



LIFE INSURANCE ROUND TABLE

28th Annual Convention

A NEW

Beginning

HOTEL NOVOTEL- VISHAKHAPATNAM - VARUN BEACH

1st-3rd September,
Pre-Convention 31st August 2015

About us

LIFE INSURANCE ROUND TABLE (LIRT) - ASSOCIATION OF INSURANCE PROFESSIONALS; working since 26 years for the upliftment of the agent's fraternity, organized by the Insurance Agents with educational motto without commercial intention.

LIRT is responsible for introducing the MDRT culture in INDIA in the shape of LIRT and creating STAR/TWINKLE STAR Agents. LIRT Annual Convention is an incredible experience for those agents who are unable to attend the overseas convention.

LIFE INSURANCE ROUND TABLE inaugurated on 29th April, 1988 by the then Chairman Of Life Insurance Corporation of India Mr. R. Narayanan, at a colorful function in the convention hall of Hotel Taj Mansingh, New Delhi. Life Insurance Round Table emerged out of a dream of few dedicated agents (in 1988) who attended M. D. R. T. Conventions at U.S.A. Since 1983 these agents felt the need of an organization like Million Dollar Round Table; established a forum dedicated to fostering high standard based on professional approach to life insurance sales and service.

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. The convention begins from Pre-Convention Day with First Time Attendees' felicitation followed by exclusive session for Managers, Brokers and Team Leaders; addressed by overseas managers and other authorities from insurance industry. The pre-convention day concludes with evening session on the subject 'Alternate Medicines' with a Grand Dinner.

The Main platform sessions start from next day with blessings of God Almighty (prayer) and a grand Flag Ceremony of all the states which creates the Patriotic atmosphere. The main platform sessions are addressed by eminent personality from India and Overseas. Till today the well-known personalities like Mehdi Fakherzadeh, Tony Gordon, Peter Pond Jones, Logan Naidu, Deevan Cooray, G. N. Agarwal, Bhagirath Marchant, M. G. Diwan, T. S. Mathew, Rani Singh Nair, Somil Nagpal and many more has addressed LIRTians.

The group discussions on sales Ideas (prior given) on every morning with summarization by group leaders before main platform events. During the afternoon workshops, all participants get an opportunity for interaction, discussion on various subjects and the challenges envisaged in the future. LIRT not only give education but also arrange the recreation (entertainment) program which always becomes the memorable event for each participant by bonding each one in a single string of intimacy and friendship.

This convention has been organized in such a way that the participants came from each corner of India & overseas rub the shoulders, get knowledge and build long lasting relationship amongst them.

Today it is an event, an agent look forward to attend where he/she can share his/her ideas with fellow agents and go back and enriched to use in the field confidently. Growth of an organization is always due to the efforts of few selfless professionals with their dynamic leadership as a president year after year.

Our Past Presidents are : Prahlad Singh (1988), P. S. Kochhar (1989,1997,1998), J. P. Sharaf (1990), Late A. J. Lewis (1991), J. C. Ahuja (1992), Naren Prasad (1993), M. M. Ahuja (1994), Bharat Purohit (1995, 1996), B. B. Goel (1999), Nirupama Kamdar (2000), K. D. Agarwal (2001), Zeenat Jagani(2002), Shibani Dhar (2003), Chhotalal Bhandari (2004), Atulkumar Shah(2005), John Koshy (2006) Anand Goel (2007) Zarsis Udhawala (2008) Shyam Sunder Palod (2009) P. M. Gupta (2010) Ramakant Mahawar (2011) Hukamraj Bhandari (2012) M. B. Udgiri (2013). S. P. Dhamelia (2014).

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 Opportunities.
- 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 and Corporate Club Qualification.
- The Annual Convention is unquestionably the most valuable benefit of Life Insurance Round Table Membership.
- It is an effective, motivating meeting where members can exchange the 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.
- Convention topics are such, enabling the members for increasing the knowledge, sharpen the skills and develop the self esteem.
- LIRT is the premier forum for the exchange of sales ideas and selling techniques amongst agent participants from all over India.
- 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 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 Nationwide life underwriters (agents).

