



THE Park - Indore

September 13th-15th, Pre-Convention, 12th September, 2025

EVOLVE

SUCCEED





LIFE INSURANCE ROUND TABLE

37th Annual Convention

ADAPT, EVOLVE, SUCCEED

THE PARK HOTEL - Indore

12th September 2025

12 p.m. onwards – Registration & Hotel Check-in followed by Lunch.

4.30 to 5.00 p.m. - **TEA BREAK**

5.00 to 5.30 p.m. – STAR TWINKLE STAR MEET.

5.30 to 6.20 p.m. – How to Live to 100 – *Dr. Jnanesh Thacker.*

6.20 to 7.00 p.m. -Asset Allocation Opportunities thru Mutual Fund. – *Sameer Thakore*

7.00 to 7.20 p.m. – ‘The Last Signature’ – *Kamal Mittal.*

08.00 to 09.30 p.m. – **Dinner**

13th September 2025

06:30 to 08.00 a.m. – **Breakfast**

08:30 to 09.00 a.m. - Prayer, Inauguration and President's Address / Dinesh Thote-LIC

09:00 to 09.40 a.m. – KEYNOTE ADDRESS – *Aashish Somaiyaa*

09:40 to 10.20 a.m. – "Secure Horizons: Insurance strategies for NRIs and FNIOS".

– *Pooja Nalawade*

10.20 to 11.00 a.m. - 2nd Innings- History in Making – *Gopal Vyas*

11.00 to 11.20 a.m. - **TEA BREAK**

11:20 to 12.40 a.m. - "Get Set for Peak Performance" – *Rakesh Bhandari*

12.40 to 02.00 p.m. – **LUNCH**

02.00 to 03.00 p.m. - "Powers of Persuasion" – *Sandeep Menghani*

03.00 to 04.00 p.m. - "ABC of Policy and Claim Servicing" – *Vivekanand Limye*

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**

14th September 2025

06:30 to 08.00 a.m. – **Breakfast**

09:00 to 09.40 a.m. - "Balancing Hearts & Hustle" – *Avisha Awasthi.*

09:40 to 10.20 a.m. – "Small Habits, Big Wins" – *Sandeep Menghani.*

10:20 to 11.00 a.m. – "Adopt, Evolve, Excel - Mastering Self Transformation" – *Manisha Anand*

11.00 to 11.20 a.m. - **TEA BREAK**

11:20 to 12.00 a.m.– "AI as your New Sales Partner – *Salil Choudhary*

12:00 to 12.40 a.m. - "From Running Fast to Running Right – The Art of Strategic Recalibration"

– *Dr. Veena Dadwani.*

12.40 to 02.00 p.m. – **LUNCH**

02.00 to 03.00 p.m. - "--बदलाव की बाते ! " – *Nitin Bang*

03.00 to 04.00 p.m. - "Adaptability" – *Amber Arondekar*

04:00 to 04.30 a.m. - **TEA BREAK**

04.30 to 05.00 p.m. – **PANEL DISCUSSION:** "Mutual Funds 2030: Navigating Opportunities, Risks, and Investor Mindset in a Changing Financial Landscape".

– ***Pranav Pawar***

05.00 to 05.20 p.m. – **Closing Ceremony** Sum up and conclude the convention with National Anthem.

08.00 to 09.30 p.m. – **Dinner**

15th September 2025

06:30 to 08.20 a.m. – **Breakfast**

12:00 pm. – "Hotel Check out"





