



Life Insurance Round Table

September 21st - 23rd, 2024

Pre-Convention 20th September 2024

36th

Annual Convention



**SECURING FUTURE
GROWING FORTUNE**

HOLIDAY INN LUCKNOW AIRPORT



LIFE INSURANCE ROUND TABLE

36th Annual Convention

SECURING FUTURE, GROWING FORTUNES.

HOLIDAY INN LUCKNOW AIRPORT - Lucknow

LIFE INSURANCE ROUND TABLE emerged out of a dream of few dedicated agents (in 1988) who attended Million Dollar Round Table Conventions at U.S.A. Since 1983. These agents felt the need of an organization like Million Dollar Round Table to establish forum dedicated to fostering high standard based on professional approach to life insurance sales and service.

We introduce ourselves as professional organization, LIFE INSURANCE ROUND TABLE (LIRT) - ASSOCIATION OF INSURANCE PROFESSIONALS; working since 34 years for the upliftment of the agent's fraternity, organized by the Insurance Agents with educational motto without any commercial intention.

LIRT is responsible for introducing the MDRT culture in INDIA in the shape of LIRT and creating MDRT Agents giving the experience to those agents who are unable to attend the convention abroad.

Since 1988 every year LIRT is organizing 3 days Residential Convention where Insurance Agents (Life, Non-life, and Financial Planner) are participating from all over India and abroad.

This convention has been organized in such a way that the participants get the knowledge and build relationship amongst the participants from each corner of India.

WHY LIRT...

Membership of the Life Insurance Round Table is a coveted milestone in the career of an agent.

- LIRT membership opens the door to New World of Knowledge, motivation and opportunity. It is your first halt on the journey to membership of LIRT Star Agents and LIRT Twinkle Stars equivalent to or greater than MDRT, COT, & TOT Qualification.
- The Annual Convention is unquestionably the most valuable benefit of Life Insurance Round Table Membership.
- It is an effective, motivating meeting where members exchange information and ideas freely and fully besides listening to the deliberations of speakers from : overseas, our own industry and leaders from other fields.
- The three & half day program offers opportunity of sharing and exchange of ideas between speakers and members at panel discussions, seminars and main platform presentations. Convention topics are chosen to help members to increase knowledge, sharpen the skills and development of self-esteem.
- LIRT is the premier forum for the exchange of sales ideas and techniques amongst agents from all over India gathered at the annual Convention.

LIRT keeps members on the cutting edge of their careers as a result of participation in the educational and motivational environment, which is the paramount need today in view of widening of the Insurance Sector Horizon.

Increased Productivity : LIRT members increase their productivity as a result of exposure to ideas : Time management, Office management and Personnel management. Members receive new ideas from experts in all fields at Annual Convention. Star Agents and Twinkle Stars serve as example for members to increase their levels of production.

Professionalism : LIRT sets the standard for Professionalism : Production requirements, Code of Ethics and overall commitment to excellence in sales and service, motivate members to reach their potentials. Enhanced Prestige and Personal Identification : Life Insurance Round Table members represent the top few life underwriters (agents) throughout India.

LIRT plaques and insignia display the commitment to excellence inherent in Round Table membership. Camaraderie (fraternal, brotherhood & weaving into guild) is a fundamental benefit of LIRT membership. Members develop lasting friendships and receive ideas, instructions and encouragement from other life underwriters (agents) throughout India.



We have entered our profession by chance or choice, but certainly we have neither invested in our education nor have we been adequately trained to meet the challenges of our Job.

Here is the golden chance for you where the following speakers & subjects will be deliberated by eminent speakers from our industry.



