



भारतीय जीवन बीमा निगम
LIFE INSURANCE CORPORATION OF INDIA

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Ref: Mktg./ZD/41/2010

13.10.2010

To

All Zonal Managers, Officers-In-Charge of Divisions,
MDC, ZTCs, STCs & Audit Centres.

Re: Meetings with Agents' Representatives at
Zonal/Divisional Level.


Instructions have been issued by Central Office to hold meetings with Agents' representatives at various levels from time to time. Detailed guidelines vide circular ref: Mktg/ZD/10/2006 dated 5th May, 2006 for holding Informal Consultative Committee were also sent by Central Office. However, in view of the review of the structure and format of ICCM and contemplated changes in the same, it was decided to keep formation of new ICCM in abeyance till the new structure is decided. The decision was communicated vide our letter ref: Mktg/A/ICCM dated 24.07.2009.

Now, it has been decided by the Competent Authority that the meeting with the Agents' Representative at Zonal and Divisional level will be conducted as follows:

- The meeting will be held twice in a year.
- Maximum 4 agents' representatives will participate in the meetings out of which, 2 representatives shall be nominated by ZM/Sr./DM (I/C) considering the performance, knowledge and experience of the agents.

- Regional Manager (Mktg.) shall convene the meeting with the Agents' representatives at Zonal level and likewise, Sr.Divisional Manager at Divisional level.
- The participants shall be entitled for TA & DA as per rules.

The meeting should be conducted in the form of Information Sharing and it should cover issues of common interest. Care should be taken to ensure that such meetings do not end up only as grievance meetings but should enable the authorities to get a feedback of what is happening at the operational level and to remove some of the irritants in the minds of the agents.


Executive Director (Mktg.)