LIFE INSURANCE ROUND TABLE

37th ANNUAL CONVENTION

September 13th – 15th: Pre-Convention 12th September, 2025

VENUE: THE PARK - Indore

THEME : ADAPT, EVOLVE, SUCCEED

TIME	12th SEPTEMBER, 2025		
12.00 p.m. onwards	Registration & Fellowship followed by Lunch.		
04.30 to 05.00 p.m.	TEA BREAK		
05.00 to 05.30 p.m.	Star Twinkle Star Meet		
05.30 to 06.20 p.m.	How to Live to 100. – Dr. Jnanesh Thacker		
06.20 to 07.00 p.m.	Asset Allocation Opportunities thru Mutual Fund. – Sameer Thakore		
07.00 to 07.20 p.m.	“The Last Signature” – Kamal Mittal		
08.30 to 09.30 p.m.	Dinner		
TIME	13 th SEPTEMBER	14 th SEPTEMBER	15 th SEPTEMBER
06:30 to 08.00 a.m.	Breakfast	Breakfast	Breakfast
	Main Platform Sessions		
08:30 to 09.40 a.m.	Prayer, Inauguration President ‘s Address Aashish Somaiyaa Keynote Address	Balancing Hearts & Hustle. Avisha Awasthi	After Breakfast check-out 12.00 pm
09:40 to 10.20 a.m.	Secure Horizons: Insurance strategies for NRIs and FNIOs Pooja Nalawade	Small Habits, Big Wins. Sandeep Meghnani	
10:20 to 11.00 a.m.	2nd Innings- History in Making Gopal Vyas	Adopt, Evolve, Excel - Mastering Self Transformation Manisha Anand	
11:00 to 11.20 a.m.	TEA BREAK		
11.20 to 12.00 a.m.	Get Set for Peak Performance. Rakesh Bhandari	AI as your New Sales Partner Salil Choudhary	
12.00 to 12.40 p.m.		"From Running Fast to Running Right – The Art of Strategic Recalibration" Dr. Veena Dadwani	
12.40 – 2.00 p.m.	LUNCH BREAK		
	Breakout Sessions		
02:00 to 03:00 p.m.	Powers of Persuasion. Sandeep Meghnani	बदलाव की बाते ! Nitin Bang	
03:00 to 04:00 p.m.	ABC of Policy and Claim Servicing. Vivekanand Limye	Adaptability Amber Arondekar	
04:00 to 04:30 p.m.	TEA BREAK		
04.30 to 05.30 p.m.	Group Discussion: "Sales Idea Presentation"	"Mutual Funds 2030: Navigating Opportunities, Risks, and Investor Mindset in a Changing Financial Landscape" PANEL DICUSSION	
		Closing Ceremony - (Summing up the convention with National Anthem)	
8.00 to 09.30 p.m.	Dinner	Dinner	

INTRODUCTION TO SPEAKERS

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DR. JNANESH THACKER



Dr. Jnanesh Thacker is leading Cardiothoracic Surgeon, Heart Transplant Surgeon, and Lung Transplant Surgeon. He is the Program and Surgical Director of Heart & Lung Transplantation and Assist Devices at Yashoda Hospital, Secunderbad. He's more than 35 years of clinical experience and has worked as a Clinical Assistant Professor of Surgery at the prestigious University of Pittsburgh Medical Center, USA. Dr. Thacker has received several prominent fellowships and has performed more than 300 transplants.

Today we are privileged to have Dr. Jnanesh Thacker is widely known as the pioneer of lung transplantation in India, having performed the country's FIRST SUCCESSFUL LUNGTRANS PLANT in 2012.

Please welcome Dr. Dnanesh Thacker on his subject "How to Live to 100 years"

Date	Time	Memento by
12th September	06.20 p.m.	SEETA RAM SURI (9396222466)

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SAMEER THAKORE



Regional Training Manager

EDGE – Gujarat, MPCG & ROMG

- ❖ 21 years of experience in Media, Aviation and Finance – out of which 16 years of Experience in Learning and Development in the Financial sector.
- ❖ Graduation with Mathematics
- ❖ Post Graduate Diploma in Advance software Technology.
- ❖ Each year addressing to 10k + investors along with 5k+ different set of distribution physically.
- ❖ Have been instrumental in creating modules on various topics for different set of distributors.
- ❖ Certified in Licentiate & in certain modules of LUTCF, LOMA, NISM.

Please welcome Mr. Sameer Thakore on his subject “Asset Allocation Opportunities thru Mutual Fund.”

