



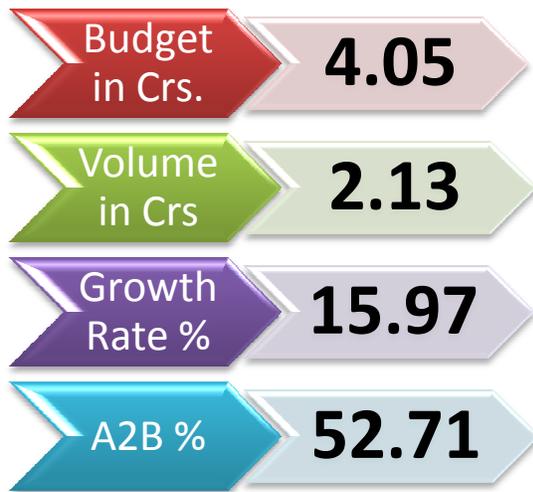
December 2013

उत्कर्ष
UTKARSH

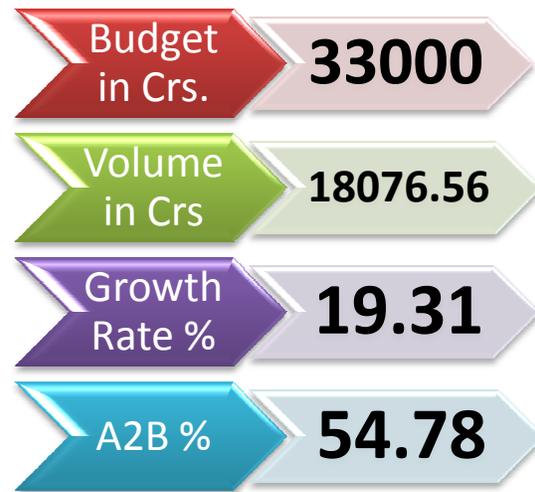
*News Bulletin of Central Office Marketing Department
(for Private Circulation only)*

Our Performance till 30th November, 2013

NOP



FPI



LIC's Market Share

NOP %



FYP %



TOP ZONES

	NOP	FPI
Absolute Volume	WZ 4058200	WZ 4382.23 Cr
Growth Rate %	WZ 31.45	WZ 31.89
A2B %	WZ 60.12	WZ 58.98

TOP DIVISIONS

	NOP	FPI
Absolute Volume	Gorakhpur 403106	KMDO-1 452.17 Cr
Growth Rate %	Howrah 50.29	Mumbai-3 74.13
A2B %	Mumbai-4 68.72	Mumbai-3 76.12

TOP 10 DEVELOPMENT OFFICERS (NOP) AS ON 30.11.2013

RANK	NAME (Sh./Smt.)	ZONE	NOP
1	HARISH GUPTA	NZ	14780
2	SANJAY KUMAR SINGH	ECZ	11868
3	SAGAR SAHA	EZ	10256
4	K VENU	SZ	9944
5	ARUN KUMAR	ECZ	8136
6	SHIBDAS CHAKRABORTY	EZ	7376
7	SUDHIR KUMAR	ECZ	6954
8	SANJAY GARG	NZ	6456
9	SURAJIT DAS	EZ	6383
10	KRISHNA KUMAR SINGH	ECZ	6329

TOP 10 DEVELOPMENT OFFICERS (FPI) AS ON 30.11.2013

RANK	NAME (Sh./Smt.)	ZONE	FPI (in lacs)
1	SUKETU C JANANI	WZ	2980.43
2	SANJAY GARG	NZ	2276.32
3	LALIT SETH	NZ	1961.99
4	S K MATHUR	WZ	1838.21
5	HARISH GUPTA	NZ	1801.79
6	P P SHETTY	WZ	1273.03
7	DEEPAK BAKSHI	NZ	1094.62
8	A.K.JHA	WZ	1039.61
9	NAIN SINGH	NCZ	982.02
10	MILIND M.MANE	WZ	976.89

TOP 10 AGENTS (NOP) AS ON 30.11.2013

RANK	NAME (Sh./Smt.)	ZONE	NOP
1	M. BHARATHI	SZ	2917
2	SURENDRA KUMAR DHINGRA	NCZ	2596
3	AUTI DATTATRAY JAYRAM	WZ	2460
4	RAJENDER KUMAR	NZ	1901
5	LEELADHAR RATHI	CZ	1618
6	KAMALAKANTA SUAR	ECZ	1529
7	KONSAM BIMOLCHAND SINGH	EZ	1503
8	SAU. MANJUSHA A SARNAIK	WZ	1337
9	CHINTAPALLI SAI KUMAR	SCZ	1277
10	RANJEET SINGH	ECZ	1251