LIFE INSURANCE ROUND TABLE

36th Annual Convention

SECURING FUTURE, GROWING FORTUNE

Holiday INN Airport - Lucknow

20th September 2024

12 p.m. onwards – Registration & Hotel Check-in followed by Lunch.
4.00 to 4.30 p.m. - **TEA BREAK**
6.30 to 7.00 p.m. – STAR TWINKLE STAR MEET.
08.00 to 09.30 p.m. – **Dinner**

21st September 2024

06:30 to 08.00 a.m. – **Breakfast**
08:30 to 09.00 a.m. - Prayer, Inauguration and President's Address.
09:00 to 09.40 a.m. – The Right Adviser - KEYNOTE ADDRESS – **Harpreet Singh Chaman**
09:40 to 10.20 a.m. – "The Determination to Win – Self Employment to Self-Reliance."
– **Dr. Punit Dwivedi**
10.20 to 10.40 a.m. - **TEA BREAK**
10:40 to 11.40 a.m. - "The Winning Formula – Road to Progress" – **Nasreen Khan Chanana**
11.40 to 12.40 p.m. - "FutureProof : Elevating Financial Future with AI." – **Ashish Shivdekar**
12.40 to 02.00 p.m. – **LUNCH**
02.00 to 04.00 p.m. - "SPIN TO WIN : Driving High-Converting Insurance Sales "
– **Jitesh Manwani**
04:00 to 04.30 p.m. - **TEA BREAK**
04.30 to 05.00 p.m. - *Group Discussion: "Sales Idea Presentation"*
08.00 to 09.30 p.m. – **Dinner**

22nd September 2024

06:30 to 08.00 a.m. – **Breakfast**
08:30 to 09.10 a.m. - "Achievers Mindset" – **Harpreet Singh Chaman.**
09:10 to 09.50 a.m. – "Building Fortunes" – **Manisha Anand.**
09:50 to 10.30 a.m. – "Securing Future in New World Order, Understanding Geopolitical landscape"
– **Bharat Kulkarni**
10.30 to 10.50 a.m. - **TEA BREAK**
10:50 to 11.40 a.m. – "Social Styles" – **Sandeep Menghani**
11:40 to 12.40 a.m. - "Life Lessons & Business Lessons from 'SHOLAY' – **Dr. Laxmikant Kasat.**
12.40 to 02.00 p.m. – **LUNCH**
02.00 to 03.00 p.m. - "Wheel of Life" - **Sandeep Menghani**
03.00 to 04.00 p.m. - The Missing Piece - **Amber Arondekar**
04:00 to 04.30 a.m. - **TEA BREAK**
04.30 to 05.00 p.m. – **PANEL DISCUSSION: Health Insurance Selling Script - Underwriting to Claim Service.**
– **Narayan Girase**
08.00 to 09.30 p.m. – **Dinner**

23rd September 2024

06:30 to 08.20 a.m. – **Breakfast**

08:30 to 09.10 a.m. – “Understanding the Secondary Market in Life Insurance”

– **Ranjeet Kulkarni**

09:10 to 09.50 a.m. – “Make Real Estate Investments a part of your Financial Portfolio.”

– **Parikshit Vaidya.**

09:50 to 10.40 a.m. – “ It's All about Journey” – **Amber Arondekar.**

10:40 to 11.00 p.m. – **Closing Ceremony Sum up and conclude the convention**

with National Anthem.