Date	Time	Memento by
12th September	07.00 p.m.	SUBHASH CHAUHAN (9824415231)

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KAMAL MITTAL



Kamal Mittal brings over 27 years of on-ground experience in life insurance advisory and sales training. Known for his deep understanding of human behavior and client psychology.

He is a decorated professional, having received numerous awards for his excellence in sales, ethics, and leadership. Kamal is also a derivatives market expert and a poet—a rare blend of logic and emotion.

In this book, authors share not just what works in insurance—but why it works. His stories and strategies come from real-life experiences, shaped over decades. The goal is to elevate the image of insurance and create better understanding about the subject for buyers as well as sellers. The final goal is to transform an advisor—from a product seller to a life protector and legacy planner in its truest sense.

Please Welcome Mr. Kamal Mittal on his topic '*The Last Signature*'

Date	Time	Memento by
12th September	07.20 p.m.	MAHESH VARTAK (7773007253)

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AASHISH SOMAIYAA



Aashish P Somaiyaa – ED & CEO, White Oak Capital Management

Aashish holds a Bachelor of Engineering in Polymer Science from Pune University and a Masters in Management Studies in Finance from NMIMS, Mumbai University. He passed out of MMS Finance at NMIMS in the year 2000.

Aashish is responsible for strategizing, growing and managing the domestic operations at White Oak Capital, a highly differentiated equity fund management firm managing Mutual Funds, AIF and PMS strategies totaling over \$4 bn.

Before White Oak Capital, Aashish served for nearly 8 years as M.D. and CEO of Motilal Oswal Asset Management Company. Starting with about ₹1,300 crs to Motilal Oswal AMC grew to ₹42,000 crs of equity assets across portfolio management services. Aashish was awarded Most Distinguished Alumni of the year 2018 by his alma mater NMIMS, Mumbai.

Aashish has 25 years' experience in business strategy and management, process driven sales and distribution, product development and marketing of investment offerings. Prior to Motilal Oswal AMC, Aashish was heading sales, distribution and product development at of ICICI Prudential AMC for their MF, PMS and Real Estate offerings across India and Middle East. Today we are privileged to have such a Great Personality. Please welcome Aashish Somaiyaa as our Key note Speaker.

Date	Time	Memento by
13th September	09.40 a.m.	RAMAKANT MAHAWAR (8981367505)

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POOJA NALAWADE



Pooja Pradip Nalawade. She is a Second-Generation Life Insurance Advisor and her company name is Nalawade Insurance consultancy which is a 44 years old consultancy started by her father Mr Pradip Nalawade who was also a TOT and Corporate club agent since many years.

She is a hardcore Punekar and Desi at heart. She has completed her graduation in BCS from Modern College and She has done her Master's in Computer Applications from MIT and PGDHRM from Symbiosis. Before joining her father she also worked with Synechron for 2 years.

She recently completed a fully sponsored Entrepreneurial course on Growth and Scaling by Goldman Sachs in IIM Bengaluru which was offered to 10,000 women across India. She is proud to be amongst these 10k prestigious women of India.

She also completed her professional course in Enterprise Risk Management from IRM, UK. During her journey with LIC she has won and qualified for 3 COTs, 3 double MDRTs and 4 times MDRT. She was a galaxy club member for 4 years and she is now a Corporate club member for last 3 years.

Please welcome Pooja Nalawade on her subject **“Secure Horizons: Insurance strategies for NRIs and FNIOs”**

Date	Time	Memento by
13th September	10.20 a.m.	RASHMI SHAH (9324215066)

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GOPAL VYAS



Mr. Gopal Vyas is the Senior Vice President & Regional Head – Madhya Pradesh & Chhattisgarh at UTI AMC. He holds post-graduation qualification - Master of Business Administration (MBA) degree from the DAVV University of Indore. Mr. Vyas joined UTI AMC on 4th December 2023 and has over 16 years of valuable experience in the mutual fund Industry. Before joining UTI AMC he spent 8 years at Aditya Birla Sun Life Asset Management Ltd. where he was Cluster Head – Indore since July 2016. Prior to that, he has spent 8 years in various positions with Nippon India Asset Management Ltd (erstwhile Reliance Capital Asset Management Ltd.) across Guwahati, Indore & Gwalior since June 2008.