Leadership Opportunities : LIRT's committee structure allows members to hone their leadership skills as they shape the future of the Round Table by volunteering to serve on various committee ultimately reaching the highest mark "President LIRT".

Convention Glimpses at Glance.....

Registration & Fellowship.



Sales Idea Discussion (Groups).



Manager Session.



Dinner Session (Health related).



Prayer & Blessings



Deep Prajwalan (Inauguration)



Flag Ceremony (Salute to the Nation)



Main Platform Session



Workshops – Breakout Sessions.



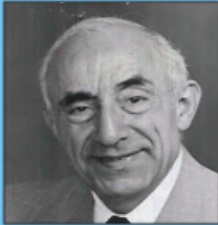
Caring & Sharing



Recreation (Entertainment) / Closing Ceremony with National Anthem



SPEAKERS VISITING LIRT



MEHDI FAKHERZADEH



TONY GORDON



BRENDAN POWER



FRANK FURNESS



ALEC BUKHMAN



RIZAL NAIDU



DEEVAN COORAY



RABJOHNSE R.



LOGAN NAIDU



KEN CLERK



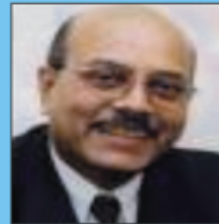
MALCOM DONEY



A. N. SHANBAG



APPA RAO MACHIRAJU



SHAILESH HARIBHAKTI



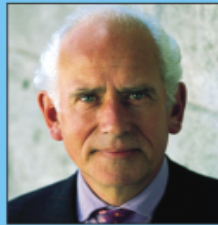
Dr. GAMINI KORALA



CLIVE GOTT



SANDRO FORTE



JOHNATHAN B.



