



LIFE INSURANCE ROUND TABLE



31ST ANNUAL CONVENTION

SEPTEMBER 29TH – 1ST OCTOBER, PRE-CONVENTION
28TH SEPTEMBER, 2018
INDANA PALACE – JODHPUR, RAJASTHAN

Success is a Journey...

EFFORT

**TRY
AGAIN**

**KEEP
ON
DOING**

ACTION

PLAN

GOAL

VISION



PROFILE OF SPEAKERS

Baiju Solanki (U.K.)

Award-winning business man & TEDx speaker Baiju Solanki is now the CEO/Founder of EnSpirit: a platform that inspires, educates and connects one to develop own entrepreneurial skills and create the desired life.

Baiju has experience in the academic world, as a psychology lecturer, and in the corporate world as a sales director, before he started his own Coaching & Training.

He nudges people into realizing their power. He seeks to unleash the entrepreneurial mindset in others.



Subject:

- ❖ "How to make a Game Changing Impact"
- ❖ "How to Sell without Selling"



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LIRT-2018

Satish Sharma

24 Times MDRT 1994 - 2018

14 Times TOT 2004 - 2018

Satish is a veteran of the life insurance industry and brings more than 40 years of experience in selling and agency leadership having run profitable agency operations for the American Life Insurance Company renamed recently as MetLife in Kuwait. one of ALICO's leading Agency Managers worldwide in all lines of business.



Satish was honored in the ALICO "Gallery of Stars" for his achievements spanning over 32 years of distinguished career with ALICO.

He is also currently promoting LIMRA/LOMA efforts in Middle East. He has also been instrumental in motivating and mentoring teams of various Life Insurance Companies in India and the Gulf countries.

Subject:

❖ "Success is a Journey and not a Destination"



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Amber Arondekar

Amber S Arondekar, is founder of The Impact Learning. The Impact Learning is a renowned training and consulting firm.

Amber has addressed for professional associations like the Confederation of Indian Industries (CII), Indore Management Association (IMA).

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



Subject:

- ❖ " Success is a Love Affair "
- ❖ "29200"



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Hariharan Iyer

Hariharan is popularly referred to as The Enter-Trainer. He is an internationally certified trainer from Asentiv, USA, and packs in over 25 years of training experience. He started his training journey as a Public Speaking trainer in the late '80s. He is Founder and Chief Mission Officer - Hariharan's School of Success Education (HSSE). He has conducted training sessions in over 50 cities in India, as also in Dubai and Nepal. He is an author of 5 books.



Subject:

- ❖ " Continuously working on our KASH (Knowledge, Attitude, Skill, Habits) for continuous CASH "



Success is a Journey...
LIRT-2018

Milind Mane

Since 28 years Making of highly motivated, professional, and committed Team of Agents, as a Development Officer with LIC of India. Qualifying All India Ace Development Officer since 1997.

Felicitated by Chairman of LIC for Highest MDRT agents with team of 17 agents. Honored to be the Special Guest at MDRT. Attended AGM MDRT at various times. Addressed more than 850 meetings of Agent and DO's. Panel Guest Speaker at Zonal Training Center & NIA, Pune. Team of 76 agents, 16 MDRT's, 3 COT's and One TOT.

Recipient of Life Time Achievement Award for Contributions made to insurance fraternity, at the Hands of Shiv Khera



Subject:

❖ "Financial Freedom"



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Prasun Sikdar

Prasun Sikdar is the Managing Director and Chief Executive Officer of Cigna TTK Health Insurance Company Limited. Prasun has 22 years of leadership experience in financial services and deep insurance knowledge. He was Group President and Global Head at Yes Bank, also he was a founding member and Senior General Manager – Chief Sales & Distribution at ICICI Prudential Life Insurance. He worked across several portfolios including Operations & Underwriting, Bancassurance, Agency, Alternate Distribution, Health Business and Sales Strategy.

Prasun holds a master's degree in economics from the Kolkata University, and comes with a substantial experience in the field of financial services & insurance industry.



Subject:

❖ " Success is a Journey-Key note "



Success is a Journey...
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Sfurti Sahare

Sfurti Sahare is a Motivational Speaker and a Top Selling author of a very famous book ' Think and Win like Dhoni'

She is two time TEDX Speaker, One in India and other in Italy, Rome.

She was invited in May 2018 to Rome, to represent India in a TEDX TALK to speak on Hope and Vision. She is a two times TEDX Speaker and a Winner of Nari Shakti Award 2018. Her Book is Reader's Digest's Promotional Title of year 2017-2018.



