



# AROUND THE INSTITUTES

## V IJAYAWADA INSURANCE INSTITUTE

The 40th Annual General Body Meeting of Vijayawada Insurance Institute was held on 25th June, 2004 in the Institute premises. Sri Ch. Srinivasa Rao, Chairman presided over the meeting. Sri P.Hanumantha Rao, Hon. Secretary welcomed the members and presented the Annual Report for the year 2003-2004. Sri B. Sasikanth, Hon. Treasurer presented the Audited Statements of Accounts.



*Prize Distribution : P. Hanumantha Rao Hon. Secretary, with mike Ch. Srinivasa Rao Chairman giving the prize to the member.*



*Sri G. Narayana Rao A.O. LIC is handing over cash donation of Rs. 10,000 to the Hon. Secretary P. Hanumantha Rao, Sri Ch. Srinivasa Rao Chairman is at the centre.*

After some useful discussion, both the Annual Report and audited statements of Accounts were adopted by the General Body.

The following members were elected to the Executive Committee for the year 2004-2005.

- |                              |              |
|------------------------------|--------------|
| 1. Sri Ch. Srinivasa Rao     | (BM) LIC     |
| 2. Sri P. Hanumantha Rao     | LIC          |
| 3. Sri B. Sasikanth          | LIC          |
| 4. Sri D.V.V.S.V. Prasad     | LIC          |
| 5. Sri P.V.N. Krishna Rao    | LIC          |
| 6. Sri G.V.S. Srinivas       | LIC          |
| 7. Sri K. Ranga Rao          | United India |
| 8. Sri M. Babu Rao           | United India |
| 9. Sri I. Srinivas           | United India |
| 10. Sri T. Suryanarayana     | New India    |
| 11. Sri K.S.N. Srinivasa Rao | Oriental     |



*Prize Distribution from left : P. Hanumantha Rao Hon. Secretary, Ch. Srinivasa Rao Chairman.*

Sri N. Vishnuvardhana Rao, UI and Sri M. V. Sudhakar LIC were appointed Auditors for the year 2004-2005. Newly elected executive committee members met and elected the following Office Bearers for the year 2004-2005.

1. Chairman - Sri Ch. Srinivasa Rao
2. Vice Chairman - Sri I. Srinivas
3. Hon. Secretary - Sri P. Hanumantha Rao
4. Hon. Treasurer - Sri B. Sasikanth
5. Hon. Jt. Secretary - Sri T. Suryanarayana



A section of audience.

In the General Body Meeting prizes were distributed to the members who secured highest marks (not less than 60) in various subjects of May 2003 and Nov 2003 examinations among Institute members. Diplomas were presented to the members who completed Associateship and Fellowship in Nov 2002 and May 2003 examinations.

Mementos were given to the tutors, members who participated in the research work on "pension

perceptions in India", Auitors and Sri K.K.D. Hanumantha Rao who submitted a paper on "key service areas-customer oriented initiatives" to LIC S.C.Zonal Office, Hyderabad on behalf of Vijayawada Insurance Institute. Prizes were given to the winners and runners up of Annual tournaments.

Sri G. Narayana Rao, A.O., LIC. CB IV handed over an amount of Rs. 10,000/- to the Hon. Secretary for instituting a "prize fund" in memory of late

S. Krishna Mohan who was life member of Vijayawada Insurance Institute.

In the meeting, two decisions were taken.

1. To purchase a computer for the Institute
2. To publish a Quarterly or Half-yearly bulletin during the year.

The meeting came to a close with the vote of thanks by Sri T. Suryanarayana, Hon. Jt. Secretary.

## **R**AJAHMUNDRY INSURANCE INSTITUTE

### Activities of Rajahmundry Insurance Institute during the year 2003-2004

On 7.12.2003 a programme "Tips for Interview" was conducted for those attending H.G.A. (Admn. and PG-II) interviews. 41 candidates attended the classes. The Honorary Secretary of the Institute Sri M. Kodanda Ram welcomed the participants and Sri E.J.P. Prasad, Manager (P&IR) conducted the programme as co-ordinator.

