

SAN LAMEER

The Good Life SUMMER 2024

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the Festive
Spirit

**CHRISTMAS
DELIGHTS**
from our Chefs

+

25 YEARS
of Unforgettable
Holidays with
San Lameer Villa Rentals

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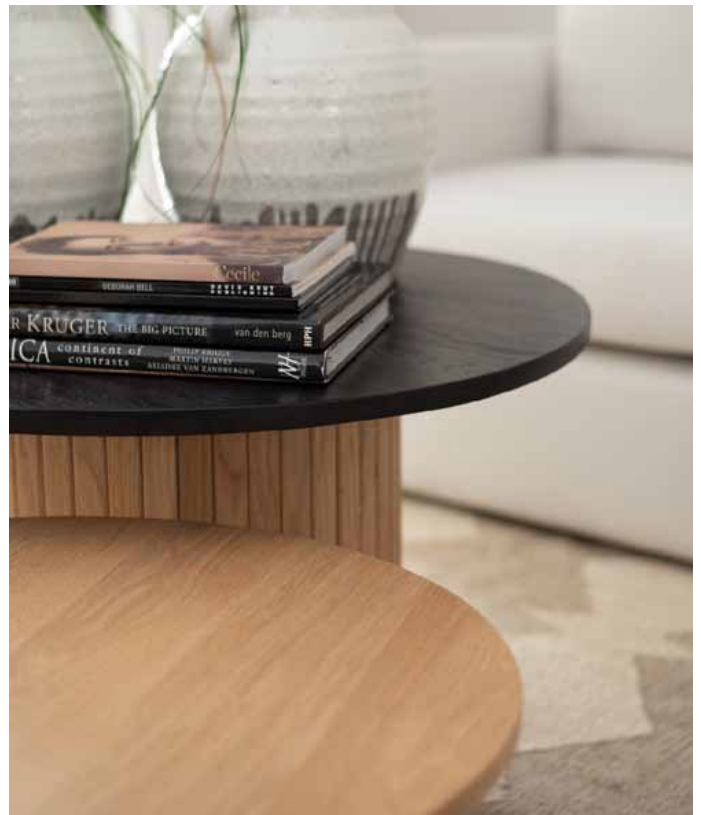


San Lameer

The official magazine of San Lameer Estate

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SAN LAMEER

SUMMER 2024 EDITION



Gardens and Grounds

Duncan Pratt from Countryline gives us an update on the initiatives taken to ensure the Estate Gardens and Grounds are up to standard.



Villa Rentals

San Lameer Villa Rentals have a number of options for our self catering villas, ranging from bachelor villas, for that Golf vacation you have been planning, to five bedroom luxury villas that are available for the perfect Family beach vacation.



Nestbuilding & Breeding Season

Jacques Sellschop gives us an update on our wildlife, from Crowned Eagles and Impalas to indigenous flora, life is in full bloom!



Mastering Ball Flight for Scoring Success

Eben breaks down the essential elements that allow you to take command of your golf ball's trajectory and turn your swings into more predictable, precise results.



ON THE COVER

The spirit of Christmas is alive and well! This little boy's enthusiasm for the holiday is infectious – may your Christmas be merry, bright, and filled with all the things that bring you joy.

PP Pettersen & Pandaram

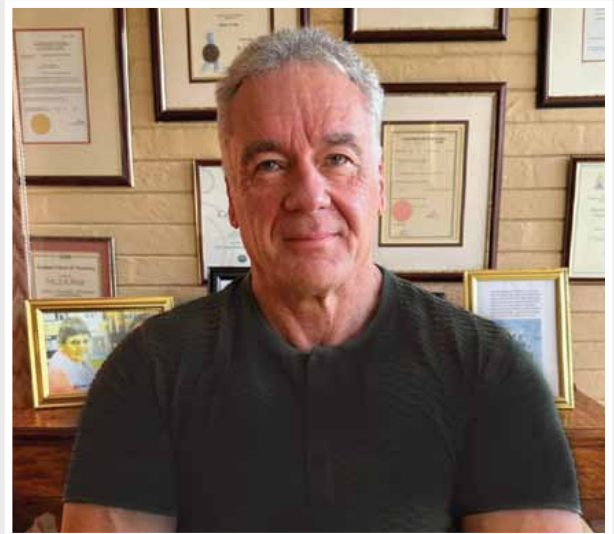
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PRINTED BY

ROC Media

COVER PHOTO

San Lameer Estate



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FROM THE PUBLISHER

When you have been involved with an estate magazine for so long, and with a fantastic group of people, you can't help but smile and feel accomplished. We love doing this magazine and watching San Lameer grow, change, adapt, and thrive! It's been an exciting journey!

In this jam-packed edition, we take a look at the brand-new Kids Club, which offers a hassle-free way for families to make the most of their time at the club and so much fun for the kids! (And downtime for parents.)

Jacques Sellchop updates us on the fauna and flora in San Lameer. Meanwhile, GM Pierre van Vuuren and the club team share their exciting ten-year improvement plan, including the launch of the Milkshake Bar this December!

Managing Director Pine Pienaar reflects on the estate's advancements and provides an update on the progress of ongoing projects. Duncan Pratt from Countryline Horticulture reports on the water quality in our waterways and oceans at San Lameer and the estate's sustainability efforts, along with the progress of their butterfly garden.

Golf Operations Manager Eben Zietsman shares expert tips on mastering ball flight, while the Lagoon Spa & Wellness Centre extends its hours for the holiday season and wishes everyone a happy Christmas.

Sheryl from RE/MAX gives us five important questions to ask a real estate agent when selling a home. We also learn about Tidy Town, an inspiring organisation dedicated to making the world a cleaner and better place.

In Rental News, we explore why San Lameer is an excellent investment opportunity. Villa Rentals celebrates 25 incredible years of unforgettable holidays and shares heartwarming stories from three families.

Anisha Mambudzi, from the San Lameer Hotel, invites you to join in on the spectacular end-of-year celebrations. Talking about food, Chef Sisonke and Chef Peter share some festive recipes with us, from a stuffed chicken with hasselback butternut and toasted pecans to a delectable beef wellington option, you'll be spoiled for choice!

Till next edition, be blessed, healthy and happy!

Have a fantastic summer and holiday season at San Lameer Estate!

Lorinda Scott
and the FabMags team

ATTENTION: PLEASE NOTE

Dear Homeowners,

Please note that we only distribute the printed San Lameer Magazine on the Estate itself and not via post. An electronic copy will be forwarded to every homeowner via email. Should you want to receive a hard copy of the magazine, you are welcome to contact Jolanda Cloete at marketing@sanlameer.co.za and we will be happy to send you a copy via the post.



From the Managing Director



As we look back on 2024, I am inspired by the progress and vibrancy that define San Lameer Estate. This year has been a testament to the growth of the Estate and commitment to excellence. Every new project and enhancement across the Estate has been crafted with our residents and guests in mind, to make each experience here exceptional.

Thanks to our dedicated team, we've continued to enhance our facilities, landscaping, and aesthetics, keeping up to San Lameer's high standard of estate living.

