



LIFE INSURANCE ROUND TABLE

30th

ANNUAL CONVENTION

**THE KINGSBURY HOTEL, COLOMBO - SRI LANKA
9TH SEPTEMBER - 12TH SEPTEMBER 2017**



WE ARE

Blessed

About us....



LIFE INSURANCE ROUND TABLE inaugurated on 29th April, 1988 by the then Chairman Of Life Insurance Corporation of India Mr. R. Nara-yanan, at a colorful function in the convention hall of Hotel Taj Mansingh, New Delhi. The Veteran Agents Shri. J. P. Sharaf and Shri P. S. Kochhar are instrumental for introducing MDRT in India and the culture of MDRT convened by them in the shape of LIFE INSURANCE ROUND TABLE in 1988; keeping the sole motto in mind for extending the same experience as MDRT to the Agent colleagues who unable to attend MDRT conference due to whatever reason.

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, R. K. Shetty, Laazarus Dias, Amber Arondekar and many more has addressed LIRTians.

The group discussions on sales Ideas (prior given) on every morning with summarization by group leaders prior to 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 on Grand Level where delegates are participating from all parts of India & overseas; they rub the shoulders with fellow participants as well as with speakers, get knowledge and build long lasting relationship amongst them.

“Mission”

LIRT - ASSOCIATION OF INSURANCE PROFESSIONALS; working since 29 years for the upliftment of the agents' fraternity, organized by the Insurance Agents with only motto of parting knowledge and education without commercial intention. **LIRT** is a Professional Body of Life Insurance Advisers and Practitioners. Education, Motivation and Recognition are the three basic ingredients a Professional Agent requires to be successful in his profession and at LIRT these inputs are adequately made available. **LIRT** is instrumental for the creation of thousands of fine Life Insurance Professionals across the Length and Breadth around India.

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. **LIRT** upholds and strives for Ethical Standards and Whole Person Concept among its Members and a supreme sense of Discipline is the basic qualifying condition to be a Part of LIRT.

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), Shiban 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). Suri Seeta Ram(2015).

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**"

Sponsorship Opportunities

This is an Invitation to grab the Golden opportunity for enhancement of your business by keeping a Stall, Interacting with the Stalwarts from amongst the Industry and distributing your business materials/propositions to the outstanding and highly successful Financial Services professionals from all over India many of who may have not yet started dealing with your Product in a big way.

The Best place to meet and interact with Leaders of the Industries and Achievers with versatile personalities at large for 3 days.

What's in it for my company: Value beyond a booth

You get immense value boost and branding for your product/service beyond a mere Banner Display to participation by having a Stall to Sponsoring an Event or a Co-Branded Gift with LIRT etc., all are opportunities to acquire big mileage for building relationship and business expansion through the proven achievers from all over India. This is the only one Indian platform of Insurance Professionals for projecting themselves with their achievements and with each of them you will have a chance for one to one dialogue.

Top Reasons....

*To Build your Brand with **LIRT***

✎ Promote Your Products And Service Offering

Further your branding onsite and engage more intimately with your desired audience. If you have new product to launch then for demonstration this is an ideal place.

✎ Establish Your Thought Leadership

Speaking from LIRT platform is a proud privilege for the speakers visiting from all corners of India, U.S., U.K., South Africa, Ireland and other Asian countries.

✎ Increase Brand Recognition

You will get weeks of pre-event exposure to your target audience.

✎ Generate Quality New Leads

Advantage of the conference content to initiate thoughtful conversations with Quality Delegates.



Sponsorship Levels & Benefits....

DIAMOND PLAN - INR 4 LACS

- ✎ Stall in Pre-function area (Entire Convention).
- ✎ 2 Rooms complementary on Twin Sharing with all meals.
- ✎ One Presentation for 35 minutes.
- ✎ Distribution of business material.

GOLD PLAN - INR 3 LACS

- ✎ Stall in Pre-function area (Entire Convention).
- ✎ 2 Rooms complementary on Twin Sharing with all meals.
- ✎ One Presentation for 35 minutes.

