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भारतीय जीवन बीमा निगम
LIFE INSURANCE CORPORATION OF INDIA

LIFE INSURANCE CORPORATION OF INDIA

Central Office, Yogakshema" JeevanBima Marg, Mumbai – 400 021

Ref: CO/ZD/MKTG/FPDO/10/2020

23.04.2020

TO ALL ZONAL MANAGERS, REGIONAL MANAGERS (Mktg.)

OFFICERS IN-CHARGE OF DIVISIONS, MDC, ZTCs, STCs,

INSPECTION AND AUDIT CENTRES.

Re: Compensatory allotment of club member agents to Development Officers whose club member agents are selected as Apprentice Development Officer during ADO Recruitment Round 2018-19.

As a consequence of Club Member agent being appointed as Apprentice Development Officers during ADO Recruitment round for the year 2018-19, it has been decided by the Competent Authority to allow compensatory allotment of **non allotable agents** to such Development Officers whose club member agents have been selected as Apprentice Development Officers and placed under probation.

Following are the terms and conditions for the Compensatory Allotment of Club Member Agents to Development Officers.

1. Request for compensatory allotment by Development Officers will be considered only when the agents selected as ADO are put on probation. Those club member agents who opt for reversion during Apprenticeship period will not be considered to be eligible for compensatory allotment.
2. Allotment of Club Member agents to the Development Officers against the exit of his/her club member agent due to selection as ADO will be allowed in the ratio of 1:1 basis.
3. Only CM/ZM/DM Club Member agents who are direct will be considered for compensatory Allotment as all other Direct Agents are allotted as per C.O. Circular ref: MKtg/ZD/19/2009 dated 10.08.2009.
4. In case CM club Member agent is selected as ADO, then Development officer will get compensatory allotment of eligible CM club agent if available in branch. If there is no eligible CM club agent in Branch then eligible ZM club

agent will be considered for allotment, and if there is no eligible ZM club agent in branch then eligible DM Club agent will be considered for allotment and if no eligible DM club agent is available then, the non allottable agent who has brought an average FPI of Rs 10 Lacs (with 10% credit for the single Premium) in the preceding 3 Financial Years will be allotted subject to his/her consent.

5. In case Corporate Club/ Galaxy Club member agent is selected as ADO then only CM/ZM/DM Club Member agent in that branch who is direct will be considered for allotment subject to his/her consent for allotment.
6. If member of same club is not available in the same branch then a lower club member agent upto DM Club Member will be considered subject to his /her consent. In case of non availability of DM Club Member agent, the non allottable agent who has brought an average FPI of Rs 10 Lacs (with 10% credit for the single Premium) in the preceding 3 Financial Years will be allotted subject to his/her consent.
7. In case no agent is willing to give his/her consent for compensatory allotment, no compensatory allotment will be considered.
8. No compensatory allotment will be considered in case of Non Club Member MDRT agent being selected for the post of ADO during ADO Recruitment round 2018-19.
9. The compensatory allotment process will be valid for a period of three months commencing from 01.05.2020 till 31.07.2020
10. If in any branch, where direct agent is not available then in such cases Development Officer can make his/her claim for compensatory allotment on or before 31.12.2020 from the few agents who may become direct for the reason that the concerned Development Officer getting promotion, retirement or due to exit for other reason.
11. This is one time concession which can not be quoted in future for any reference.
12. Marketing Manager of the Division will be Competent Authority for compensatory Allotment


Executive Director (Mktg./PD/SBA)