



## **LIFE UNDERWRITERS GUILD OF INDIA**

"Aseervadh", 26, Tatabad 2nd Street, Coimbatore – 641 012.

Phones: 0422-4374962, 4212872 Fax: 0422-2492708

E-Mail: info@lugi.org

### **11th Annual Convention**

**Theme: " INNOVATE – Pioneer a Change "**

**27.09.2013 - 29.09.2013 ( Friday – Sunday ) at**

**JW Marriott Hotel and Convention Centre, Senapati Bapat Road, Pune – 411 053.**

**Tel : +91 20 42122181**

## **AGENDA**

### **DAY ONE – 27.09.2013 - FRIDAY**

- 08.00 am : **Registration**
- 08.45 am : **Meeting Commences**
- 09.00 am : **Prayer**
- 09.02 am : **Welcome Address** by **Shri A.Venkata Subramanian @ Seenu**  
Chairman, Organising Committee
- 09.10 am : **Briefing** – Purpose of Convention by **Shri P.Srinivasan**, President, LUGI
- 09.20 am : Introduction of **Shri K.Rameshan, Sales Trainer and Motivational Speaker**, Mumbai by Shri S.Balachandran, Agent, Singanallur Branch
- : Presentation of Flower Bouquet to Shri K.Rameshan by Ms S.Prema, Agent Bhavani Branch
- 09.25 am : Address by **Shri K.Rameshan - "Psychology of Closing "**
- 10.58 am : Presentation of memento to Shri K.Rameshan by Shri V.Subramanian, Agent Sular Branch
- 11.00 am : **TEA BREAK**
- 11.15 am : Introduction of **Shri Arjun Devaiah, Motivational Speaker and Soft Skills Coach, Bangalore**, by Shri A.M.Ravindran, Agent, Civil Station Br, Bangalore
- : Presentation of Flower Bouquet to Shri Arjun Devaiah by Ms R.Rukmini, Agent K.G.Road Branch, Bangalore
- 11.20 am : Address by **Shri Arjun Devaiah - " Be an Inner Winner "**

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- 12.13 pm : Presentation of Memento to Shri Arjun Devaiah by Shri K.Sivajothimani, Secretary, Thrissur Chapter of LUGI
- 12.15 pm : Introduction of **Chief Guest Shri T.S.Vijayan, Chairman, IRDA Hyderabad** by Shri R.Srinivasan FChFP, Agent, Tatabad Branch
- : Presentation of Flower Bouquet to Shri T.S.Vijayan, Chairman, IRDA by Ms K.Pameswari, Agent, Karur Branch
- 12.20 pm : **Lighting of Kuthuvilakku**
- 1) Shri T.S.Vijayan, Chairman, IRDA, Hyderabad
  - 2) Shri Edmund Wee Cheng Seng, Chairman, APFinSA Singapore
  - 3) Shri S.K.Samy, Vice Chairman, APFinSA , Singapore
  - 4) Shri K.Dhandapani, FChFP, Agent, Pondichery Branch – First registered delegate ( Male )
  - 5) Smt K.Tamilselvi, Agent, Tirupur Branch– First registered delegate ( Female )
- 12.25 pm : **Launching** of e-Learning - **Time Value of Money** Module
- 12.40 pm : **Graduation Ceremony** of FChFP Graduates
- 12.55 pm : **Inaugural Address** by **Chief Guest Shri T.S.Vijayan**, Chairman, IRDA, Hyderabad
- 01.13 pm : Presentation of Memento to Shri T.S.Vijayan, Chairman, IRDA by Shri K.Ravikumar, Agent, Dharapuram Branch
- 01.15 pm : **Recognition of LEAP Awardees 2013 – “The Presidents Club”**
- 01.25 pm : Presentation of Flower Bouquet to Shri S.S.Gopalarathnam, Managing Director, Chola MS General Insurance Co.Limited, Chennai by Shri K.R.Raghavan, Agent, Thiruvallur Branch
- : Felicitation and address by Shri S.S.Gopalarathnam,
- : Presentation of Memento to Shri S.S.Gopalarathnam by Shri R.Dhandapani, Insurance Broker, Chennai
- 01.33 pm : Presentation of Flower Bouquet to Shri S.Sunderasan, Executive Director, Star Health & Allied Insurance Co. Limited, Chennai by Shri A. Thanigajalam, Agent City Branch, Chennai
- : Felicitation and address by Shri S.Sunderasan

- 01.38 pm : Presentation of Memento to Shri S.Sunderasan by Shri Gopinath N Terkar, Agent Latur Branch
- 01.40 pm : Activities of LUGI Charitable Trust by **Shri P.Srinivasan**, Managing Trustee of LUGI
- 01.45 pm : **LUNCH**

