinforced a common thread: that professionalism, ethics and a genuine understanding of client needs remain the advisor's strongest tools, even as the tools and channels of the trade continue to evolve.

Day Two: Building Practical Skills

The second day shifted into a more hands-on format, anchored by a masterclass from Ms Margaret Raviro Vera of Transform Training Services titled "From Prospect to Partner: Mastering the Full Sales Cycle in Modern Financial Advisory." Delegates worked through a structured series of sessions covering prospect targeting, needs-based selling, relationship-building and client lifetime value strategies, including a real-world simulation exercise where advisors practised the full sales cycle through role play and debrief.

The conference closed with a wrap-up and personal action planning session, giving delegates the opportunity to translate two days of insight into concrete next steps for their own practice.

Looking Ahead

The Bulawayo conference reflects LOA's continued commitment to equipping financial advisors with the knowledge, skills and confidence to serve their clients well in a changing environment. By bringing together voices from across the insurance and financial services sector, thought leaders, trainers and industry veterans, LOA continues to invest in the professional development of the advisors who form the backbone of the life insurance industry.

LOA looks forward to building on this momentum in future editions of the Agents Conference, as the association continues to support its members in navigating change while staying anchored in the value they bring to the clients they serve.


Who
Moved
My
Cheese?
DR SPENCER JOHNSON
Life Offices Association


Life Offices Association
Rainbow hotels
MOMENTS


Rainbow hotels


Rainbow hotels


Life
Offices
Association


Life
Offices
Association


MOMENTS
MEDIA

Synergy on the Green: LOA Golf Day Brings the Industry Together for a Day to Remember

Friday, 7 August 2026, saw The Country Club in Harare turn into the place to be, as the Life Offices Association of Zimbabwe hosted its Annual Golf Day under the fitting theme "Synergy on the Green." The tournament, now a firm fixture on the industry calendar every first Friday of August, was fully subscribed this year, with 36 teams taking to the course in an individual Stableford format that kept the competition sharp and the mood light all day long.

Out on the fairways, it was all focus and friendly rivalry, but it was the atmosphere off the course that truly set this year's edition apart. Two gin tents, sponsored by Contrive Design and Build and Fidelity Life Assurance, gave players a lively spot to unwind between holes, while Waica Reinsurance's backing as bronze sponsor and Emeritus Reinsurance's sponsorship of the prizes kept the day's energy and stakes high right through to the final putt.

Then came the prize-giving ceremony, and with it, the moment everyone had been waiting for. Courtesy of FBC Reinsurance, the legendary Tanga WekwaSando took to the stage and turned the ceremony into an electric, full-blown celebration. The township jazz maestro had the crowd singing and dancing along to a string of his timeless hits, among them Wake, Nyenyedzi, Bharanzi, and Mahobho, delivering exactly the kind of high-energy, feel-good performance he is known for. What could have been a routine wrap-up to the day instead became its highlight, a joyful send-off that had golfers and guests alike reluctant to leave.

It all added up to a day that captured the spirit of "Synergy on the Green" perfectly: healthy competition, genuine camaraderie and a shared sense of celebration across the insurance and reinsurance industry. LOA extends a big thank you to every sponsor, player, and partner who made this year's tournament such a memorable one, and can't wait to do it all again next August.

No Matter What Happens, Your Child's Education is Secured

Now is the time to choose a Sarapavana/Mondli education plan that suits your child's needs.

Package	Monthly Premium	Annual Benefit
Basic Package • Basic Package covers from ECD to Grade 7	$2.30	$500 [$167 per term]
Secondary Package • Covers children attending secondary education	$1.47	$500 [$167 per term]
Premium Package • Covers both primary and secondary education	Premiums are term-based and depend on individual policy.	Above $500

cbz Life

Partners for Success

Call: +263 8677004050 • **WhatsApp:** +263 774 460 460 / 774 461 461
Toll free: 460 / 461 • **Mail:** contactcentre@cbz.co.zw • **Site:** www.cbz.co.zw

Insurance Trivia and FunFacts

Life insurance in its earliest forms can be traced back to ancient Rome, where burial clubs collected member contributions to cover funeral costs, a distant ancestor of today's funeral assurance products.

Around the world, life insurers are among the largest long-term institutional investors, channelling policyholder premiums into infrastructure, government bonds and capital markets that fund national development.

The word "actuary" comes from the Latin actuarius, originally a term for a clerk who recorded the decisions of the Roman Senate, long before it became synonymous with pricing risk.

