



LIFE INSURANCE ROUND TABLE



ANNUAL CONVENTION

SEPTEMBER 14TH - 16TH, PRE-CONVENTION, 13TH SEPTEMBER, 2019
KIRANSHREE GRAND - GUWAHATI, ASSAM

Navigating
the **F**uture



LIFE INSURANCE ROUND TABLE

32nd Annual Convention

KIRANSHREE GRAND HOTEL - Guwahati - Assam

Navigating the Future

LIRT-2019

13th September 2019

12 p.m. onwards – Registration & Hotel Check-in followed by Lunch.
3.30 to 4.15 p.m. - First Time Attendees Session.
4.15 to 5.00 p.m. - Star Twinkle Star Meet.
5.00 to 5.20 p.m. **TEA BREAK**
5.20 to 6.00 p.m. – Manager Session: *लोकप्रियता बरकरार रक्खे* - *Ramakant Mahawar*
6.00 to 6.30 p.m. - Group Discussion: "Sales Idea Presentation".
6.30 to 7.30 p.m. - Dinner Session: Be a Group Business Pioneer– Parikshit Vaidya – Manipl Cigna Health
08.30 to 09.30 p.m. - **Dinner**

14th September 2019

06:30 to 08.00 a.m. – **Breakfast**
08:20 to 09.00 a.m. - Prayer, Inauguration and President's Address
09:00 to 09.40 a.m. – "Navigating the Future" – Key note Address - *Shashank Chaphekar*.
09:40 to 10.20 a.m. – "Seeing the Future". - *Amber Arondekar*.
10.20 to 10.40 a.m. - **TEA BREAK**
10:40 to 11.20 a.m. - " Positive Attitude Leads to Successful Life" – *Vikrak Agnihotri*
11.20 to 12.00 a.m. - "Metamorphosis of a Sales Person: Do you fit in?. – *Nitin Bang*
12.00 to 12.40 p.m. – "Sportsmanship in Life". – *Amay Khurasiya*
12.40 to 02.00 p.m. – **LUNCH**
02.00 to 03.00 p.m. – "Navigating Changes: 2020-2030 The Future of Investment Advisory". – *Sunish Shrivastav*.
03.00 to 04.00 p.m. - "Finding your Element". – *Milind Mane*.
04:00 to 04.30 a.m. - **TEA BREAK**
04.30 to 05.30 p.m. - "The Hidden Factor of Sales Formula". – *Ranjit Singh*.
05.30 to 06.00 p.m. - **Group Discussion: "Sales Idea Presentation"**
06.00 to 06.20 p.m. – "Experience the Digital Insurance Revolution. Sell Insurance, the Smart Way" – *Birju Shah*
06.20 to 08.00 p.m. - " **Leisure Hour** "
08.00 to 09.30 p.m. – **Dinner**

15th September 2019

06:30 to 08.00 a.m. – **Breakfast**
08:20 to 09.00 a.m. – "Business – Myth Mystery Magic" - *Vishwas Jambu*
09:00 to 09.40 a.m. – " Let's Try Falling !! - *Avisha Awasthi*
09:40 to 10.20 a.m. – " WILL & Succession" – *Rashmi Shah*
10.20 to 10.40 a.m. - **TEA BREAK**
10:40 to 11.20 a.m. - " Financial Planning post Demonetization". - *Sachin Devkar*.
11.20 to 12.00 a.m. - " I am the CEO- Today & Tomorrow". – *Parag Nesarikar*.
12.00 to 12.40 p.m. – " Stay Positive " – *Milind Mane*.
12.40 to 02.00 p.m. – **LUNCH**
02.00 to 03.00 p.m. – " Performer v – **LIVE Interviews** –
04:00 to 04.30 a.m. - **TEA BREAK**
04.30 to onwards. -- "**PROCEED TO CRUISE**". Short Documentary on Lachit Borphukan + Cultural Performances (Classical Dance Satriya & Folk Dance BIHU) + Live Singing)

16th September 2019

06:30 to 08.20 a.m. - **Breakfast**
08:20 to 09.00 a.m. - " The e- journey of an ACE Agent". - *Subramanian Iyer* .
09:00 to 09.40 a.m. – "Selling to the high net worth. Thinking Big and Selling Bigger" – *Satish Sharma*
09:40 to 10.20 a.m. – "Beyond Selling" – *Amber Arondekar*
10:20 to 10.40 p.m. – Closing Ceremony Sum up and conclude the convention with National Anthem.