LIFE INSURANCE ROUND TABLE

36th ANNUAL CONVENTION

September 21st – 23rd. Pre-Convention 20th September, 2024

VENUE: HOLIDAY INN LUCKNOW AIRPORT - Lucknow

THEME : SECURING FUTURE, GROWING FORTUNES

TIME	20th SEPTEMBER, 2024		
12.00 p.m. onwards	Registration & Fellowship followed by Lunch.		
04.30 to 05.00 p.m.	TEA BREAK		
06.30 to 07.00 p.m.	Star Twinkle Star Meet		
07.15 to 09.30 p.m.	Dinner		
TIME	21th SEPTEMBER	22nd SEPTEMBER	23rd SEPTEMBER
06:30 to 08.00 a.m.	Breakfast	Breakfast	Breakfast
Main Platform Sessions			
08:30 to 09.00 a.m.	Prayer, Inauguration President 's Address	Achievers Mindset Harpreet Singh Chaman	Understanding the Secondary Market in Life Insurance. Ranjeet Kulkarni
09:00 to 09.40 a.m.	Keynote Address The Right Adwiser. Harpreet Singh Chaman	Building the Fortune Manisha Anand	Make Real Estate Investments a part of your Financial Portfolio Parikshit Vaidya
09:40 to 10.20 a.m.	The Determination to Win - Self-Employment to Self-Reliance. Dr. Punit Dwivedi	"Securing Future in New World Order, Understanding Geopolitical landscape" Bharat Kulkarni	It's All about Journey. Amber Arondekar
10:20 to 10.40 a.m.	TEA BREAK		Closing Ceremony - (Summing up the convention with National Anthem)
10.40 to 11.40 a.m.	"The Winning Formula: Road to Progress" Nasreen Khan Chanana	Social Styles Sandeep Menghani	
11.40 to 12.40 p.m.	FutureProof : Elevating Financial Future with AI Ashish Shivdekar	Life Lessons & Business Lessons from 'SHOLAY' Dr. Laxmikant Kasat	
12.40 – 2.00 p.m.	LUNCH BREAK		
Breakout Sessions			
02:00 to 03:00 p.m.	SPIN to WIN : Driving High-Converting Insurance Sales JITESH MANWANI	Wheel of Life Sandeep Menghani	
03:00 to 04:00 p.m.		The Missing Piece. Amber Arondekar	
04:00 to 04:30 p.m.	TEA BREAK		
04.30 to 05.00 p.m.	Group Discussion: "Sales Idea Presentation"	Health Insurance Selling Script - Underwriting to Claim Service. Narayan Girase PANEL DICUSSION	
8.00 to 09.30 p.m.	Dinner	Dinner	

INTRODUCTION TO SPEAKERS

Securing Future, Growing Fortune LIRT - 2024

HARPREET SINGH CHAMAN



Mr. Harpreet is a seasoned L&D professional with 27+ years in Sales Training and Talent Development across diverse industries including Telecom, Life Insurance, and General Insurance. Proficient in institutionalizing learning cultures and steering systematic learning life cycles. Notable achievements include re-establishing L&D and Sales Enablement frameworks at HDFC ERGO General Insurance, and leading strategic roles at Kotak Life Insurance. Demonstrated proficiency in organizational development and leadership at Tata Teleservices Ltd. Holds certifications in Measuring ROI in Learning & Development, Achievement Motivation Training, and Power Base Selling. Harpreet is a firm believer in the importance of continuous learning and also pursuing Ph.D. in Social Psychology.

Currently working with Edelweiss Life Insurance as Senior Vice President and National Head - Sales Training.

Today we are privileged to have him as a First speaker. Please welcome Mr. Harpreet on his first subject "The Right Adwiser"

Date	Time	Gift by
22nd September	09.10 a.m.	MAHESH WADEKAR (9820288768)

Securing Future, Growing Fortune

LIRT - 2024

PROF. (DR.) PUNIT KUMAR DWIVEDI



Dr. Punit sir is highly qualified with [D.Litt, PhD, PhD (HC),MBA, M.Com, MDP (IIM-A), CPLVW @IIM Indore].

Dr. Punit Kumar Dwivedi is a name synonymous with excellence and innovation in the fields of - National Mentor: SAVISHKAR India, An Author, Startup Mentor, An Academician, A Poet.

He is Group Director: Oxford International College & Indore International College,

Vice-Chancellor (Proposed) University of Indore (Upcoming Nov2024)

State Govt. Nominee to Pvt. University - M.P Higher Education Dept. (Avantika University, Ujjain)

Brand Ambassador: Swachh Indore- The Cleanest City of India.

Today we are privileged to have such a Great Personality. Please welcome Dr. Punit Kumar Dwivedi on the subject "**जीतने की ज़िद - स्वरोजगार से स्वावलंबन**".

Date	Time	Gift by
21st September	11.20 a.m.	VARDHAMAN J. GANDHI (9773733383)

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LIRT - 2024

NASREEN KHAN CHANANA



Mrs. Nasreen is Well-known PERSONALITY DEVELOPMENT COACH & RELATIONSHIP MENTOR. She is a Certified Counselling Psychologist, a Certified Purpose Coach, and a Mental Wellness Expert. With a wealth of experience and a passion for fostering mental well-being, focus lies in the niche area of Relationship Mentoring.

