



# 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/56/2020-22**

**Date- 29-05-2020**

**The Managing Director (SBA)**

Life Insurance Corporation of India,

Central office, Yogakshema, Mumbai-400021

**Sub: - Relaxations & Extension of time for Fresh Enrolment in SBA Scheme.**

**Respected Sir,**

The enrollment window for eligible Development Officers for enrollment as SBA is open from 1.4.2020 to 31.05.2020 as per circular Ref: CO/MKTG/SBA/2019-20/04 Dated 02.03.2020.

As you know that the situation in the entire country has changed after the outbreak of novel corona virus. It has already changed the social & economic order of the entire globe to a large extent. Apart from complete lockdown from 25<sup>th</sup> March 2020, and still continuing, use of mask, hand glove, PPE, hand sanitizer etc. maintaining **Social distancing** and **Work from Home** has now become a common phenomenon in almost all the countries. We are also experiencing a complete lockdown within our country for last 66 days impacting normal functioning of all our offices. Even after the complete lockdown from 25<sup>th</sup> March 2020, the number of COVID-19 affected people in our country is still increasing rapidly. The current phase of lockdown may be extended further by the Government depending upon the situation. Even after withdrawal of complete lockdown, we may have to follow so many restrictions like social distancing for a quite long period which will surely affect us to the maximum extent as our performance depends mainly on social contacting.

The spread of corona virus in India has created panic in the country. After the first confirmed positive case was reported on January 30 in Kerala, the epidemic has reached many other cities in the country, infecting several people. The Development Officers have found it difficult to move in the market and the prospects have postponed the given appointments and refused to meet agents and the field force for fear of contact with the virus, even before the lockdown was imposed. We have to state that because of the panic situation prevailing, the marketing of Life insurance business has become more difficult and **the situation was beyond the control of Development Officers.**

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The restrictions imposed by the central and state governments, also made it difficult for the field force to work in the market affecting their eligibility cost ratio for enrolling as SBA. Many interested D.O's who have planned to become SBA's could not achieve the eligibility cost ratio due to the Lockdown imposed during their Appraisal month of March, April and May. Hope our suggestions will be considered favorably with due urgency and importance.

So in this unprecedented, precarious and panic emergent situation, we request you to give relaxations in the eligibility of SBA (Cost Ratio, TFPI, Policies and Agents) for all D.O's whose Appraisals are ending in the month of March, April, May and so on. We also request you to **give extension of time for enrollment in the SBA Scheme upto December 2020.**

Sir, we hope and believe that in the backdrop of such an unprecedented situation, the D.O's interested to become SBA's must get some unprecedented relaxations, as requested, from the guardian of the LIC family during this most unprecedented situation.

**With best regards,**

Yours sincerely,



**(Vivek Singh)**

Secretary General

**CC- Respected Executive Director (Marketing/PD/SBA) & Respected Chief (SBA) LIC of India.**