



## INTERVIEW WITH MR. AKASH DEOKI,

the Financial manager of Fury Ford Fourways

by Danelle van Tonder

### 1 WHY DOES THE FURY FORD FOURWAYS GROUP, AS A MEDIUM SIZED COMPANY, BELONG TO MOTO HEALTH CARE (MHC)?

As the Fury Ford group belongs to the Retail Motor Industry (RMI), "we support the motor industry as a whole, and also it's Fund." Mr. Deoki states that most of their employees belong to Moto Health Care and when new employees join their group, they are introduced to MHC. He believes that they should make provision for their employees' medical wellbeing.

### 2 WHY IS IT IMPORTANT FOR FURY FORD FOURWAYS EMPLOYEES TO BELONG TO MHC?

"Moto Health Care has changed and grown a lot over the past few years," states Mr. Deoki. "It has definitely changed for the good, and we are happy with the benefits of the Fund." He especially articulates the top plan (Optimum option), which is a great option to have. He feels it is necessary for all people to have Medical Scheme benefits they can use.

### 3 WHAT ARE THE ADVANTAGES THAT FURY FORD FOURWAYS EMPLOYEES RECEIVE WHEN THEY BELONG TO MHC?

Mr. Deoki says that MHC compares very well to other Medical Schemes, especially after the merging of two schemes to form MHC. He adds that also with "the better benefits and different doctors and surgeons, it definitely makes life easier."

### 4 THE PAY-OFF LINE FOR MHC IS "TAKING CARE OF OUR OWN." DOES MHC REALLY LIVE UP TO IT?

"I would think so, yes," states Mr. Deoki. MHC as a whole is getting better and he also believes that catering especially for the motor industry is a good thing.

He strongly feels that even though MHC has not been as long in the ranks as Momentum and Discovery, they are still an excellent Scheme to belong to.

### 5 CAN YOU PROVIDE US WITH A PERSONAL MESSAGE FOR WORKERS IN THE INDUSTRY THAT DO NOT YET BELONG TO MHC?

Mr. Deoki states that even though he belongs to another Scheme, he believes MHC is one of the best. "The way the benefits and Fund is managed as a whole, it is even better than my Scheme at the moment." He further articulates the fact that even though MHC may

be smaller than other Schemes, they do not stand back for any other Scheme. He further states that with limited funds and the fact that unforeseen things can happen to you, it is crucial to have medical cover.

### 6 HOW DOES THE FURY FORD FOURWAYS EMPLOYEES KNOW WHICH BENEFIT OPTION TO SELECT?

When a new employee starts at Fury Ford Fourways, Mr. Deoki himself sits down with the new employee, provides a brochure and enlightens them on MHC. He then gives the employee time to decide for himself and guides where he can, always emphasising the benefits of MHC.

### 7 HOW DO YOU SEE BROKERS FITTING INTO YOUR BUSINESS AND WHAT DO YOU BELIEVE MOTO HEALTH CARE'S ROLE IS IN THAT RELATIONSHIP?

He does not see brokers fitting into the picture; he himself tells the employees about the Scheme and he prefers it this way. The information he gets from the Scheme is more than enough to inform his employees. He sees brokers as only a money-making agenda and he hopes that "MHC will not go that way."

### 8 WHAT DO YOU EXPECT MOTO HEALTH CARE TO PROVIDE FURY FORD FOURWAYS MOTO MEMBERS THAT WE DO NOT CURRENTLY PROVIDE?

He sees paying claims upfront as a bit of a setback, as everybody does not always have that type of money. He would also prefer a bigger band of doctors to choose from. He adds that even though doctors rates are high, because of claims, MHC benefits (especially the Optimum option) provides a lot. He would also like to see the penalty people have to pay when they eventually join the Fund, a bit lower. To summarise it all - Mr. Deoki states that MHC has good initiatives in place.



Taking care of our own