



Life Insurance Round Table

35th

Annual Convention

Radisson BLU Mumbai International Airport

September 2nd-4th, Pre-Convention, 1st September, 2023

T

TOGETHER



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EVERYONE



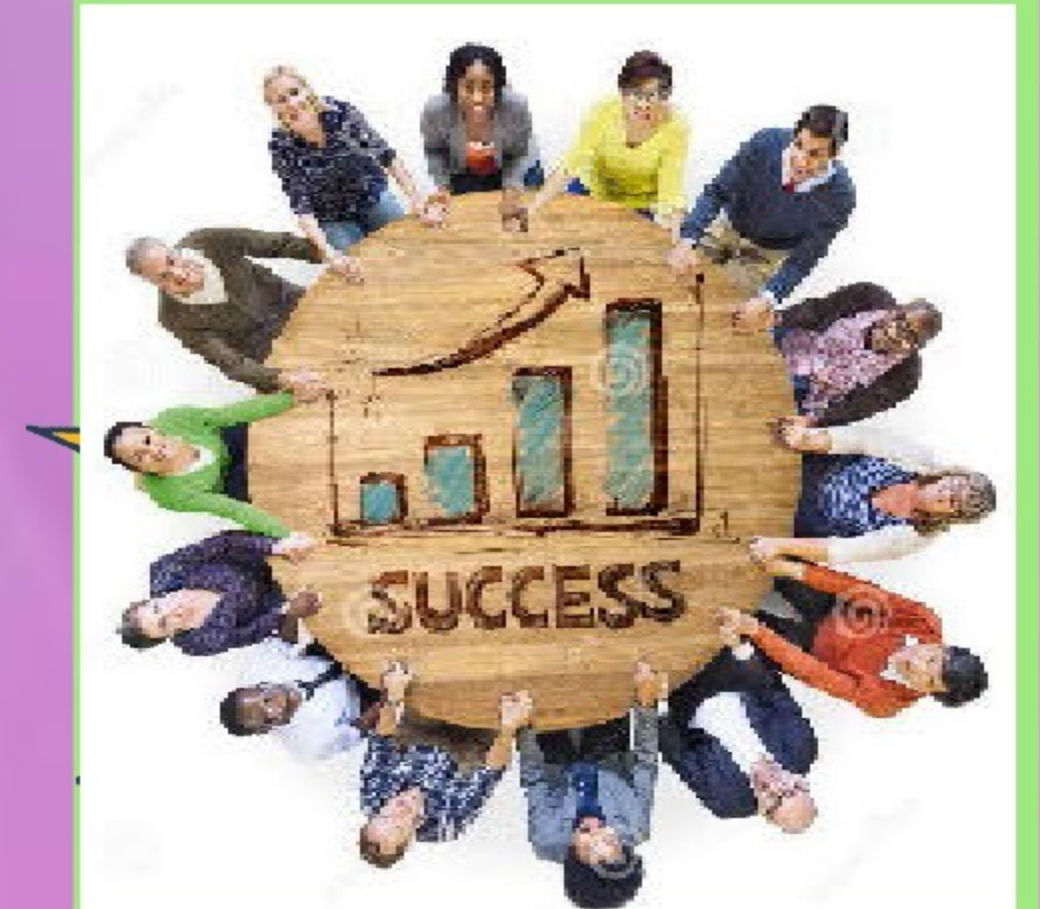
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ACHIEVES



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MORE





LIFE INSURANCE ROUND TABLE

35th Annual Convention

Together Everyone Achieves More

Radisson BLU Mumbai International Airport

1st September 2023

12 p.m. onwards – Registration & Hotel Check-in followed by Lunch.
4.00 to 4.30 p.m. - **TEA BREAK**
4.30 to 6.30 p.m. – Free Medical Camp.
6.30 to 7.10 p.m. – STAR TWINKLE STAR MEET & Past President Felicitation.
08.00 to 09.30 p.m. – **Dinner**

2nd September 2023

06:30 to 08.00 a.m. – **Breakfast**
08:30 to 09.00 a.m. - Prayer, Inauguration and President's Address
09:00 to 09.40 a.m. – Together Everyone Achieves More-KEYNOTE ADDRESS – **Sfurti Sahare**
09:40 to 10.20 a.m. – "How the Economic and Crises around Globe can help us sell more Traditional Plans – I". – **Anil Jha**
10.20 to 10.40 a.m. - **TEA BREAK**
10:40 to 11.20 a.m. - "How the Economic and Crises around Globe can help us sell more Traditional Plans – II". – **Anil Jha**
11.20 to 12.00 a.m. - "PERCEPTION SYNC" – **Vikas Sherlekar**
12.00 to 12.40 a.m. "Social Media: Toolkit for 10X Business Growth" – **Ashish Bobade**
12.40 to 02.00 p.m. – **LUNCH**
02.00 to 03.00 p.m. - "Closing Strategies to Accelerate Business" – **Harish Desai**
03.00 to 04.00 p.m. – "My Insurance Business Story" **MG Reddy**
04:00 to 04.30 a.m. - **TEA BREAK**
04.30 to 05.00 p.m. - *Group Discussion: "Sales Idea Presentation"*
05.00 to 05.15 p.m. - " LENDEN CLUB TECHSERVE PRIVATE LIMITED "
08.00 to 09.30 p.m. – **Dinner**