Globally, women statistically outlive men by several years on average, a fact that continues to shape how insurers price and design life products across different markets.

Premium Punchlines

I told my advisor I wanted maximum cover. He said start with your fridge full of leftovers.

Term life insurance: because forever is a big word, and premiums like commitment issues.

My policy protects my family. My spending habits, unfortunately, protect no one.

Insurance agents don't sell fear. They sell the version of you that already planned for it.

A good financial plan is just a love letter with a signature and a monthly debit order.

Nothing says 'I've grown up' like getting excited about a maturity payout.

I used to think risk management was a mindset. Turns out it's also a monthly premium.

Serving Those Who Built the Foundation: LOA's Members Take Healthcare to Matabeleland North

Life insurance, at its core, is a promise: a commitment to stand by policyholders through the seasons of their lives, including old age, when they need support the most. It is fitting, then, that the Life Offices Association of Zimbabwe (LOA) and its member companies took part in a Medical Outreach programme that brought free healthcare directly to elderly citizens and road accident victims in some of the country's more remote communities.

The outreach was held as part of the insurance and pensions industry's broader commitment to giving back to the communities it serves, coordinated under the regulator IPEC's ongoing 20th-anniversary activities. LOA's member companies came together with other industry stakeholders to deliver the programme across five outreach points in two districts of Matabeleland North Province.

Tsholotsho District

- Sikente (Cross Mtshina Shops and Gariya 2 Shops) – 17 August 2026
- Pumula (Patalika Shops and Mbiriya Primary School) – 18 August 2026

Nkayi District

- Gwelutshena Clinic – 19 August 2026
- Nesigwe Clinic – 20 August 2026
- Zenka Clinic – 21 August 2026

Over the course of the week, close to a thousand people were attended to. Beneficiaries, all aged 55 and above, together with road accident victims in these communities, received free medical check-ups, consultations, medication and physiotherapy sessions, among other forms of care.

For the life insurance sector, the elderly and pensioners are not an abstract demographic; they are the very people our members exist to serve. Many of the beneficiaries reached during this outreach live in areas where access to healthcare facilities is limited, and where the ordinary business of ageing comes with added strain when medical support is not close at hand.

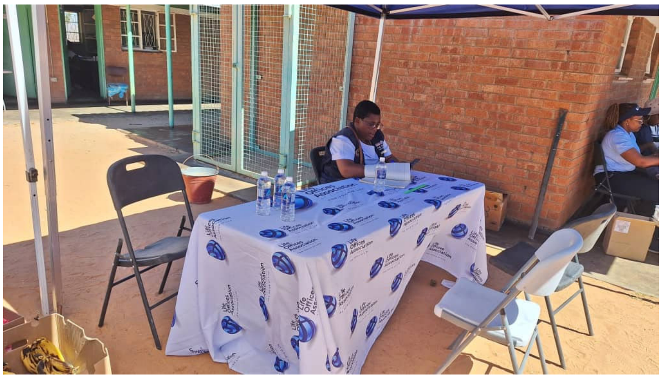
This outreach gave LOA and its members the opportunity to meet these communities where they are. Beyond the immediate medical relief provided, the initiative reflects a principle that underpins our sector: that protection and care should not be confined to policy documents and premium payments, but should be visible and felt in the communities we serve.

It also reinforced a simple but important reminder for our members. Behind every pension paid out, every claim settled and every policy underwritten, there is a person, often someone who spent a working lifetime contributing to the systems our industry manages. Initiatives like this allow LOA and its members to give something back directly and tangibly to that person.

This Medical Outreach is one expression of a commitment LOA holds closely: that the wellbeing of policyholders and pensioners, particularly the elderly in underserved areas, remains central to what our industry stands for. We are proud of our members' participation in this initiative and look forward to supporting further programmes that bring tangible support to the communities that have placed their trust in us over the years.

The Life Offices Association of Zimbabwe remains committed to supporting initiatives that strengthen the relationship between the life insurance industry and the communities it serves, particularly the elderly and vulnerable groups who form the backbone of our sector's long-term promise.