LIFE INSURANCE ROUND TABLE

32nd ANNUAL CONVENTION

September 14th – 16th, Pre-Convention 13th September, 2019

THEME: *✦ Navigating the Future ✦*

TIME	13 th SEPTEMBER, 2019		
12.00 p.m. onwards	Registration & Fellowship followed by Lunch.		
3.30 to 4.15 p.m.	First Time Attendees Session:		
4.15 to 5.00 p.m.	Star Twinkle Star Meet:		
5.00 to 5.20 p.m.	TEA BREAK		
5.20 to 6.00 p.m.	Managers Session: *लोकप्रियता बरकरार रखें* - Ramakant Mahawar		
6.00 to 6.30 p.m.	Group Discussion: "Sales Idea Presentation"		
6.30 to 7.30 p.m.	Dinner Session: Be a Group Business Pioneer- Parikshit Vaidya – Manipal Cigna Health Insurance Co. Ltd.		
8.30 to 9.30 p.m.	Dinner		
TIME	14 th SEPTEMBER	15 th SEPTEMBER	16 th SEPTEMBER
06:30 to 08.00 a.m.	Breakfast	Breakfast	Breakfast
Main Platform Sessions			
08:20 to 09.00 a.m.	Prayer, Flag Ceremony, Inauguration President 's Address	"Business – Myth Mystery Magic". Vishwas Jambu	"The e- journey of an ACE Agent". Subramanian Iyer
09:00 to 09.40 a.m.	Navigating the Future : Keynote Address Shashank Chaphekar	Let's Try Falling !! Avisha Awasthi	"Selling to the high net worth. Thinking Big and Selling Bigger" Satish Sharma
09:40 to 10.20 a.m.	Seeing the Future. Amber Arondekar	WILL & Succession Rashmi Shah	Beyond Selling Amber Arondekar
10:20 to 10.40 a.m.	TEA BREAK		Closing Ceremony - (Summing up the convention with National Anthem)
10.40 to 11.20 a.m.	Positive Attitude Leads to Successful Life. Vikram Agnihotri	Financial Planning post Demonetization Sachin Devkar	
11.20 to 12.00 p.m.	Metamorphosis of a Sales Person: Do you fit in? Nitin Bang	I am the CEO- Today & Tomorrow. Parag Nesarikar	
12.00 to 12.40 p.m.	Sportsmanship in Life Amay Khurasiya	Stay Positive Milind Mane	
12.40 – 2.00 p.m.	LUNCH BREAK		
Breakout Sessions			
02:00 to 03:00 p.m.	"Navigating Changes: 2020-2030 The Future of Investment Advisory" Sunish Shrivastava	Performer - LIVE Interviews -	
03:00 to 04:00 p.m.	Finding your Element. Milind Mane		
04:00 to 04:30 p.m.	TEA BREAK		
04.30 to 05.30 p.m.	The Hidden Factor of Sales Formula. Ranjit Singh	Proceed for Cruise	
05.30 to 06.00 p.m.	Group Discussion: "Sales Idea Presentation"		
06.00 to 06.20 p.m.	Experience the Digital Insurance Revolution. Sell Insurance, the Smart Way. Birju Shah -turtlemint	Short Documentary on Lachit Borphukan + Cultural Performances (Classical Dance Satriya & Folk Dance BIHU) + Live Singing	
8.00 to 09.30 p.m.	Dinner		Dinner

