



July 2013

उत्कर्ष

UTKARSH

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

Our Performance till 30th June, 2013

	Budget Cr.	Volume Cr	Growth rate(%)	A2B %age
NOP	4.05	0.51	-7.54	12.49
FPI	33000	4153.61	-13.42	12.59

LIC's Market Share

	Upto 31.03.13	Upto 30.04.13	Upto 31.05.13
NOP %	83.24	80.94	81.03
FYP %	71.25	73.14	74.79

Top Zones

	NOP	FPI
Absolute Volume	NZ 895099	WZ 945.32 Cr
Growth Rate %	ECZ 6.97	ECZ -4.00
A2B %	NZ 15.63	EZ 14.07

Top Divisions

	NOP	FPI
Absolute Volume	Gorakhpur 101619	Ahmedabad 114.38 Cr
Growth Rate %	KM DO-2 23.48	Mumbai-I 59.13
A2B %	Srinagar 18.01	Ahmedabad 19.06

'DUBAI CHALO'

New Business Competition for Sr. Business Associates (SBAs)

New Business Competition has been floated for SBAs

Competition Period: 1st June, 2013 to 30th September, 2013. (4 months)

Qualifying Conditions: All active SBAs are eligible to participate in this campaign. In order to become eligible for the award, an SBA would be required to fulfill the following performance level:

Level	New Business during the competition period			Award
I	2.5 crore FPI	<u>OR</u>	3000 Policies	Participation in Educational Seminar at Dubai)

*However, SBAs not fulfilling the above performance parameters will become eligible for Educational Seminar within India on procuring the following New Business

Level	New Business during the competition period			Award
II	2 crore FPI	<u>OR</u>	2500 Policies	Participation in Educational Seminar at a place within India

TOP 10 DEVELOPMENT OFFICERS (NOP) AS ON 30.06.2013			
RANK	NAME (Sh./Smt.)	ZONE	NOP
1	HARISH GUPTA	NZ	4106
2	SANJAY KUMAR SINGH	ECZ	2830
3	K VENU	SZ	2405
4	SAGAR SAHA	EZ	2116
5	SUDHIR KUMAR	ECZ	2070
6	D K CHITTORIA	NZ	1873
7	SHIBDAS CHAKRABORTY	EZ	1864
8	ARUN KUMAR	ECZ	1811
9	CHANDRA KET SINGH	ECZ	1741
10	SUDHIR SHARMA	NZ	1718

TOP 10 DEVELOPMENT OFFICERS (FPI) AS ON 30.06.2013			
RANK	NAME (Sh./Smt)	ZONE	FPI (in lacs)
1	SUKETU C JANANI	WZ	2757.18
2	SHRI P P SHETTY	WZ	1229.95
3	S K MATHUR	WZ	1133.16
4	SUNIL A SHAH	WZ	587.34
5	SANJAY GARG	NZ	439.77
6	HARISH GUPTA	NZ	375.57
7	G.MADHUSUDHANAM	SCZ	372.52
8	ANIL KUMAR VERMA	ECZ	285.94
9	SATYENDRA KUMAR VERMA	ECZ	282.50
10	JOHN VARGHESE	SZ	281.75

TOP 10 AGENTS (NOP) AS ON 30.06.2013			
RANK	NAME (Sh./Smt.)	ZONE	NOP
1	CHINTAPALLI SAI KUMAR	SCZ	800
2	RAJENDER KUMAR	NZ	661
3	L.MOOL CHOPRA	SCZ	644
4	SURENDRA KUMAR DHINGRA	NCZ	537
5	MUNIRAJANNA B	SCZ	518
6	M. BHARATHI	SZ	493
7	KAMALAKANTA SUAR	ECZ	478
8	MUKESH KUMAR GUPTA	CZ	451
9	PENDEM MRUTYUMJAYARAO	SCZ	429
10	D.BALAGURU	SZ	402

TOP 10 AGENTS (FPI) AS ON 30.06.2013			
RANK	NAME (Sh./Smt.)	ZONE	FPI (in lacs)
1	SHANTILAL M VAGHASIYA	WZ	1443.70
2	GEETABEN S VAGHASIYA	WZ	1263.88
3	HARENDRA D. SHAH	WZ	1201.36
4	YAMLATA S.PODDAR	WZ	1002.39
5	JANAK N PARIKH,	WZ	524.93
6	ANUSUYA .R	SCZ	370.85
7	V JAYAKUMAR	SZ	252.55
8	ABDUL SALAM ANSARI	NCZ	233.17
9	RAGHAWA RAUT	NZ	221.89
10	PRADEEP SHIVLINKAR	WZ	221.66

TOP 10 BRANCHES (NOP) AS ON 30.06.2013					
RANK	BRANCH	BRN CODE	DIVISION	ZONE	NOP
1	MOTIHARI	536	MUZAFFARPUR	ECZ	12584
2	HAJIPUR	545	PATNA -1	ECZ	10689
3	ARA	528	PATNA -2	ECZ	10453
4	CONTAI	467	KGP	EZ	8686
5	MADHUBANI	542	MUZAFFARPUR	ECZ	8516
6	HAZARIBAG	525	HAZARIBAGH	ECZ	8325
7	SIWAN	546	PATNA -2	ECZ	8010
8	Sat Nagar	124	DELHI DO-1	NZ	7959
9	SASARAM	51K	PATNA -2	ECZ	7674
10	SAMASTIPUR	535	BEGUSARAI	ECZ	7607

TOP 10 BRANCHES (FPI) AS ON 30.06.2013					
RANK	NAME OF BRANCH	BRN CODE	DIVISION	ZONE	FPI (in lacs)
1	AHMEDABAD 2	837	AHMEDABAD	WZ	3196.23
2	913	913	MUMBAI 1	WZ	1582.94
3	901	901	MUMBAI 1	WZ	1468.28
4	NARANPURA	83T	AHMEDABAD	WZ	1232.49
5	Janpath	310	DELHI DO-1	NZ	1201.76
6	CBO 1	871	VADODARA	WZ	879.41
7	Mool Chand	119	DELHI DO-1	NZ	842.36
8	CBO-4	422	KMDO-I	EZ	832.87
9	Chinsurah	443	HOW	EZ	802.03
10	NAVSARI 1	865	SURAT	WZ	801.21

IRDA has decided to grant one time opportunity to all insurers to float campaigns to renew the Agency Licenses which have been expired for more than one year. All Divisions to take full advantage of this opportunity.
(For complete details refer IRDA Circular IRDA/AGTS/CIR/GLD/066/04/2013)

Glimpses

***'Felicitation by Chairman'
(Development Officers)
At Hotel Trident, Mumbai on 16th July, 2013***

97 Development Officers qualified in the NB Competition floated for the month of June, 2013.
19 Development Officers qualified 'With Spouse' for 'Felicitation by Chairman'.



Shri SK.Roy, Chairman addressing the Qualifiers



Shri S.Sarker, M.D. addressing the Qualifiers



Shri S.B. Mainak, M.D. addressing the Qualifiers



Sh. R.R.Dash, E.D (Mktg/PD) addressing the Qualifiers



A view of the Qualifiers

Concessions & Relaxations for settlement of claims have been allowed to Policyholders affected by flash floods & landslides in the State of Uttarakhand in June, 2013. (for Complete details refer CO communication CO/CRM/Claims/2013-14/27 dt. 24.06.2013.)

"Your Aspirations are your Possibilities"

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