

A LETTER FROM THE FOUNDING DIRECTOR

ERASMUS MOTAUNG INC.
attorneys notaries conveyancers



CELEBRATING 26 YEARS

November 2023 marked the 26th anniversary of Erasmus Motaung Inc.'s existence.

Inevitably I started reflecting back on the experiences over the period.

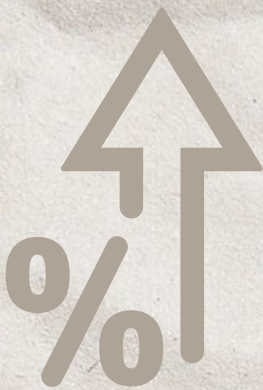
I remember the day we moved into our offices, which is still at the same address today. Our staff compliment then, including myself was a total of 3.

During that time, we decided to focus on conveyancing ONLY and how times have changed since then.



Andre Erasmus

1997



The property market was in doldrums. Interest rates soared to unprecedented levels [23%] and the economy took a hammering.

At that time the Minister of Finance appointed a commission to investigate the rise in interest rates, which lead to job losses and many people lost their homes.

Just think what the impact would be if you had a bond at prime interest rate and that rate doubles, your monthly re-payment would double naturally.

How nice would it be to be debt free and have cash in the bank earning 20% interest and double your money every 46 months...??

As rates came down and the economy recovered, business picked up again. The property market did well and so did our firm.

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We went into partnership with a firm in Pretoria and we were then known as Mteto Ngeno Erasmus. I dare say that we were one of the first firms to take this bold step towards transformation. Something that I will never regret.

Mteto Ngeno Erasmus had offices in Johannesburg & Pretoria and business expanded with opportunities which would not have happened if we did not move along with the times where changes were implemented in South Africa. The future looked great, but nothing stays the same.....

The next challenge landed on our doorstep.

2007 - 2008

The financial crises came as a shock and overnight business literally came to a standstill. To stay afloat we had to make drastic changes and finance the firm from our own resources.

When things were at its worst a corporate client, who we approached a few years before, phoned out of the blue and wanted to know if we were still interested in partnering with them.

My answer was instantaneous and then we were back on track.



In time the economy got better, consumer confidence grew which ultimately kept our firm alive.

It is during difficult times that you think back and wonder where wrong decisions were made and take that as a learning curve.



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Something I would like to share with you: it is important to remember difficult times, as we tend to forget, when things go well, but we need to remember from where we came from and what we did, when it mattered most.

Warren Buffet said: “that to succeed, you must be able to say NO, more often than yes”

The above statement I find to be very true in my own life. I am always on the hunt, seeking business opportunities, but can get carried away and forget that I can say NO.



Fortunately, my wife, Amanda, our practice manager is very conservative and I am forced to say NO more often than not, which proved to have been the correct decision.

Amanda's dedication and conservatism ensured that we pulled through all the turbulent times and for that I salute her.

The next financial crises hit when our Finance Minister, Mr Nhlanhla Nene, was removed. Luckily some damage control was done, which may have been, to little, to late. We called a staff meeting and asked everyone to hang in there, as this would blow over.

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In 2016 Emil Bihl joined our practice.

As a litigation attorney he took care of this portion of the practice which was a service we could previously not give to our clients. Emil soon realised that if one could minimise the risk in business there will be far less litigation challenges.

Business owners can rather focus on what they do best, which is not to litigate as this is costly, frustrating and time consuming.

To give better service to all our clients, Emil qualified as a Risk Advisor and renders a much needed service, placing our clients in a better position without business risk.



Another part of litigation that needed attention was mediate a litigious matter rather than go to court. This is more cost effective and quicker. This part of our practice will grow tremendously over the next few years as it is becoming more and more difficult to litigate in South Africa

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26 years later, and with a team of dedicated, professional and knowledgeable industry experts, I am excited to see what the next 26 years holds for us.

I want to thank all our past and present clients for entrusting us with your legal matters.

Without you, we would not be where we are today. We continue to strive to deliver state of the art legal services and hope that we will be able to do so for years to come.

Andre Erasmus”