32nd Annual Convention - Guwahati

13th September 2019 – Pre-Convention Day

12.00 p.m. onwards	Registration & Hotel Check-in by Lunch Alex Cardoz, Prakash Shetty, Samadhan & Nitin Dhumde Room Allotment - Abhishek Godbole & Pranav Pawar
03.30 to 04.15 p.m.	First Time Attendees Session : Conducted by Ramakant Mahawar & Amit Shah
04.15 to 5.00 p.m.	Star & Twinkle Star Meet: Honoring by M. B. Ud giri Conducted by Ramakant Mahawar & Amit Shah
05.00 to 05.20 p.m.	TEA BREAK
05.20 to 6.00 p.m.	Manager Session: *लोकप्रियता बरकरार रक्खें* Conducted by Ramakant Mahawar, Amit Shah
06.00 to 6.30 p.m.	Group Discussion: "Sales Idea Presentation" Honoring by Pradip Pawar Conducted by Ramakant Mahawar, Amit Shah
06.30 to 7.30 p.m.	Speaker- Parikshit Vaidya Sub- "Be a Group Business Pioneer" Gift- MAHESH SHIROYA
8.00 to 9.30 p.m.	Dinner

14th September 2019 – Conducted by – Rupesh Vora / Alex Cardoz

06:30 to 07:30 a.m.	Breakfast
<u>Main Platform</u>	
08.20 to 09.00 a.m.	Saraswati Vandana-Guru Vandana Deep Prajwalan- By All Past Presidents Flag Ceremony - Rupesh Vora & Alex Cardoz President's Welcome Address - Pradip Pawar
09.00 to 09.40 a.m.	Speaker- Shashank Chaphekar Sub- Navigating the Future - Keynote Address Gift- SATYA DEO VERMA
09.40 to 10.20 a.m.	Mr. Alex Cardoz will conduct all the session with Introduction till Lunch Speaker- Amber Arondekar Sub- Seeing the Future.
10.20 to 10.40 a.m.	TEA BREAK
10.40 to 11.20 a.m.	Speaker- Vikram Agnihotri Sub- Positive Attitude Leads to Successful Life. Gift- ATULKUMAR SHAH
11.20 to 12.00 p.m.	Speaker- Nitin Bang Sub- Metamorphosis of a Sales Person: Do you fit in? Gift- AMIT GUPTA
12.00 to 12.40 p.m.	Speaker- Amay Khurasiya Sub- Sportsmanship in Life. Gift- VIJAY GHOSALKAR
12.40 to 2.00 p.m.	Lunch

Breakout Sessions - Conducted by – Amit Shah

02.00 to 03.00 p.m.	Speaker- Sunish Shrivastava Sub- "Navigating Changes: 2020-2030 The Future of Investment Advisory" Gift LAXMIKANT MUNDADA
03.00 to 04.00 p.m.	Speaker- Milind Mane Sub- What Successful people Do & What we Do.
04.00 to 04.30 p.m.	TEA BREAK
04.30 to 05.30 p.m.	Speaker- Ranjit Singh Sub- The Hidden Factor of Sales Formula. Gift AJAY KUMAR GUPTA
05.30 to 06.00 p.m.	Group Discussion: "Sales Idea Presentation" Honoring by Pradip Pawar Conducted by Ramakant Mahawar, Amit Shah
06.00 to 06.20 p.m.	Speaker- Experience the Digital Insurance Revolution. Sell Insurance, the Smart Way. Sub- Birju Shah - turtlemint Gift SURAJ NAIK
06.20 to 08.00 p.m.	LIESURE HRS.
8.00 to 09.30 p.m.	DINNER

15th September 2019 – Conducted by – Rupesh Vora

06:30 to 08:00 a.m.	Breakfast
<u>Main Platform</u>	
08.20 to 09.00 a.m.	Speaker- Vishwas Jambu Sub- Business - Myth Mystery Magic Gift- UNMESH ADARKAR
09.00 to 09.40 a.m.	Speaker- Avisha Awasthi Sub- Let's Try Falling!! Gift- PRAKASH SHETTY
09.40 to 10.20 a.m.	Speaker- Rashmi Shah Sub- WILL & Succession Gift- SAPNA MOHITE
10.20 to 10.40 a.m.	TEA BREAK
10.40 to 11.20 a.m.	Speaker- Sachin Devkar Sub- Financial Planning post Demonetization. Gift- RITWIK ADHIKARI
11.20 to 12.00 p.m.	Speaker- Parag Nesarikar Sub- I am the C.E.O. - Today & Tomorrow. Gift- MUKESH VORA
12.00 to 12.40 p.m.	Speaker- Milind Mane Sub- Stay Positive Gift- RAMCHANDRA KELKAR
12.40 to 2.00 p.m.	Lunch

02:00 to 04:00 p.m.	Performer – LIVE Interviews -
04.00 to 4.30 p.m.	<i>TEA BREAK</i>
04.30 p.m. onwards	Proceed to Cruize - Dinner.

