



LIFE INSURANCE ROUND TABLE

33rd

ANNUAL CONVENTION

SEPTEMBER 26TH - 28TH PRE-CONVENTION 25TH SEPTEMBER 2021

VENUE:- RADISSON BLUE RESORT GOA CAVELOSSIM BEACH

WIN THE GAME

LIFE INSURANCE ROUND TABLE

33rd ANNUAL CONVENTION

September 26th – 28th, Pre-Convention 25th September, 2021

THEME: **WIN THE GAME**

TIME	25 th SEPTEMBER, 2021		
12.00 p.m. onwards	Registration & Fellowship followed by Lunch.		
5.00 to 5.20 p.m.	TEA BREAK		
08.30 to 09.30 p.m.	Dinner		
TIME	26 th SEPTEMBER	27 th SEPTEMBER	28 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	Attack the Future. Raminder Singh Chadha	PARADIGM SHIFT in Life Style through Insurance Agency. Meena Shinde
09:00 to 09.40 a.m.	Win the Game: Keynote Address Fr. Ubaldo Fernandes	सिप... सिप... सिप.. (SIP for Planning your Future). Ramakant Mahawar	The Biggest Differentiator Amber Arondekar
09:40 to 10.20 a.m.	It is a Mind Game. Amber Arondekar	Are you Ready to Win the Game? Harish Arora	Closing Ceremony - (Summing up the convention with National Anthem)
10:20 to 10.40 a.m.	TEA BREAK		
10.40 to 11.20 a.m.	How to maintain HNI clients. Piyush Vora	Importance of Health Insurance Ramchandra Kelkar	
11.20 to 12.00 p.m.	The Marshmallow Effect. Khairoo Andani Khavtay	Pension Planning Abhay Kulkarni	
12.00 to 12.40 p.m.	My Winning Strategy. Rishbha Arondekar	BIG SALE STORIES (Open House)	
12.40 – 2.00 p.m.	LUNCH BREAK		
Breakout Sessions			
02:00 to 03:00 p.m.	Win the Game by Equity Investing. Amit Shah	Natural Cure for Heart Diseases. Dr. Brij Bhooshan Goel	
03:00 to 04:00 p.m.	Group Discussion: "Sales Idea Presentation"	Group Discussion: "Sales Idea Presentation"	
04:00 to 04:30 p.m.	TEA BREAK		
04.30 to 05.30 p.m.	PLAY-Win the Game		
05.30 to 06.00 p.m.			
06.00 to 06.20 p.m.			
8.00 to 09.30 p.m.	Dinner	Dinner	



WIN THE GAME LIRT-2021

Ubaldo Fernandes



Father UBALDO FERNANDES
Parish Priest of Holy Cross Church, Cavelossim.

Did his studies from Saligao and Rachel Seminary.
Ordained as Priest on 27th April 1992.

He is a singer and musician
CD released – Hanv Tuzo Mog Kartam. (I Love You)

Travelled Dubai, Muscat, UK

Worked in Taleigao, Sanvordam, Siroda, Panchwadi, Bicholim, Ambaulim (Quepem), Betim (Goa Velha) and Cavelossim.

Please welcome Fr. Ubaldo.

Date	Time	Gift by
26th September	09.40 a.m.	GEORGE LOBO (9821112022)



WIN THE GAME LIRT-2021

Amber S. Arondekar



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. His areas of interest include, People Capability Management, Sales Strategies, Employee Attrition Management etc.

Besides training for notable corporations like ITC, Hitachi, Tata, Reliance Industries, Eicher Tractors, John Deere India Private Limited and many others. Amber trains young cricketers at Madhya Pradesh Cricket Association, on mental toughness.

He 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 ***'It is a Mind Game'***.

Date	Time	Gift by
28 th September	10.30 a.m.	YASH ARONDEKR (7000594735)



WIN THE GAME

LIRT-2021

Piyush Vora



Friends it is privilege to Introduce our next speaker Mr. Piyush Vora.

Piyush is Member of LIRT since 1995.

Graduated from Mumbai University and joined Financial Planning world in 1993.

Joined as Insurance agent in December 1995 and became youngest MDRT of the country by March 1996.

Qualifying for MDRT since 1996 onwards. 5 times COT.

Last year during COVID 19 pandemic, qualified for TOT.

Current year also qualified for COT and about to complete back-to-back TOT by next month.

Also Handling Mutual Fund & PMS portfolio of 100 crores.

Friends, please welcome a smiling personality Piyush Vora with huge round of applause.