Z.A.P.E
Z.A.P.E
Z.A.P.E




Hybrid Pension & Provident fund
Group Life Assurance Cover
Loan & Mortgage Protection Cover
INSURANCE & PENSIONS COMMISSION

Reviving Life Insurance: Rethinking Products, Environment and the Customer in Zimbabwe's Market by Tsitsi Sandra Kawenda

There is a growing conversation about whether the life insurance products on the Zimbabwean market still speak to the realities of the people they are meant to serve. It is a fair question, and one the industry's own regulator has now put numbers to. IPEC's Life Assurance Sector Report for the twelve months ended 31 December 2025 paints a picture of a sector that is not failing, but one that is unmistakably out of step with the market it operates in. The path back to relevance runs through three areas: the products themselves, the environment they are sold into, and the customers they are meant to serve.

The Product Problem: A Sector Leaning on One Pillar

The clearest evidence of a product mismatch lies in the revenue mix. According to IPEC's report, funeral and group life assurance together accounted for 85% of the life sector's total insurance revenue for the year, only marginally down from 87% the previous year. Recurring, renewal-based business made up 94% of total revenue, with genuinely new business contributing just 6%, a sign that the industry is living off its existing book rather than growing its footprint.

This is not simply a matter of consumer taste. IPEC's report notes that the sector has moved from traditional long-term products toward predominantly annually renewable policies, even within funeral and group life lines, a shift the regulator says raises questions about how well current products align with the protective intent of long-term life assurance and full compliance with the Funeral Directive.

The report also quantifies a problem that speaks directly to how products are sold, not just designed. In the fourth quarter of 2025 alone, the sector recorded 24,846 "Not Taken Up" policies, representing a probable revenue loss of ZWG4.72 million. Layered on top of that, the industry's lapse ratio climbed to 27% for the year, up sharply from 19% the previous year, with one major insurer recording a lapse ratio above 47%. Policies that are sold but never activated, and policies that lapse within a year of being taken out, are a clear signal that products are being pushed through a sales process rather than pulled by genuine, well-understood customer need.

IPEC's own conclusion is blunt: the sector's long-standing reliance on traditional funeral assurance is not a sustainable path forward and future growth depends entirely on the industry's willingness to diversify its product portfolio.

The Operating Environment: Designing for Instability, Not Around It

No conversation about product relevance in Zimbabwe can ignore the operating environment life insurers are designing within. IPEC's report shows that foreign currency-denominated revenue made up 50% of total insurance revenue for the year, down from 65% the year before, even as the actual US-dollar value of that foreign currency business grew 26% to US$142.46 million. Policyholders are visibly and actively moving their cover into foreign currency, a rational response to a market that has moved through several currency regimes in less than two decades.

The report also flags a structural vulnerability that matters directly to policyholders: prescribed asset compliance across the sector averaged just 8%, well below the statutory minimum of 15%, with only four of the twelve direct life insurers meeting that threshold. Reinsurance uptake, meanwhile, sits at just 1% of total revenue, a figure the report attributes to the dominance of funeral products (which pay out in kind rather than cash) and the prevalence of annually renewable policies that don't incorporate reinsurance arrangements at all. Together, these numbers describe an industry whose products are, in places, thinly protected against its own operating risks, not just the risks of the customers it insures.

This has practical implications for how products should be built going forward. Sums insured and benefit values need to be actively managed and communicated at each renewal so that cover keeps pace with real value. Reinsurance and prescribed-asset positioning need to be treated as part of product design, not an afterthought, so that the promise behind a policy is one insurers are structurally equipped to keep.

The Customer the Industry Has Been Missing
IPEC's complaints data for the year offers a direct window into where trust is breaking down. Of the 108 complaints the Commission received relating to life and funeral business, 46% concerned unpaid benefits, the single largest category by a wide margin, followed by information-related complaints at 23% and low-benefit complaints at 16%. The Commission was explicit that this complaints profile has remained broadly consistent with prior periods, suggesting that remediation by industry participants has, so far, been inadequate.

Market concentration compounds the challenge. The report's Herfindahl-Hirschman Index of 2,784.96 confirms what the revenue table already shows: three companies, Nyaradzo Life, Doves Life and Old Mutual Life, together hold 74% of the market by revenue. A market this concentrated, built overwhelmingly around one product category, is structurally distant from the millions of Zimbabweans the industry has yet to reach.

This is where the encouraging signals lie. Zimbabwe's broader insurance penetration remains under 2%, with an estimated 70% of the population uninsured, much of it concentrated in an informal economy that now accounts for a significant share of GDP. IPEC's own regulatory sandbox and the continued growth of microinsurers licensed under the Commission's oversight, point to where real expansion is possible: affordable, simplified products calibrated to how people actually earn and spend, rather than products built for a formally employed customer base that is shrinking relative to the wider economy.