She believes in Empowering individuals with a passion for growth to discover their true potential, create positive changes in both personal and professional aspects, and carve a transformative path toward reaching their cherished goals.

Her mission is to help you discover your strengths, create positive changes and navigate the path to achieve your cherished goals. She specializes in guiding individuals towards nurturing healthy connections, building communications and deepening intimacy

Her Belief is Every person possesses inherent positive energy, and with proper guidance, it can be harnessed to attain peak potential, success, and happiness. There is always light, provided we have the courage to perceive it, pursue it, and allow it to lead us.

Please welcome dynamic Lady Nasreen Khan Chanana on her subject **“The Winning Formula: Road to Progress”**

Date	Time	Gift by
21st September	11.40 a.m.	AVANI SHAH (98202 33708)

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ASHISH SHIVDEKAR



Ashish Shivdekar is an accomplished professional with over 20 years of experience in the insurance industry. Starting his career as an Insurance Advisor, Ashish gained valuable insights into the dynamics of the insurance market, spending around 6 years in sales before transitioning into Learning and Development.

With 14 years of experience in this domain, he has been instrumental in developing and implementing training programs that empower insurance professionals.

Ashish has worked with several leading insurance companies, including Max Life, HDFC Life, TATA AIA, and Aditya Birla Sun Life Insurance, where he currently serves as the Zonal Training Manager.

Ashish holds several prestigious industry certifications, including FIII, LOMA 1, and LOMA 2.

Currently working with Aditya Birla Sun Life Insurance as Zonal Training Manager. Please welcome Mr. Ashish on the Innovative subject of **“FutureProof: Elevating Financial Future with AI”**

Date	Time	Gift by
21st September	12.40 p.m.	UNMESH ADARKAR (9820054357)

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JITESH MANWANI



Mr. Jitesh Manwani, is well known Business Coach of Coaches. He is an MBA from Delhi, a certified NLP Practitioner and a Fitness Enthusiast. He believes “The Best Way to Learn is to Teach.”

He has trained more than 5000 Entrepreneurs & Professionals across the world and helped them increase profits in their coaching business. Mr.Jitesh has created a community of more than 20,000 Entrepreneurs & Business Professionals.

Today he will speak on the Life Changing Sales Workshop
“SPIN to WIN : Driving High-Converting Insurance Sales”.

Friend’s, please welcome a Handsome personality with huge round of applause Mr. Jitesh Manwani.

Date	Time	Gift by
21st September	04.00 p.m.	PRAKASH KELKAR (8369313720)

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MANISHA ANAND



Friends our next speaker is Manisha Anand who is a Corporate and Academic Trainer and Counselor with a rich experience of 21 years.

She is a Certified Career Counselor by Counsel India also Certified Trainer from the Department of Personnel, HRD Ministry, Govt of India. She conducts training at Schools, Colleges and Universities Media houses, Nationalized Banks and Government organizations including BHEL, Academy of Administration and Police Headquarters, CRISP Corporate Houses. Awarded with many accolades for her excellence in training like ANVI Strong WOMEN AWARD, SWAYAMSIDDHA AWARD, Nari Shakti Sanman, INSPIRING WOMEN of BHOPAL, WOMEN'S GLORY AWARD for PERSONALITY DEVELOPMENT GROOMER and many more....

Proud to have Titles like Mrs. India - Empress of the Nation 2024, Mrs. Central India 2023, Mrs. Inspirational 2023, Mrs. Popular 2023.

Please welcome this inspirational woman with huge round of applause on her presentation on **“Building fortune”**.

Date	Time	Gift by
22nd September	09.40 p.m.	RISHABHA ARONDEKAR (9617979035)

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BHARAT KULKARNI



Friends we are honoured to have this international personality amongst us, Mr. Bharat Kulkarni an Internationally Acclaimed Expert on policy matters of Agri value chains and Agri Exchanges.