Date	Time	Gift by
26th September	11.20 p.m.	RAHUUL RIJHWANI (84529 47041)



WIN THE GAME LIRT-2021

Khairoo Andani Khavtay



I have proud privilege to introduce our first lady speaker Mrs. Khairoo Khavtay.

She is B.com graduate with Masters in Sociology. Khairoo have been in the Insurance and finance industry for the last 26 years. Recently she did her Executive MBA in Business Protection Planning also completed 3rd module of Risk mitigation and legacy planning. A qualified agent for MDRT, COT, TOT.

Goa's most successful and well-known Insurance agent having offices in Pune and Mumbai.

Socially associated with NGO like Hamara School and Dog shelter.

Pleas welcome Mrs. Khairoo with open hands with her Innovative subject "*The Marshmallow Effect*".

Date	Time	Gift by
26th September	12.40 p.m.	PRIYANKA SAWANT (8082668268)



WIN THE GAME LIRT-2021

Rishbha Arondekar



Friends we have our 2nd Lady Speaker of Day is Rishabha Arondekar. Rishbha is a Risk & Financial Management professional with over 20 years of professional experience. By qualification Ms. Arondekar is M.com, & M.Phil. With specialization in accounting, taxation & financial management. Rishabha started her journey in field of financial management as visiting faculty in various renowned management institutions of central India. Rishabha had to take a 15 years long break from her professional pursuits. She resumed her professional journey again in the year 2015. She is one now running a successful financial product distribution company called SATS Solutions. SATS has a total AUM of INR 410 million in a short span of 5 years.

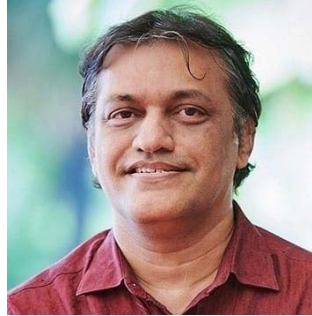
Her mantra is the best way to manage any risk is to understand it better. Please Welcome with huge round of applause to Rishabha...

Date	Time	Gift by
26th September	12.40 a.m.	VARSHA PAWAR (9422136645)



WIN THE GAME LIRT-2021

Amit Shah



- ❖ Good Afternoon Friends. I am very happy to introduce our own Mr. Amit Shah
- ❖ Amit Shah is a renowned Mutual Fund Distributor since 27 years as a thorough Professional.
- ❖ Amit is firm believer in learning and education. He is serving more than 1000 customers for their Financial Planning. Actively involved in BNI, Rotary Club and few other Networking groups.
- ❖ He has conducted many workshops of professional Advisors for Financial Planning and enlighten the path of new comers in this field.

Today he shares his views on unique subject "Win the Game by Equity Investment"

Please welcome General Secretary of LIRT, Amit Shah.

Date	Time	Gift by
26th September	03.00 p.m.	SEETA RAM SURI (9396222466)



WIN THE GAME

LIRT-2021

Raminder Singh Chadha



I have a proud privilege to introduce a versatile personality Raminder Singh Chadha. He is a Certified Financial Planner and Wealth Coach with rich experience in business and mentoring.

He holds a Post Graduate Diploma in Management from L N WELINGKAR INSTITUTE. Trained 1000+ students for the Certified Financial Planner course.

- Visiting faculty for Mithibai College for BAF.
- Associated with leading training institutes for teaching the CFP course.
- Speaker at seminars on finance including LIRT, LIC, SBI Life, Morgan Stanley, Sony TV, NissanMotors, UTV, Indian Oil Corporation.
- Regularly conduct Training Programs for Insurance Agents at LIC Training Centers. He wishes to touch a million lives through personalized, goal-based financial planning. Happy to be called a student of Finance.

Friends, please welcome our own Bobby with open hands.

Date	Time	Gift by
27th September	09.00 a.m.	SAHEBRAO THOMBRE (9420747474)



WIN THE GAME LIRT-2021

Ramakant Mahawar



I have proud duty for introducing Dr. Ramakant Mahawarji.

He is a Law and Commerce Graduate and a Cost & Management Accountant- basically into Financial Planning and Wealth Creation and Management. For a Financial Advisor your money is not a 9 to5 job. Its a 24x7 Commitment. He helps his clients meet their future liabilities through the Financial Planning Process. He is also into the field of Alternate Medicines treating people of their various ailments and diseases. He Works with unquestionable Integrity and high sense of responsibility for last 33 years now...