DAVID THOMAS



JIM CRONIN



BRYAN JOHNSON



PAUL MCGHEE



LEE CLARKE



SIMON GIBSON



WILLIAM LANE



TERRY HALLORAN



EDWIN MORROW



MERL PERERA



ANURADHA BHATIA



P. P. VIJAYAN

SPEAKERS VISITING LIRT



THOMAS MATTHEW



G. N. AGARWAL



P. S. KOCHHAR



BHARAT PUROHIT



SHIBAN DHAR



H. S. KHURANA



HETAN PATEL



KANU DOSHI



ARNAV PANDYA



BHAGIRAT MERCHANT



BHARAT PAREKH



HIREN VAKIL



LAZRUS DIAS



JOSEPH MENEZES



AVIJIT SEN



Dr. MUKESH PARIKH



Dr. B. B. GOEL



Dr. RAJNISH KUMAR



Dr. H. C. DHINGRA



Sadhu Gnanvatsaldas



RANI SINGH NAIN



Dr. SOMIL NAGPAL



GAURAV MASHRUWALA



K. V. PRADEEP



Dr. T. P. SASIKUMAR



P M S KAMARAJU



ATULKUMAR SHAH



AMIT SHAH



PIYUSH VORA



SURI SEETA RAM



B. Jayaraman



Mark McGregor



Srikala Bhashyam



Amber S. Arondekar



Sibaranjan Patnaik



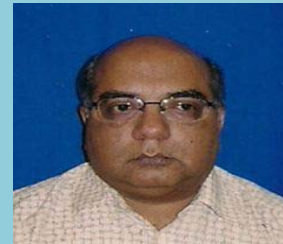
Sanjay Tolani



D. V. Suresh



Vikas Sherlekar



Dr. Nayan Shah



Dr. B.V. Pattabhi Ram



Ragunath Murthy



Ramakant Mahawar



Parag Nesarikar



Nikhil Anandpara



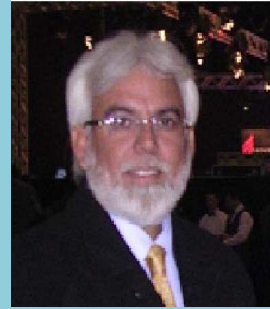
Raminder Singh Chadha



Prabodh Chander



Milind Mane



Naresh Vij



Sunil Haribal



Harish Suri



Dr. Rajani Patil



Steve Clarke



Max Moyo



R. Gopinath



Ramon Llamba



Kavita Rathod



Priti Kucheria



Reuben Tellis



Latesh Shah



R. K. Shetty



Gajendra Kothari



Gurucharan Singh Gandhi



Paritosh Pathak



K. S. Rao



Sandip Patel



Jyoti Punja

Journey of LIRT

<u>No. of Convention</u>	<u>President</u>	<u>Theme</u>	<u>Venue</u>
28 th (2014/15)	Mr. Suri Seeta Ram	"A New Beginning"	Vishaphapatnam
27 th (2013/14)	Mr. S. P. Dhamelia	"Perfection"	Jaipur
26 th (2012/13)	Mr. M. B. Udgiri	"Transformation"	Pune
25 th (2011/12)	Mr. Humukraj Bhandari	"Win and Shine"	Malaysia
24 th (2010/11)	Mr. Ramakant Mahawar	"Perform to Win"	Kolkata
23 rd (2009/10)	Mr. P. M. Gupta	"Innovation"	Mumbai
22 nd (2008/09)	Mr. Shyam Sunder Palod	"Way to Happiness"	Hyderabad
21 st (2007/08)	Mr. Zarsis Udhawala	"ASPIRE LEARN & GROW"	Katmandu
20 th (2006/07)	Mr. Anand Goel	"WIDEN THE HORIZON AND GO FOR IT"	Goa
19 th (2005/06)	Mr. John Koshy	"BEAT THY BEST"	Cochin
18 th (2004/05)	Mr. Atulkumar Shah	"KNOW THY SELF"	Agra
17 th (2003/04)	Mr. Chhotalal Bhanderi	"DREAMS UNLIMITED"	Baroda
16 th (2002/03)	Mr. Shibam Dhar	"ROAD AHEAD"	Nagpur
15 th (2001/02)	Mrs. Zeenat Jagani	"WE WILL ACHIEVE"	Ooty
14 th (2000/01)	Mr. K. D. Agarwal	"We are Ready"	Mumbai
13 th (1999/00)	Mrs. Nirupama Kamdar	"ENTER THE MILLENNIUM RE-BIRTH OF AGENT"	Delhi
12 th (1998/99)	Mr. B. B. Goel	"WE SHALL OVERCOME"	Trivendram
11 th (1997/98)	Mr. P. S. Kochhar	"LIFE INSURANCE EDUCATION"	Indore
10 th (1996/97)	Mr. P. S. Kochhar	"MARCH TOWARDS VISION 2000"	Mumbai
9 th (1995/96)	Mr. Bharat Purohit	"LEARN SELL & EXCEL"	Bangalore
8 th (1994/95)	Mr. Bharat Purohit	"BEAT THE BEST"	Hyderabad
7 th (1993/94)	Mr. M.M. Ahuja	"CHOICE IS YOURS"	Mumbai
6 th (1992/93)	Mr. N. Prasad	"SHARING & CARING"	Varanasi
5 th (1991/92)	Mr. J. C. Ahuja	"MEET THE CHALLENGE"	Goa
4 th (1990/91)	Mr. A. J. Lewis	"SERVICE BEYOND SELF"	Calcutta
3 rd (1989/90)	Mr. J. P. Sharaf	"PROFESSIONALISM"	Mumbai
2 nd (1988/89)	Mr. P. S. Kochhar	"TOTAL COMMITMENT"	New Delhi
1 st (1987/88)	Mr. Prahlad Singh	"EXCELLENCE IS OUR AIM"	New Delhi