**Session Commence**

- 02.45 pm : Introduction of **Shri S.K.Samy, Vice Chairman, APFinSA** , by Shri J.Somasekar, FChFP, Agent, Royapuram Branch
- : Presentation of Flower Bouquet to Shri **S.K.Samy** by Ms V.Nateswari, Agent, City Branch, Chennai
- 02.50 pm : Address by **Shri S.K.Samy**
- 03.53 pm : Presentation of Memento to **Shri S.K.Samy** by Shri K.S.Venkatachalam, Agent, Avinashi Branch
- 03.55 pm : Motivational session “ **Challenge Yourself** ” by Shri Arvind V Mani FChFP, Advisor, Kotak Life Insurance Co. Ltd., Coimbatore
- 04.15 pm : **Presentation by Chola MS General Insurance Co. Limited, Chennai**
- 04.30 pm : **Tea Break**
- 04.45 pm : Introduction of **Dr G.Sivaraman , Managing Director and Chief Siddha Physician of Arogya Healthcare**, by Shri A.Sabrimuthu, Agent, Salem Branch
- : Presentation of Flower Bouquet to Dr G.Sivaraman by Ms M.Shakila, Agent, Tirupur Branch
- 04.50 pm : Address by **Dr G.Sivaraman - “Health, Happiness & Heritage”**
- 05.58 pm : Presentation of Memento to **Dr G.Sivaraman** by Shri A.Radhakrishnan, Treasurer, Thirussur Chapter of LUGI
- 06.00 pm : Concluding remarks for the day by **Shri G.Praveen Kumar, Co-Chairman Convention Committee**
- 06.10 pm : Summary of day’s event in Tamil by Shri K.Janardhanan FChFP, Chief Life Insurance Advisor, Avinashi Road Branch
- 07.00 pm : **Fellowship followed by Dinner**

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## **DAY TWO – 28.09.2013 – SATURDAY**

- 09.00 am : Welcome Address by Shri K.L.Vincent Pradap, Co-Chairman, Organising Committee.
- 09.05 am : Introduction of **Shri R.Gopinath, Speaker & Development Trainer, CEO and MD, Gopast Centre for Learning, Chennai** by Shri K.S.Rangaswamy, Agent, Mettupalayam Branch
- : Presentation of Flower Bouquet to Shri R.Gopinath by Ms Sharda Gopal, Agent City Branch, Bhopal
- 09.10 am : **Address by Shri R.Gopinath - " Like a Diamond in the Sky "**
- 10.48 am : Presentation of Memento to Shri R.Gopinath by Shri T.Velusamy Agent, Mettupalayam Branch
- 10.50 am : Introduction of **Shri Edmund Wee, Chairman, APFinSA, Singapore** by Shri S.Syed Reyaz, Vice President, LUGI
- : Presentation of Flower Bouquet to Shri Edmund Wee by Ms Kiran U Raghatate, Agent, Kampta Road Branch, Nagpur
- 10.55 am : **Address by Shri Edmund Wee**
- 11.13 am : Presentation of Memento to Shri Edmund Wee by Shri V.Sachithanandan, Agent, Kuzhithurai Branch
- 11.15 am : Tea Break

### **Break away session in Tamil**

- 11.30 am : Introduction of Kalaimamani Suki Sivam by Shri V.Aruchamy, Agent, Pollachi Branch
- : Presentation of Flower Bouquet to Shri Suki Sivam by Ms R.Jayanthi, Agent, City Branch, Secunderabad
- 11.35 am : **Address by Shri Suki Sivam - "Seiyum Thozhilae Deivam "**
- 01.18 pm : Presentation of memento to Shri Suki Sivam by Shri P.G.Selvakumar, Development Officer, Periyakulam Branch
- 01.20 pm : Lunch Break**

**02.20 pm : Session commence**

: Introduction of Marabin Mainthan Muthaiah by Shri S.Thangavel, Agent, Sular Branch

: Presentation of Flower Bouquet to Marabin Mainthan Muthaiah by Ms M.C.Sumathi City Branch, Chennai

02.25 pm : Introduction of Isaikavi Ramanan by Shri R.Rajkumar FChFP, Agent, Tirupur Branch

: Presentation of Flower Bouquet to Isaikavi Ramanan by Ms. M.Lathamangai, Agent, Kulithalai Branch

02.30 pm : **Debate by Marabin Mainthan Muthaiah and Isaikavi Ramanan - "Thottal Poo Malarum"**

03.28 pm : Presentation of Memento to Marabin Mainthan Muthaiah by Shri C.Natarajan, Agent, Karur Branch

03.29 pm : Presentation of Memento to Isaikavi Ramanan by Shri S.Selvamani, Agent, Udumalpet Branch

**03.30 pm : Tea Break**

**Alternative session in English in Sabhaa 02 during Tamil break away session**

11.30 am : Introduction of Foreign Guests Edmund Wee & Shri J.Parasuram @Para by the anchor Prof. K.Krishnakumar