Where Revival Actually Starts

IPEC's report is careful to note that the sector is not without underlying strength. The industry's insurance service result rose 86% year-on-year to US$124.23 million, underwriting performance remained profitable across every company, and total assets grew 14% in the final quarter alone. The core business of underwriting risk is sound. What the report makes clear, in its own words, is that the sector sits at "a crucial inflexion point," where operational resilience must now be matched by strategic clarity on product diversification and rebuilding public trust.

Reviving the sector will mean rebalancing away from an over-reliance on funeral and group life business toward a genuinely broader product suite; building reinsurance and prescribed-asset positions that match the risks products carry, rather than leaving policyholders exposed at claim stage; and treating the causes of high Not Taken Up and lapse rates as a market conduct issue worth solving, not a cost of doing business.

This article draws on data published in IPEC's Life Assurance Sector Report for the 12 Months Ended 31 December 2025. The report was prepared by the Insurance and Pensions Commission.

Voices of Tomorrow

This edition continues our commitment to showcasing student and young professional perspectives on the future of insurance, risk, and financial services. Readers can look forward to thought-provoking contributions exploring the ideas, questions and ambitions of the next generation entering our industry. Fresh thinking is not a luxury; it is an investment in tomorrow.

Beyond the Formal Economy: How the growing Informality Shapes Opportunities in Zimbabwe's Insurance Industry

By Ngqabuto Tapiwa Dube: Fourth Year Actuarial Student at the University of Zimbabwe

Relevant achievements: 2 times internationally qualified Public Speaker, International Labor Organization Trainee (2023), BancABC Innovation Pitch Deck Third Place Winner (2022), Basic Media Skills Course Training at Zimbabwe Open University (2019).

It is 1700hrs in Harare, a mother arranges her tomatoes and vegetables neatly on a makeshift table at Mbare Musika. Her earnings are unpredictable and business carries risks such as goods being stolen, spoiled, or confiscated by authorities. She has neither medical aid, business cover, nor pension. Yet, she is part of the growing 76% of Zimbabweans employed informally (The Zimbabwe Independent, 2024). This reality raises a critical question: "how do we provide insurance for someone like her?"

The Rise of Informality

Zimbabwe's economy has tilted decisively toward informality, with the formal sector shrinking and millions of citizens seeking livelihoods through street vending, digital businesses, artisanal mining, small-scale farmer, cross-border trading, and informal transport. According to recent economic surveys, the informal sector contributes more than three-quarters of national output, cushioning households against shocks but leaving them without the protections usually embedded in formal employment (The Observer Zimbabwe, 2024).

For insurers, this shift presents a paradox. On one hand, traditional products that are designed around salaried workers with predictable incomes struggle to find relevance. On the other, the growing informal sector represents a vast, untapped market for inclusive insurance.

Challenges for Insurance Penetration
As a result, penetration levels remain below 5% of GDP, significantly lower than countries like South Africa where insurance contributes more than 12% (Chipunza and Nhamo, 2023). Informal workers face irregular incomes, making fixed monthly premiums difficult to sustain. Past episodes of hyperinflation and recent retrenchment schemes have eroded public trust in financial institutions, discouraged long-term contracts and formal banking. Distribution channels favour corporates.
Hence, there is a mismatch between products and everyday risks. A street vendor's biggest threats are loss of goods through theft, police confiscation, or sudden illness, none of which are flexibly covered under standard short-term or life insurance policies (Newsday, 2024). While kombi drivers have their own unique threats.

Learning from African Counterparts

Kenya provides an instructive comparison. Despite facing its own high levels of informality, Kenya has harnessed mobile technology to expand insurance access. Micro-insurance platforms linked to M-Pesa allow people to pay premiums in small, flexible amounts. Products like Linda Jamii (community health insurance) and crop weather-index policies have inclusion allowed inclusion for farmers and miners.

FLEXI-COMBO Plan

Why settle for a rigid funeral policy when you can have total flexibility?

- The Investment: Just $20 annual premium.
- The Benefit: $2,000 total value.
- The Choice: Upon death, choose between a dignified funeral service, $2,000 cash, or a mixture of both.

Secure your legacy today with the plan that gives you the power of choice.

