

THE ORIENTAL INSURANCE COMPANY LIMITED
HEAD OFFICE, NEW DELHI

Deptt: Marketing

Ref.No:HO/MKTG/2018-19/CR- 8175

Dated: 08.06.2018

TO ALL ROS/DOS/BOS/ALL DEPTTS OF HO/OSTC

**Re: Club formation for individual high performing Agents for the financial year
2018-19 effective from 01st April, 2019**

It is decided to continue with the formation of Clubs for Best Performing Agents as CMD Club, GM Club and DGM/CRM Clubs in addition to SDM/DM Club to be introduced under the proposed scheme for FY 2018-19.

The endeavor behind giving membership under various clubs is to grab the maximum available potential of the market in the stiff competition. Clubs and benefits of various clubs are as under:-

- CMD Club
- General Manager Club
- DGM/Regional Manager Club
- SDM/DM club

CMD CLUB ELIGIBILITY CRITERIA

CMD CLUB ELIGIBILITY CRITERIA	MINIMUM PREMIUM REQUIRED IRRESPECTIVE OF CLASS OF CITY	OTHER REQUIRED ELIGIBILITIES	
		REQUIRED MINIMUM GR%/Accretion	ICR% Not Exceeding
DIRECT AGENTS INCLUDING AGNI, AGENTS ATTACHED WITH AO(D)/AM(D) DEV.OFFICERS(M)	175 LACS	10% or Rs.15 lacs whichever is less	75%

Apart from above agents who have completed a minimum premium of Rs.250.00 lacs with an ICR upto 75% shall automatically qualify for CMD Club Membership.

CMD CLUB Benefits:-

1. Holiday worth Rs.30000/- with spouse on reimbursement basis by production of bills.
2. Reimbursement of Laptop/mobile handset/other electronic gadgets worth Rs.30000/- .
3. Gift cheques worth Rs.10000/-
4. To & fro fare for attending felicitation program subject to a maximum of Rs.15000/-.

For the felicitation program the top 60 Agents, in terms of total premium procured by them, shall be invited. However Agents who qualify for this club shall be entitled for all other benefits (1 to 3).

GM CLUB ELIGIBILITY CRITERIA

GM CLUB ELIGIBILITY CRITERIA	MINIMUM PREMIUM REQUIRED IRRESPECTIVE OF CLASS OF CITY	OTHER REQUIRED ELIGIBILITIES	
		REQUIRED MINIMUM GR%/Accretion	ICR% Not Exceeding
DIRECT AGENTS INCLUDING AGNI, AGENTS ATTACHED WITH AO(D)/AM(D) DEV.OFFICERS(M)	125 LACS	10% or Rs.10 lacs whichever is less	75%



Apart from above agents who have completed a minimum premium of Rs.160.00 lacs with an ICR upto 75% shall automatically qualify for GM Club Membership.

GM Club Benefits:-

1. Holiday worth Rs.20000/- with spouse on reimbursement basis by production of bills.
2. Reimbursement of Mobile handset/other electronic gadgets worth Rs.15000/- .
3. Gift cheques worth Rs.7500/-
4. To & fro fare for attending felicitation program subject to a maximum of Rs.10000/-.

For the felicitation program the top 80 Agents, in terms of total premium procured by them, shall be invited. However Agents who qualify for this club shall be entitled for all other benefits (1 to 3).

DGM/CRM CLUB ELIGIBILITY CRITERIA

DGM/CRM CLUB ELIGIBILITY CRITERIA	MINIMUM PREMIUM REQUIRED IRRESPECTIVE OF CLASS OF CITY	OTHER REQUIRED ELIGIBILITIES	
		REQUIRED MINIMUM GR%/Accretion	ICR% Not Exceeding
DIRECT AGENTS INCLUDING AGNI, AGENTS ATTACHED WITH AO(D)/AM(D) DEV.OFFICERS(M)	75 LACS	10% or Rs.7.50 lacs whichever is less	75%

Apart from above agents who have completed a minimum premium of Rs.120.00 lacs with an ICR upto 75% shall automatically qualify for DGM/CRM Club Membership.

DGM /CRM Club Benefits:-

1. Holiday worth Rs.15000/- with spouse on reimbursement basis by production of bills.
2. Reimbursement of Mobile handset/other electronic gadgets worth Rs.7500/-..
3. Gift cheques worth Rs.5000/-
4. To & fro fare for attending felicitation program subject to a maximum of Rs.7500/-.

For the felicitation program the top 100 Agents, in terms of total premium procured by them, shall be invited. However Agents who qualify for this club shall be entitled for all other benefits (1 to 3).

SDM/DM CLUB ELIGIBILITY CRITERIA

SDM/DM CLUB ELIGIBILITY CRITERIA	MINIMUM PREMIUM REQUIRED IRRESPECTIVE CLASS OF CITY	OTHER REQUIRED ELIGIBILITIES	
		REQUIRED MINIMUM GR%/Accretion	ICR% Not Exceeding
DIRECT AGENTS INCLUDING AGNI, AGENTS ATTACHED WITH AO(D)/AM(D) DEV.OFFICERS(M)	40 LACS	10% or Rs.5.00 lacs whichever is less	75%

Apart from above agents who have completed a minimum premium of Rs. 60.00 lacs with an ICR upto 75% shall automatically qualify for SDM/DM Club Membership.

SDM/DM CLUB Benefits:-

1. Holiday worth Rs.7500/- with spouse on reimbursement basis by production of bills.
2. Reimbursement of Mobile handset/other electronic gadgets worth Rs.5000/-.

The revised scheme will be based on the performance of F.Y. 2018-19, and the agents who will become members of the respective club will be paid benefits in the next financial year i.e after 01.04.2019.



This circular supersedes all circulars issued related to club membership for agents of CMD/GM/DGM/CRM/DM Club.

General Manager (Mktg) will be the final authority for any interpretation or decisions as to applicability, terms conditions on the revised club membership.

Apart from above benefits, a program for felicitation of Club Member Agents will be organized annually.

All benefits are subject to tax deductions as per rules.

All the Regional Heads are advised to circulate the above scheme immediately to all their Operating Offices for information of all concerned.

DO/ BO/ EC Incharges are also advised to send a copy of this circular to all their Agents for their information.



Dy. GENERAL MANAGER