Specialties: He do possess excellent organizational and communication skills, and is committed to providing the highest level of returns and growth to his clients Portfolio.

Please welcome Ramakantji with big round of Applause.

Date	Time	Gift by
27th September	09.40 a.m.	VIVEK A. RATNAPARKHI (9822230902)



WIN THE GAME LIRT-2021

Harish Arora



I have proud privilege to introducing our President Mr. Harish Aroraji.

- LIC Agency in 1987
- First qualifier of MDRT in 1998 in entire Punjab Region.
- Became Life Member of MDRT in 2009.
- Three times COT Member.
- Became first TOT Member 2018 in Punjab, Himachal & J&K region.
- Corporate Club Member from last 3 years.
- Attended MDRT meetings 5 times in USA with Offline TOT meeting at Texas.
- TOT Member four times in a row.
- Two times MDRT Area Chair.
- Four years active membership in communication MCC, USA.
- All India MDRT Position 45th as on June,2021.
- Exceptional Motivational Speaker, sharing his knowledge through BITV Youtube Channel, Webinars and offline Seminars.

Please welcome Harish Arora with huge round of applause.

Date	Time	Gift by
27th September	10.20 a.m.	RAKESH SURTI (9702298765)



WIN THE GAME LIRT-2021

Ramchandra Kelkar



Our next speaker is senior and veteran Agent Mr. Ramchandra Kelkar. He is 40 years in LIC agency since. Academically he is Post graduate in Commerce with Industrial Management as a special subject. Done his CIS in 2003 and RFC course in 2010. Chairmans Club Member since 2003.

3 time M.D.R.T has a specialty in Health Insurance.

Please welcome Mr. Ramchandr Kelkarji.

Date	Time	Gift by
27th September	11.20 a.m.	MEETA SOMAIYA (9409106202)



WIN THE GAME LIRT-2021

Abhay Kulkarni



Friends glad to introduce evergreen personality Mr. Abhay R. Kulkarni

Abhay done his Diploma in Electronics and Post Diploma in Computer Applications. Pursuing MBA insurance and finance last year.

He is LIC Agent since 1992. Successful Insurance Agent so far qualifier for MDRT 17 Times. Attended MDRT meeting at Toronto, Did double MDRT IN 2012-13. Centurion Agent and Galaxy club member. Having his big personalized office with qualified staff.

Active member in LIAA THANE, LIRT and PLUG also past President of Rotary Club.

Please welcome with huge round of applause on his presentation on '**Pension Planning**'.

Date	Time	Gift by
27th September	12.00 p.m.	VAIBHAV JOSHI (9819401681)



WIN THE GAME LIRT-2021

Dr. Brij Bhushan Goel



Today Happy to introduce our Health Guru, Past President and Veteran Lirtian Dr. B. B. Goelji. He is a Yoga & Naturopathy experts Ph.D. and Postgraduate in Holistic Health.

Practitioner & Trainer since 1986

Written many books on health.

Member – Delhi State advisory board of Yoga & Naturopath in Delhi Govt.

President –

- 1) ALL INDIA NATURE CURE FEDERATION
- 2) INTERNATIONAL FOUNDATION OF NATURAL HEALTH & YOGA

Today Dr. Goel will speaker on the Subject “**Natural Cure for Heart Diseases**” which is the prime need of the Day. Please welcome Dr. B.B. Goel.

Date	Time	Gift by
27th September	03.00 p.m.	JAGDISH PHATNANI (9425503874)



WIN THE GAME LIRT-2021

Meena Shinde



I am pleased to introduce Meena Shinde a Dynamic Insurance Agent from 892 Branch. In her 7-year Agency career Meena did 13 MDRT.

Create Record breaking 10,000 No of Policy. Collect 1Cr. Single Premium on 31st August 2021. Last 6 years achieving All India ACE Competition.

Invited as speakers in various Insurance Seminars.

Got Honored by Finance Minister late Shri Arun Jetly at Hotel TAJ GATE WAY.

She got various awards from ----

- 1) "International Human Rights Council Memorial Award" in 2015.
- 2) "Dr. Babasaheb Ambedkar Noble" award in 2016.
- 3) "Rashtriya Karyaksham Udyojak Puraskar" in 2018
- 4) "Mahatma Phule Udyog Ratna Puraskar" in 2018.

Friends ready to hear the inspiring true-life story of Meena Shinde, Welcome her with huge round of applause.

Date	Time	Gift by
28th September	09.30 a.m.	DYANESHWAR WARKAD (9422554021)