+263 242750927-34

FIDELITY LIFE

ASSURANCE OF ZIMBABWE

TO REGISTER
SCAN ME

A Member of the ZHL Group

CredSure Emeritus FIDELITY LIFE WFDR ZIMRE CAPITAL

www.fidelitylife.co.zw
66 Julius Nyerere way, Harare
customercare@fidelitylife.co.zw

However, Zimbabwe's insurance sector has been slower and resistant to innovate at scale. While initiatives such as EcoSure (mobile-based funeral cover) and inclusive agricultural schemes are promising, they remain fragmented. The challenge is to scale such innovations so that they address the needs of millions.

Opportunities in Informality

Over the past 2 decades, the informal sector should not be seen as a constraint but a market offering a platform for insurers and actuaries to reinvent their business models:

1. Micro-insurance and flexible premiums: Products linked to mobile money wallets can accommodate irregular contributions with pay as you earn.

2. Empowering youth: allowing the employment of youth citizen to participate as agents. Also provide products for online businesses.

3. Parametric insurance: For smallholder farmers and artisanal miners, payouts triggered by rainfall levels or commodity price shifts offer a simple, transparent mechanism suited to low-income clients.

4. Community and group insurance: Informal associations such as savings clubs (maround) can be licensed under reputable insurance companies and serve as risk pools, enabling group-based products that reduce distribution costs while strengthening trust.

5. Health and accident cover: Many informal workers lack employer-provided benefits, this is an opportunity for individual.

6. Marketing and financial education: Educating the informal market on insurance is key to success and scaling.

Outlook for the Industry

Zimbabwe's future insurance industry depends on its willingness to shift from a narrow, formal-sector mindset to an inclusive, people-centred approach. This will require building trust through transparent claims processes, embracing technology to reach underserved populations, and partnering with government and IPEC to align with social protection frameworks.

Conclusion

The woman at market does not see insurance in her world. Yet her risks are real, her needs pressing, and her potential contribution to the sector is immense. By re-imagining products, embracing innovation, and learning from peers in Africa, Zimbabwe's insurers can transform informality from a barrier into the foundation of inclusive growth. The question, then, is no longer whether the informal economy can be insured, but whether the industry has the vision and courage to make it happen.

References

Newsday (2024) Managing informality in the Zimbabwean economy. The Zimbabwe Independent, 23 April. Available at: https://www.newsday.co.zw (Accessed: 18 September 2025).

The Observer Zim (2024) Zimbabwe says informal sector dominates 76pc of the economy. The Observer, 24 July. Available at: https://theobserverzim.co.zw (Accessed: 18 September 2025).

Chipunza, T. and Nhamo, S. (2023) 'Potential demand for national health insurance in Zimbabwe: Evidence from selected urban informal sector clusters in Harare', PLoS One, 18(5). Available at: https://pmc.ncbi.nlm.nih.gov/articles/PMC10228813 (Accessed: 18 September 2025).

How Young People can engage with insurance products

By Blessing Mubure, Bachelor of Science Honors in Actuarial Science (Part 2.1), UZ

An Aspiring Actuary who is fascinated by the intricacies of financial analysis and risk management .Dedicated to leveraging my analytical skills to tackle real-world challenges in actuarial and data driven domains . A youth advocate and an active volunteer.

It is often said that the empowerment and education of young people is the foundation of a nation's prosperity . We are the architects of tomorrow, tasked with building a future not just for ourselves, but for generations to come. As the great Alexander Graham Bell said "Before anything else , preparation is the key to success"

What does it mean to "prepare"? .Can one ever prepare . The answer is "YES". Preparation means to have a robust strategy to mitigate life's inherent uncertainties which not only include illness and death , but also the digital and entrepreneurial risks of the modern economy. The question for today's young professionals, creators, and entrepreneurs is not "Why" but " how" to engage with financial instruments designed to secure our ambitious lifestyles.

So how can individuals heed Alexander's advice and actively secure their futures . Historically ,insurance has served as a critical safeguard against uncertainty .Today , this same principle applies to this generation and is indeed a strategic tool to prepare with confidence .