28th Annual Convention

PROFILE OF SPEAKERS

A New Beginning
LIRT-2015

Swami Sukhabodhanandji

Swami Sukhabodhananda is the founder Chairman of Prasanna Trust. Swamiji is not only one of the most respected spiritual leaders of the country, but also nicknamed as 'Corporate Guru'. His expertise lies in synthesizing ancient wisdom of East and modern vision of West appealing to both young and old from wide spectrum of society. Swamiji is the author of many best sellers whose books have sold over a million in more than 110 titles in different languages. His books have made many discover a new way of living life. Swamiji is the second Indian to be honored at the prestigious lotus millionaires' Intellectual Club at Manhattan, New York.



Subject:

- ❖ " From Ordinary to Extraordinary"

Charles Marcus - -Canada.

Charles Marcus is a highly successful entrepreneur, best-selling author and much sought after motivational and business speaker. He empowers organizations around the world. He knows first-hand about change, excellence and being your best. After many years of being held back by a major challenge, he went on to an award winning and distinguished career in the sales and service industry.

Charles was always in the top 1% of sales achievers in every company he worked for and broke many sales and customer service records. He is a past nominee for a Canadian Comeback to Courage Award and was recently ranked by hunger2succeed as one of "The Top 60 Motivational Speakers In the World".



Subject:

- ❖ " Success is Not a Spectator Sport: How To Take Action and Achieve More"
- ❖ " How to Win the Heart, Mind, Loyalty and BUSINESS of your Customers!"

Dr U2Kumar -Malaysia-, Chartered Master Trainer of LAWRENCE WALTER SEMINARS

Dr U2 KUMAR is a Chartered Master Trainer who speaks from the excitement of his experience to share powerful turnaround Strategies and mindset that can transform you. He will transform the hidden jewels of your potential into a magnificent radiance of Passion for Success. Describe as a top prodigy of Dr Lawrence Walter Ng, this Charming Trainer will translate the energizing experience from Dr Lawrence's 1,000,000 participants to captivate the desire to do well as any achiever. He is distinctively different yet sensitive to your individual needs. His versatile ability to deliver powerful messages has captivated the hearts of many Global audiences including Motorola (China), Volvo, Bosch, Celcom, RHB, Maybank, Star Publications, Prestar Resources Bhd, JK Wire Harness, TNB, Quantum, Kurnia Insurans, Denso, Colgate-Palmolive, The Body Shop, Kimberly-Clark, Blackmores and many other World Class organizations. Your pulse will quicken, your vibration will begin to accumulate for his fun and charming style that will make you laugh to tears. A champion Master Trainer, an architect of human greatness.



Subject:

❖ "Passion for Greater Purpose".

Suresh Srinivasan - The Enthusiasm Specialist

An ardent inspirational speaker who is openly obsessive about training and helping people. With 30+ yrs. of experience in the industry. He is one of the best trainers in India, who has a large fan following around the world. In his corporate days, he was a Grand Slammer at Modi Business Machines, member of the MD's Quality Club at NIIT, best trainer at Max New York Life Insurance. Before joining Potentia at inception, he was with Dale Carnegie Training where he was adjudged WORLDWIDE #1 TRAINER for two consecutive years. Was adjudged the #1 trainer in the world for conducting Leadership Program. Was also given the Superior Trainer Award from Dale Carnegie Training.... Trainer on leadership, team building, customer services, presentation skills, selling skills & motivational talks and key note speaker.