: Presentation of Flower Bouquet to Shri Edmund Wee by Ms Mallika, Agent, Thrissur Branch

: Presentation of Flower Bouquet to Shri J.Parasuraman@Para by Ms Meenu Goenka, Agent, Kolkota Branch

11.35 am : **Interactive Session**

01.18 pm : Presentation of memento to Shri Edmund Wee by Shri A.S.Stephen, Agent Calicut Branch

01.19 pm : Presentation of memento to Shri J.Parasuram @ Para by Shri P.Jayarajan, Agent Kannur Branch

**01.20 pm : Lunch Break**

- 02.20 pm : Presentation of Flower Bouquet to Shri K.Rameshan by Shri Kartik Pakvasa Advisor, ING Vysya Co. Ltd , Mumbai
- 02.25 pm : **Interactive session by Shri K.Rameshan - "Spin Selling Technique"**
- 03.28 pm : Presentation of Memento to Shri K.Rameshan by Shri K.P.Tomy, Agent, Vadakara Branch
- 03.30 pm : Tea Break**
- 03.45 pm : Regular Session commences**
- : Introduction of Shir A.P.Vasudevan CFP, Financial Planner & Trainer by Shri K.A.Rapheal, Agent, Kunnamkulam Branch
- : Presentation of Flower Bouquet to Shri A.P.Vasudevan by Ms. Ranjani Nair FChFP, Agent, City Branch, Chennai
- 03.50 pm : **Address by Shri A.P.Vasudevan - "Goal based Planning, a Win-Win Solution"**
- 05.13 pm : Presentation of memento to Shri A.P.Vasudevan by Shri R.Kaliappan, Agent, Gobichettipalayam Branch
- 05.15 pm : Introduction of **Shri S.K.Roy, Chairman, LIC of India** by Shri Mane Milind Deputy President, LUGI
- : Presentation of Flower Bouquet to Shri S.K.Roy by Shri A.Palanisamy, President Coimbatore Chapter of LUGI
- 05.20 pm : **Keynote Address by S.K.Roy, Chairman, LIC of India**
- 05.40 pm : **Recognition of LEAP Awardees 2013 – "The CEO's Club"**  
: **Recognition of Special Invitees**  
: **Special Awards**
- 06.03 pm : Presentation of Memento Shri S.K.Roy by Shri K.M.Balasubramanian, Asst Treasurer LUGI
- 06.05 pm : Concluding Remark by Shri K.T.Rajkumar FChFP, Co Chairman, Convention Committee
- 06.15 pm : Summary of day's event in Tamil by Shri N.Nazar, Secretary, Coimbatore Chapter of LUGI
- 06.45 pm : Session Ends

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## **DAY THREE – 29.09.2013 - SUNDAY**

- 08.30 am : **Optional Session – “Know your Customer”** by Shri S.Varadarajan,  
Chairman Education Committee, LUGI
- 09.00 am : Welcome Address by Shri Dilip G Kokane, Co-Chairman, Organising Committee.
- 09.05 am : **Introduction of Shri Thangaya Kumar, Singapore** by Shri G.K.Narasiman  
FChFP, Agent, Koramanagala Branch
- : Presentation of Flower Bouquet to Shri Thangaya Kumar by Ms Kanchan Sikchi  
Agent, City Branch, Chennai
- 09.10 am : **Address by Shri Thangaya Kumar - “ Believe in your Success ”**
- 10.33 am : Presentation of memento to Shri Thangaya Kumar by Shri M.G.Vasudevan, Agent  
Pollachi Branch
- 10.35 am : Recognition of Chapter Presidents , Secretaries and Treasurers  
Recognition of various Committee Chairmen  
**Recognition of LEAP Awardees 2013 - The Member’s Club**
- 11.10 am : Presentation by Star Health & Allied Insurance Co. Ltd.
- 11.25 am : TEA BREAK**
- 11.40 am : Introduction of Shri M.S.V.Prasada Rao by Shri S.G.Rajendra, Development  
Officer, Amalapuram Branch
- : Presentation of Flower Bouquet to Shri M.S.V.Prasadarao by Shri L.Ravi Baskar  
FChFP, Agent, Tambaram Branch
- 11.45 am : Address by Shri M.S.V.Prasadarao - **“ Service Marketing – Importance of  
Customer Centric Approach ”**
- 12.58 pm : Presentation of memento to Shri M.S.V.Prasadarao by Shri S.V.Devadasan,  
Agent, Manjeri Branch
- 01.00 pm : Concluding remarks by Shri P. Srinivasan, President, LUGI
- 01.10 pm : Vote of thanks by Shri P.K.Venkattachalam, Treasurer, LUGI
- 01.15 pm : LUNCH and Departure with pleasant memories of the Convention.**