

LIFE INSURANCE AGENT'S FEDERATION OF INDIA

Regd. No. 2924/2000.

RANVIR SHARMA
National President.

B. MARKANDEYULU.
Secretary General.

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Secretary General's Report Presented at 78th Executive Committee meeting held at ASHOKA Hotel Egmore CHENNAI. (Madras City) at 6th 7th September 2025.

Respected National President, Distinguish Leaders on the Dais Delegates and Special Invitees.

I express my heart felt gratitude to all of you for celebrating Vinayaka Chaturthi. May Lord Vinayaka Bless all of you and your family members for a happy family. The State Tamil Nadu is known as the Land of Temples. The State has numerous renowned and Historically significant Temples are there. Such as the Meenakshi Temple in Madurai. Brihadeeswara Temple in Thanjavur. Arunachaleswara Temple in Tiruvannamalai. Welcome all of to this Chennai for 78th Executive Committee Meeting.

This is the 2nd E.C meeting after the 17th General Council, I submit Secretary General Report with heavy heart. I have faced many setbacks during the Agitation period. I may not be appreciated but don't spread **Scuttlebutt**. I request all of you to openly air your views on various subjects and also your Organizational Activities unless our hearts become nearer, we cannot achieve anything for the common Agent. I am not in a position to know whether I am doing the right thing or wrong. By this silence I do not know whether my approach is positive or negative. I am failing to understand whether the suggestions given by me are acceptable or unacceptable. I expected a lot of interaction and feedback from you.

ORGANIZATION MATTERS:

Just as the strength of a chain lies in its weakest link so also is our Federation strength lies in Branch Association should in fact be our endeavor to strengthen all our Branches in the chain. Ultimately Federation draws its strength from its Zonal Councils, Divisional Councils, and from the Branch Association. Keeping these facts in view. The Eastern Zonal Council has made Successful Contribution in forming the new Divisional Council as part of which. (1) Bardman. (2) Bongaigoan. I Appreciate Eastern Zonal Council.

During the more efforts of the South Central Zonal Council two Divisional Council's are joined our Organization, which is Shimoga and Belgaum. They try to remaining Divisions to get into our fold. I appreciated SCZC Leaders.

I am ecstatic to inform you, earlier the Western Zonal Council was in all India LIAFI after negotiating it was joined in our Federation, similarly except few Leaders. The remaining all India LIAFI Leaders joined in our Organization and took our LIAFI membership also. My heart felt Congratulations to all the Leaders. I here to say and collective efforts are necessary to Progress of Federation and to respect each other.

REVIEW OF AGITATION:

LIC brought 1st October 2024 new products to introduce one year surrender value and Claw- back clause. It increased premium rates and reduced the age at entry 50 years. It staggered the payment of 3.5% commission to 6th year and decreased 2% commission for policies below 5 Lakhs. A zoom meeting of All India Office Bearers was held on 6-10-2024. To discusses these changes which are neither helpful to Policy holders nor Agents. It was decided to go for Agitation till the changes are reviewed. Another meeting of all India office bearers was held on 13-10-2024 and finalized the modalities of agitation. And start the Agitation. A joint meeting of LIAFI2924/2000 and All India LIAFI was held on 20-10-2024 for find out possibilities of unification after lengthy discussion both Organization unified. Due to some circumstances a few Leaders of All India LIAFI opted out of the agreement. All rest of Leaders were joined our Agitation scheduled 8-11-2024. The management call us to discuss about Agenda, that Gist was Circulated earlier.

Our Federation continued Agitation despite of many Clutter things. Continuous zoom meetings with all India Office Bearers were periodically held to discuss the progress and effectness of the ongoing- agitation. I whole heartedly Congratulate to all Leaders and Agents friends who took the Agitation seriously and gave their best to make it Successful.

I wrote a letter other agents Organization to come together and achieve agents Legitable demands. The first meeting has been arranged on 21-1-2025. At Vijayawada and two meetings were arranged at New Delhi. We have discussed deeply in that meetings,

and concluded to form as a United Forum of Agents. In the name, decided to conducted "MAHA DHARNA" on 19-3-2025. All are come in to United Forum Bannar. Our Joint delegation met opposition Leader of Parliament Shri. Rahul Gandhi ji on 18-3-2025 and explained our problems and requested him to Address of our issues. A peaceful Demonstration was held at **RAMLEELA MAIDAN DELHI** on 19-3-2025. It was unprecedented moment made by our organization.