SILVER PLAN - INR 2 LACS

- ✎ Stall in Pre-function area will be allowed for 2 & half days.
- ✎ 1 Rooms complementary on Twin Sharing with all meals for 2 days.

BRONZE PLAN - INR 1 LACS

- ✎ Stall in Pre-function area will be allowed for 1 day.
- ✎ Can Sponsor part of Kit material with Co-Brand.

Note:- Written Confirmation should be prior to convention by 30 days.





WE ARE BLESSED

LIRT-2017

30th Annual Convention - Speakers

DR. NAOMAL BALASURIYA



ANTONY CHERUKARA



LAZARUS DIAS



DEVAAN COORAY



HIREN VAKIL



DR. VIKRANT SINGH TOMAR



RAMINDER SINGH CHADHA



JYOTI PUNJA



HITESH CHANIYARA



NAMRATA THAKKER



DR. SHASHIDHARAN KUTTY



AMIT SHAH





We Are Blessed!!!!
LIRT-2017

LIFE INSURANCE ROUND TABLE

30th Annual Convention

The Kingsbury Hotel, Colombo - Sri Lanka

9th September 2017

5.30 a.m. - **Arrival at Colombo Airport.**
07.30 a.m. - **Departure to Colombo city tour sightseen.**
2 p.m. onwards – **Registration & Hotel Check-in with Lunch.**
4.00 to 5.00 p.m. **TEA BREAK**
5.30 to 6.30 p.m. - **Star Twinkle Star Meet and MDRT Qualifier Felicitation.**
6.30 to 7.30 p.m. - **"Think Differently because you're so very blessed" - Dr. Naomal Balasuriya**
07.30 to 8.30 p.m. - **Cultural Program**
08.30 to 09.30 p.m - **Dinner**

10th September 2017

06:30 to 07.30 a.m. – **Breakfast**
08:00 to 08.40 a.m. - Prayer, Inauguration and President's Address
08:40 to 09.20 a.m. – “We Are Blessed” – Blessings from *Priest*.
09:20 to 10.00 a.m. – We Are Blessed Out of Choice.- *Antony Cherukara*
10.00 to 10.40 a.m. – “Law of Attraction” – *Laazarus Dias*
10:40 to 11.00 a.m. - **TEA BREAK**
11.00 to 11.40 a.m. - "Selling in a Conversation". – *Devaan Cooray*
11.40 to 12.20 p.m. – “Life Begins When You Do” – *Hiren Vakil*
12.20 to 02.00 p.m. – **LUNCH**
02.00 to 03.00 p.m. - “A Date with the Destiny” – *Vikrant Singh Tomar*
03.00 to 04.00 p.m. - "Make Hay While The Sun Shines...". – *Raminder Singh Chaddha*
04:00 to 04.30 a.m. - **TEA BREAK**
04.30 to 05.30 p.m. - *Health Insurance-A New Frontier- Jyoti Punja*
05.30 to 06.30 p.m. - **Group Discussion: "Sales Idea Presentation"**
06.30 to 07.30 p.m. - **Quiz Round** – *Laazarus Dias*
07.30 to 08.00 p.m. - My Journey from Ordinary Agent To Entrepreneur.- *Hitesh Chaniyara*
08.30 to 09.30 p.m - **Dinner**

11th September 2017

06:30 to 07.30 a.m. - **Breakfast**
07:40 a.m. – Boarding in Bus for Full Day Sightseen
(*Ashok Vatika, Hanuman Mandir, Buddha Temple*) Lunch & Dinner at Indian Restaurant.

