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Ref: CO/MKT/ZD/ 42 /2019

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ALL ZONAL MANAGERS AND SR./DIVISIONAL MANAGERS-IN-CHARGE OF DIVISIONS, MDC, ZTCs, STCs, AUDIT CENTRES AND INSPECTION DEPTS.

Re: Reimbursement of Registration Fees & other Incentives to MDRT Agents

At present, the incentives to MDRT agents are being paid as per C.O. circulars ref: Mktg/ZD/7/2009 dated 27th April, 2009 & Mktg/ZD/1/2013 dated 04.01.2013 on production of attendance certificate for attending the MDRT Annual Meeting.

The matter has been reviewed and it has been decided that starting from MDRT 2020 (Production calendar year 2019) the reimbursement of registration fee and other incentives shall be applicable as under:-

(A) Advances/Incentive to MDRT Qualifiers:

MDRT	<ol style="list-style-type: none"> 1. An interest free advance, maximum up to Rs.80.000/-, is paid to all MDRT agents for attending the MDRT Annual Meeting. 2. Interest free advance for purchase of laptop up to a maximum of Rs. 80000/- for MDRT qualifiers on Commission basis only (to be recovered in 60 equated monthly instalments).
COT	<ol style="list-style-type: none"> 1. An interest free advance, maximum up to Rs.80.000/- for attending the MDRT Annual Meeting, 2. Out of the advance of Rs.80, 000/-, an amount of Rs.40, 000/- is reimbursed to all the COT agents who attend the MDRT Annual Meeting on submission of proof of attendance. 3. Interest free advance for purchase of laptop up to a maximum of Rs. 1,00,000/- for COT qualifiers on Commission basis only for at least two years in succession (to be recovered in 60 equated monthly instalments).
TOT	<ol style="list-style-type: none"> 1. An amount of Rs.80, 000/- is reimbursed to all the TOT agents who attend MDRT Annual Meeting or Top of the Table Annual Meeting on submission of proof of attendance. The reimbursement is done for only one Meeting. 2. Interest free advance for purchase of laptop up to a maximum of Rs. 1,00,000/- for TOT qualifiers on Commission basis only for at least two years in succession (to be recovered in 60 equated monthly instalments).
Corporate Club Member	<ol style="list-style-type: none"> 1. Corporate Club Members who have qualified for MDRT are eligible for reimbursement up to Rs.80, 000/- or actual airfare whichever is lower on submission of proof of attendance.

(B) Registration Fee & Additional Incentives for MDRT / COT / TOT Qualifiers:

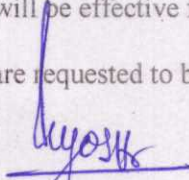
	For attending MDRT Annual Meeting OR Top of the Table Annual Meeting on submitting the Attendance Certificate	For attending MDRT Global Conference on submitting the Attendance Certificate
MDRT	Reimbursement of MDRT Registration Fees (as specified by MDRT from time to time) .	Reimbursement of MDRT Registration Fees (as specified by MDRT from time to time)
Corporate Club Member	Reimbursement of MDRT Registration Fees (as specified by MDRT from time to time) and Rs.15,000 as out of pocket expenses	Reimbursement of MDRT Registration Fees (as specified by MDRT from time to time)
COT	Reimbursement of MDRT Registration Fees (as specified by MDRT from time to time) and Rs.25,000 as out of pocket expenses	Reimbursement of MDRT Registration Fees (as specified by MDRT from time to time)
TOT	Reimbursement of MDRT Registration Fees (as specified by MDRT from time to time) and Rs.50,000 as out of pocket expenses	Reimbursement of MDRT Registration Fees (as specified by MDRT from time to time)

Needless to mention here that the registration fee & other incentives shall be reimbursed for only one meeting (either of MDRT Annual Meeting OR Top of the Table Annual Meeting OR MDRT Global Conference) and on submission of proof of attendance of the respective MDRT meet/conference.

Kindly note that the Reimbursement of Registration Fees would be allowed on the basis of First Year commission (with and without Bonus commission) on the basis of LIC Business only.

This will be effective from 01.01.2020 & supersede all the earlier circulars in this regard.

You are requested to bring this to the notice of all concerned.


Executive Director (Marketing/PD)