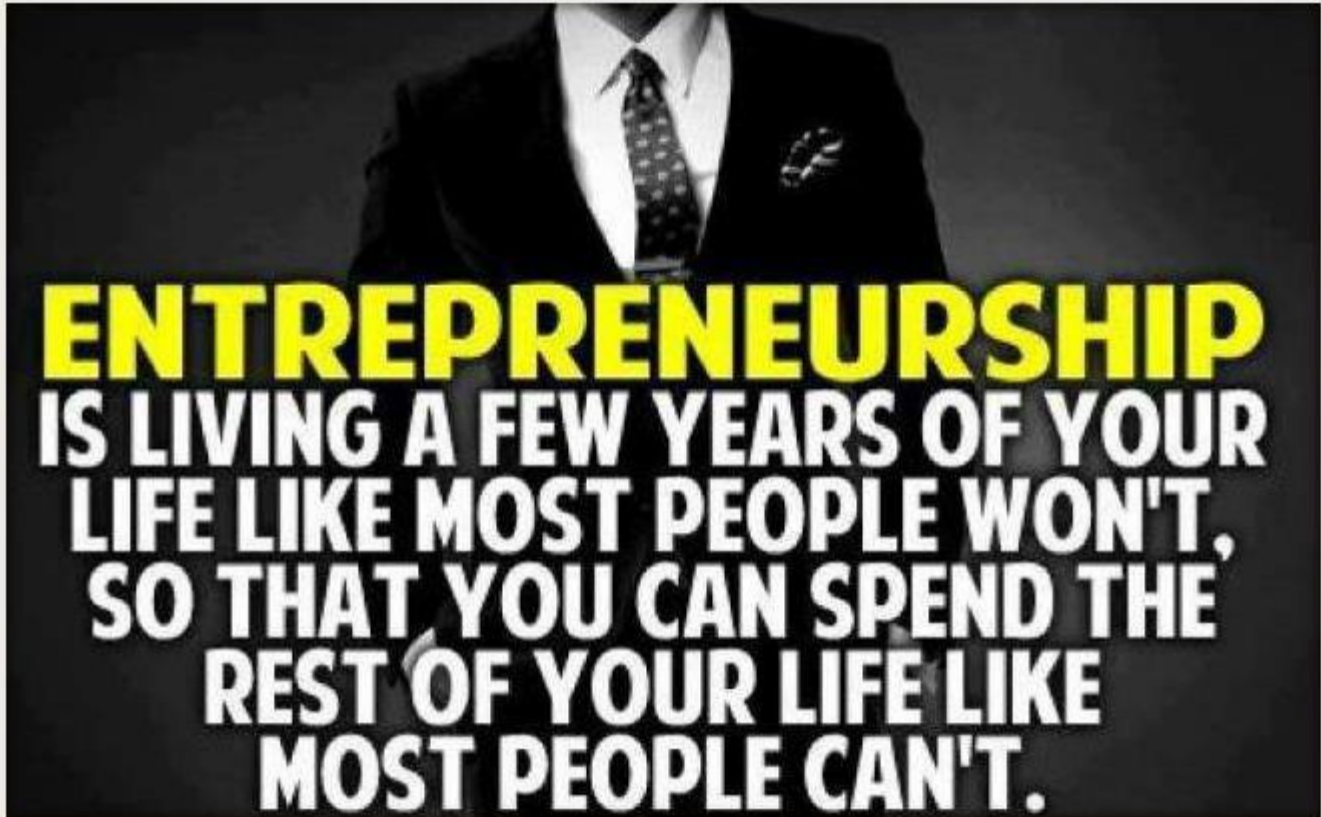


START-UP OPPORTUNITY **AS A** **LIC AGENT.**



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ENTREPRENEURSHIP
IS LIVING A FEW YEARS OF YOUR
LIFE LIKE MOST PEOPLE WON'T,
SO THAT YOU CAN SPEND THE
REST OF YOUR LIFE LIKE
MOST PEOPLE CAN'T.

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We groom Ordinary People to
earn Extraordinary Wealth
and make them
STAND OUT FROM THE CROWD

What is LIC's Start-Up Opportunity ?

- It is an Exclusive Career opportunity provided by LIC of India to Fresh Graduates, Post Graduates and MBAs to become an Entrepreneur.
- It is Premier Agency Channel (like Nexa of Maruti Udyog) which will cater to Upper Middle Income and High Net worth Individuals.
- Agents will also deal with Corporates for Business Insurance.

What is LIC's Start-Up Opportunity ?

- It is a full time Entrepreneurship Opportunity.
- Total earnings during 1st year will be above Rs-25,000 if one performs all the mandatory activities required of them.
- Total earnings by the end of 3rd Year will be above Rs-1,00,000 per month.

Activities Required

Following Activities are Mandatory:

- Attend Training Sessions Regularly.
- Preparing Prospect list of at least 100 People.
- Meeting at least 4 Prospects Daily.
- Writing Daily Activity Report and Preparing weekly summary.
- Attend Weekly Review Meetings.