16th September 2019 – Conducted by – Ramakant Mawahar & Alex Cardoz

06:30 to 08:30 a.m.	Breakfast
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Main Platform

08.30 to 09.10 a.m.	Speaker- Subramanian Iyer Sub- "The e- journey of an ACE Agent". Gift- PREM PANJWANI
09.10 to 09.50 a.m.	Speaker- Satish Sharma Sub- "Selling to the high net worth. Thinking Big and Selling Bigger". Gift- ABHISHEK GODBOLE
09.50 to 10.30 a.m.	Speaker- Amber Arondekar Sub- Beyond Selling. Gift- ABHAY KULKARNI
10.30 to 11.00 a.m.	Closing Ceremony. (Summing up the convention with National Anthem). By Ramakant Mahawar, Amit Shah, Alex Cardoz & Harish Arora



NAVIGATING THE FUTURE
LIRT-2019

Parikshit Vaidya



It is an honor for introducing a very friendly figure Parikshit Vaidya with a vast experience of 17 years in Insurance Industry. Parikshit is well-known personality for setting start-ups of Insurance Company.

He is a successful officer for various responsibilities in conceptualizing and executing Sales Distribution Models.

Currently Parikshit is Vice President in ManipalCigna Health Insurance Company heading Group Health Business. He share his innovative views and Ideas with us to be a Group Business Pioneer.

Please welcome our friend Parikshit Vaidya.

Date	Time	Gift by
13th September	07.30 p.m.	MAHESH SHIROYA (9825115465)



NAVIGATING THE FUTURE
LIRT-2019

Shashank Chaphekar



It is an immense pleasure to introduce a tall handsome personality Mr. Shashank Chaphekar as a Keynote speaker on the Theme-‘Navigating the Future’.

Post graduate in Marketing and Electronic Engineer, Shashank has an indepth knowledge of Insurance Industry since 2 decades. Sports enthusiast and passionate as a swimmer, Shashank has represented Karnataka state.

Currently he is the chief Distribution and Customer Officer of ManipalCigna Health Insurance Company will enlighten us with his views about future of Insurance Industry.

Please give warm welcome with huge round of applause to the 1st speaker of 32nd Convention a huge smiling personality Mr. Shashank Chapheker.

Date	Time	Gift by
14th September	09.40 p.m.	SATYA DEO VERMA (9881744069)



NAVIGATING THE FUTURE LIRT-2019

Amber S. Arondekar



The Impact Learning नाम तो सुना ही होगा

It is founded by Amber Arondekar our Today's Speaker.

He is a knowledge partner to companies like: ITC, Hitachi, Sun Pharmaceuticals, Airtel, Cipla, Dainik Bhaskar, IPCA, Eicher Tractors, LIC of India, Tata AIG general Insurance, HDFC standard Life Insurance, Reliance Nippon Life Insurance, Madhya Pradesh Cricket Association and many more.

In addition to the above mentioned corporate accounts Amber addressed professional associations like the Confederation of Indian Industries (CII) Indore Management Association (IMA) and was invited to address at WORLD TRADE ORGANIZATION's flagship event the WTO Public Forum 2017 at Geneva, Switzerland.

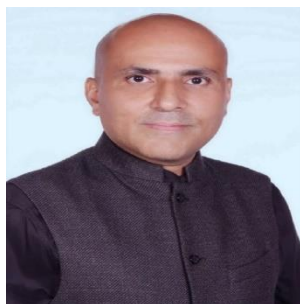
Please welcome our beloved friend Amber with huge round of applause for the presentation today on '**Seeing the Future**' and concluding session on '**Beyond Selling**'.