12th September 2017

06:30 to 07.30 a.m. - **Breakfast**
08:00 to 08.40 a.m. - "Mindset" - *Namrata Thakkar*
08:40 to 09.20 a.m. – “When Opportunities Knocks, Open The Door” – *Hiren Vakil*
09:20 to 10.00 a.m. – "Winning ways to connect to customers ". – *Dr. Shashidharan K. Kutty*
10.00 to 10.40 a.m. - "Your Greatest Asset". – *Devaan Cooray*
10:40 to 11.00 a.m. - **TEA BREAK**
11.00 to 11.40 a.m. - Product Positioning -Mutual Fund– *Amit Shah*
11.40 to 12.20 p.m. – “Happiness is a Choice” – *Vikrant Singh Tomar*
12:20 to 12.40 p.m. – **Summing up.**
12:40 to 01.00 p.m. – Closing Ceremony Sum up and conclude the convention with National Anthem.
After Lunch Check out and proceed for sightseen and then to Airport for flight back home.

Convention Glimpses at Glance.....



Registration & Fellowship



Sales Idea Discussion (Groups)



Dinner Session (Health related)



Prayer & Blessings



Deep Prajwalan



Convention Glimpses at Glance.....



Flag Ceremony (Salute to the Nation)



Main Platform Session



Convention Glimpses at Glance.....



Workshops - Breakout Sessions



Caring & Sharing



Recreation (Entertainment) / Closing Ceremony with National Anthem



Speakers thus far....



Mehdi Fakherzadeh



Tony Gordon



Brendan Power



Frank Furness



Alec Bukhman



Rizal Naidu



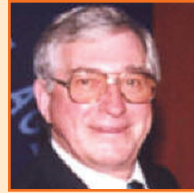
Logan Naidu



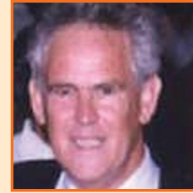
Deevan Cooray



Rabjohnse R.



Ken Clerk



Malcom Doney



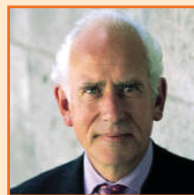
Clive Gott



Bryan Johnston



Jim Cronin



Johnathan B.



Paul Mcghee



Edwin Morrow



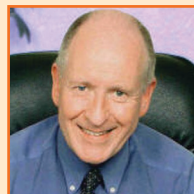
Simon Gibson



Terry Halloran



Sandro Forte



Lee Clarke



Max Moyo



Charles Marcus



Ronnie Muhl



William Lane



Steve Clarke



David Thomas



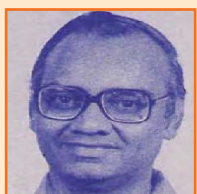
Bhupinder Anand



Merl Perera



M. G. Diwan



N. Ramamurthy



Jaithirath Rao



P. S. Kochhar



Bharat Purohit



G. N. Agarwal



Thomas Matthew



A. N. Shanbhag



Shailesh Haribhakti



Appa Rao Machiraju



Dr. Gamini Korala



Dr. R. K. Shetty



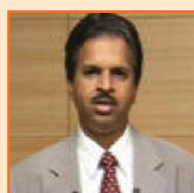
Bharat Parekh



Milind Mane



R. Gopinath



Laazarus Dias



Prabod Chandra



Bhagirat Merchant



Dr. B. V. Pattbhiram

Speakers thus far....



