



Do you wait for an
opportunity or create one?



innovate

Pioneer a change



Message

The dynamics of business requires us to be constantly thinking of new ideas. Change is fundamental to business and we need to be equipped to face the challenges it poses. The best way to move forward is to be innovative – in our approach, in the processes we practice and in the service we deliver. Customer expectations keep changing too. Being prepared to exceed those expectations requires innovative thinking. Be a part of INNOVATE, the 11th Annual convention of LUGI and get a head start.

P Srinivasan
President, LUGI

When was the last time you thought up something that made perfect business sense? If you are thinking hard, it's time to go back to the drawing board on your business plans. As in every age, 'the early bird catches the worm'. Spot the opportunity and leverage it before somebody else does.

Innovation is the window to sweeping opportunities that give you an edge over others. To stay abreast with consumer trends, you must be proactive in mind and body.

Leadership is all about being innovative. And you need to make it your Intellectual DNA. That will spur growth, bring forth change and empower your business.

Innovate, the 11th Annual convention of Life Underwriters Guild of India, gives you the adaptability to be successful in changing business dynamics. Get enlightened by thought leaders, known for their innovative spirit and challenging ideas.

Get ready to pioneer a change
and tread a new path.



Chief Guest



Mr. T S Vijayan
Chairman- Insurance Regulatory
& Development Authority of India

Before assuming charge as Chairman, IRDA, Mr. Vijayan worked in various capacities in Life Insurance Corporation of India and took over as its Chairman in 2006. He steered LIC deftly through the changing scenario and with him at the helm of affairs, LIC grew from strength to strength.

He has held positions of Managing Director of LIC, Executive Director (IT & BPR), Director & Chief Executive of LICHFL Carehomes. His specialization includes Information Technology, HR & Marketing. As the first Director & Chief Executive of LICHFL Carehomes, a subsidiary of LIC, he was instrumental in designing systems for a new venture of community living centres for senior citizens. He was the architect of the concept of Satellite Offices in LIC which brought about a revolution in customer service.

He has attended several national and international seminars in the areas of Information Technology, Strategic Management, Corporate Governance, Financial Management, Value creation in Service industry etc.

Speakers

This year LUGI has lined up top-notch speakers who are highly respected, are subject matter experts, considered to be full of energy, enthusiasm and ideas. The speakers this year come from various countries like India, Singapore etc. Each of them is reputed and has been instrumental in energizing various conventions across the globe.

LUGI Governing Body



P Srinivasan
President



K G Manjunath, FChFP
President Elect



Milind Mane
Deputy President



G Jaishankar
Vice President



S Syed Reyaz
Vice President



J Prabhu
Secretary General



P K Venkattachalam
Treasurer



M Karunanidhi, FChFP
CEO

Event Organizing Committee



A Venkatasubramanian
Chairman



G Praveen Kumar
Co-Chairman



K T Rajkumar FChFP
Co-Chairman



K L Vincent Pradap
Co-Chairman



Dilip G Kokane
Co-Chairman



The event

11th Annual Convention of LUGI to be held between
27th and 29th September, 2013

Convention Venue:

JW Marriott Hotel & Convention Centre
Senapati Bapat Road
Pune - 411 053
Maharashtra, India
Phone : +91 20 42122181

Package includes:	27.09.2013 Friday	28.09.2013 Saturday	29.09.2013 Sunday
Mid-morning Coffee/Tea	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Lunch	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Mid-afternoon Coffee/Tea	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Networking Dinner	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Registration Fees for non-residential programme:

Registration Fees payable are as follows:

PLAN C Single Payment before 25 th July, 2013	Rs. 16000
PLAN D Single Payment before 10 th September, 2013	Rs. 17000
PLAN E Registration after 11 th September & Spot Registration	Rs. 17500

Plan A, B, F and G are not indicated due to lapse of time frames.

The payment towards registration fee can be made by the delegates in any of the mode given below.

1. By Cash :

You may remit cash towards registration fee in any branch of Andhra Bank in our account.