Date	Time	Gift by
16 th September	10.20 a.m.	ABHAY KULKARNI (9819361933)



NAVIGATING THE FUTURE LIRT-2019

Vikram Agnihotri



To introduce Shri Vikram Agnihotri is to show a light of Lamp to shine of Sun. (सूरज को दिया दिखाना). Academically highly qualified Vikram is B. Com, M.A. with Economics and LLB. Is the First Indian bilateral upper limb amputee to get a Permanent driving license for a car driving with the feet.

Knowing Hindi, English and German language Vikram has many hobbies like playing Football, Swimming, Gym, Aero modelling, competing in Motor Sports i.e. car rally and Music. He is a recipient of many awards like-National Gaurav Award, Dr. Batra's People's choice Award. He was Awarded the Presidential Academic Fitness Award by the then US President Mr. Ronald Reagan for academic excellence.

Vikram has a very simple motto is a '**Never Give-up and Live Life to the Maximum**'. Vikram has never let the circumstances or situation get the better of him. He has overcome many challenges by sheer determination and hard work and he continues to be a role model for the entire society. Lessons life taught him to become what he is today, now pave way for others to learn from him. Interacting with him is a life time experience.

Today his subject is 'Positive **Attitude Leads to Successful Life**'. Please welcome Vikram Agnihotri with huge round of applause.

Date	Time	Gift by
14th September	11.20 a.m.	ATULKUMAR SHAH (9820309718)



NAVIGATING THE FUTURE
LIRT-2019

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.

Nitin is thorough Professional with exposure in various sectors like Pharmaceutical, Media, Life Insurance, and Sales Training & Entrepreneurs Coaching. He has successfully performed as General Manager, Area Training Manager, Editor in Newspaper and few more.

Currently he is attached with A & A Business Consulting Pvt. Ltd. where Nitin is focused on improvement in procedures, Sales drives, develop the Brand.

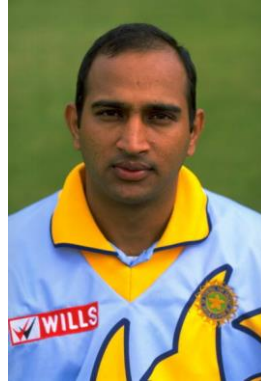
Pleas welcome Mr. Nitin Bang with open hands and grab the opportunity to learn various views pertaining to Sales.

Date	Time	Gift by
14th September	12.00 p.m.	AMIT GUPTA (9814082931)



NAVIGATING THE FUTURE LIRT-2019

Amay Khurasiya



We are privileged having Mr. Amay Khurasiya a speaker is a well-known Indian Cricketer. Amay played as a left handed batsman and a slow left-arm bowler. He has also worked as an inspector in Indian customs and Central Excise Department.

Amay was one of the Team members in the 1999 world cup squad but didn't get a chance to play in any match. Retired as a cricket player in 2007; Amay is the level three coach of India and remained Chief Coach for 11 years in Madhya Pradesh Cricket Association.

He was a columnist and commentator, studio guest in various T.V. sports channels.

Today Amay will teach us about the sportsmanship in Life.

Please welcome Amay Khurasiya with big round of Applause.

Date	Time	Gift by
14th September	12.40 p.m.	VIJAY GHOSALKAR (9920767133)



NAVIGATING THE FUTURE
LIRT-2019

Sunish Srivastava



I have proud duty for introducing Shri Sunish Shrivastava in this 32nd convention-Navigating the Future.

Professionally highly qualified Sunish has vast experience of 27 years in Insurance Industry. He firmly believes in a team work and his Success mantra is 'Knowledge, soft Skills, Business Systems, Personal Development and Ethics. Sunish has designed own training module for Financial Advisory as well as he is conducting the session on Financial Planning.

Currently Sunish is working on a training for Financial Consultants. Designing a platform for F.P. & Investment Record Keeping & Monitoring which will be helpful for investors & advisors across all sectors.

Please welcome well-known Financial Planner Sunish Shrivastava with huge round of applause.