LIAFI E.C. MEMBERS:

I request all of you to take special interest to nominate E.C. members for all the Divisions in your respective Zones.

It is observed that some E.C. members have not attended the ALL INDIA E.C. Meetings. It is the responsibility of the Zonal Leaders and Division Leaders talk to them and motivate them to attend all meetings. Division Leaders should take way for the Branch meetings. Collective efforts are very essential to make LIAFI strong.

LEADERS TOURS:

I humble request all the Zonal and Divisional Leaders to send quarterly report of their activities. Its LIAFI view that the Zonal Leaders should visit at least one Divisional council monthly, simultaneously the LIAFI E.C. members and the Divisional Leaders Should visit at least Two Branches associations monthly. The tours of the Leaders will not only create confidence. But also generate huge enthusiasm among the Agents friends and reveal all

LIAFI achievements to micro level it is imperative and cohort all the leaders to staunch the LIAFI, endeavor to change the LIAFI embodiment at the current scenario.

I request all the Leaders to work collectively with responsibility to strengthen LIAFI. The Central Secretariat is ready to extend, all possible auxiliary to make these tours Successfully.

L.C.C. MEETING: *I am happy to inform all of you that one meeting took place on 29-1-2024 and the 2nd meeting was held on 8-11-2024. The subjects of two meetings I have already sent through what's App.*

COURTESY MEET:

National President Sri. Ranvir Sharma ji, Secretary General Sri. B. Markandeyulu and Resident Secretary Sri. Rakesh Jain met with New Team of LIC Management on 20th August 2025. On the Occasion we had an enthusiastically interaction with them. That message was also Circulated.

ACHIEVEMENTS:

1. *The Club member relaxation circular issued by the Management.*
2. *2% Commission that ensured added 6th year onwards earlier 5 lakhs and above policies has been provided now 2 Lakhs policies are covered.*
3. *The **Micro Bachat** Policy and commission was not included for club membership in earlier. But we demanded, recently that circular was issued. The competent Authority has allowed full credit to given below:*

1. Number of lives in force. 2. Net number lives. 3. Commission earned. 4. First year Premium.

FOR POLICY HOLDERS:

- *Government of India should remove GST on Insurance Policies.*
- *The unclaimed amount of Policy holders should not transformed to Social Schemes.*
- *Reduce rate of Interest on various financial transactions.*
- *Increased bonus rates to policy Holders.*

FOR AGENTS:

- *To Increase Gratuity up to 10 Lakhs*
- *To Introduce Mediclaim, who are eligible for E.R.C.*
- *To Introduced Provident Fund.*
- *To Increase Group Term Insurance for tied Agents up to 25 Lakhs and age should be considered 85 years as per Mediclaim age.*
- *To Create welfare fund to catar to the needs of Agents Families.*
- *To Provide benefits to Direct Agents.*
- *Free Group Insurance should be increased 10 Lakhs, if one Policy is in force.*

ISSUES WITH IRDAI:

1. Review of first year Surrender value of Policies (Master Circular June 2024.)
2. Free Look Period should be 15 days Only.
3. Nomination of Agents Representatives in Insurance Advisory Committee of IRDAI and Life Insurance Council should be restored.
4. We strongly Oppose the Project of BIMA SUGAM and request the Government to scrap BIMA SUGAM in the interest of the policy holders and Life Insurance Industry.

ISSUES WITH GOVERNMENT OF INDIA.

1. The Financial power to Decide Agent's Commission should be restored with Parliament (Insurance Act 1938).
2. Reduce GST Rates on all Insurance Products.
3. Seeking Government Involvement in redressal Grievances of LIC Agents.

FOR CLIA:

- When Clia Loses the club members status, he/she shall be continued as Clia.
- Provide more benefits to Clia, that channel will be sustained.

LPM'S AND ABOVE STATUS:

During the 2years of period, we have received **79** LPM's, I Congratulate each other to contribute higher patron membership – **Platinum-** 1.M. RAMACHANDRA RAO.2. B.V. BALAKOTESWARA RAO. 3. M.L. BHAVANI. 4. M. SURENDRA REDDY.

Diamond: P. NAGESWARA RAO., Gold: E. JAYA PRAKASH and MUSALA REDDY. They all are from Machilipatnam Division. I Congratulate Machilipatnam Division.