Subject:

❖ "Stop Look Go" Enthusiastic"

Amber Arondekar - Indore- Managing Director of Powertrain

Amber S. Arondekar the founder&mentor of Powertrain Incorporation® is a seasoned corporate trainer with over 19 years of corporate and academic experience. He has spent a decade in selling at various key positions with the worlds most notable corporate like British Petroleum, Monsanto Enterprises & Reliance. Having began his career with FMCG industry with likes of 'Ruchi Soya Industries' & 'Godrej Foods' and learnt the early tricks of the trade. Monsanto enterprises a world renowned Agro-chem & bio-tech giant was his next assignment where he headed territories of Vidharbh & Chattisgarh. Organizations like the Life Insurance Corporation Cipla Limited, DainikBhaskar, IPCA Laboratories*, Shriram Fortune Solutions, BhartiInfratel, Eicher Tractors, PernordRicard and professional organizations of the stature of Confederation of Indian Industries (CII) & Indore Management Association (IMA) have been inviting Amber as a keynote speaker for their various events, beyond organizing his daylong training interventions. Besides Corporates he also a coach to Young Cricketers at MPCA for Mental Toughness.



Subject: "Yes, the same New"

Harish Rao – CFA, CAIA, ICFA.

Harish Rao is a Money Management Coach having his own Financial Planning Training unit, Simple Equation. Harish Rao is a Science Graduate and MBA. Before striking it on his own, he spent a decade with Franklin Templeton Asset Management Co. His last held position there was Vice President and National Head - Institutional Sales. Prior to that he was Vice President - South and East. He also worked with Toyota Motor Corporation in the Gulf for 9 years, before joining Franklin Templeton. He has conducted over 600 training programmes for leading Mutual Funds and Banks all across India. All his programmes aim to combine academic rigor with practical happenings in the field. Apart from this, he has also conducted over 30 Investor Seminars across various forums and on the invitation of various institutions and associations. He is a keen quizzer, having featured in Siddharth Basu's Mastermind in BBC. He has in the past conducted many Quiz programmes for Corporate and Advisors.



Subject:

❖ "Small Nudges - Big Bridges"

Mr. KS RAO

KS Rao is Head – Investor Education and Distribution Development at Birla Sun Life Asset Management Company. Over the course of his two decades in the Mutual Fund Industry, Rao has worked across disciplines including sales and distribution, marketing, product, strategy and business development. His extensive experience of operating in major geographies in India - having also worked with renowned global consultancy Boston Consulting Group in restructuring India's oldest Asset Management Company, UTI – saw him develop unique advantages in understanding the business environment of Indian Mutual Fund Industry. Part of Team Birla Sun Life Asset Management Company for the last 6 years, Rao in his previous role was Zonal Head – South, leading retail sales and distribution across the region. He was recognized as a leader, manager and team player, with a proven track record of establishing the retail sales channel for South and significantly scaling-up and driving channel sales.



An alumni of IIM-Calcutta, Rao is an MBA Finance, CAIIB with a double PGD in Portfolio Management and International Business.

Subject:

❖ "Advise with Ease" - Panel Discussion

Deepak Jain - County Head – Knowledge Management & Operations AAFM India

Mr. Deepak Jain has been involved in training, coaching and academics for more than 17 years with the intention of dramatically increasing the knowledge, skills and financial well-being of individuals. Currently working AAFM which is a globally a leader in Financial Education and Certifications he has also worked with various Multi-National Banks like Citi Bank, Standard Chartered, ING Vysya etc. He is a Master Trainer of AAFM, USA for their Financial Certifications and has conducted many Train the Trainer Programs in Wealth Management, Financial Planning , Financial Analysis, Behavioural Finance to name a few. He is a MBA Finance and Holds Certified Financial Planner, Chartered Wealth Manager, USA and Master Financial Professional Designations. He trains a wide range of professionals including Bankers, Wealth Managers, Financial Advisors, Students owing to his wide exposure to various domains in Finance. Deepak is passionate in inspiring lives and transforming the financial behaviour of individuals.



Subject:

❖ " Advise with Ease" - Panel Discussion

Amit Shrivastava

Amit Shrivastava is a thorough professional, working in the field of financial services since last 15 years. He is presently working as Associate Director – Sales with IDFC Asset Management Co. Ltd. Prior to his current role, he has a rich working experience with ICICI Bank, Standard Chartered Bank and Standard Chartered Asset Management Company.