Reflecting on key advancements this year, we've made significant progress with our new secure access system, featuring facial recognition to ensure that all residents and guests feel the core benefits of safe estate living. Our water project has also been a top priority, with the installation of a 1.8MI buffer storage tank, in addition to the existing 44 green tanks, to increase capacity. This is a major step in enhancing the sustainability of our potable water supply. We are also in the process of upgrading our water treatment plant with advanced technology, including an additional production train

and Reverse Osmosis (RO) capabilities, to provide bottled-water quality for the Estate. I extend my heartfelt thanks to everyone in the San Lameer family – owners, directors, staff, and partners – for their dedication and teamwork.

Wishing you and your loved ones a festive season filled with joy, relaxation, and cherished moments amidst our beautiful surroundings.

Here's to a bright and promising 2025 ahead!

I leave you with this quote:

"In the end, it's not about the years in your life, but the life in your years. Embrace each moment, cherish each day, and live with a heart full of gratitude."



Pine Pienaar
Managing Director

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Refinery	039 315 7515
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Time Centre	039 315 0148

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Torga Optical	039 315 0151

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Absolute Pets	039 315 0359
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House of Spice	039 315 1551
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Mugg & Bean	039 315 7738
Ocean Basket	039 315 0856
Roly Poly Home Industries	081 346 2625
Sausage Saloon	039 315 0168
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Whalecoast Dried Fruits & Nuts	072 544 3647

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Galaxy Bingo	087 150 4370
Gas Mart	039 315 0580
Smock & Stitch	078 844 5859
Smokers Dream	081 300 1940
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Adventure Travel	039 315 1389

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Ramsgate Stationers & Booksellers	039 315 0213

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Food Lover's Market	039 315 6384/5
Game	039 315 9400

TRADING HOURS

Monday - Friday: 08.30am to 17.30pm

Saturday: 08.00am to 17.00pm

Sunday: 09.00am to 14.30pm

Public Holidays: 09.00am to 17.00pm



Website





PHOTO CASEY PRATT



GARDENS AND GROUNDS

Maintaining an eco-friendly habitat

It is almost that time of year when we welcome back the throngs of holidaymakers who choose San Lameer as their ideal coastal getaway! The estate ticks all the boxes for a summer holiday destination and Countryline has been busy during the past few months ensuring the gardens and grounds are up to standard.

We have had reliable rainfall over the past two months and everything looks lush as expected for this time of year. While homeowners visit over this period please consider our mandate of phasing out exotic ornamental species in favour of locally indigenous plants. Many of these popular garden plants of yesteryear are now classified by NEMBA (National Environmental Management Biodiversity Act) in four separate categories. The first two categories, 1a and 1b require “immediate steps to be taken to combat and eradicate”.

It is clear why many exotics hold such appeal to gardeners; the majority have larger, more colourful foliage and flowers than their local counterparts. However, our

local wildlife has evolved by feeding on specific indigenous plant species rather than exotics with less nutritional value. As exotics and alien invasives proliferate unchecked our local fauna have less and less recognisable food off of which to feed. It is imperative that over the coming years we transform the flora at San Lameer to species that promote biodiversity. Please do get in touch if you would like more information on this venture or would like to get involved in transforming your garden at San Lameer. Along similar lines to this initiative, Countryline is currently establishing a butterfly garden to promote the presence of a wide variety of locally occurring butterflies. We are planting locally indigenous plants that will provide nectar for feeding butterflies and also larval food plants to host the caterpillars of these butterflies. We will wait until the planting is established before officially unveiling the area in 2025.

Countryline also handles the waste collection and removal on the Estate and has re-established a recycling programme to consciously deal with those items that can be recovered. Along

with the black bags, we will be issuing clear bags for items that can be recycled. Please assist by separating cardboard, paper, cans and plastic into clear bags. Your assistance in this initiative is greatly valued.

On a final note, I would again like to report on the water quality at San Lameer. We continually record the lowest *E.coli* levels in our waterways and ocean of any testing zone on the entire south coast. Marina Beach has recently received Blue Flag status for a record 21 years running! Please enjoy the ocean safely during this period by swimming between the lifeguard’s safe swimming zone flags.

Happy holidays!



Duncan Pratt
Countryline Manager



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VILLA RENTALS

Investing in Property at San Lameer: A Guide to Maximising Rental Returns



Nestled along the scenic South Coast of KwaZulu-Natal, **San Lameer Estate** offers an unparalleled opportunity for both leisure and investment. Known for its natural beauty, world-class golf course, and luxurious amenities, San Lameer is a premier destination for holidaymakers and savvy investors alike.

Why Invest in San Lameer?

San Lameer is a **year-round vacation destination** that attracts both local and international visitors. The Estate boasts pristine beaches, an 18-hole championship golf course, and a wide range of outdoor activities such as tennis, hiking, and birdwatching. With high levels of security, well-maintained facilities, and a vibrant community, San Lameer offers a premium lifestyle, making it particularly attractive for **short-term rentals**.

Key Reasons to Invest

- **Consistent Tourism Demand:** San Lameer enjoys a steady influx of visitors throughout the year, especially during holidays. The growing trend of “staycations” among local tourists has further increased demand for luxury getaways.
- **Exclusive Amenities:** From the golf course to the wellness spa, San Lameer offers upscale amenities that enhance its appeal for holidaymakers.
- **Prime Location:** Positioned on the South Coast, San Lameer provides easy access to nearby attractions, making it a highly sought-after rental destination.

Return on Investment (ROI)

When investing in property for rental purposes, the ROI is a key consideration. At San Lameer, the combination of **strong tourism**

demand, exclusive amenities, and prime location promises excellent returns.

Factors Contributing to ROI

- **Average Rental Income:** Depending on the size and location of the property, rental income ranges from R1,850 to R12,500 per night during peak seasons. Even during off-peak periods, the Estate’s enduring appeal ensures relatively stable occupancy rates.
- **Occupancy Rates:** Properties in San Lameer typically experience occupancy rates of 30–45% annually, with peak demand during school holidays and the summer months. This steady demand ensures reliable rental income.
- **Appreciation Potential:** Over time, properties in San Lameer have shown solid appreciation. As the Estate continues to enhance its amenities, investing now offers



the potential for significant capital growth in the years to come.

Short-Term Rentals

- **Marketing and Bookings:** We actively market your property across multiple platforms, managing inquiries, bookings, and payments. This allows you to generate income without dealing with the complexities of rental management.
- **Maintenance Services:** Our team handles routine maintenance and repairs, keeping your property in excellent condition. From small repairs to larger refurbishments, we ensure that your investment retains its value.
- **Financial Reporting:** You will receive detailed monthly reports on rental income, expenses, and occupancy rates, enabling you to track your property's performance and plan accordingly. Our transparent approach keeps you in full control of your investment.

Property Management for Non-Rental Villas

For properties not included in our rental pool, we offer comprehensive property management services. This includes monthly inspections, cleaning, and maintenance checks, ensuring that your villa is always in top condition and ready.

Why Choose Us?

We provide **tailored solutions** to maximise your rental income while minimising your involvement. Our full-service approach ensures consistent returns while allowing you to enjoy the benefits of owning property in one of South Africa's most beautiful and sought-after estate.

By investing in San Lameer, you're not just acquiring a property—you're securing a stake in a thriving, world-class destination.