Note: Only on receipt of photocopy of the cash remittance challan along with registration form by registered post/courier to LUGI office at Coimbatore (or) scanned copy of challan and registration form by e-mail to info@lugi.org, your registration will be confirmed and registration number will be allotted.

2. By Cheque / D.D. :

Cheque / D.D. have to be drawn in favour of "Life Underwriters Guild of India - Seminar A/c" payable at Coimbatore towards registration fee.

Note: Only on receipt of Cheque/D.D. along with the registration form by registered post/courier to LUGI office at Coimbatore, your registration will be confirmed and the registration number will be allotted.

3. By Fund Transfer :

Registration fee can be transferred vide RTGS/NEFT to our bank account.

Note: Only on receipt of registration form along with bank transfer transaction ID sent by registered post/courier to LUGI office at Coimbatore (or) scanned copy of registration form along with bank transfer transaction ID by e-mail to info@lugi.org, your registration will be confirmed and the registration number will be allotted.

The registration fee once paid by the participant cannot be transferred to any other member or refunded under any circumstance. The same cannot be adjusted for next Convention also. The convention is open for members of LUGI, who are in good standing without any arrears. **Non members have to send by way of Cheque / Demand Draft Rs.1,300/- payable at Coimbatore in favour of "Life Underwriters Guild of India - Subscription A/c" towards Admission cum Subscription Fee for the current year.**

Members of Chairman Club of LIC of India can attend LUGI Convention in lieu of Chairman's Club Convention as per circular issued by LIC of India vide Circular Ref.No.: Mktg/A/LUGI date 03.02.2010.

The Chairman's Club Members can also draw advance from LIC for attending LUGI convention as per Circular Ref.: Mktg/ZD/27/2009 dated 05.10.2009 issued by Central Office, Marketing Department of LIC.

Please note, In case of cheque return you have to send DD or cash only along with a penalty of Rs.250/- within 10 days of intimation, otherwise you will lose your priority seat number.

At any circumstance returned cheque will not be represented for collection.

Those who register for the convention are expected to abide by the Rules and Regulations of LUGI.

Our Bank Details for remittance of registration fee:

Account Name : Life Underwriters Guild of India - Seminar A/c

Account Number : 048611100000210 (15 Digits)

Name of the Bank : Andhra Bank

Bank's Branch : Ramnagar, Coimbatore

Bank's IFSC Code : ANDB0000486 (11 Digits)



With the objective of introducing a system to recognize the performers among the members, LUGI had introduced LEAP Awards at the 7th Annual Convention. The fact that this award is very well received by the members is evident from the growing number of achievers. LUGI is happy that this gesture has motivated many members to achieve more. The following are the number of awardees recognized so far:

	President's Club	CEO'sClub	Members' Club
8 th Annual Convention	16	35	35
9 th Annual Convention	25	27	70
10 th Annual Convention	21	29	49

These recognitions have generated tremendous enthusiasm and innumerable calls are received at the office regarding the eligibility criteria or condition for this year's award. The Management Committee (MANCOM) has framed the conditions for eligibility for the year 2012-13, as given below:

The LEAP awards for the year 2012-2013 will be based on the commission including Bonus Commission earned during the financial year 01.04.2012 to 31.03.2013. The following three bands of awards are based on the said criteria.



Eligibility

Presidents' Club

In recognition of the achievement of earning Rs.15,25,000 or more as first year Commission including bonus commission during financial year 2012-13.

CEO's Club

In recognition of the achievement of earning Rs.10,25,000 or more as first year Commission including bonus commission during financial year 2012-13.

Members' Club

In recognition of the achievement of earning Rs.5,75,000 or more as first year Commission including bonus commission during financial year 2012-13.



Recognition

Credit will also be given to the following, for deciding the commission:

- Commission earned under Medical Insurance Policies
- Commission earned under Personal Accident Insurance Policies
- The credit from the Medical Insurance and Personal Accident Insurance will be restricted to 40% of the eligibility for the respective Clubs
- Other General Insurance commissions will not be included
- All Presidents' Club, CEO's Club and Members' Club awardees will be recognized with Medals and Certificates at the 11th Annual Convention to be held in Pune, by the Dignitaries /VIPs
- Eligibility confirmation form, which is to be counter signed by the competent authority, is enclosed
- LUGI's Management Committee reserves the right to reject an application if it finds that the form is not signed by the competent authority
- Benchmark for achievement and criteria for selection, as stipulated above, will be applicable for the year 2012-13 only.