Date	Time	Gift by
14th September	03.00 p.m.	LAXMIKANT MUNDADA (9820452002)



NAVIGATING THE FUTURE
LIRT-2019

Milind Mane



Today's speaker Milind Mane is well known personality in Life Insurance Industry. He is a Best Mentor who created 16 MDRT, 3 COT and one TOT qualifiers other all are of Galaxy Club, Corporate Club, Chairman Club, DM Club and ZM Club members.

Having an Academic qualification as M.Sc, MBA, CIS, Ph.D in Life Insurance Distribution Channels, Milind is continuing his Success Journey since 29 years.

Milind is the recipient of many Awards and honors, Invited as guest speaker on many platforms. We are privileged having Milind Mane with us. Please welcome with huge round of applause on his presentation today on '***Finding your Element***' and tomorrow on '***Stay Positive***'.

Date	Time	Gift by
15th September	12.40 p.m.	RAMCHANDRA KELKAR (9820561959)



NAVIGATING THE FUTURE
LIRT-2019

Ranjit Singh



Ranjit Singh is a Pioneer of BITV, he is Certified Financial Planner (CFP), in his initial career he worked with as a financial Advisor, then later in 2007 he started his own practice as an independent financial Advisor; not getting an opportunity on CNBC platform he started arranging seminars on Financial Planning and initiated Innovative Ideas. Since one year Ranjit Singh is working for Web based nationalized channel for medium level Financial Advisors.

Please welcome Ranjit Singh who speaks on the subject which is the prime need of the Day.

Date	Time	Gift by
14th September	05.30 p.m.	AJAY KUMAR GUPTA (9811368628)



NAVIGATING THE FUTURE
LIRT-2019

Birju Shah



I am going to introduce very special guest on very special subject rather to say with special educational subject that is Online Platform for Insurance Mr. Birju Shah.

Birju is a National head for Sales in Health vertical in the company called turtlemint. नाम तो सुना होगा ! He has a vast work experience of 18 years with renouwned Insurers. Later of Birju's presentation Mr. Amit Bhowmik will join him. He is a head of Training in turtlemint.

Please welcome both of authorities of Turtlemint.

Date	Time	Gift by
14th September	06.20 p.m.	SURAJ NAIK (9850467576)



NAVIGATING THE FUTURE

LIRT-2019

Vishwas Jambu



It is a pleasant duty for introducing a great Speaker-Trainer Vishwas Jambu. Vishwas has over 12 years' experience in the field of Marketing, Sales and Corporate training and a proven track record of providing pragmatic business solutions. He is the founder of You v/s You Training Business Coaching Firm.

Vishwas is B. com and MBA in Marketing & Finance from ICFAI, Hyderabad, He is visiting faculty for PG Management students at Navrachna University. He is now on Board of Executive Council of Institute of Leadership & Governance studies at M.S. University, Vadodara. He frequently writes in Daily News paper Divya Bhaskar for column WebBarodian. He was invited as speaker at Sayaji StartUp Summit 2017 & 2018, Kalam Youth Conference in 2016, Yug Parivartan conclave by Parul University in 2019.

Vishwas was recently invited to conduct 4 days training for Angol's corporate on the subjects-1. Team Building 2 People Skills:Simple-Hard-Ultimate Truth 3. Developing Winning Habits. He has delivered lecture at Milpitas, California on 'Developing Winning Habits. Also attended the conference "RISE" at HongKong. Today we hear him on very exclusive subject "**Business-Myth, Mystery, Magic**". Please give warm welcome today's opening speaker Viswas Jambu.

Date	Time	Gift by
15th September	09.00 a.m.	UNMESH ADARKAR (9820054357)



NAVIGATING THE FUTURE
LIRT-2019

Avisha Awasthi



I have proud and privileged introducing a lively Personality Avisha Awasthi.

Avisha is specialized in Interior Designing and Landscaping. She has an Artistic soul with positive approach to life who made her beloved teacher and a profound Leader.