Please welcome Mr. Gopal Vyas on the Innovative subject of **“2nd Innings- History in Making”**

Date	Time	Memento by
13th September	11.00 a.m.	LAXMIKANT MUNDADA (98204520020)

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RAKESH BHANDARI



20+ years of experience in Sales, Sales Training, Product-Process Training, Behavioral, Leadership Training & leading teams.

- ❖ Rakeshji started his career in 1999-2001 in Pfizer as Skills: stakeholder Management-Sales Processes.
- ❖ Asst. Product Manager in Medley Pharmaceuticals Ltd.-2001-2002
- ❖ Sales Training Manger in FDC LTD. 2002-2003.
- ❖ Training Manger in Max New York Life Insurance co. ltd. in 2003-2005 - Nagpur.
- ❖ Regional Manager Sales Development in Max New York Life Insurance co. ltd. in 2006-2008.
- ❖ Zonal Training Head West 1 in Mumbai 2008-2011 later Zone Head Learning & Development West 1 & West 2 Zones 2011 -2014.
- ❖ GM Talent Development Max Healthcare in Delhi 2014-2015.
- ❖ Executive Vice President & Head -Training in Kotak Life Insurance 2015 to 2023
- ❖ Currently Head – Sales Training – Reliance Nippon Life Insurance. Today he will speak on the subject “**Get Set for Peak Performance**”.

Friend's, please welcome Mr. Rakesh Bhandari with huge round of applause.

Date	Time	Memento by
13th September	12.40 p.m.	KISHOR NAYAKAWADI (9869026804)

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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 Workshop session “**Powers of Persuasion**”.

Date	Time	<u>Memento by</u>
14th September	10.20 a.m.	SUBRAMANIAN NARAYANAN (9821142676)

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VIVEKANAND LIMYE



Friends,

Shri Vivekanand Limaye had put 40 years' service in LIC and retired in the cader of Sr Divisional Manager. He has worked in branch to central office. He is having keen interest in CRM, policy servicing and claims matters. He has compiled VVPEDIA which gives ABC of policy servicing and claims matter. This collection is placed in LIC intranet and being referred as Bhagwad gita or Bible for all LIC officers.

Please welcome Vivekanad Limyeji with huge round of applause on second workshop session **“ABC of Policy and Claim Servicing”**.

Date	Time	<u>Memento by</u>
13th September	04.00 p.m.	K. D. AGARWAL (9831046538)

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AVISHA AWASTHI



Our today's opening speaker is an inspirational lady to millions of people. In early days she had dream to become Architecture. But unfortunately, after marriage at the age of 18 her life took the disaster mode. After shattered Marriage life she went into depression. 5 years of living in hospitals with psychiatrists she realized one day that she can't end up like that & took charge of giving life a last chance. She Went to Delhi for counselling & started working on her life in 2009. Completed her Diploma in Interior Design & worked as a freelancer & did various jobs in real estate & design firms. Became a Motivational Speaker & Parenting Coach. Founded her start up for ACE creatiwitty in 2014 in garage with Rs.10,000 which specializes in affordable interior design services. Won the BEST DESIGN AWARD in IIID showcase 2015.

Founded another start up Design your Ghar.com but it failed in a year. ACE creatiwitty won BEST START UP award in 2017. Made a GUINNESS WORLD RECORD of World's largest Nail Sculpture in 2018. After ACE creatiwitty's turnover went from 0 to 10 million.

Friends put your hands together & Welcome a Super mom, Inspirational lady, Interior Designer, hustler & a real Hero Avisha on her subject **"Balancing Hearts & Hustle"**

Date	Time	Memento by
14th September	04.00 p.m.	PRAMILA VERMA (9867070489)

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MANISHA ANAND



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

Her training has made a significant impact across diverse sectors, including industries like Lupin, HEG, Prime One, Netlink, Castrol Oil and more, In education (Students 'training in Colleges & FDP in Universities) media, nationalized banks, and government organizations like BHEL, IOCL, RCVF Academy of Administration and Management, Police Headquarters.