Ragunath Murthy



Sanjay Tolani



Hetan Patel



Rani Singh Nair



Gaurav Mashruwala



Aman Chugh



Arnav Pandya



Swami Sukhbodanandji



Sadhu Gyanvatsaldas



Fr. Reuben Tellis



Dr. B. B. Goel



Dr. Bipin Pandit



Dr. Dinesh Vohra



Dr. H.C. Dhingra



Dr. Mukesh Parikh



Dr. Praveen Kumar
Saxena



Dr. Somil Nagpal



Dr. T. P. Sasikumar



Dr. P.P. Vijayan



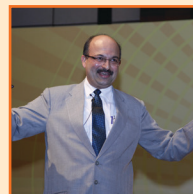
K. V. Pradeep



Dr. U2kumar



Amber Arondekar



Hiren Vakil



Latesh Shah



Suresh Srinivasan



Gajendra Kothari



Gurucharan Singh
Gandhi



Ramon Llamba



Dr. Nayan Shah



Dr. Ramakant Mahawar



Kalpen Parikh



K. S. Rao



Sandeep Patel



Paritosh Pathak



E. N. Goveia



Naresh Vij



Mansi Kapadia



Dr. Rajani Patil



Anil Thomas



Priti Kucheria



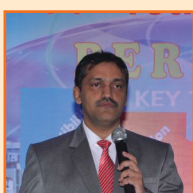
Kavita Rathod



Joseph Menezes



Atulkumar Shah



Amit Shah



Piyush Vora



Nikhil Anandpara



Raminder Singh
Chadha



Harish Rao



Journey of **LIRT**

No. Of Convention	President	Theme	Venue
30th (2016/17)	Mr. Ramakanat Mahawar	"We are Blessed"	Colombo
29th (2015/16)	Mr. Mahesh Shiroya	"Be Karmayogi"	Amritsar
28th (2014/15)	Mr. Suri Seeta Ram	"A New Beginning"	Vishaphapatnam
27th (2013/14)	Mr. S. P. Dhamelia	"Perfection"	Jaipur
26th (2012/13)	Mr. M. B. Udgiri	"Transformation"	Pune
25th (2011/12)	Mr. Humukraj Bhandari	"Win And Shine"	Malaysia
24th (2010/11)	Mr. Ramakant Mahawar	"Perform To Win"	Kolkata
23rd (2009/10)	Mr. P. M. Gupta	"Innovation"	Mumbai
22nd (2008/09)	Mr. Shyam Sunder Palod	"Way To Happiness"	Hyderabad
21st (2007/08)	Mr. Zarsis Udhawala	"Aspire Learn & Grow"	Katmandu
20th (2006/07)	Mr. Anand Goel	"Widen The Horizon And Go For It"	Goa
19th (2005/06)	Mr. John Koshy	"Beat Thy Best"	Cochin
18th (2004/05)	Mr. Atulkumar Shah	"Know Thy Self"	Agra
17th (2003/04)	Mr. Chhotalal Bhandari	"Dreams Unlimited"	Baroda
16th (2002/03)	Mr. Shiban Dhar	"Road Ahead"	Nagpur
15th (2001/02)	Zeenat Jagani	"We Will Achieve"	Ooty
14th (2000/01)	Mr. K. D. Agarwal	"We Are Ready"	Mumbai
13th (1999/00)	Mrs. Nirupama Kamdar	"Enter The Millennium Re-birth Of Agent"	Delhi
12th (1998/99)	Mr. B. B. Goel	"We Shall Overcome"	Trivendram
11th (1997/98)	Mr. P. S. Kochhar	"Life Insurance Education"	Indore
10th (1996/97)	Mr. P. S. Kochhar	"March Towards Vision 2000"	Mumbai
9th (1995/96)	Mr. Bharat Purohit	"Learn Sell & Excel"	Bangalore
8th (1994/95)	Mr. Bharat Purohit	"Beat The Best"	Hyderabad
7th (1993/94)	Mr. M. M. Ahuja	"Choice Is Yours"	Mumbai
6th (1992/93)	Mr. N. Prasad	"Sharing & Caring"	Varanasi
5th (1991/92)	Mr. J. C. Ahuja	"Meet The Challenge"	Goa
4th (1990/91)	Mr. A. J. Lewis	"Service Beyond Self"	Calcutta
3rd (1989/90)	Mr. J. P. Sharaf	"Professionalism"	Mumbai
2nd (1988/89)	Mr. P. S. Kochhar	"Total Commitment"	New Delhi
1st (1987/88)	Mr. Prahlad Singh	"Excellence Is Our Aim"	New Delhi

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

211, 2nd Floor, Nav-neelam Premises,
R. G. Thadani Marg, Worli, Mumbai - 400018.

Tel - (91-22) 66623966 / 24913369 | Fax- 66669228

E-mail: lirt@hathway.com, lifeinsuranceroundtable@gmail.com

Website: www.lifeinsuranceroundtable.org