The classes were taken by Sri V.V. Satyanarayana, Manager (N.B.), Sri M. Venkatachari, Manager (I.T.),



"Hon. Secretary Sri M. Kodanda Ram welcoming the participants and Manager (P&IR) Sri EJP Prasad, Manager (WB) Sri V.V. Satyanarayana and Managing Committee members of Rajahmundry Insurance Institute.

Sri M. Bhushanam, Manager (PS), Sri S.V. Satyanarayana, A.O. (Sales), Sri N.R.K. Rao, A.O. (OS), Sri Y. Raghunadha Rao, A.O. (Claims), Sri K. Sridharan, A.O. (F&A), Sri M. Nageswara Rao, A.A.O. (L&HPF).

The participants really felt happy over the interest taken by the Institute in conducting the coaching classes for H.G.A. interview and expressed that the classes really helped them in boosting their confidence in facing the interviews. Out of the 15 selected for promotion, 13 were from this session.



The participants at the "Tips for Interview" programme.

- On 10.12.2003 the Institute conducted a seminar for Agents under training in General Insurance Company. The Institute tried to enlighten them regarding the importance of having a professional qualification. Nearly 40 members attended the seminar.
- On 8.1.2004 a seminar was conducted in a Government autonomous College (erstwhile Govt. Arts College) for second and final year degree students on various Insurance exams being conducted by Insurance Institute of India, Mumbai. Nearly 100 students

participated in the seminar and some of them enrolled for writing the Licentiate examination.

- The Institute was among the 10 Institutes which participated in the competition conducted by the then Hon'ble Zonal Manager Sri L.K. Dash (Z.M. LIC-DC Zone-Hyderabad).

Out of the 15 Associated Institutes in A.P. and Karnataka, only 10 Institutes participated in the competitions, with submission of 2 papers. The contributions were made by Sri Krishnakumar Sree Sr. D.M. Ull D.O. RJY

(also Vice-Chairman of RII) and Sri S.V. Satyanarayana, A.O. Sales LIC-DO RJY.

- A survey was conducted as per the guidelines given by I.I.I. on Pension products of Insurance companies. The questionnaire was prepared by IIM-Bangalore.
- Oral Tuition classes were conducted for many subjects of the Institute examinations.
- The Institute released the 3<sup>rd</sup> edition of Rajahmundry Insurance Institute's Journal Insur-Ed-in pursuit of excellence.

# PONDICHERY INSURANCE INSTITUTE

The institute conducted one day programme on 11th January, 2004 on the subject "Personality development and Effective Communication Skills" for the benefit of LIC agents. The programme was sponsored by LIC of India, Pondicherry. In all 40 agents participated in the programme.



Lighting of traditional lamp by Shri M. A. Ramamurthy



Prayer in progress

The Faculty members were :

- Shri B.S.T. Shah, D.M., UIIC, Chennai
- Shri N. Alagappan, D.M., Pondicherry
- Shri J. Ravindran, Asst. Manager, UIIC, Chennai

The Institute also conducted a seminar on 24th January, 2004 on the subject, "General Insurance for Industrial Clients" at Hotel Annamalai International, Pondicherry for the benefit of corporate clients. In all 26 clients participated in the seminar.

Shri M. A. Ramamoorthy, Asst. General Manager, The New India Assurance Co. Ltd., Regional Office, Chennai was the Chief Guest. Shri S. J. Gidwani, Secretary-General, Insurance Institute of India was the special invitee.

Shri V. Dhanraj, Manager, The New India Assurance Co. Ltd., Regional Office, Chennai also participated. Dr. N.G. Srinivsan, Chairman of PII gave welcome address. Shri P. Natesan, Admn. Committee Member of I.I.I. Mumbai was convenor and co-ordinator of the seminar.