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, Urjaswita - Women Empowerment Award in 2025 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 **“Adopt, Evolve, Excel - Mastering Self Transformation”**.

Date	Time	Memento by
14th September	09.40 p.m.	RAKESH SURTI (9702298765)

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SALIL CHOUDHARY



Mr. Salil Choudhary is founder of NetBhet-E-Learning Solutions & Choudhary Engineering Company. He has completed MBA in General Management from SYMBIOSIS University. Along with this, he has 14 years of corporate experience in various fields like Sales, Service, Marketing, Operations and Business Development. He has worked in various positions in Mahindra & Mahindra, Godfrey Phillips India Ltd, Godrej & Boyce Pvt. Ltd.

He is an expert in online business & digital marketing. He teaches and guides many trainings & workshops on this subject. So far more than 7000 entrepreneurs have benefited from his Training. Also more than 85,000 people are learning their online courses from all over the world.

Today he came with very innovative Topic “AI as your New Sales Partner” So, Friends please welcome today’s Young talented speaker Mr. Salil Choudhary with Round of applause.

Date	Time	<u>Memento by</u>
14th September	12.00 a.m.	DATTARAM NARAVADE (9819705011)

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DR. VEENA DADWANI



Dr. Veena is accomplished professional trainer and content writer, a Doctor of Philosophy in Management (Ph.D.), a postgraduate in Management (MPM), a graduate in science (B.Sc. Mathematics) with 17+ years of overall work experience in behavioral training, Research, Data analysis, Content Writing, Interview preparation, Communication & English Language, Leadership Development, Organization Development, Team Management and Training & Development, Customer relationship & operations Management. I have trained 400K professionals and students in soft skills, English Language, behavioral outbound and leadership training and development.

Her technical blogs are published at Medium.com. Dr. Veena had Attended and presented my research paper in various National and international Conferences.

Today she has come up with a very innovative Topic "From Running Fast to Running Right – The Art of Strategic Recalibration"

So, Friends please welcome Dr. Veena Dadwani with a big round of applause.

Date	Time	Memento by
14th September	12.40 p.m.	SHASHINATH THAKUR (9821265766)

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NITIN BANG



I have a proud privilege to introduce a versatile personality Nitin Bang is well-known figure for corporate communication as well as Public Relations activities.

Vice President Robinhood Insurance Brokers Pvt Ltd July 2023 – Present. Senior Manager - Learning and Development Indian Institute of Learning and Development, Indore- 2013 - July 2015. Area Training Manager- AEGON Religare Life Insurance. Training Officer- HDFC life Oct 2007-Mar 2008. Business Manager Cipla Ltd.- May 2000- Mar 2002.

Robinhood Insurance Brokers Pvt Ltd July 2023 - Present A passionate L&D professional holding work record of more than 24 years, including a national role coupled with sales and coaching experience. Proven track record in designing and implementing impactful training programs that drive on-field efficiency and enhancing employee performance. Number of Trainees: More than 2,000.

Please welcome Mr. Nitin Bang with open hands and grab the opportunity to learn various views pertaining to Sales.

Date	Time	Memento by
14th September	03.00 p.m.	HIRALAL PIPALIA (9824479758)

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AMBER ARONDEKAR



Our today's opening speaker has not required any introduction. 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.

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. LIRT's record breaking most lovable speaker.

Friends.... In the history of LIRT No one has delivered so many speeches (all standing ovation). Total 10 no. of convention attended with record break 17th talks at LIRT platform. Last 6 years continued. Like family member to all LIRTians.

Please welcome our beloved friend Amber with huge round of applause for the presentation today on "**Adaptability**".

Date	Time	Memento by
14th September	04.00 p.m.	RAVI TILAKRAJ SETH (9821214805)

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