Accommodation

The official hotel for the convention is JW Marriott. LUGI has tied up with JW Marriott to offer delegates great value for money for their stay during the convention.

We have blocked rooms on special rate at the official hotel for our delegates on first come first serve basis at the official venue.

The special per night rates which we have booked for Double Occupancy /Single Occupancy are as follows:-

Single occupancy - Rs. 5200 Double occupancy - Rs. 5700

These rates include breakfast and all taxes and levies.

This exclusive rate can be availed only on confirmation of your registration. You can directly contact the hotel authorities for booking over phone.

Also kindly note to inform the following details to the hotel authorities:

(1) Your full name (2) Your LUGI 11th Annual Convention Registration No. (3) Where you are from (4) If you opt for the double occupancy, kindly provide your Room mate Name and Registration No. as well.

Also, you have to keep them informed of your travel plan (ie. Your arrival – mode of travel/date/expected time, departure mode / date /time, etc.)

Your booking will be confirmed only on paying the amount in full.



Venue

JW Marriott is located at the heart of the city - close to the entertainment hub of Pune. It also boasts of having one of the largest convention centres in West India. The property is loaded with features like 416 well-appointed rooms, 15,000 sft of spa and health club, 8 food and beverage outlets and 40,000 sft of meeting space.

Pune considered to be the cultural capital of Maharashtra and the Oxford of the East is also a very young city. It has several entertainment and sight-seeing options:

- Osho Ashram
- Shanivarvada (Fort)
- Pashan Lake
- National Defence Academy
- Mval (Paragliding)
- Khadakvasla Dam
- Pune Golf Course
- Singhagad (Fort)
- Aga Khan Palace
- Rajiv Gandhi Snake park

apart from being in proximity to hill stations like Lonavala, Khandala and Mahableshwar.



Life Underwriters Guild of India

26, Tatabad 2nd Street, Coimbatore - 641 012

Tel: 91 422 4374 962 Fax: 91 422 2492708 Email: info@lugi.org



Profile of Speakers

(Confirmations awaited from more speakers. This is only a partial list.)

K Rameshan

Known as the master of closing techniques, Rameshan is a specialized sales trainer and motivational speaker. He has trained over 100,000 agents across India and many development officers too. He underwent formal training in Public speaking and personality development and has successfully completed the most powerful MILT leadership course. In 2005, he started BILT – Bimasmart Institute of Leadership & Training offering training and workshops on various result oriented subjects. He conducts training and seminars in Hindi, English, Marathi and Malayalam and has conducted many training and development programs across India. He started his career in 1985 with Eureka Forbes Ltd & thereafter got associated with several National & Multi-National companies in India & Abroad at various levels.



R Gopinath

Gopinath not only comes with a wide experience in training and development but also with domain expertise. He was the former CEO and MD of Life Insurance Corporation Lanka Ltd and is known for his astute knowledge of the insurance business. As the CEO and MD of Gopast Centre for Learning, he offers coaching, training and consulting for large corporate. He is a member of The Chartered Insurance Institute, UK, Personal Financial Society of London and the Indian Management Association. He has won the Outstanding Young Person award, Chairman's Honour from LIC of India and was awarded the title "Vidya Vibhushana" by the Gyan Jyoti Kala Mandira Bangalore. He has been an eminent speaker in various forums across Asia.



Arjun Devaiah

Arjun was known as the sprint king of India, having represented the country in various international athletic meets. He was a 9 times national number 1 in 200 and 400 meter running and has won many gold, silver and bronze medals for the country. He is the recipient of the national level "Killer Instinct Award" and has also won the prestigious "Rajyostava" and "Ekalvya" awards. He is also a celebrated motivation speaker and soft skills success coach and conducts Life Skills Workshops for many corporate, educational institutes, teaching fraternity and is known for his program "Keep Fit" aired nationally. He has been nominated as the member of the drafting committee for the Karnataka State Youth Policy. He is also a honorary director of "Abhimanyu" academy in Bengaluru.



