

Cir No_Mktg./ZD/FP/06/2019

27/03/2019

All Zonal Managers and Sr./Divisional Manager(I/c) of Divisions
MDC/ZTC/STC/Audit Centres/Inspection Deptt.

Reg: Review of CCA Scheme - Credit given to Development Officer.

This has reference to CO Circular ref Mktg./ZD/32/2016 dated 22/08/2016 on the above subject. We are receiving queries from Zones regarding the credit given to Development Officer on business done by City Career Agents (CCAs). In view of the same, it has decided by the Competent Authority to append the below conditions under serial no (07) of the aforesaid circular:

- i. If any City Career Agent (CCA) completes the entire year's stipendiary norms, both on the basis of First Year Commission (excluding Bonus Commission)(FYC) and Number of Lives (NOL), in any of the twelve months, he will be eligible for stipend for the remaining months of the stipendiary year.
- ii. If any CCA completes the stipendiary norms in the period within the relevant Appraisal Year, then the Development Officer will get full credit of SYFPI in the relevant Appraisal Year itself and this will be taken in to account at the time of calculation of IB for the relevant appraisal year itself. Needless to add that, for the new business completed by the CCA if any, during the remaining months of the stipendiary year falling due in the Development Officers immediately succeeding appraisal year also, (i.e.) the Development Officer will be eligible for full credit of the business done by the CCA during the stipendiary year.

All other conditions given in earlier Circulars ref Mktg/ZD/45/2010 dated 21/10/2010 and ref Mktg/ZD/32/2016 dated 22/08/2016 remain unchanged.

The above new conditions will be applicable for all CCA agents who will be appointed on or after 01.04.2019.



Executive Director (Marketing/PD)