Homestyle Living by the sea

We can
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Renovate &
Decorate for you**

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COUNTRY CLUB

I always like to look back and reflect at this time of the year. As we approach the season and prepare, it is important to take a moment to reflect. 2024 was another successful year for us at the club. We performed well in all areas and ended our financial year with a very positive surplus that we will put away for future projects. Our Retail and Food & Beverage department had a good year. I am sure that with your support and the help of our dedicated staff, we will continue to see growth in this new financial year.

We are now into year three of our ten-year improvement plan. This year, I am proud of the work we did over the last 12 months. The biggest improvement was the changes we made to our 1st hole. This project turned out to be bigger than we initially thought, but the Matkovich team delivered once again. We re-shaped the fairway and improved the drainage and irrigation successfully. This will no doubt enhance the playing experience to ensure our golfers can now enjoy our

opening hole. Along with the changes to the 1st Hole, we also took the opportunity to do some work to the left-hand side of the green as well as add a new bunker.

We improved the tee boxes on the 7th hole by raising the traditional club tee box, installed a second tee box, and another lady's tee box. We used to have three tee boxes on the 7th, we now have five and all of them are now usable. We also added a lady's tee box to the 17th hole.

We improved the drainage on the 6th, 7th, 13th, and 18th hole, and we planted new trees on the 3rd, 5th, and 13th holes.

The clubhouse got new solar panels that take a big load off the generator when we do have a power interruption. The generator runs the entire clubhouse and pump station, therefore the decision to add the solar panels. Our new Milkshake Bar will be up and running this December,

which we are very excited about. As you can see, it has been a very busy time for us. All our planning and improvements are there to ensure that you're golfing and club experience continues to be a memorable one.

I would like to encourage all of you to enjoy yourself this December, you deserve a good break after a busy year. Remember, the memories that you make now will be the ones that will last you a lifetime.

From the entire country club team and me, we would like to wish you a Merry Christmas and a Happy New Year.

Happy golfing!

Pierre van Vuuren
General Manager & the Club Team

MORE THAN CROCODILES

A family visit to the South Coast would be incomplete without experiencing the crocodile feeding show and snake demonstration on Sundays and Wednesdays at 2:30 p.m. at Riverbend Crocodile Farm, Southbroom. Howard Kelly a member of IUCN Crocodile Specialist Group shares his fascinating knowledge and experiences of one of the planets oldest living creatures and one of the greatest apex predators - the crocodile. Crocodile hatching demonstrations will commence on the 27th December, affording the public the opportunity to witness this awe-inspiring natural phenomenon. Riverbend's Snake House is also home to some of

South Africa's most beautiful and deadliest snakes. Riverbend's reputation as a regional birding hotspot has been amplified by the permanent residence of a pair of palm nut vultures who have just hatched their fourth chick. The public are encouraged to phone the farm to confirm show times.

The Crocodile Café, which is licensed, offers wholesome family breakfasts and light meals including various crocodile dishes. A well-stocked curio shop offering an array of quality items, including clothing, leatherwear and toys, is complemented by Riverbend Art and Wine Gallery.



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RIVERBEND
ART & WINE
gallery

A must for art and wine lovers!!!



QUALITY ART FOR ALL TASTES

Riverbend Art Gallery has showcased the works of leading South African Artist since it's establishment in 1983. Besides paintings Riverbend Art Gallery also exhibits the exquisite bronze pieces presented by leading sculptor Marke Meyer. Associated art and décor pieces such as a fine selection of Nguni skins, tableware and quality stationery compliment the art

THE COAST'S FINEST WINE SELECTION

Riverbend's wine Cellar has established itself as the leading outlet for quality wines on the coast. A selection of premium wines from more than 60 leading wine estates are offered in our cellar, an absolute treasure trove for wine lovers! We offer personalised wine tastings and wine delivery to San Lameer. Please phone **039 316 6204** or **083 265 9583** for details of our special wine events and tastings

Tel: 039 316 6204 | 083 265 9583 | Web: www.crocodilecrazy.co.za | Open daily 9.00AM – 4.30PM

Situated at Riverbend Crocodile Farm - Southbroom | GPS: S3054"24' E3019"05'



The Crowned Eagles refurbishing their nest

NESTBUILDING & breeding season

WORDS & PHOTOS JACQUES SELLSCHOP

As far as the San Lameer Crowned Eagle pair is concerned, 2024 has been the year of the enigma. We have no idea what to expect. For the past 14 years, their breeding patterns have varied in timing but we could at least expect

an annual routine of mating, incubation, and the hatching of a chick.

The male disappeared after the arrival of the 2023 chick, and in February of this year, the female appeared to have embraced a young male to replace him.

Since May, they have sporadically been observed refurbishing their nest. On one occasion, even appearing to mate, but so far nothing has materialised.

Persistent high winds and rain have not been helpful and, at present, they visit the nest



The female flies in with nest-building material of considerable size



The new young male also delivers sizeable branches to the nest



The weavers foraging for nourishment in the pine trees



The light-coloured feathers show how young the new male is

infrequently. It is possible that the very young male is not yet viable to fertilise an egg. We shall just have to wait and see, because there have been instances in the past when breeding started only in January.

The female, despite her age, appears to be in great shape while the new male has matured visibly during the year and his erstwhile ivory feathers have started to take on the darker-brown hues of adulthood.

After all the rain, the Estate is resplendent in greens of



A selection of the colourful flowers found on the Estate



The herds of Impala on the Estate are in superb condition



A mature Impala female that contributes to the increasing numbers of the species



abundance and the herds of Impala seem to have exploded in their numbers after the breeding season.



The tragically abandoned Mariner's restaurant

Birdlife on the Estate appears to be recovering after a perceived drop in numbers following COVID-19 and the Weavers are particularly prolific in their nestbuilding and breeding routines.

If one is prepared to look for them, a large variety of flowers in brilliant colours populate the Estate and for this issue, I have included some examples of the indigenous flora that one can find.



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Committed to Community Convenience

Where Quality Meets Convenience with a Side of Love

The Don Ira Spar Group encompasses several key locations, including Ramsgate Spar, Tops, and Pharmacy, all situated along Ramsgate Boulevard in the vibrant heart of Ramsgate. Additionally, we proudly serve the community with Marine Drive Tops in Uvongo, Southbroom Kwikspar in the centre of Southbroom, and the San Express, which caters exclusively to owners and guests of San Lameer.

Grocery Delivery Made Easy for SAN LAMEER Guests

Owners and guests at San Lameer can conveniently order groceries, liquor and medication from My Spar Ramsgate, Tops and Pharmacy by sending a message to the delivery WhatsApp number listed below. We provide complimentary delivery to San Express; alternatively, for an additional fee, groceries can be delivered directly to your villa. This service allows you to access all your grocery needs without the inconvenience of leaving your accommodation. Enjoy the ease of shopping with us while you relax in the beautiful surroundings of San Lameer.



Owned by an eight-generation South Coaster, our group is built on the principles of excellent service, competitive pricing, and a commitment to bringing convenience to the community we serve.

With a dedicated team of over 100 skilled employees, each member is trained to excel in their respective roles, ensuring we deliver the best possible results for our valued customers.

Our offerings include a diverse array of high-quality products, featuring the finest cuts of meat from our very own Jolly Butcher, delectable home-baked goods from our Ramsgate bakery, lovingly prepared meals by Carla Hart, fresh produce, and so much more.