He had started his career as a commodity trader and later worked as a commodity exchange expert with The United Nations till 2011.

He is a regular speaker at prestigious forums like the Harvard Business School, World Investment Forum of the United Nations, Global Commodities forum (UNCTAD) etc. He is a PhD in Economics and has written three books.

Dr. Bharat Kulkarni is a globally renowned agribusiness expert, working in the field of policy advisory and development of commodity exchanges and structured Markets. He has worked for more than 20 years on various agribusiness development projects and structured markets initiative in Africa.

He is a recipient of “Maharaja’s Excellence Award for Commodity Exchange for Africa”. Regular speaker at various platforms like UN’s World Investment Forum and the Harvard Business School.

Please welcome with huge round of applause on his presentation on
“Securing Future in New World Order. Understanding Geopolitical landscape”.

Date	Time	Gift by
22nd September	10.20 a.m.	VIVEK SAMANT (9820184932)

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DR. LAXMIKANT KASAT



Dr. Laxmikant Kasat is a Consultant Pediatric Surgeon for 22 years in Thane. Also a TEDX speaker, has given a whopping more than 1,480 Motivational Talks in 17 Corporates and other forums in 6 states & Dubai having 240 Standing Ovations. Has given 250+ talks on ZOOM.

Dr. Kasat has received the highly prestigious "TIMES OF INDIA YOUNG ACHIEVER AWARD IN PEDIATRIC SURGERY" in 2018. Also awarded the "DYNAMIC SOCIAL LEADER AWARD 2022" by GOVERNOR OF MAHARASHTRA.

He has done outstanding work during COVID pandemic and has personally lent a GLOBAL GRANT of ₹ 31 lacs for 4,300 PPE KITS to 4 hospitals in Thane within 30 days. An Active member of ROTARIAN for 22 years. Beside Dr. Kasat has versatile personality like an Author, Editor, Himalayan Trekker, YOGA & VIPASSANA practitioner.

Friends, lets welcome this Evergreen personality Dr. Laxmikant Kasat on the subject "**Life Lessons & Business Lessons from SHOLAY**".

Date	Time	Gift by
22nd September	12.40 a.m.	ZARSIS UDHNAWALA (9820138267)

Securing Future, Growing Fortune

LIRT - 2024

SANDEEP MENGHANI



Mr. Sandeep is an accomplished management professional with experience in the areas of Training & Development, Education and Marketing Management.

By Qualification he is B.Sc., MA (Psychology), did his Masters in Computer Application, PGDBA (Marketing). He has worked in many companies like Modi Korea Telekom, Egmont International, ICICI HFC, Kotak Life Insurance, Max Life Insurance, Branch Manager in SBI Life Insurance. With his vast experience in Training & workshops he worked with leading companies. Certified LIMRA trainer – Conducted sessions for LIC of India. Leadership Workshop for LIC, Larsen & Toubro, Dot Squares. Sales through NLP for (AIMA) – Chandigarh. He has done Orientation programs & soft skills workshop for various colleges and universities across India.

Today we are honored to have him as our speaker. So, Friends please welcome Mr. Sandeep Menghani with huge Round of applause. On his first Subject “Social Styles”.

Date	Time	Gift by
22nd September	03.00 p.m.	SEEMA RASTOGI (9335949235)

Securing Future, Growing Fortune

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AMBER ARONDEKAR



Amber the cofounder of The Impact Learning is a seasoned corporate trainer, and SME coach. He brings in a rich post qualification experience of 24 years to the table. He has worked with notable names like Monsanto Enterprises Private Limited, British Petroleum, Max New York Life Insurance, Reliance Industries, and AEGON Religare Life Insurance. He is a commerce graduate, with an MBA. His areas of interest include, People Capability Management, Sales Strategies, Employee Attrition Management etc.

Besides training for notable corporations like ITC, Hitachi, Tata, Reliance Industries, Eicher Tractors, John Deere India Private Limited and many others, He is trained young cricketers on Mental Toughness, at MPCA & VCA.