Engaging Through Income Protection

In Zimbabwe, 76.1% of employment rate is made up by the informal sector and 20.7% unemployment rate (ZIMSTAT,2025) .Youth are no exception in this . The modern Zimbabwean youth is a content creator monetizing their social media platforms , a freelance developer, or an entrepreneur launching a startup. This income, while promising, is often vulnerable to disruption from prolonged illness, equipment failure, or unpredicted market changes. Young people can engage here through Income Protection Insurance. By committing a modest , predetermined portion of one's earnings to a premium , a young is able to secures a claimable monthly stipend during periods of incapacitation or lost income. This is not an expense, but rather a strategic allocation of capital. It ensures that during a crisis, your main focus will be on recovery and creation, not financial survival. It is therefore the essential safety net that empowers you to take creative risks.

Beyond Survival: Securing Aspirations and Assets

Our ambitions extend beyond stability to building assets and a life full of experiences . Insurance products meets these goals.

Securing a Home: For those saving towards a mortgage or who have already purchased a home, Life Insurance is a critical tool. A policy can be structured to pay off the outstanding mortgage in the event of the breadwinner's death, ensuring the family home is not lost during a time of grief. This transforms a policy from abstract protection into a direct guardian of a key asset.

Protecting Digital Livelihoods: For the vast community of content creators, writers, and online business owners, their digital assets are their primary source of income. The risk of cyber liability, such as data breaches, copyright infringement claims, online fraud and ransomware infections is real (IAIS,2022). Specialized Cyber Insurance covers financial losses and legal fees associated with these digital risks. This is a forward-thinking engagement with insurance, directly protecting one's reputation and digital toolkit.

Engaging Through Retirement Planning

Retirement planning might seem like a distant concern, but it is indeed a mathematical certainty. For those who plan to have children later in life, it is best to start preparing now because retirement planning might eventually intersect with your Children's educational needs.

Young people can engage with this reality through Deferred Annuity products. This is a contract that provides income at a future date after an accumulation period. Engaging with such a product today is a direct investment in the educational empowerment of your future family. Also taking into consideration how the economy is changing rapidly, some of the things that are generating income today might be replaced by AI and other technologies so it is very important to prepare for the future today.

Engagement with insurance is no longer a passive financial transaction. It is an active, strategic decision to take command of one's destiny. It is the means by which the youth can protect their potential, insure their income streams, safeguard their digital assets and build a strong legacy of stability. The various insurance products available are the building blocks for a secure and prosperous future. We are challenged to look beyond the immediate and make the strategic choices that will define our future and that of our nation.

References

IAIS (International Association of Insurance Supervisors).(2021) . Issues paper on Cyber Insurance . Bank for international Settlements .

Zimbabwe National Statistics Agency (ZIMSTAT). (2025) . Economic Census Preliminary Report.

LOA Congratulates HIT's Best Graduating Student in Actuarial Models

The Life Offices Association of Zimbabwe (LOA) proudly sponsored the prize for the Best Graduating Student in Fundamentals of Actuarial Models at the Harare Institute of Technology's 2026 graduation ceremony, awarded to Tatenda Kauyeza of the Bachelor of Technology Honours in Financial Engineering programme.

This award recognises Tatenda's outstanding academic performance and mastery of a subject that sits at the very heart of the life insurance industry. As LOA continues to invest in nurturing the next generation of actuarial and financial talent in Zimbabwe, prizes like this one reaffirm our commitment to strengthening the skills pipeline that keeps our industry resilient and forward-looking.

Congratulations, Tatenda — LOA looks forward to seeing where your talent takes you.

Tatenda Kauyeza, recipient of the LOA-sponsored prize for Best Graduating Student in Fundamentals of Actuarial Models, HIT 2026 graduation ceremony.

We are excited to announce that The Voice of Life is now accepting submissions for the upcoming issue.

We invite authors, industry experts, and thought leaders to submit well-researched and insightful articles. In addition to the call for articles, we are also offering advertising opportunities. This is an excellent platform to showcase your products, services, and thought leadership to a highly engaged audience of life insurance professionals and decision-makers.

ADVERT	DESCRIPTION
Full Page	**USD 250**
Half Page	**USD 125**
Quarter Page	**USD 80**
Custom Package	Tailored to your specific marketing and branding objectives. Please contact our team to discuss your requirements and get a personalised quote.

For Bookings, Feedback and Enquiries contact

Mavukeni Rufai rufai@loa.co.zw 0778 450 053
Tsitsi Kawenda tsitsi@loa.co.zw 0772 438 609

Life
Offices
Association
of Zimbabwe
The Voice of Life

Workspace on Demand

7 Lloyd Close
Ballantyne Park, Harare

info@loa.co.zw

0772438609 | (0242) 884646/77/28

www.loa.co.zw