We are excited to announce that we now offer delivery services directly to your home or office. For more information, please see the contact details below:

For deliveries to your villa, there is an extra charge of R50 per order. Orders placed by 10am delivered the same day, orders after 10am delivered the next day.

To place your delivery order, please send a message via WhatsApp to **076 265 2919**

The Don Ira SPAR Group:

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.....HOTEL & SPA.....

Embrace the Festive Spirit at San Lameer Hotel: A Season of Celebration and Culinary Delight



As the holiday season approaches, San Lameer Hotel is alive with excitement and preparing to deliver a truly magical Christmas experience. This year, our hotel is not just a place to stay - it's a destination for creating cherished holiday memories with loved ones. With our newly introduced chef's menu, a spectacular Christmas lunch, and a New Year's Eve Spit Braai, we invite you to join us in celebrating the season in style.

We are thrilled to announce that Chef Sisonke, our new culinary maestro, has crafted an exquisite Christmas menu which is bound to enchant your taste buds. Known for his imaginative and refined approach to cuisine, Chef Sisonke has infused the festive menu with seasonal ingredients and innovative twists on holiday classics.

Our Christmas Eve Dinner will feature a luxurious array of dishes that celebrate the spirit of the season. Our Christmas Day Lunch is set to be a grand affair that brings together family and friends in a warm and festive setting. Chef Sisonke's menu will be the centrepiece of this joyous occasion, featuring a delectable buffet that includes both traditional favourites and inventive new dishes. Our culinary team is dedicated to ensuring that every bite is a celebration of the season's best flavours.

As we bid farewell to the old year and welcome the new, join us for our New Year's Eve Spit Braai, an event that promises to be as lively and flavourful as the year ahead. Our outdoor terrace will be transformed into a vibrant space, where guests can enjoy the delicious aromas of

slow-roasted meats, and a selection of savoury sides prepared by our talented kitchen team. The evening will be filled with lively music, dancing, and a cheery atmosphere that will make your New Year's Eve truly memorable. As the clock strikes midnight, raise a glass with us.

The holiday season is more than just a time of year - it's an opportunity to spread joy and create lasting memories. Our dedicated staff are excited to share in the festive spirit, offering warm hospitality and cheerful service that will make every guest feel right at home.

Join us for a holiday experience that will fill your heart with joy and your palate with delight. Happy Holidays!

Anisha Mambudzi
Deputy General Manager

Mastering Ball Flight for Scoring Success at San Lameer

San Lameer Country Club is very well-known for its dangers; bush and water are lurking to the left and right of almost every tee shot and eerie lakes surround the greens. The prospect of the 18th tee shot straight into the Northeaster is enough to send shivers down anyone's spine. That's why a phrase we hear uttered often around the Clubhouse is "San Lameer – more like 'slaan maar weer'. Whether you're a weekend warrior

looking to escape from the chaotic in-laws for a couple of hours or a seasoned pro, understanding how to control your golf ball's flight is the key to lowering your scores around this beautiful Peter Matkovich Design. The ability to shape shots on command – like hitting a towering fade, a punchy draw or a low, controlled trajectory – will give you the edge you need to lower your scores and to stop you from donating your golf balls back to the course.



Golf ball flight control isn't just about raw power or technique; it's about learning how to read the elements, knowing what type of shot every situation is demanding, adjusting your setup, and understanding the underlying physics that govern your ball's flight. In this article, we'll break down the essential elements that allow you to take command of your golf ball's trajectory and turn your swings into more predictable, precise results.

First things first, we must establish a control group or a 'standard setup' for our go-to shot. For this article, we will use a 7-iron as a reference for every demonstration for a right-handed golfer.

STANDARD SETUP

Setup – For a stable base, your feet needs to be aligned with your shoulders. Too narrow and your balance will be compromised, too wide and you won't be able to turn your hips properly. Your weight should be distributed 50/50 between your left and right feet.

Grip – For a neutral grip, hold the club with both hands, V's pointing up the right shoulder.

Alignment – To aim 'square' to the target, your feet must be

aligned about 5m left of the target so that when you address the ball, your clubface is aiming straight at the target.

Ball Position – The ball position is right in the middle of your stance.

LOW PENETRATING BALL FLIGHT

Setup – The weight will be slightly more forward than standard. This will help you cover the ball with your chest and hit down on it. Distribute the weight 60/40, with 60% of your weight on your left foot.

Grip – Don't tense up. Keep it soft and keep the pressure the same throughout the swing.

Tempo – Swing easier to reduce the amount of spin imparted on the ball. Because you are swinging easier, you must club up! On a very windy day, you might even use two or three more clubs.

Ball Position – Slightly back in stance.

Finish – Make sure the swing is controlled and don't be afraid to hold off your finish. This will ensure you're not overhitting and keeping the spin off the ball.





HIGH TOWERING, SOFT LANDING IRON

Setup – The weight will be slightly more back than standard. This will help you load into your right side better to shallow out the swing. Distribute the weight 40/60, with 60% of your weight on your right foot.

Grip – Keep your pressure soft and keep your arms relatively loose during the swing. Once again, don't tense up!

Tempo – Don't be afraid

to make a big turn in the backswing. Clubhead speed is your friend when trying to hit the ball as high as possible. More clubhead speed = more spin = more height.

Ball Position – Slightly forward in the stance.

DRAW

Setup – Standard setup.

Grip – Make the grip stronger where both V's are pointing towards the right of your right shoulder.

Alignment – Aim right of the target.

Ball Position – By moving the ball back a bit more in the stance, your club path is pushed in to out more, which promotes a draw.

FADE

Setup – Standard setup.

Grip – Make the grip weaker where both V's are pointing straight up your sternum.

Alignment – Aim left of the target.

Ball Position – By moving the ball forward a bit more in the stance, your club path is pushed out-to-in more, which promotes a fade.

LAST BUT NOT LEAST

Once you become comfortable and familiar with these techniques, you can combine them to hit those low draws or high fades. Always remember that the hardest shot to hit in golf is a straight shot. So, use

these tips and control how you shape the golf ball.

When shaping the golf ball left to right or right to left, aim at the 'safe' side and work the ball towards the danger. Never try and work the ball away from the danger and get punished when you hit a great, straight shot.

Remember, the next time you go out in the howling Northeaster, and you need a par on the 18th to win your match, the only way to tame the beast is to swing slow, and keep it low.

Learn the skills you will need to play your first round of golf or take your golf game to the next level. We proudly have fully qualified PGA Professionals to assist you, subject to their availability. Please contact the Pro Shop at **(039) 313 5141** to book your lesson.

Eben Ziefman
Golf Operations Manager



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Dear homeowners and guests,

We have put together a list of important and helpful contact details for when you might need to make use of these services during your stay at San Lameer.