The Faculty members were :

Shri A.Rajagopalan, Manager, NIC, R.O., Chennai  
 Shri S. Gridhar, Asst. Manager, UIIC, R.O., Chennai  
 Shri V.G. Dhanasegaran, Associate Vice-President, Aon Global Insurance Services Pvt. Ltd., Chennai.

The Seminar concluded with the vote of thanks by Shri K. Narayanasamy, Hon. Secretary of PII.

## J AIPUR INSURANCE INSTITUTE

The 28th Annual General Meeting of Jaipur Insurance Institute was held on 30th June, 2004. Annual Report & Accounts were placed and Diploma Certificates & Merit Certificates were given to the successful candidates.



Shri Raj Kumar, SDM, LIC & Chairman, welcoming the audience sitting (L to R). Shri A.K. Sharma, Vice-Chairman & Dy. Manager, New India & Shri Ram Nath, RM, United India, Chief Guest of the function & P.C. Sharma, Hony. Secretary.

# INDIAN INSURANCE INSTITUTE KOLKATA

## HALF-YEARLY REPORT FOR JAN-JUNE'2004

### ORAL TUITION CLASSES :

The Institute is offering Oral Tuition Classes (OTC) for the full courses of 17 subjects on Life Branch from C.I.S to Fellowship Examination. For May' 2004 examination the classes started from the 3rd week of February and concluded at the first week of May 2004. Special care has been taken in selecting competent & sincere faculty for all the subjects. A system of taking feed back from students has been taken to monitor the quality of tuition. This year, the enrollment of students for Licentiate has dropped considerably mainly due to stagnation in recruitment. But students for almost all the papers in Associateship have risen and steep rise was noted for Fellowship- specially in Mathematics (P-81) & Statistics (P-82)

### BEEMA BEEKSHAN :

Since April 2003 our House Magazine "Beema Beekshan" is being published on Quarterly basis in modified format. Jan-Mar 2004 was published on 1st week of April 2004. A special section titled "Examination Guide" comprising solutions of past year's Questions in Associateship & Fellowship Examination received tremendous response from the members. The



Shri S.J. Gidwani, Secretary-General, I.I.I., Mumbai delivering address at the Pre-Platinum Jubilee Seminar at Mahayati Sadan Hall, on 5th May, 2004.



Dignitaries on the dais at the Pre-Platinum Jubilee Seminar. From L to R - Shri Punjab Singh (Speaker), Shri D.K. Mehrotra, ZM LIC IZO, Shri D. Basu, President, III/Kolkata & Shri S.J. Gidwani, Secretary-General, III/Mumbai.

Editorial Board is taking special care to ensure that latest information of interest reaches our members.

### AGENTS' TRAINING :

Year 2004-2005 was earmarked as the "Year of Agents' Training", as revealed from the following sessions of our training activities:

i) On 17th June 2004 a special Training Programme was organized at the DTC Hall of LIC/KMDO-1 at the initiative of Sri

Swroop Das, Development Officer of CBO-22. The topics for the session were "Need base selling and Prospecting. The Speakers were Sri Sankar Das & Sri Samarendu Mukherjee.

ii) On 19th June another tailored made training was organized at the Conference Hall of LIC/KMDO-1 at the request of Sri Rajib Kuthial, Development Officer of CBO-4. 35 agents took part in the session. The training was inaugurated by Sri J.Sen, Marketing Manager of



LIC/KMDO-1, Sri J. Barat, Manager (Sales)/KMDO-1 Sri S. Das, Sri A. Patra, Sri. C. Nandy and Sri M. Nahata were on faculty side. The topics were Conventional Products presentation, Tax calculation, Prospecting & Motivation.