He was invited to address at WORLD TRADE ORGANIZATION's flagship event the WTO Public Forum 2017 at Geneva, Switzerland.

Please welcome our beloved friend Amber with huge round of applause for the presentation today on “**The Missing Piece**”.

Date	Time	Gift by
23rd September	10.20 a.m.	SAMADHAN UBALE (9819649109)

Securing Future, Growing Fortune

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NARAYAN GIRASE



Mr. Narayan Girase is a Leading Insurance Agent since 24 years.

Started his career in 1999, now serving more than 9000 policy holders.

He is a Corporate Club member since 2012. He has achieved **26 times MDRT** and **8 times COT** also **TOT in 2021**. He is known as the Master of General Insurance & Claim settlement. He was the First President of HIRT (Health Insurance Round Table).

Today he will provide us with insights about his expert subject 'Health Insurance Selling Script - Underwriting to Claim Service'. Please welcome Mr. Narayan Girase.

Date	Time	Gift by
22nd September	05.00 p.m.	SHRINIWAS PUJARI (9730038700)

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RANJEET KULKARNI



Mr. Ranjeet is a seasoned Life Insurance expert with over 35 years of experience. Having had a passion for mathematics, Mr. Kulkarni fostering his analytical prowess has deep dived in the complex realm of Life Insurance Products.

As a Professional in Insurance business development, he has brought rich insights and knowledge of the Life Insurance endowment products of LIC of India and operating functionalities of LIC of India.

Mr. Kulkarni is Research & Strategic Acquisitions Head for ACESO.

Today he has come up with a very innovative Topic “Understanding the Secondary Market in Life Insurance”. So, Friends please welcome Mr. Ranjeet Kulkarni with a big round of applause.

Date	Time	Gift by
23rd September	09.10 p.m.	PUSA VENKAT RAJU (9963434454)

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PARIKSHIT VAIDYA



Parikshit Vaidya is a Start-Up Specialist with a rich & proven experience in setting up & executing various Sales Distribution Models in Banking, GI , LI & Stand-Alone Health Insurance Companies.

As a part of the core start-up teams of India's leading Insurance companies such as ICICI Lombard, Niva Bupa, Manipal Cigna, He has created & headed Various Distribution Channels in his rich 20 Years Experience in the Insurance Industry. Mr. Vaidya has now started a new stint in one of the new booming sectors i.e. REAL ESTATE & Heads the Business Development Div. of QuikrProPx.

QuikrPropX is a unique broking platform which aims to provide Residential Real Estate opportunities in a safe, transparent & affordable manner. Let us get to know more about this new venture & how it can benefit us & our valued customers.

So, please welcome Mr. Parikshit on his topic 'Make Real Estate Investments a part of your Financial Portfolio'.

Date	Time	Gift by
23rd September	09.40 a.m.	GODFREY LOBO (9930324119)

PROFESSIONAL CODE OF ETHICS

Members should be ever mindful that complete compliance with and observance of the Code of Ethics of Life Insurance Round Table is adhere to.

Members shall serve to promote the highest quality standards of LIRT. These standards will be beneficial to the public and the insurance and financial services profession.

Therefore, the members shall

- Always place the best interest of the clients above their own direct or indirect interests.
- Maintain the highest standard of professional competence in order to give the best possible advice to the clients. Hold in the strict confidence and consider as privileged, all business and personal information pertaining to their client's affairs.
- Make full and adequate disclosures of all facts necessary enabling the clients for making the intelligent and right decision.
- Maintain highest level of quality production while observing strict ethical standards.
- Refraining from conduct which would cause the public to lose confidence in LIRT or the insurance industry.
- Refrain from replacement practices, which may be detrimental to the clients.
- Abide by and conform to all the provisions of the laws and regulations: IRDA 2000 (in respect of obligations to the policyholders, provision of rebates and not to indulge in replacement of policies), your own company's Agents Regulations and laws of the land in general applicable to the whole of the country.



LIFE INSURANCE ROUND TABLE