SAN LAMEER

Important and Emergency Numbers

SAN LAMEER ESTATE CONTACTS

Estate Office	039 313 0111	
Estate Reception	039 313 0111	
Country Club: Pro Shop & Clubhouse	039 313 5141	
Villa Rentals	039 313 0450	
Villa Sales	039 313 5146	
San Lameer Resort Hotel & Spa	039 313 0011	
Security (Emergency / Snake Removal)	039 313 0111 / 068 033 0432	
Maintenance	039 313 0111 / 082 336 8127	
LaMain Laundries & Cleaning Services	039 313 5138	
Countryline Horticulture (Duncan Pratt)	078 176 4034	sanlameer@cl-hort.co.za
C&E Golf Cart Rentals	083 468 8332	
San Express Superette	081 748 0245	
Library	039 313 0111	
Leisure Desk	078 394 6102	
The Beach Bite Takeaway	039 313 0011	
Lagoon Day Spa & Wellness Centre	039 940 5216	

EMERGENCY SERVICES & DOCTORS

AA Breakdowns	0861 000 234	
Police	10111	
• Margate Police Station	039 312 9800	
Hospitals		
• Netcare Margate Hospital	039 312 7300	
• Hibiscus Private Hospital	039 688 9960	
• Shelly Beach Hospital	087 087 6115	
• Port Shepstone Government Hospital	039 688 6000	
Ambulance	10177 / 039 688 3647	
• Kwazulu Private Ambulance	0860 247 911 / 082 882 0911	
• Netcare Ambulance	082 375 5939 / 082911	
• Medi-Evac	082 940 1590	
• Fire Brigade	039 682 5555	
• NSRI Sea Rescue	082 990 5950	
Pharmacists		
• Ramsgate SPAR Pharmacy	039 314 9822	
• Clicks Hibiscus Mall	039 317 2050	
Chiropractors		
• Dr Wood, Shelly Beach	039 315 5996	
• Dr R Wise, Uvongo	039 315 6081	
Physiotherapist		
• Grace Hughes, Southbroom	039 316 6479	
Dentists		
• Southbroom Dental	039 3166 110	admin@southbroom-dental.co.za
• Dr Ranjith, Port Edward	039 311 1381	
• Dr P Viljoen, Shelly Beach	039 315 0680	
Doctors		
• Dr Stewart, Southbroom	039 316 8046	
• Dr Pillay, Shelly Beach	039 315 0275	
• Dr C Thompson, Margate	039 317 3221	

AIRPORTS & TRANSPORT

King Shaka Airport	032 436 6758	
Margate Airport	039 312 0560	
Sgodini San Lameer Shuttle (Jabz)	073 659 9443	
Avis Car Rental	039 312 0910 / 078 488 7538	
Southern Shuttle	081 475 7575 / 079 571 9900	
Margate Mini Coach	039 312 1406	www.margatecoach.co.za

SAN LAMEER

Important and Emergency Numbers

CONTRACTORS & SUPPLIERS

Air Conditioning / Refrigeration

• Comfort Cool	082 379 0917	
• Ace Cote (Appliance Repairs)	082 586 0824	
• Just Chill	039 681 2559 / 076 530 5635	refjustchill@gmail.com
• Appliance Care	081 493 5271	
• Proline	083 561 8402	

Architects

• Erni & Favre	083 254 3022
• Bergenthuin	083 455 2483
• Theunissen Jankowitz	039 682 7911
• Roelof Meyer	083 654 5751

Awnings & Blinds

• Danie's Blinds	079 522 5562 / 039 312 2754	danies.blinds@gmail.com
• Windovert	066 342 1065	
• Roll a Fold	039 315 5451/2	

Aluminium Balustrades

• KG Glass & Aluminium	082 551 8996 / 082 456 7814	
• L&L Aluminium	082 447 0204	
• Margate Glass & Aluminium	039 317 4276	llaluminium@telkomsa.net

Building Material

• Build IT, Margate	039 312 1000	
• Builders, Manaba	039 312 2506	
• Builders Trade, Marburgh	039 682 2420	
• Doug's Hardware	039 312 1756	accounts@dougshardware.co.za

Construction / Maintenance

• Pharaoh Lifestyle	076 722 1411	
• CHA Construction	082 774 0860	
• Jesjo Construction	082 921 2990	
• Gary Martin Maintenance	082 530 0609	
• Eddie's Maintenance	083 284 2051	eholder@vodamail.co.za

Carpeting

• Carpet Contracts	039 685 5426	
• South Coast Flooring	039 312 0038	scf@venturenet.co.za
• Top Carpets & Floors	039 312 1210	

Carpentry & Decking

• Edglo Joinery & Sundecks	082 493 4773	
• And Beyond Spas and Saunas	082 941 7034	info@andbeyondspa.co.za

Cleaning

• Value Roof Cleaning	082 966 5518	
• ELQ Cleaning Solutions	073 738 0552	jasonvanniekerk29@gmail.com
• Chem-Dry Hibiscus	072 735 9065	hibiscus@chemdry.co.za

Computers & IT

• Unlimited IT Solutions	038 314 4359	info@unlimitedits.co.za
• Key Computers	039 315 7044	info@keysoftware.co.za

Electrical

• Derek Chapman Electrical	083 458 1833
• Electrical Installations	082 449 6536

Engineers

• Kantley & Templar	039 315 1519
• Bragge & Francis	082 467 5020 / 039 695 0104

Gas Installations

• Gas-Mart, Shelly Beach	039 315 0580
• C-Side Gas	039 312 1212

Garage Doors

• Geomar	079 279 6423
• Roll a Fold	039 315 5451

SAN LAMEER

Important and Emergency Numbers

Glass / Glazing

- KG Glass & Aluminium 039 317 4213 / 082 551 8996
- PG Glass 039 315 6475

Golf Cart Services

- Piet Pretorius 083 982 8484
- Ron Taylor 082 550 0335

Granite

- South Coast Granite 039 317 2522

Gutters

- Gutter Man 039 312 0281
- Hibiscus Gutters 039 317 1082

Kitchens & Built-In Cupboards

- Coles Kitchens 039 312 0650
- Homestyle Living by the Sea 039 312 0356 / 072 442 6218 kitchenlavin@telkomsa.net
- Convictea Kitchens 039 317 2997 admin@convictea.co.za
- Kitchen Express 072 666 4839

Interior Decorating

- Homestyle Living by the Sea 039 312 0356 / 072 442 6218 kitchenlavin@telkomsa.net
- Ria Hackland Interiors 039 695 0083 info@roystonhall.co.za
- Urban Yuppie (Katie Allen) 039 315 5164 / 083 991 8429 katie@urbanitylife.com
- Karin Kanquip South Coast 083 701 5120
- Fathima's Curtain 039 317 3115 mys786@mweb.co.za
- Convictea Interiors 083 754 5657

Locks

- The Lockmaster 039 315 1722
- KZN Safe Lock Key 082 893 8298 kznsafe@vodamail.co.za

Panelbeaters

- JL Panelbeaters 039 317 3336 ida.jl@mwebbiz.co.za
- Margate Panelbeaters 039 312 1079

Painting

- Southbroom Painters 039 317 4077
- Execudec 039 315 5934

Pest Control

- Ancor Pest Management Toinette 082 096 1957
- KZN Pest Control Judy 083 755 2800

Pools

- Hibiscus Pools 071 441 7295 hibiscuspools57@gmail.com
- Little Pool Shop 039 319 1787
- Poolwize 083 254 4174

Plumbers

- KC Plumbing 083 258 6249 kylecollyer@gmail.com
- South Coast Plumbing 082 774 0870
- Drain Experts 039 685 4311