### SEMINAR ON MOTIVATION :

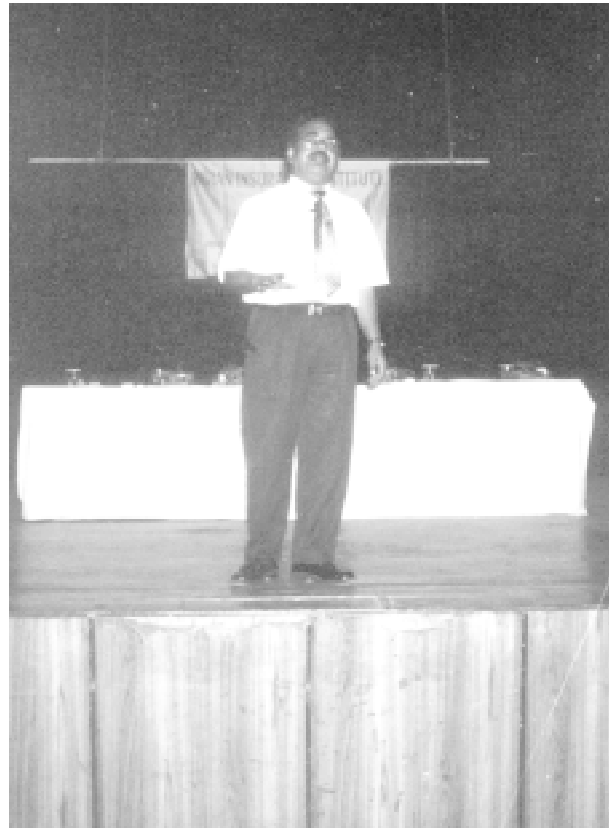
Indian Insurance Institute-Kolkata - pioneer in insurance education in India, completed 75 years of service on 5th May, 2004. To commemorate the milestone day, a special seminar was organized at Mahajati Sadan with Sri Punjab Singh, the ace MDRT agent of Patna Division of LIC as an exclusive speaker. Sri S.J. Gidwani, Secretary General of Insurance Institute of India was invited as Chief Guest. The seminar was inaugurated by Sri D.K. Mehrotra, Zonal Manager, LIC-EZO.

For nearly 3 hours, Sri Singh glided over his favourite areas of Prospecting, Motivation & working towards qualifying for MDRT as a packed hall paid pin drop attention. Sri Singh was visibly delighted by participating in the special programme of the oldest Institute in India. He appreciated the Institute's activities towards bringing professionalism among aspiring agents and urged all to get associated with it.

The function was concluded with thanks given by Sri Sankar Das, General Secretary.

### PUBLICATION OF LIC AGENTS DESKTOP :

This year, the Institute has brought out a booklet titled "LIC Agents Desktop" containing valuable & upto date information covering all aspects of Agency Career. Guidance provided in all servicing areas like Underwriting, Policy Servicing, Tax planning, Key man Insurance, Partnership Insurance,



Sri Punjab Singh, ACE MDRT AGENT of Patna Division, LIC delivering Motivational Speech at the Seminar on 5th May, 2004.

HFL, Mutual Fund and other related topics. The booklet received huge response from the field force and appreciation from all quarters of Eastern Zone of LIC.

### ANNUAL GENERAL MEETING :

The 74th Annual General Meeting of Indian Insurance Institute was held on 12th June, 2004 at 2.00 p.m. at the Divisional Training Centre, Jeevan Prakash, 16 C.R. Avenue, Kolkata-700 072. The meeting was presided over by Sri D. Basu, President of Indian Insurance Institute/Kolkata. Apart from Sri Basu, Sri P. Bandopadhyay, Sri A.K. Banerjee & Sri A. Vedajana graced the occasion. The reason of Institute's excellent performance last year according to Sri Basu was attributable to a team of dedicated council led by Sri Sankar Das.

While placing the Annual Report, Sri Sankar Das, Secretary of the outgoing council acknowledged the inspiration & co-operation from the Zonal & Divisional teams of LIC coupled with the devotion and dedication of the council to materialize the goals of the Institute. After the discussion, the Annual Report & Audited Accounts for the year 2003-2004 were adopted unanimously.

The names of the newly elected Council Members for the year 2004-2005 were read and approved by the members. The house re-appointed M/s. D. Lahiri & Associates as Auditor for the year 2004-2005.

The curtain was drawn on the function as Sri A.K. Banerjee summed up the proceedings.