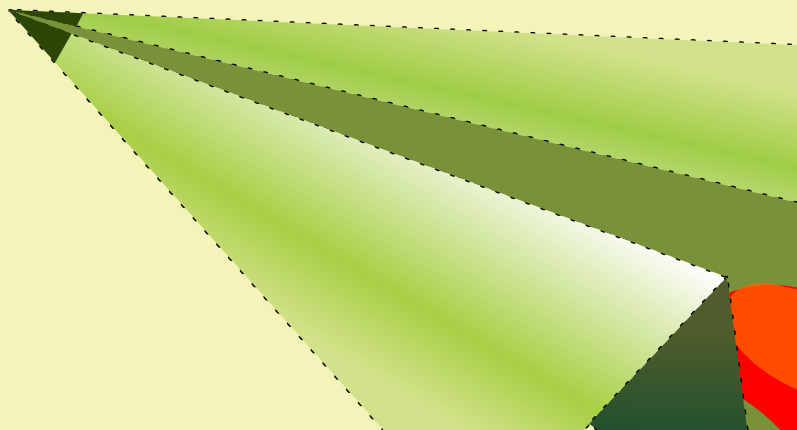


# LIFE UNDERWRITERS GUILD OF INDIA

## 12<sup>th</sup> ANNUAL CONVENTION

on 28<sup>th</sup> & 29<sup>th</sup> January 2015  
at Radisson Blu Resort Temple Bay  
Mamallapuram



## PRESIDENT MESSAGE

The dynamics of business requires us to be constantly thinking of new ideas and implementation. Change is the fundamental right to any business and we need to be fully equipped to face the situations it poses. The best way to move forward is to have VISION & FOCUS. In our approach, we practice the VISION & FOCUS, in the service we deliver. Customers are highly demanding and keep changing their focus too. To exceed their expectations, everyone requires not only innovative thinking, but also VISION & FOCUS. Be a part of VISION & FOCUS, the 12<sup>th</sup> Annual Convention of LUGI. Register for the Convention and feel the impact.

## LUGI GOVERNING BODY



P. Srinivasan  
President, LUGI



K.G. Manjunath, FChFP  
Incoming President



A. Palanisamy, FChFP  
Secretary General



P.K. Venkattachalam  
Treasurer



M. Karunanidhi, FChFP  
CEO

## EVENT ORGANIZING COMMITTEE



K. Ravi, FChFP  
Chairman



K. Dhandapani, FChFP  
Co-Chairman



K. Jayachandran, FChFP  
President



S. Saravanan, FChFP  
Secretary



S. Vanamali, FChFP  
Treasurer

## HOST CHAPTER OFFICE BEARERS

## CHIEF GUEST



**Shri. T.S. Vijayan**

Chairman,  
Insurance Regulatory & Development Authority of India

Before assuming charge as Chairman – IRDA, Shri. 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 LIC HFL Care Homes. His specialization includes Information Technology, HR and Marketing.

As the first Director and Chief Executive of LIC HFL Care Homes, 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...



### Dr. V. Chockalingam

He is a professor & Head, Department of Cardiology, Madras Medical College & Professor Emeritus (Cardiology) in DR. M.G.R. Medical University, Chennai. He is teaching since 1968 for undergraduates, post graduates in general medicine, post Doctorate in Cardiology, and Diploma in National Board Cardiology. He is a member of Committee for Ph.D. Cardiology, Anna University, Chennai. He has presented and published more than 70 papers in National and International Cardiology Conferences and Journals. The books wrote by him are Cardiac Radiology, Humour and Health, Mind Your Heart & Idhayam Kaakka. He is interested in the field of Coronary Heart Disease- Primary & Secondary Prevention, Coronary Stenting & Artificial Cardiac Pacing.



### C.K. Kumaravel

He is a CEO & Co-founder of Naturals. Started his career after he graduated as a Bachelor of Science in Nutrition and dietetics. He was a part of business with various brands like Velvet Shampoo, Meera Herbal Powder, Chik Shampoo and also launched Raga Herbal Shampoo. His big vision for Naturals is to create 1000 successful women entrepreneurs and generate 50,000 job opportunities. He personally thinks that by sharing experience and knowledge, one can motivate the youth who can bring the much required change.



### Lazarus Dias

Started working in Hindustan Lever in 1985. He started the Insurance Business as a part time Agent of LIC in the year 1985 and became a full time Agent in 1995. He has qualified MDRT every year from 1996 to 2001. He was invited by 40 Divisions of LIC of India as a speaker in different locations across India and addressed more than 1000 advisors in each location in the last 2 years. He is truly a Productivity Champion. He launched Laazarus Dias Education Academy in 2006.



### Dr. R. Natarajan, Ph.D.

He is working as Superintendent of Customs of Chennai. National Champion & National Record Holder in 100 mts and 200 mts athlete for 9 consecutive years (1988-1996). He underwent specialized Advanced Training in London. He received Best Sportsman Award by the All India Sports Director-India Sports Promotion Academy, imparting training in speed drills, specific fitness to the children of age categories below 10 yrs & 10-14yrs, for the past 15 years. He was appointed as the monitoring and facilitating committee member by the Government of Tamil Nadu for the elite sports person preparing for 2016 Olympics at Brazil.