S. NATARANJAN – Platinum member from Coimbatore. SANATAN LEHKAR- Platinum member from Guwahati. DABASIS CHATOPADHYAY-Gold member from KMDO-2. ALOK KANUNGO-Silver member from KMDO-2, BHIM SEN SHARMA- Silver member from Gwalior. My heart felt Appreciations to all the above members, from their respective Divisions and Zonal Councils.

I request all the Leaders to improve Patron Membership for Betterment of Federation Activities.

DIVISIONAL COUNCIL STATUS:

*As promised in the Jaipur E.C. meeting, Certificates have been issued to Affiliated Branches, for the year 2024-2025. We received **492** Branches Affiliation fee from their respective Divisions for the Year 2024-2025. As per norms we declare the following Divisions are Acquired Status.*

CZC: BILASPUR; **EZC:** GUWAHATI; **NCZC:** AGRA, ALIGARH, DEHRADUN and MEERUT;

NZC: KARNEL, **SZC:** CHENNAI-DO1, COIMBATORE and SALEM.

LIAFI'S NEWS:

We entrusted editing of LIAFI'S News to Sri. Ranvir Sharma ji, National President. I am hopeful that the Current Issue will be in your hands, at Chennai E.C. Meeting. I request all of you to send hard copies and events in your Domine, so that our LIAFI's News Book can be made attractive and informative. I request all of you to co-operate.

OUR WEB SITE:

Our Web Site is revived and Web Site is www.liafi.co.in Sri. S. Natarajan will co-ordinate this Web Site activity. I appeal to visit the web site and give the feedback.

HOMAGE:

I pay homage to demise all the Leaders and Agents, during the past years.

With heavy heart and tears in my eyes. I remember late Sri. Badal Das Jalapaiguri Division he is very good human being. He was telephone to me asking family welfare matter. I never forget his association. He is associated with Sri. H.M. JAIN Garu. He was successful Election Officer along with Batra Ji

Smt. Shanti Jayakar Divisional treasurer of Udupi Division, she was met an Accidental Death on 9/9/2024. Very unfortunate thing was happened she was participated All India E.C. meeting at Jaipur.

Infinite faith and Strength are the only Conditions of success.

CENTRAL SECRETARIAT AFFAIRS:

We conduct the day- to-day activities of the Federation and discharge such other functions as may be Authorized or delegated by the Federal Executive Committee. According Bye-Laws We have conducted C.S. meetings periodically from Last 2 Years. In that C.S. meetings Head Quarter Vice President is preside over the meetings. As per Agenda, we discussed Organization matters functionings of the Central Secretariat. Secretary General explaining foc's and con's of LIAFI Activities, Central Secretariat Maintained Accounts and Minutes book for seeking transparently. As a Secretary General, I committed to my Responsibilities and Duties. We are also conducted C.S. Extended meetings, we have Invited SCZC President and Secretary. Here after I would like to Invite rest of Zonal Leaders for every Quarter of C.S. meetings, for strengthening Central Secretariat Abundantly. Our Organization will Enrich Day by Day. I think this is the First Step towards to" **Working To Gether**".

VISION AND COMMITMENT:

Let us know the ground realities and strengthen the Organization. I humbly request Leaders at all levels to maintain Cordial (atmosphere) relation among the various Agents associations and with each and every one. Then we can win in all aspects. I can say Proudly with the help of you all, I could improve Prestige and Status of our Agents Community.

LIAFI hopes to Organize an Educational Seminars in the Coming Days. As well as awareness' programs for Leaders towards the Organization.

I had a lot of support and co-operation from our National President Sri. RANVIR SHARMA ji and I pay immense gratitude to him. Who ever co-operation for giving valuable advice and guiding me properly. I profusely thank all the leaders and Office Bearers. If knowingly or unknowingly I commit any mistake please ignore. I thank you for your patiently hearing and I invite suggestions for making our LIAFI Strong.

Our Commitment to get **1000** Branches Affiliation. All are should work together for the LIAFI Activities.

All Power is within you Believe in that, do not Believe that you weak. Stand up and Express the Divinity with in You.

LIAFI CELEBRATIONS:

***TO CELEBRATE THE OCTOBER 2ND FORMATION DAY.**

***TO CELEBRATE 24th JANUARY AS AGENCY PROFESSION PROTECTION DAY.**

Dated at Guntur on 30th Aug 2025.

B. Markandeyulu.

***B. Markandeyulu.
Secretary General.***