



NATIONAL FEDERATION OF INSURANCE FIELD WORKERS OF INDIA

REGISTERED UNDER TRADE UNION ACT, 1926 (Reg. No.ALC/KARYASAN-17/11295)

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NFIFWI/228/2020-22

Date- 16-09-2021

To,

The Executive Director (SBA),
L.I.C of India Central "Yogakshema"
Mumbai-400021

Sub:Request for Relaxation in Cost Ratio for SBA's

Respected Sir,

We would like to bring to your kind attention the difficulties faced by the SBA's during the present situation. Sir, as you already know the difficulties faced by the field force due to the pandemic for the last one and half year, the SBA's are facing tough time maintaining their cost ratio for getting the various benefits and privileges to maintain their Life Plus offices. The SBA's have to maintain their offices irrespective of the situation, thereby incurring huge expenditure and maintenance of the office. Due to the recent wage revision it has become extremely difficult in maintaining the cost ratio.

Sir, we request you to kindly extend the benefits given for below 3% cost ratio SBA's upto 5% and so on, in view of the present pandemic situation and the wage revision to get OMA, Car and other allowances. Adding to the already present pandemic situation the increased wages will increase the cost ratio of many SBA's and will exceed their present cost ratios. We request you to kindly consider our request positively, as was earlier done after the wage revision. **(CO/Mktg./SBA/2015-16/11 Dated 10th March 2016 "Relaxation in Cost Ratio of SBAs due to Wage Revision" and Ref.: CO/Mktg./SBA/2016-17/3 Dated 23.05.2016.)** We also request you to increase the eligibility condition from 8% to 9% and another 1% relaxation by the Zonal Manager, for two years due to the above mentioned situation, to motivate the Development Officers to perform to higher levels.

We also request that the various circulars regarding OMA and the relaxations given to be simplified and given abridged in a single circular to bring more clarity, as there is confusion in many Divisions in interpreting the circulars leading to recoveries from the SBA's.

We hope for a positive consideration due to the prevailing situation and would appreciate your immediate and favourable steps to address the most genuine problems of our Development Officers.

Warm Regards,

Yours sincerely,

(Vivek Singh)

Secretary General