The recipient of many awards, Avisha also holds a Guinness World Record for the largest nail sculpture in the world. We are very fortunate having Avisha with us on very innovative presentation '**Let's Try Falling**'

Please welcome Avisha with her Signature Smile.

Date	Time	Gift by
15th September	09.40 a.m.	PRAKASH SHETTY (9820500978)



NAVIGATING THE FUTURE
LIRT-2019

Rashmi Shah



Introducing Rashmi – बहुत प्यारी Duty है! You know her. Ever smiling, pleasant personality Rashmi has vast experience of 20 years in Insurance. She is MBA and CFP in Insurance and Financial Planning. You will be amazed to know that she is currently studying for CWM (Chartered Wealth Manager) I invite Rashmi Shah on dias for her presentation on exclusive subject '***WILL & Succession***'.

Date	Time	Gift by
15th September	10.20 a.m.	SAPNA MOHITE (9405902219)



NAVIGATING THE FUTURE
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Sachin Devkar



Dear Friends,

The personality to whom I am introducing is non other than Mr. Sachin Devkar. He will make the presentation on a now a days popular subject that is ***'Financial Planning post Demonetization'***. This session is may be purposely after Tea Break. So each one should remain Alert.

Sachin is software Engineer with 16 years' experience in Insurance field. He is 2 times MDRT and ZM Club Member in Health Insurance. Servicing socially as a founder President of Srujan Charitable Trust. Remained as a well-accepted speaker, Sachin is serving Thane chapter of LIAA. Please welcome Mr. Sachin Devkar.

Date	Time	Gift by
15th September	11.20 a.m.	RITWIK ADHIKARI (7076847706)



NAVIGATING THE FUTURE
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Parag Nesarikar



I am pleased to introduce our friend Mr. Parag Nesarikar who is well-known figure in the world of Financial Advisor and great Motivational speaker. He is also a graphologist and Handwriting analyst.

Parag has addressed various types and categories of audiences to the corporates as well as colleges, chartered accountants and few more.

Please welcome an Author of popular books 'Mirror' and 'Money Maker' on the subject ***'I am the CEO-Today & Tomorrow'***

Date	Time	Gift by
14th September	12.00 p.m.	MUKESH VORA (9822026221)



NAVIGATING THE FUTURE
LIRT-2019

Subramanian Iyer



Mr. Subramanian who is a renowned Sales Trainer and Management Leader. During his entire career span of 20 years, he believed in an efficient and targeted tuning of sales teams and processes. His skill lies in tapping average sales employee's potential and making bestsellers out of the talented ones. This enhanced power provides companies with increased sales.

Today he present *'The e-Journey of an ACE Agent'*. Please welcome a great visionary Trainer Mr. Subramanian Iyer.

Date	Time	Gift by
16th September	09.00 a.m.	PREM PANJWANI (9869045497)



Satish Sharma



Satish Sharma is a Senior Regional Executive India , GCC, Egypt, Lebanon and Jordan Global Trainer & Certified Agency Manager LIMRA Talent Solutions International. He is a veteran of the life insurance industry and brings more than 42 years of experience in selling and agency leadership having run profitable agency operations for the American Life Insurance Company (ALICO) renamed as MetLife in Kuwait.

Satish grew his agency from a scratch after the devastation of the Iraqi invasion. He soon became one of ALICO's leading Agency Managers worldwide in all lines of business including Life, Personal Accident, Group Employee Benefits, and IQA persistency. Satish was honored in the ALICO "Gallery of Stars" for his achievements spanning over 33 years of distinguished career.

Having in-depth knowledge as a mentor for his agency team and an entrepreneur by nature has established successful Insurance Brokerage offices in Kuwait/Dubai and India.

Please welcome 24 Times MDRT and 14 Times TOT qualified Satish Sharma with his presentation on 'Thinking **Big and Selling Bigger and learn How to Sell to HNI Prospects**'.

Date	Time	Gift by
16th September	09.40 a.m.	ABHISHEK GODBOLE (9892200895)

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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R. G. Thadani Marg, Worli, Mumbai - 400018.
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E-mail: lifeinsuranceroundtable@gmail.com
Website: www.lifeinsuranceroundtable.org