## SPEAKERS...



### Dr. Uma Shashikant, Ph.D.

She is founder and Managing Director of Centre for Investment Education and Learning (CIEL). She is Ph.D. in Finance and has been a trainer and consultant in the Capital Markets area since 1985. She worked at the UTI Institute of Capital Markets, Prudential ICICI AMC, ING Investment Management before setting up CIEL. She has been a columnist in the press since 2003 and currently writes every Monday in Economic Times and Times of India.



### V. Venkateswara Rao

Venkateswara Rao is a young entrepreneur. He has immense experience of over a decade in the Insurance and Investment fields. He has consistently been India's Premier Agent for LIC for the past consecutive years 2011 to 2014. He hosted Indian Flag in MDRT in Toronto, Canada in June, 2014. Venkat has the zeal and passion to serve this industry with utmost dedication and loyalty. He provides the most suitable and unique policy or combination of policies to cater to their specific needs. He achieved 20 Crores new premium business last year. Over the next 3 years, he wishes to reach a target to build a 1 lakh client base. He is ranked All India No.1 in Life Insurance Corporation in 2012-2013 & 2013-2014 years consecutively.



### E. Sarathbabu

Sarathbabu Elumalai is an Indian Entrepreneur, Social Worker and Politician. He is an alumnus of Indian Institute of Management, Ahmedabad and Birla Institute of Technology and Science (Pilani). He is the winner of several awards such as CNN-IBN Award for Young Indian Leader, 'Pepsi-MTV Youth Icon' and 'Example to Youth Award'. His story is a true motivation for people aspiring to rise up in life through sheer hard work.

## THE EVENT

12<sup>th</sup> Annual Convention of LUGI to be held on  
28<sup>th</sup> & 29<sup>th</sup> January 2015

## Convention Centre

Radisson Blu Resort Temple Bay  
57 Covelong Road, **Mamallapuram**  
Kanchipuram Dist, Tamil Nadu 603104  
Phone: 044 2744 3636



## Package Includes

	28.01.2015 (Wednesday)	29.01.2015 (Thursday)
MID-MORNING COFFEE/TEA	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
LUNCH	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
MID-AFTERNOON COFFEE/TEA	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
NETWORKING DINNER	<input checked="" type="checkbox"/>	<input type="checkbox"/>

## Registration Fees payable are as follows

PLAN - A	Single Payment on or before	15.12.2014	Rs.11,500/-*
PLAN - B	Single Payment on or before	10.01.2015	Rs.12,000/-*
PLAN - C	Single Payment on or before	26.01.2015	Rs.12,500/-*
	Spot Registration		Rs.13,000/-*

\*Inclusive of Service Tax

## Accommodation

The official hotel for the 12<sup>th</sup> Annual Convention is Radisson Blu Resort Temple Bay, Mamallapuram

LUGI has tied up with Radisson Blu Resort Temple Bay to offer delegates great value for money for their stay during the convention. We have blocked limited rooms on special rate at the official hotel for our delegates on first come first serve basis at the venue.

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

Triple occupancy – Rs.5,700/- (for 3 persons) (ie Rs.1,900/- per person per day)

These rates includes breakfast and all taxes and levies.

This exclusive rate can be availed only on confirmation of your convention registration.



## LUGI Convention Special Tariff For Hotels

Name of Hotel	Double Room (Per day)	Phone	Distance from Venue
Abirami Guest House	Rs. 1750	044-2744 2438	Opposite to Venue
Pallava Dynasty	Rs. 1845	044-2744 2400	1 KM
Tamilnadu Tourism	Rs. 2625	044-2744 2361	2 Km
Mamalla Beach Resort	Rs. 3100	044-2744 2375	2 Km
Mamallaa Heritage	Rs. 3118	044-2744 2060	1 Km
Grande Bay	Rs. 10,755	044-2744 3060	Adjacent to Venue

## Leap Award – 2014 (A Journey of Recognition)

### RECOGNIZING YOUR ACHIEVEMENT

In order to recognize the achievement of its members, LUGI now presents LUGI Excellence in Achievement Program (LEAP), an award that identifies members who have stretched themselves that extra mile to achieve something that many can only dream of. This is yet another step to recognizing members of LUGI.

### The Members' Club :

Recognizes achievement of Rs. 6,00,000 or more, 1st year commission including bonus earned during the period 01-04-2013 to 31-03-2014.

### The CEO's Club:

Recognizes achievement of Rs. 10,50,000 or more, 1st year commission including bonus earned during the period 01-04-2013 to 31-03-2014.

### The Presidents' Club :

Recognizes achievement of Rs. 15,50,000 or more, 1st year commission including bonus earned during the period 01-04-2013 to 31-03-2014.

On registration you will receive the application form with details.

## VENUE



Radisson Blu Resort Temple Bay, Mamallapuram.

The Radisson Blu Resort Temple Bay is positioned on the East Coast Road (ECR) of the Bay of Bengal and boasts chic villas and chalets on 44 lush acres. This Mamallapuram resort is moments from local treasures like the Shore Temple, and boasts on-site features like two restaurants and two spas. In addition, guests enjoy a 27,000 sq.ft, One of the longest Swimming pool in Asia and an Infinity pool, business services, free internet and event space.

## Noteworthy places to visit nearby



Shore Temple



Muttukaadu



Crocodile Park



Five Rathas



# **LIFE UNDERWRITERS GUILD OF INDIA**

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