Job Profile of LIC Agent

The main job of LIC Agent involves:

- Prospecting:** Identifying the prospective customers and fixing appointment.
- Need Analysis:** Identifying the needs and getting the prospect agree that need exists. (i.e. Family Income Provision, Children Education and Marriage Provision or Retirement Income Provision.)

Job Profile of LIC Agent

- **Plan Presentation:** Suggesting suitable plans that fulfill the needs as agreed by the prospect.
- **Closing the Sale:** Convincing the prospect that you have suggested the best possible solution for his needs and ask for the order.
- **After Sales Service:** Provide efficient after sales service and claims settlement.

To Become Successful LIC Agent:

- You should be outgoing and love to meet people.
- You should be ambitious to start your own Business.
- You should have Good Communication Skills.
- You should have lot of Perseverance.
- You should be willing to work hard with lot of Dedication and Devotion.
- You should be prepared to accept rejections as stepping stone.

Benefits of LIC Agency as a Career

- LIC agency is considered today as the highest paid profession in the world.
- It also provides you with the Royalty Income.
- You can start your own Business with less Capital Investment.
- You have freedom to set your own working hours.
- You have the opportunity to earn as per your potential.
- Your work gets easier and less demanding as your business grows.
- You can Pass this Business to your next Generation as a legacy.

***REMUNARATION
AND
OTHER
BENEFITS.***

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REMUNARATION

- Remuneration will be paid to you in the form of Commission as percentage of premium collected through the policies sold by you.
- It is not a one time commission on a sale made by you.
- It provides you the royalty income through out the term of policy. As long as policyholder pays the Premium you will get the commission.
- Moreover this commission is hereditary i.e. it will be paid to your nominees even after your death.

REMUNARATION

The Commission rates on regular premium policies are as under:

- **First year Commission : 25% + 10% bonus(if policy term is above 15 years.)**
- **2nd and 3rd Year : 7.5%**
- **4th year onwards : 5%**

OTHER BENEFITS

Club Memberships

Club Membership is the recognition bestowed upon the agents to increase their status in the society and in the Corporation.

Club Memberships

Following are the levels of club membership depending up on the Business performance:

- Distinguished Club.
- Branch Manager's Club.
- Divisional Manager's Club.
- Zonal Manager's Club Member.
- Chairman's Club.
- Club Galaxy.
- Corporate Club.

Club Membership

Following additional benefits are given over and above the commissions' payable:

1. Office Allowance to maintain your own office.
2. Telephone/Mobile bill reimbursement.
3. Reimbursement of Sales Promotional Gift items.
4. Interest free advance for purchase of Car/Motorbike.
5. Interest free advance for purchase of office equipment.
6. Interest free advance for Training.

Club Membership

- 7. Interest free Festival Advance.
- 8. Housing loan at concessional rate of interest.
- 9. Term Insurance and Mediclaim benefits.
- 10. Guest house facility throughout India at concessional rates as applicable to employees.
- 11. Annual Convention.

CLUB MEMBERSHIPS

The total monetary equivalent of all above benefits ranges from “5,500” to “6,20,000”, depending up on level of Club Membership.

Gratuity

Agents are entitled to get the gratuity at age 60/65 years after serving for minimum 15 years.

At present the Maximum Gratuity amount payable is ` 3,00,000.

International Recognition from MDRT

- Founded in 1927, the Million Dollar Round Table (MDRT), The Premier Association of Financial Professionals, is an international, independent association of nearly 36,000 of the world's leading life insurance and financial services professionals from more than 430 companies in 78 countries.
- MDRT members demonstrate exceptional professional knowledge, strict ethical conduct and outstanding client service.
- MDRT membership is recognized internationally as the standard of sales excellence in the life insurance and financial services business.

International Recognition from MDRT

- To qualify for the membership of MDRT, agents have to earn the prescribed First Year Commission excluding the Bonus Commission OR brings prescribed First Year Premium during the Calendar year.

International Recognition from MDRT

Sr. No.	MEMBERSHIP	CRITERIA	FIRST YEAR COMMISSION WITHOUT BONUS	FIRST YEAR PREMIUM
1.	MDRT	BASIC	Rs.9,34,400	Rs.37,37,600
2.	COURT OF TABLE(COT)	3 TIMES MDRT	Rs.28,03,200	Rs.1,12,12,800
3.	TOP OF TABLE(TOT)	6 TIMES MDRT	Rs.56,06,400	Rs.2,24,25,600

International Recognition from MDRT

Through our training process we will make sure that you will qualify for Basic MDRT by the end of 3rd year of your agency.

We Thank you for Reading Such a Long
Presentation Till End.

If you have made up your Mind to Work Full Time
and Be an Entrepreneur mail your resume on
howtobecomelicagent.raj@gmail.com
If you need any further clarification feel free to
call on 9822017314/932308414.

We will appreciate if you can forward this
Presentation to your friend who has burning desire
to become an entrepreneur.