Mr. Amit specialized in his work by linking wealth creation around Behavioral Patterns that impact and influence the investment behavior of investors over the long term. He is an Urdu Poet. His first book on Poetry “IBTIDA “ is published and the next few are expected to be released soon..



Subject:

❖ "BRIAN" ...Storm!

A. Balasubramanian - C.E.O.-Birla Sun Life Asset Management Company

He has been with BSLAMC since its inception. He has more than 17 years of experience in the Capital Market. Under his leadership, Birla Sun Life Mutual Fund has won several awards for delivering the best performance from external agencies such as CRISIL TV18, BNP Paribas, ICRA and Reuter Lipper. In 2008-09 with him as the CIO, BSLAMC won the coveted "Mutual Fund House of the Year" second time in a row also being adjudged the best "Onshore Fund House-India" by the Asian Investor magazine. Prior to joining BSLAMC, he has worked with GIC Mutual Fund as Senior Trader and Canbank Financial Services as Senior Executive. He also has been part of SEBI Committee on Review of Eligibility Norms. He has delivered guest lectures at SIES, Mumbai, IIM Bangalore for Executive Education Programme, Dalmia Institute of Management and Narsee Monjee Institute of Management. Balasubramanian has done DFM and AMP from IIM Bangalore in addition to Bsc in Mathematics.



Subject:

❖ " Customer Aquisition through Customer Education"

Randhir Bhalla

Randhir Bhalla & Associates are senior Engineers, Chartered and Cost Accountants. Having closely associated with SME sector for several decades, he has witnessed Threats and Risks inherent to this segment. The Financial Business Continuity Plans designed by him identifies 8 Critical Risks that needs to be taken care of by the owners of every Business enterprise. Mr. Randhir Bhalla is an author and speaker on this subject at very high profile forums like FICCI, ASSOCHAM – New Delhi and FKCCI (Federation Karnataka Chamber Of Commerce & Industries) – Bangalore.



The customized plans designed by him for the promoters of SMEs add lots of value to the Companies and to their Promoters, Collaborators, Investors and to the key persons in the organizations..

Subject:

❖ "Liability Hedging and Corporate Succession Risk Management"

Aman Chugh

Aman Chugh, one of the youngest Chartered Accountants of India (2003 Batch), an MCom, and an Executive MBA (Banking stream), has vast experience and expertise in Currency and Rates Derivative Markets.

He is currently pursuing Phd (Doctorate in Philosophy) in the domain of Currency Derivatives and Risk Management Policy to research further on his practical learning's related to Financial Derivatives.

He is currently on the elite Training Board/Panel for ICICI and delivers training sessions on Equity, Currency & Interest Rate Derivatives & Risk Management techniques. He is Managing Partner of MarketConnected Advisors LLP ("MarketConnected"). Delivers training sessions to staff of Punjab National Bank. He is on the Advisory panel of the Capital Markets Study Group of Northern India Regional Council of The Institute of Chartered Accountants of India

Chairperson/speaker on various forums including that of CII and similar bodies. First Author in India to have authored the first ever practical book on "Financial Derivatives: The Currency and Interest Rates Factor" Have been a Consultant/Trainer to varied Fortune 500 and other premier organizations/associations and corporate also Guest Faculty/Visiting Faculty to highly rated Management B-Schools, Institutes, and Universities.



Subject:

❖ "Peeping in Financial Market"

Mansi Kapadia

Founder Mansi Kapadia, Trained with Colour Me Beautiful, UK the world's leading image consultants to become a Fashion Image Consultant in India. Prior to this she styled and Designed looks for various Tv shows like Master Chef India, Indian Idol, Dance India Dance, Nach Baliye, Guinness World Records and many more for all the popular channels. With a sparkling 7+ years of experience in design and styling. She has well established herself in the television and movie industry as a stylist. She has a list of celebrities to her credit, for who she has designed costumes and suggested styling.