3rd September 2023

06:30 to 08.00 a.m. – **Breakfast**
08:30 to 09.30 a.m. - "Work & Life Balancing" – **Dr. Ulhas Kolhatkar.**
09:30 to 10.30 a.m. – "Changing Indian Economy and its Effects." – **Chandrashekhar Tilak.**
10.30 to 10.50 a.m. - **TEA BREAK**
10:50 to 11.40 a.m.–"What is your Peak in your Life as an Insurance Agent" - **Dr. Laxmikant Kasat**
11:40 to 12.20 a.m. - Learn the rules & Win the Game: New Underwriting Rules – **Shrikant Patki.**
12.20 to 01.10 a.m. "How to create your Brand" – **Tatyasaheb Shewale.**
1.10 to 02.00 p.m. – **LUNCH**
02.00 to 03.00 p.m. - AI Revolution - Transforming Businesses Forever! - **Salil Choudhary**
03.00 to 04.00 p.m. - Success Mystery with Concept - **Vijay Kumar**
04:00 to 04.30 a.m. - **TEA BREAK**
04.30 to 05.00 p.m. – **PANEL DISCUSSION:** -Multiline Selling-Growing Sales with SWOT Analysis.
08.00 to 09.30 p.m. – **Dinner**

4th September 2023

06:30 to 08.20 a.m. – **Breakfast**

08:30 to 09.30 a.m. – “Consistency is Key to Success” - **S. Seetharaman**

09:30 to 10.15 a.m. – “NLP better way for Sales” – **Umesh Soman.**

10:15 to 11.00 a.m. – “Doing the IMPOSSIBLE” – **Amber Arondekar.**

11:00 to 11.20 p.m. – **Closing Ceremony Sum up and conclude the convention
with National Anthem.**



SPEAKERS

Together Everyone Achieves More

LIRT - 2023



Meet

Anil Jha

SBA - LIC

Topic:

How the Economic and Banking crises around the Globe can help us sell more of Traditional Plan



Meet

**Vikas
Sherlekar**

Trainer, SBA – LIC

Topic:

PERCEPTION - SYNC



Meet

Harish Desai

Ex-LIC-Development
Officer, Mentor, Trainer,
Coach.

Topic:

Closing Strategies to
Accelerate Business.

Together Everyone Achieves More LIRT - 2023



Meet

S. Seetharaman

25 Times MDRT, 2 Times
COT, Galaxy Club Member

Topic:

**Consistency is Key to
Success**



Meet

MG Reddy

CLIA, TOT, Corporate Club
Member

Topic:

**My Insurance
Business Story.**



Meet

Vijay Kumar

CEO- VK Training
Consultancy.
Master Trainer of Concept
Marketing & Combination.

Topic:

**Success Mystery
with Concept.**

Together Everyone Achieves More

LIRT - 2023



Meet
Shrikant Patki

Master of Plan
Combination

Topic:

Learn the Rules &
Win the Game:
New Underwriting
Rules.



Meet
**Amber
Arondekar**

A Sales Coach,
An Entrepreneurship
Trainer & Business

Topic:

Doing the
IMPOSSIBLE.



Meet
Sfurti Sahare

Business Coach, 5 X
Times TEDx Speaker,
National Best Selling
Author

Topic:

TEAM Building, Sales
and Winning in Team
Environment.

Together Everyone Achieves More

LIRT - 2023



Meet

**Dr. Ulhas
Kolhatkar**

MBBS, Diploma in
Child Health (DCH),
MD-Pediatrics

Topic:

Work & Life
Balancing.



Meet

**Dr. Laxmikant
Kasat**

TEDx Speaker-**Corporate
Trainer**- Consultant
Pediatric Surgeon

Topic:

What is your Peak
in your Life as an
Insurance Agent.



Meet

**Chandrashekhar
Tilak**

Ex. CHIEF RISK OFFICER &
EXECUTIVE VICE
PRESIDENT, NSDL.

Topic:

Changing Indian
Economy & it's
Effects.

Together Everyone Achieves More

LIRT - 2023



Meet
Tatyasaheb
Shewale

21 Times M.D.R.T,
9Times COT.

Topic:
How to Create your
BRNAD.



Meet
Umesh Soman

Master Trainer of NLP with
ANLP. Chief Zing officer-Zing
Corporate Consulting.

Topic:
NLP way for better
Sales.



Meet
Ashish Bobade

ICF certified Business
Coach.
Expert in Cyber Security
and Artificial
Intelligence.

Topic:
SOCIAL MEDIA: Tool
Kit for 10X Business
Growth.

Together **E**veryone **A**chieves **M**ore

LIRT - 2023



Meet

Salil Choudhary

**Founder of Net-Bhet
E-Learning Solutions.
Expert in AI & Digital
Marketing.**

Topic:

**AI Revolution –
Transforming
Business Forever!**

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