Printers

- Printco Printers, Ramsgate 039 3144 853 printco@lantic.net
- Screens & Signs Shelly Beach 039 315 5000
- Postnet Margate 039 317 2273

Surveyors

- Hudson Naude Kirby 039 312 0080 admin@hnkgeomatrics.co.za

Television & Aerials

- Margate Aerials 083 269 4603 / 039 315 6909
- Martin Electronics 082 880 7008 / 039 317 2222 admin@melectronics.co.za

Waterproofing

- Wilcote 083 986 7071 roryp@wilcote.co.za

Special Occasions - Party Supplies

- Elle Events 078 543 8629
- It's Party Time - Gea Brugts 073 758 3689

SAN LAMEER

Important and Emergency Numbers

APPROVED SOLAR INSTALLERS

The Green Generation	039 315 6330	andreas@thegreengeneration.co.za
Bendigo Electrical	039 682 6606/072 689 7895	charmaine@bendigoelectrical.co.za
Aris Energy Solutions	078 403 4861	andre@arisenergy.co.za
Battery Tec	039 315 5492/061 048 2407	admin@battery-tec.co.za

RESTAURANTS

San Lameer Hotel Lagoon Bar & Grill	039 313 0011
San Lameer Clubhouse Restaurant	039 313 5141
Blue Lagoon Restaurant, Ramsgate	039 314 4149
C-Bali Restaurant, St Michaels	072 546 1898
Flavours Restaurant, Margate	039 314 4370
Waffle House Restaurant, Ramsgate	039 314 9424
Breakers, Uvongo	039 315 6174
The Wreck, Port Edward	039 311 1334
Berry Crafty Cafe, Port Edward	083 332 5057
Larry's Restaurant, Uvongo	039 315 0190

ACTIVITIES

Beaver Creek Coffee Farm & Tours	039 311 2347	
Wild Coast Sun Casino & Wild Waves Water Park	039 305 9111	
MacBanana	039 319 1033	www.macbanana.co.za
Oribi Gorge Zipline	033 845 1999	
Pure Venom Reptile Park	082 492 8256	
Riverbend Crocodile Farm	039 316 6204	www.crocodilecrazy.co.za
Butterfly Farm	072 235 3688	
Must-Byt Ocean Charters	082 777 7324	
Selsdon Park Estate (Horse Riding on the Beach)	083 301 2941	selsdonpark@telkomsa.net
Lake Eland Game Reserve	039 687 0395	
Landers Dive centre	039 978 1045	johnmiller@sharkcagedivingkzn.com

SERVICES

Hairdressers

Sands International Hair Salon	039 315 7636
Redzz, South Coast Mall	039 315 6765
Leandri Hattingh Hair & Make-up	076 257 6066
• Karisma Hair & Beauty Salon	039 316 8399

Courier Companies

Postnet, Margate Hibiscus Mall	039 317 2273
The Courier Guy	039 315 1352

Travel Agency

• Harvey World Travel Shelly Beach	039 315 6330	sarah.margison@harveyworld.co.za
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Nursery

Nanami Nursery	082 781 3261
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Attorney

Petterson & Pandaram Attorneys	039 317 3094	www.rpplaw.co.za
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SHOPPING CENTRES

Shelly Centre Mall, Shelly Centre	039 315 1304
South Coast Mall, Izotsha Road	039 315 7515
Hibiscus Mall, Margate	039 312 0680
Scottburgh Mall	039 976 1045

GOLF COURSES

Southbroom Golf Club	039 316 6051
Port Shepstone Country Club	039 695 0141
Margate Country Club	039 312 0571
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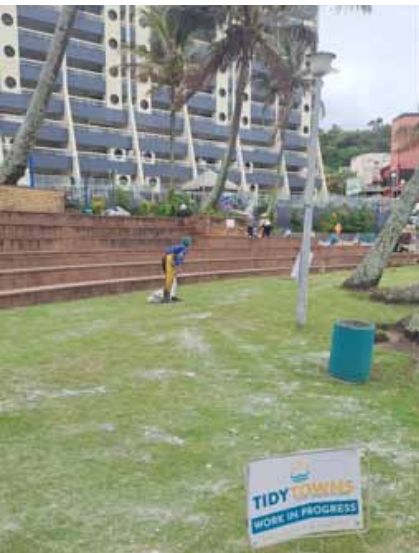


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TOGETHER, we can do so much more!

A community-driven project committed to restoring our public spaces to clean and safe environments



Tidy Towns, supported by like-minded volunteers, private security companies, Ray Nkonyeni Municipality, local law enforcement, SAPS, and the business sector, focuses on creating and maintaining clean and tidy areas.

They identify specific beach areas of concern and work with authorities to address them, whilst creating much-needed opportunities for the unemployed in the vicinity. Willing individuals are welcomed into the beach clean teams to contribute.

Tidy Towns is a community-driven group, using their time and skills to carry out repairs and maintenance needed to keep target areas spotless with help from friends and connections. They rely entirely on donations from the community, local businesses and interested parties who appreciate their efforts. The donations fund the selected Tidy Towns cleaners daily, providing a livelihood for these unemployed participants.

The development of the clean team lies very close to their hearts and their upliftment is what makes their efforts so worthwhile. The cleaners are individuals who were all

previously lost, forgotten or down on their luck. Tidy Towns' recruiting process includes interviewing them and explaining the vision to beautify and keep their areas clean. The cleaners then accept the job, are coached and managed, and are tipped daily from donations from the public. The objective is to provide them with one meal per day and, in addition, they are free to assist visitors and receive further tips, food and refreshments directly from grateful members of the public.

Thanks to public donations, they currently have 30 cleaners from Shelly Beach to Margate Beach.

If you are interested in volunteering a service, your time and skill set or donating funds to help build the key spaces into pristine environments that we can all be proud of, your participation is welcomed!

TO MAKE A DONATION:
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 Account name: Tidy Towns
 First National Bank
 Account number: 62940473911
 Account managed by
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Family-Friendly Fun

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We're thrilled to introduce the San Lameer Country Club Kids Club—a delightful and hassle-free way for families to make the most of their time at the club!

With the Kids Club card, parents can preload funds, giving children the freedom to enjoy their favourite treats and activities while ensuring security and peace of mind.



As a bonus, Kids Club members receive exclusive discounts on selected menu items, making every visit extra special. This initiative is part of our commitment to creating a welcoming, family-friendly environment and enhancing your experience at the club.

Sign up today and let the fun begin!

Our welcoming Clubhouse Staff are here to help—simply reach out to them to sign up!



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VILLA SALES

at SAN LAMEER

As the festive season approaches, it's time to prepare your home to impress during peak season! December marks our largest client-generating period, and with Villa Sales marketing exclusively San Lameer it is the perfect opportunity for homeowners to showcase their properties. At Villa Sales, we're dedicated to helping you make the most of this busy time. Our office, strategically located on the Estate in a high-traffic area, attracts daily walk-ins, providing easy access for potential buyers to explore your villa. We do not sell off the Estate, so our clients remain focused only on San Lameer.



We pride ourselves on offering a stress-free, no-strings-attached experience through our open mandate approach. This means you won't be locked into a sole mandate, allowing you the flexibility to sell on your own terms while we actively seek the right buyer for you. Our goal is to streamline the sales process, ensuring everything is handled smoothly so you can focus on enjoying the holiday season.