Mansi Kapadia

Subject:

❖ " Professional Personality Grooming"

Dr. Praveen Kumar Saxena-MBBS(OSM), DMRD,FCMT (Clinical Metal Toxicologist), FACAM, FRCAM

Medical School Osmania Medical College Hyderabad 1990. Internship Osmania General Hospital, Hyderabad 1991. Dr. Praveen Kumar Saxena is a radiologist based at Hyderabad. With Vast experience in the field of ultrasound guided interventions, he groomed himself to focus on non-invasive therapies like, Intravenous Chelation Therapy, Far Infra Red Detox, External Counter Pulsation (ECP), Anti-aging, Ozone Therapies etc. he is also a Board certified CLINICAL METAL TOXICOLOGIST (IBCMT). He is one among the only 8 qualified Clinical Metal Toxicologists in India. He adopted chronic disease management programs using novel treatment procedures like Detoxification, metabolic weight loss, nontoxic cancer therapies(immune modulation, nutraceuticals) External counterpulsation (non surgical bypass), Ozone & HYPERBARICS therapy for addressing various ailments. He is a author of a book DEALING WITH CANCER.



Subject:

❖ " Early detection of Cancer and Measures to Prevent it."

Anil Thomas

Anil Thomas, an eminent speaker in the field of Human Development & have coached more than 8600 students across Mumbai, over the past 17 years. I hold a Masters in Organic Chemistry, am an NLP therapist (Double Graduate) Gestalt Therapist (Double Graduate) and a Certified Metaphor –practitioner. He owe his therapeutic skills to Dr. Richard ('Dick' McHugh). Apart from being an ICF certified Life Coach and CCA Certified Empowerment Coach, he is also a Certified Transactional Analysis (TA) practitioner. Anil is recognized for bringing success in the fields of study, sports work, business, family & life using the wisdom gained from his extensive experience as an academician, keynote speaker, therapist, mentor and coach. Coaching individuals and institutions to achieve personal, professional and sustainable excellence, Anil Thomas EMPOWERS YOU on the road to success, inspiring you to go the distance and give it your best, helping you live your highest vision



Subject:

❖ " The Promise of the Future"

Prabodh Chandra

Former Founder Employee and thereafter an Executive Director who retired from the services of the Authority in November, 2010. He is presently an Advocate enrolled with the Bar Council of Delhi and also a qualified Arbitrator and Mediator. He is practicing Corporate Insurance Law and compliance of insurance regulatory issues as a chamber practice. Mr. Prabodh Chander is well versed in the insurance law and has been a key person in preparing IRDA Regulations, guidelines and circulars from time to time. He has performed multifarious activities in almost all the areas (except Actuarial) of establishing the institution of the IRDA and thereafter in performance of its functions till the date of his retirement. He is well traveled in India and abroad and trained in foreign jurisdictions in the financial and insurance supervision matters. Before he was taken up by the Government in the IRA (now known as IRDA) in January, 1996, he was a Direct Recruit Officer of GIC in New India Assurance Company Ltd. He joined the insurance sector in 1977.



Subject:

❖ " A New Beginning of Insurance Era with Reformed Structure"

Rajesh Sahane

Rajesh Sahane is a CERTIFIED FINANCIAL PLANNER^{CM} focused on comprehensive Financial Planning and Tax & Estate Planning issues for private clients. He has earned the CFPCM designation from the Financial Planning Standard Board, India. He lectures frequently on topics such as Retirement Planning, Human Life Value and Insurance Planning, Investment planning, planning for children education and Marriage, tax efficient income generation, Tax Planning & estate planning. He started his career in the Financial Industry in the year 2001, by joining Birla Sun Life Insurance Co.Ltd., as an Insurance Advisor, He is the first Advisor from BSLI Chembur branch who attended the MILLION DOLLAR ROUND TABLE CONFERENCE (MDRT) at Los Angeles in the year 2004. He is currently associated with LIFE INSURANCE CORPORATION OF INDIA.



Subject:

❖ "Art of Asking Questions"



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

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