TOP 10 AGENTS (FPI) AS ON 30.11.2013

RANK	NAME (Sh./Smt.)	ZONE	FPI (in lacs)
1	NISHANK BUCKSHEY	NZ	1755.99
2	SHANTILAL M VAGHASIYA	WZ	1480.12
3	V.GEETABEN SHANTILAL	WZ	1277.45
4	HARENDRA D. SHAH	WZ	1201.73
5	YAMLATA S.PODDAR	WZ	1088.56
6	CHANDRAKANT O SHAH	WZ	618.03
7	MOHINDER PAL SINGH	NZ	614.04
8	PAI NITIN NARASIMHA	WZ	574.44
9	ANUSUYA .R	SCZ	553.24
10	JANAK N PARIKH	WZ	545.62

TOP 10 BRANCHES (NOP) AS ON 30.11.2013

RANK	BRANCH	BRN CODE	DIVISION	ZONE	NOP
1	MOTIHARI	536	MUZ	ECZ	47790
2	HAJIPUR	545	PAT-1	ECZ	46306
3	CONTAI	467	KGP	EZ	37612
4	ARA	528	PAT-2	ECZ	36275
5	MADHUBANI	542	MUZARPUR	ECZ	34028
6	AURANGABAD	517	PAT-1	ECZ	31669
7	CHINSURAH	443	HOWRAH	EZ	30468
8	HAZARIBAG	525	HBZ	ECZ	30457
9	SAT NAGAR	124	DELHI DO-1	NZ	30238
10	VAPI	868	SURAT	WZ	29649

TOP 10 BRANCHES (FPI) AS ON 30.11.2013

RANK	NAME OF BRANCH	BRN CODE	DIVISION	ZONE	FPI (in lacs)
1	JANPATH	310	DELHI DO-1	NZ	5633.31
2	AHMEDABAD 2	837	AHMEDABAD	WZ	4570.53
3	913	913	MUMBAI 1	WZ	4140.04
4	SOUTH EXTN	11F	DELHI DO-1	NZ	4060.14
5	MOOL CHAND	119	DELHI DO-1	NZ	3631.64
6	CBO-4	422	KMDO-I	EZ	3488.83
7	LUDHIANA-I	175	LUDHIANA	NZ	3360.38
8	PUNE CBO 955	955	PUNE II	WZ	3280.02
9	DADAR	897	MUMBAI 2	WZ	3183.68
10	BORIVALI	935	MUMBAI 3	WZ	3178.58

Glimpses

Mid Term Review SDMs Conferences Pune, Kolkata & Bengaluru



SDMs of SCZ with Shri S.K.Roy, Chairman & other dignitaries in SDMs Mid Term Review Conference at Pune on 07.11.13



SDMs of CZ with Shri S.K.Roy, Chairman & other dignitaries in SDMs Mid Term Review Conference at Pune on 07.11.13



SDMs of EZ with Shri S.K.Roy, Chairman & other dignitaries in SDMs Mid Term Review Conference at Pune on 07.11.13



SDMs of ECZ with Shri S.K.Roy, Chairman & other dignitaries in SDMs Mid Term Review Conference at Kolkata on 13.11.13



SDMs of NCZ with Shri S.K.Roy, Chairman & other dignitaries in SDMs Mid Term Review Conference at Kolkata on 13.11.13



SDMs of SZ with Shri S.K.Roy, Chairman & other dignitaries in SDMs Mid Term Review Conference at Kolkata on 13.11.13



SDMs of NZ with Sh. S.K.Roy, Chairman & other dignitaries at Mid Term Review Conference at Bengaluru on 25.11.13



SDMs of WZ with Sh. S.K.Roy, Chairman & other dignitaries at Mid Term Review Conference at Bengaluru on 25.11.13

Glimpses

All India Agents' Ace Convention - Level II at Madurai - 04.12.13



*Shri S.N.Bhattacharya, Executive Director (Mktg./PD)
addressing the Participants*



*Shri T. Sitharthan, Zonal Manager, SZ
addressing the participants*



*Shri R.N.Mishra, Secretary (Mktg.)
addressing the participants*



*Shri M.Govindaraju, Sr. D.M., Madurai
addressing the Participants*



A view of the Participants



A view of the participants

"Final Leap" NB Competition for BMOs (Educational Seminar) at Bengaluru 10.12.13 (CZ,NCZ & ECZ)



Shri S.N.Bhattacharya, Executive Director (Mktg./PD)
lighting the lamp



Shri S.N.Bhattacharya, Executive Director (Mktg./PD)
addressing the participants



Shri R.N Mishra, Secretary (Mktg.) addressing
the participants



Shri K.K.Das, R.M.(Mktg.), Bangalore addressing
the participants



A view of the participants



A view of the participants

Where attention goes energy flows – things grow

Please mail achievements pertaining to Mktg. dept./ Field force and feedback / suggestions to co_marketing@licindia.com