A P Vasudevan

A Certified Financial Planner with 23 years of experience in Financial Services spread across stock broking, Banking and Financial Planning practice. Known as a master of start ups, he set up Depository services for HDFC Bank Chennai, Franchisee Business for ICICI Direct in south, Initiated and implemented Financial Planning model for ICICI Direct. He pioneered the concept of Fee Based Financial Planning in the year 2007 under the banner Optima Financial Solutions Pvt Ltd, where he currently is the CEO. He is a passionate trainer and most sought after speaker among the IFA community. He has trained scores of employees of Bank, Insurance companies, Stock Brokerage houses on products and soft skills and several batches of MBA students on stock market nuances.



Thangayah Kumar

Since joining an International Life Insurance Company in Singapore in Mar 1983, he has enjoyed a meaningful and Successful Insurance career for the past 30 years. He has attended MDRT, Chicago in 1998 and also has done the Company's Million Dollar Club (MDC) for 24 years. He believes that one must have determination and a purpose with a clear vision to achieve Success in Life. He has delivered many motivational speeches to various groups in his company. A 'down-to -earth' man with a very sincere and practical approach to his business and his clients, he will share his success story on how he changed his personal obstacles into a winning formula for success.



M S V Prasada Rao

With over 35 years of industry experience, most of which in the banking sector, Prasada Rao is a writer, trainer, orator and a banking expert. He is highly qualified and has successfully completed the Executive Management programme from the IIM-B. He is an avid writer and has presented many papers in various forums and conferences. He has participated in many training programs and conferences and is a wealth of knowledge in the banking domain. Having held senior positions, he has now turned to consulting and coaching. He is well travelled and a highly inspirational speaker. His areas of expertise include Human Resources, Process and product development and training and development.



Suki Sivam

Suki Sivam is a popular scholar in Tamil. His religious, motivational and philosophical speeches are famous. He hosts a TV show Indha Naal Iniya Naal on Sun TV. Apart from being awarded the Kalaimamani, he has been bestowed with various titles such as “Sollin Selver”, “Sendhamizh Thendral”, “Soll Vendhar” and “Muthamil Peraringar”. His book, “Vaazhthal Oru Kalai” (“Living is an art”), deals with the subject of how to lead a better life, retaining our own ideologies and principles. He is an orator par excellence, an inspirational writer, a spiritual scientist, a visionary and a social marketer. He has been playing the role of a ‘Social Change Agent’ and influencing public opinion by delivering innumerable lectures all over the globe.



Ramanan

Spirituality took him through an arduous and painful journey till he met Satguru Sivananda Murthy of Bheemunipatnam and the search was abandoned at his feet. After almost 28 years with The Hindu, Raman chose to quench his passion in poetry, acting, art, photography, writing and travel. He has authored several poems, books and video compilations. He has acted in various tele-serials and lectured on various topics various regional channels. He has not only been to various parts of the Himalayas 29 times, but also travelled on a lecture tour to Canada, USA, Singapore and Glasgow. He continues to be an active, fully-functional citizen based on his philosophy “So long as you live in society – be fully functional”.



Marabinmainthan M. Muthaiah

Muthaiah dons multiple personalities as a writer, scholar, poet, journalist, actor and Tamil scholar. He has participated in many literary events across the globe and continues to inspire many through his writings and speeches. He works spread across a varied spectrum of key aspects of humor, life and literature. Apart from being honoured with the Kalaimamani, he was conferred the titles of “Natramizh Nallarizhnar”, Tamizh Chandror”, Thannambikkai Nayagan”, Thannikratra Ilayzhnar”, Ilam Sadhanaialar” and more. He is a famous television personality and is the State General Secretary of Vettrithamizhar Association, Planning committee member of New Energy Movement and director of Human resource development movement “Sigaram ungal Uyaram”.