Subject:

❖ " Think and Win like Dhoni"



Success is a Journey...
LIRT-2018

Dhaval Kapadia

Dhaval Kapadia, CFA, CFP, is Director - Portfolio Specialist at Morningstar Investment Adviser India. He is responsible for leading Morningstar's investment consulting business in India. He has more than 17 years of experience in areas including fixed income, equity markets and investment advisory, he spent nearly six years at Axis Bank, leading a team of Investment Advisors. He had set up the Investment & Portfolio advisory platform at Axis Bank. An MBA with specialization in Finance, the CFP designation from FPSB India and is a CFA charter holder'.



Subject:

❖ " Asset Allocation and Importance of Mutual Fund Investing v/s Insurance "



Success is a Journey...
LIRT-2018

Dhaval Kapadia

- ❖ Trainer with more than 14 years Training Experience on LIC products & Insurance Concepts.
- ❖ Trainer who has taken more than 3000 Education sessions on various platforms.
- ❖ Trainer who has spoken in Investor Meets & Insurance Literacy Meetings in companies on behalf of agents in India & Abroad.
- ❖ Trainer who has addressed Customer Awareness meets of LIC agents.
- ❖ Trainer who has done Celebrity & HNI Canvassing.
- ❖ Trainer who talks based on his Practical Canvassing Experience.
- ❖ Trainer whose topics are about Selling Insurance through Concept Selling.
- ❖ Trainer who is a management Graduate and also Licentiate in Insurance.
- ❖ Trainer who has created the most powerful concept of Estate Creation to sell High Premium Policy.



Subject:

- ❖ "Concept Selling "



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Alpa Shah

Alpa Shah is Co-Founder and Director of Next Level Education Pvt. Ltd. She has worked with Tata Asset Management as Head of Worksite Solutions Division. Alpa's experience led to spread literacy and empower the society especially youth and women. Her passion being women empowerment and finance, gave a psychological angle to her knowledge.

Alpa Shah is appointed as the "Mumbai Chairperson for Finance" for All Ladies League a women group. A dream to expose maximum women to get the benefits of a financial planning and make career by providing them a fully sponsored NISM Training Program and help them become an entrepreneur.

Alpa had visited TCS Riyadh all women organization for Women Empowerment.



Subject:

❖ " Success through Financial freedom and How to start Mutual Fund business'.



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Gemini Dhar

For over 27 years Gemini Dhar has worked and met with an extensive range of persons including celebrities, CEOs, Industrialists, home makers and children to help strengthen their core beliefs, systems and bringing balance in their life because that is where she does her best job which in turn gives her the befitting title of being a 'Take Charge Expert'.

Gemini also is a fashion entrepreneur and has worked with some of the major brands from several countries including India, Sweden, London, UAE, Italy and Norway.

Gemini is signature program - TAKE CHARGE OF YOUR LIFE, empowers and helps individuals unmask their potential and her

TAKE CHARGE 5X FORMULAS.



Subject:

❖ "Take Charge of your Life"



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Jitesh Manwani

Jitesh Manwani is a motivational speaker and life coach.

A certified NLP practitioner, having the certification by American society of NLP. doing Ph.D. in behavioral skills training. He has a vast experience in Behavior skills training, NLP training, motivational training, soft skills training, etc. with different set of renowned people in various industries and organizations. He has obtained the “Making the Stage” training certification from Success Resources, Singapore.



Subject:

❖ "Journey from Conscious to the Subconscious ."



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Farzana Suri

She has been an ad professional for 17 years before establishing Farzana Suri Victory Coach.

Privilege of coaching over 5000 clients across India and the globe. She uses numerology as a diagnostic tool to understand the traits of a person and integrates other techniques like coaching, NLP and graphology to inspire a victory mindset. She's a leadership trainer as well and has trained managers in ICICI Bank, BBC News, Google, HDFC Life and PVR.

Her key to success is "Making a difference is what makes me different.



Subject:

❖ "Finding the Victor Within".



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Dr. Nayan Shah

An eminent, qualified Radiologist, a Healthcare Management expert with over 30 years' experience.

Founded Paramount Healthcare in 1996 and Paramount Health Services in 2001 – a licensed Third Party Administrator(TPA).

Presently Directorship with other companies like - Eximius InfoTech Pvt. Ltd., Health Quarters India Pvt. Ltd., Medicus Devices Pvt. Ltd. Currently managing Business Units of Paramount Health Services in Mumbai & Sri Lanka, Health 360 Ancillary Services in Bahrain,

Orbits International in Saudi Arabia. He has been the President, Hospital Management Services – Reliance Industries Ltd. Visiting faculty in many Insurance and Medical academies including NIA-PUNE.



Subject:

"Service: Key to Success".

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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