To avoid any unwanted surprises this festive period, it's essential to ensure that all paperwork is completed correctly, your villa adheres to approved plans, and that it's neat, presentable, and well-maintained. Here are some comprehensive tips to enhance and maintain your property's value:

- **Regular Cleanings:** High-use areas such as kitchens, braai spots, and bedrooms should be cleaned and inspected regularly. A tidy, inviting space not only enhances your living experience but also leaves a lasting impression on potential buyers.
- **Deep Cleaning Tiles and Grout:** Schedule regular deep cleans for tiles and grout, paying special attention to patching any damages. This keeps your surfaces looking fresh and well-maintained, which is particularly important in high-traffic areas.
- **Immediate Repairs:** Don't wait to replace broken items. Addressing these issues promptly not only improves the aesthetics of your home but also signals to buyers that the property has been well cared for.
- **Invest in Quality Paint:** A fresh coat of paint can transform a space. Invest in the highest quality, washable paint you can afford and refresh your home every 3-5 years. This not only enhances curb appeal but also protects your walls.
- **Repair Leaks and Cracks Promptly:** Any leaks or cracks should be repaired as soon as they appear to prevent further damage. This demonstrates to potential buyers that your home is in excellent condition.
- **Kitchen Upgrades:** The kitchen plays a crucial role in a home's value. Consider a facelift by upgrading countertops and cabinet doors. A modern, functional kitchen can be a significant selling point. With 2024 ending, it might be worth considering in the new year.
- **Smart Storage Solutions:** Transform underutilized spaces into effective storage areas. Organizing these spaces can enhance the overall functionality of your home and appeal to buyers looking for practicality.
- **Bathroom Restyling:** Modernize bathrooms with fresh paint, updated tiles, and stylish railings. Consider installing new fixtures or enhancing lighting to create a spa-like atmosphere, which can greatly increase your home's allure. Again, with 2024 ending, it might be worth considering in the new year.

As we embrace the holiday spirit at San Lameer Golf Estate, let's work together to ensure your villa stands out to prospective buyers. Here's to a wonderful holiday filled with opportunities, and may this festive season bring success to your real estate journey!



Derek



René



Travis



Erika

VILLAS, STANDS AND SHARES AVAILABLE

On-Site Sales Team

Derek Thomson | 082 774 7784 | derek@villasales.co.za

René Smith | 082 571 1789 | rene@villasales.co.za

Travis Smith | 072 630 9359 | travis@villasales.co.za

Villa Sales | 039 313 5146 | www.villasales.co.za



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LAND

SAN LAMEER ESTATE OFFERS YOU VACANT LAND AS AN OPPORTUNITY to build your dream Villa for permanent living or alternatively your own Luxury Holiday Villa on a well positioned sea view stand. If you prefer golf course or views out over Africa, Villa Sales will gladly assist you with your choice.

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Estate on the Tranquil Kwa-Zulu Natal South Coast.*

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Villa Rentals Celebrates **25 Years** of Unforgettable Holidays

In celebration of our 25th anniversary, Villa Rentals recently requested guests to share their favourite memories and photos from their stays with us over the years. With entries pouring in, we were reminded of the many incredible moments our guests have experienced sunsets on pristine beaches, family gatherings in cosy lounges, and unforgettable adventures right outside our villas. After much consideration, we're excited to feature our top three stories that perfectly capture the magic of a Villa Rentals holiday.



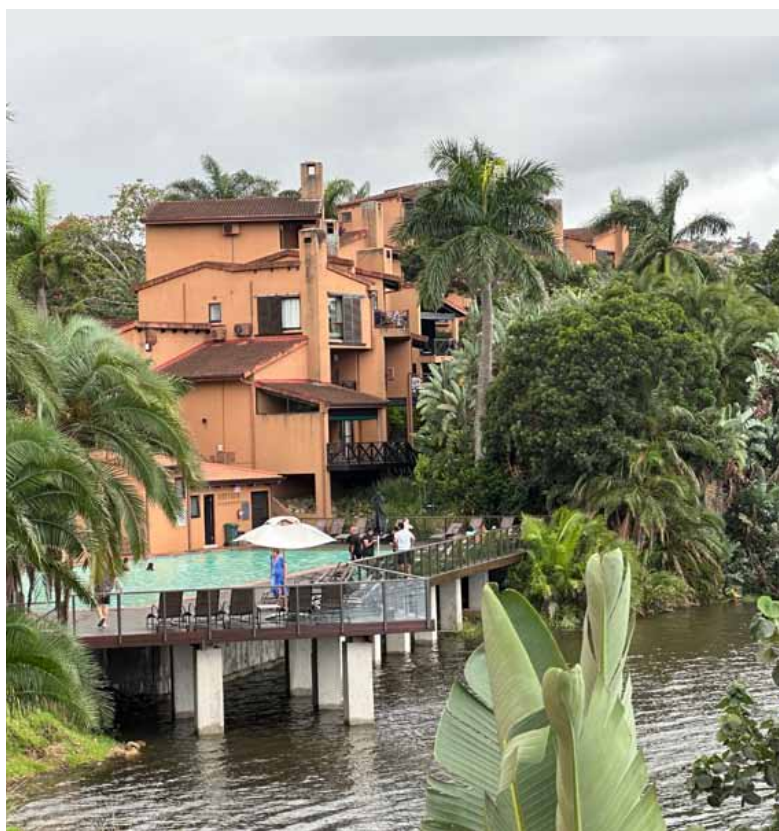


A Warm Winter

This past June/July, our family escaped to San Lameer Villa Rentals for a holiday, and even though it was winter, we had an incredible time. The chilly weather didn't stop us from exploring and making the most of every moment. Mornings were spent sipping on hot coffee and enjoying the beautiful views; afternoons were perfect for crisp, scenic walks; and evenings brought us a cosy time together indoors, laughing and relaxing.

Our son was particularly taken with the entire experience—since we got home, he's been asking nonstop about when we'll be back! For him, San Lameer was pure magic, and he can't wait to go again. So next year, we'll be back, ready to make even more unforgettable memories. Thank you, San Lameer, for giving our family such a wonderful escape!

Warm regards,
Megan Büchner



An Eggcellent Staycation

San Lameer has truly become our home away from home. Each visit seems to surpass the last—this is a resort that never ceases to amaze us. It's immaculately maintained, exceptionally well-managed, and offers an endless variety of activities, perfect for both adventure and relaxation. Every year brings new memories and more reasons to come back. We couldn't imagine Easter anywhere else!

Warm regards,
Anton & Chantal Williams



Our Happy Place

How lucky I am to have memories that span generations at San Lameer! As a little girl, I'd come here with my parents, staying at my mom's boss' villa, and those memories are still some of my most cherished. Now, I get to share that magic with my own three boys, visiting the Estate at least twice a year. Every visit, we choose

a new villa as each one has a unique charm of its own—and we're always pleased! Watching the same joy light up my children's faces as they experience the golden beaches, the pools, the golf and mashie courses is like reliving my childhood.

This place has become an incredible family tradition,

and every visit lets me relive a little piece of my past. We're already counting down the days until our next stay in December!

Thank you, San Lameer, for being such a special place in our lives.

Warm regards,
Michelle Collett

San Lameer Villa Rentals is truly honoured to have been a part of these incredible journeys and to celebrate this milestone with our cherished guests. To everyone who has chosen Villa Rentals over the past 25 years, thank you for making us a part of your memories. Here's to many more years of unforgettable moments!



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As you navigate this holiday season, remember to save quality time for yourself. Whether you're looking for

Our skilled therapists offer a wide range of services, from soothing massages to revitalising facials, tailored to help you unwind and find your holiday bliss



a moment of peace or a special gift for a loved one, Lagoon Spa is here to make your holiday a little brighter.

We look forward to welcoming you and wish you happy holidays filled with joy and relaxation. Treat yourself to the gift of self-care this Christmas. See you soon!

Lagoon Spa & Wellness Centre Team



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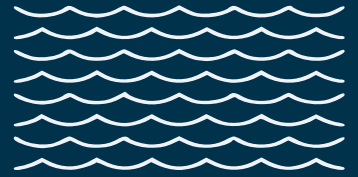
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Festive Beef Wellington Recipe

SUBMITTED BY CHEF PETER
FROM SAN LAMEER COUNTRY CLUB

'Tis the season-ing you need to make the perfect beef wellington for Christmas! Chef Peter shares a delectable recipe for a festive showstopper.

INGREDIENTS

- 450g beef fillet (thick cut)
- salt and black pepper
- 2 tbsp olive oil
- 2 tbsp honey mustard or your favourite festive mustard
- 450g mushrooms, finely chopped
- 4 thin slices of festive ham (like smoked or honey-glazed)
- 1 sheet of puff pastry (about 200g), thawed
- 2 large egg yolks, beaten
- fresh rosemary sprigs (for garnish)
- coarse salt

METHOD

1. Preheat your oven to 200°C to ensure it's ready for baking.
2. Season the beef with salt and pepper. Heat olive oil in a large pan over high heat, and sear the beef for about two to three minutes on each side until browned. Set aside to cool slightly. Brush with honey mustard for a festive touch.
3. Chop mushrooms finely (a food processor is handy for this). Cook in the same pan over medium-high heat for about 10-15 minutes or until all moisture evaporates. Let cool.
4. Lay out plastic wrap, place ham slices overlapping slightly, and spread the mushrooms on top. Place the beef in the centre, and roll tightly using plastic wrap to form a firm log. Twist ends



- to secure. Refrigerate for 20 minutes to set.
5. Roll out the puff pastry on a lightly floured surface. Place the beef (removed from wrap) in the centre of the pastry. Brush the edges with egg yolk, fold the pastry around the beef, trimming off any excess to avoid thick layers. Place seam-side down on a plate and chill for another 5-10 minutes.
6. Place the pastry-wrapped beef on a baking pan. Brush with egg yolk, then use a knife to gently score a pattern on top, like holly leaves or a criss-cross. Sprinkle a little coarse salt on top for extra crunch.
7. Bake at 200°C for 25-35 minutes or until golden. For medium-

- rare, aim for an internal temperature of 52°C-54°C. Let it rest for 10 minutes.
8. Slice into thick, 2.5cm pieces. Garnish with rosemary sprigs for a holiday touch and serve with festive sides like roasted veggies or cranberry sauce.



Stuffed Chicken with Hasselback Butternut, & TOASTED PECANS

SUBMITTED BY EXECUTIVE CHEF SISONKE

This holiday-inspired dish, bringing together savoury, nutty, and sweet notes for a seasonal delight, captures the warmth of Christmas flavours!

INGREDIENTS

- 1 whole chicken
- 500g chicken mince
- 1 tsp salt
- 1/2 tsp ground pepper
- 450g chopped baby spinach
- 2 tbsp unsalted butter
- 2 tbsp extra-virgin olive oil
- 1 large onion, finely diced
- 1 tbsp chopped garlic
- 2 tbsp chopped fresh coriander
- 2 tsp chopped fresh thyme
- 1 cup finely chopped celery
- 1/2 cup dried cranberries
- 1/2 cup of butter
- 100g chopped parsley

METHOD

1. Heat olive oil in a pan over medium heat. Fry garlic, onion, and thyme until fragrant (30-90 seconds). Add baby spinach; stir until cooked. Add to stuffing mix below.
2. In a bowl, combine chicken mince, cranberries, celery, coriander, parsley, and garlic. Mix well.
3. Stuff chicken with mince mixture, roll, and secure with string. Season outside with salt and pepper.
4. Heat up your oven tray on your stove top and start browning/ giving colour to your chicken.
5. Preheat oven to 180°C and once preheated, cover your oven tray with foil then cook your chicken for 35 to 40 minutes.

For the Chicken Jus

1. Sauté onion, garlic, and thyme in a pan.
2. Add chicken carcass, deglaze with white wine, and add 350ml water. Simmer for 15-20 minutes. Season well.
3. Strain stock using a chinois; discard solids.
4. Add butter to strained stock and simmer until melted. Set aside once done.

For the Butternut Hasselback

1. Peel and halve one whole butternut.
2. Score top; season with thyme, sugar, salt, and garlic.
3. Drizzle with honey; roast until golden brown.
4. Toast pecans in a separate pan; set aside.

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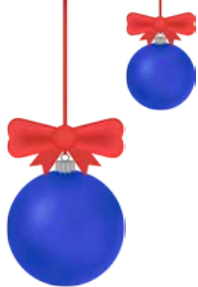
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Five Essential Questions to Ask an Agent

Selling a home can be overwhelming, so it's essential to select the right real estate agent by asking the right questions. Here are five critical questions to ask:

1. Property Improvements:

Sheryl recommends sellers ask the agent for advice on improving the property to attract buyers. A knowledgeable agent can suggest changes that will enhance the appeal and help get the best possible price.

2. Marketing Strategy:

Sellers want a quick sale at the best price, which depends on effective marketing. The agent should use a mix of local and national platforms to maximise exposure. A well-marketed property will attract more buyers and avoid lingering on the market, which can lower its perceived value.

3. Realistic Valuation:

When choosing an agent, they must provide a realistic property valuation based on location, market trends, and comparable sales. Overvaluing can leave a property unsold, while accurate pricing boosts



the chances of a timely sale. Sheryl warns against agents who inflate prices just to secure a sole mandate, as this can delay the process.

4. Agent's Track Record and Marketing Tools:

Sellers should inquire about the agent's recent sales in the area and the tools the agency offers to support effective marketing. Agents with a strong local influence, extensive networks, and effective campaigns will increase the likelihood of finding a qualified buyer.

5. Buyer Qualification Process:

It's crucial to understand the agent's process for pre-qualifying buyers, particularly

around financing. This helps ensure only serious, financially ready buyers view the property, saving time and streamlining negotiations.

Sheryl suggests agreeing on the commission upfront. Be wary of agents with very low commissions, as this might indicate a lower level of service. Larger, reputable agencies often provide more extensive marketing benefits, a larger database of potential buyers, and experienced agents.

Finally, sellers should discuss the type of mandate they'll offer the agent and agree on a marketing plan. This plan should aim to sell the home promptly and at a market-related price, creating trust and open communication between the agent and seller.

Sheryl is a Multi-award-winning estate agent and has recently achieved the coveted Circle of Legends performance award. This award is a career award which very few agents have received.

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