



# Life Insurance Round Table

September 21st - 23rd, 2024

Pre-Convention 20th September 2024

# 36<sup>th</sup>

## Annual Convention



**SECURING FUTURE  
GROWING FORTUNE**

HOLIDAY INN LUCKNOW AIRPORT



# LIFE INSURANCE ROUND TABLE

36th Annual Convention

SECURING FUTURE, GROWING FORTUNES.

HOLIDAY INN LUCKNOW AIRPORT - Lucknow

LIFE INSURANCE ROUND TABLE emerged out of a dream of few dedicated agents (in 1988) who attended Million Dollar Round Table Conventions at U.S.A. Since 1983. These agents felt the need of an organization like Million Dollar Round Table to establish forum dedicated to fostering high standard based on professional approach to life insurance sales and service.

We introduce ourselves as professional organization, LIFE INSURANCE ROUND TABLE (LIRT) - ASSOCIATION OF INSURANCE PROFESSIONALS; working since 34 years for the upliftment of the agent's fraternity, organized by the Insurance Agents with educational motto without any commercial intention.

LIRT is responsible for introducing the MDRT culture in INDIA in the shape of LIRT and creating MDRT Agents giving the experience to those agents who are unable to attend the convention abroad.

Since 1988 every year LIRT is organizing 3 days Residential Convention where Insurance Agents (Life, Non-life, and Financial Planner) are participating from all over India and abroad.

This convention has been organized in such a way that the participants get the knowledge and build relationship amongst the participants from each corner of India.

## WHY LIRT...

Membership of the Life Insurance Round Table is a coveted milestone in the career of an agent.

- LIRT membership opens the door to New World of Knowledge, motivation and opportunity. It is your first halt on the journey to membership of LIRT Star Agents and LIRT Twinkle Stars equivalent to or greater than MDRT, COT, & TOT Qualification.
- The Annual Convention is unquestionably the most valuable benefit of Life Insurance Round Table Membership.
- It is an effective, motivating meeting where members exchange information and ideas freely and fully besides listening to the deliberations of speakers from : overseas, our own industry and leaders from other fields.
- The three & half day program offers opportunity of sharing and exchange of ideas between speakers and members at panel discussions, seminars and main platform presentations. Convention topics are chosen to help members to increase knowledge, sharpen the skills and development of self-esteem.
- LIRT is the premier forum for the exchange of sales ideas and techniques amongst agents from all over India gathered at the annual Convention.

LIRT keeps members on the cutting edge of their careers as a result of participation in the educational and motivational environment, which is the paramount need today in view of widening of the Insurance Sector Horizon.

**Increased Productivity** : LIRT members increase their productivity as a result of exposure to ideas : Time management, Office management and Personnel management. Members receive new ideas from experts in all fields at Annual Convention. Star Agents and Twinkle Stars serve as example for members to increase their levels of production.

**Professionalism** : LIRT sets the standard for Professionalism : Production requirements, Code of Ethics and overall commitment to excellence in sales and service, motivate members to reach their potentials. Enhanced Prestige and Personal Identification : Life Insurance Round Table members represent the top few life underwriters (agents) throughout India.

LIRT plaques and insignia display the commitment to excellence inherent in Round Table membership. Camaraderie (fraternal, brotherhood & weaving into guild) is a fundamental benefit of LIRT membership. Members develop lasting friendships and receive ideas, instructions and encouragement from other life underwriters (agents) throughout India.



**We have entered our profession by chance or choice, but certainly we have neither invested in our education nor have we been adequately trained to meet the challenges of our Job.**

**Here is the golden chance for you where the following speakers & subjects will be deliberated by eminent speakers from our industry.**



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36<sup>th</sup> ANNUAL CONVENTION

September 21st – 23<sup>rd</sup>. Pre-Convention 20th September, 2024

VENUE: HOLIDAY INN LUCKNOW AIRPORT - Lucknow

THEME : SECURING FUTURE, GROWING FORTUNES

TIME	20th SEPTEMBER, 2024		
12.00 p.m. onwards	Registration & Fellowship followed by Lunch.		
05.00 to 05.20 p.m.	TEA BREAK		
07.15 to 09.30 p.m.	Entertainment with Dinner		
TIME	21th SEPTEMBER	22nd SEPTEMBER	23rd SEPTEMBER
06:30 to 08.00 a.m.	Breakfast	Breakfast	Breakfast
Main Platform Sessions			
08:30 to 09.00 a.m.	Prayer, Inauguration President 's Address	Harpreet Singh Chaman	Avisha Awasthi
09:00 to 09.40 a.m.	<b>Keynote Address</b>  Harpreet Singh Chaman	Aditya Shrivastava	It's All about Journey.  Amber Arondekar
09:40 to 10.20 a.m.	The Determination to Win - Self-Employment to Self-Reliance.  Dr. Punit Dwivedi	"Securing Future in New World Order, Understanding Geopolitical landscape"  Bharat Kulkarni	Manisha Anand
10:20 to 10.40 a.m.	TEA BREAK		Closing Ceremony - (Summing up the convention with National Anthem)
10.40 to 11.40 a.m.	Nasreen Khan Chanana	Social Styles Sandeep Menghani	
11.40 to 12.40 p.m.	FutureProof : Elevating Financial Future with AI  Ashish Shivdekar	Life Lessons & Business Lessons from 'SHOLAY' Dr. Laxmikant Kasat	
12.40 – 2.00 p.m.	LUNCH BREAK		
Breakout Sessions			
02:00 to 03:00 p.m.	SPIN to WIN : Driving High-Converting Insurance Sales	The Missing Piece. Amber Arondekar	
03:00 to 04:00 p.m.	JITESH MANWANI	Wheel of Life Sandeep Menghani	
04:00 to 04:30 p.m.	TEA BREAK		
04.30 to 05.00 p.m.	Group Discussion: "Sales Idea Presentation"	PANEL DICUSSION: -	
8.00 to 09.30 p.m.	Dinner	Dinner	





# Life Insurance Round Table

**SECURING FUTURE, GROWING FORTUNES**

## SPEAKERS

LIRT - 2024



### Prof. (Dr.) Punit Kumar Dwivedi

[D.Litt, PhD, PhD (HC), MBA, M.Com, MDP (IIM-A),  
CPLVW @IIM Indore]

Group Director: Oxford International College & Indore  
International college. Vice-Chancellor (Proposed)  
University of Indore (Upcoming Nov2024)

#### Topic

The Determination to Win

Self-Employment to Self-Reliance.



### Ashish Shivdekar

| Zonal Training Manager |  
Aditya Birla Sun Life Insurance.

#### Topic

FutureProof: Elevating  
Financial Future with AI



## **Nasreen Khan Chanana**

**Personality Development Coach  
& Relationship Mentor.**

### **Topic**

**“The Winning Formula : Road  
to Progress”.**



## **Sandeep Menghani**

**An accomplished Management  
Professional with experience in the  
areas of Training & Development,  
Education and  
Marketing Management.**

### **Topic**

- ❖ **Wheel of Life.**
- ❖ **Social Styles.**



## Bharat Kulkarni

Globally renowned Agribusiness expert. Speaker on UN's World Investment Forum and the Harvard Business School. Working in the field of policy advisory and development of commodity exchanges and structured Markets.

### Topic

“Securing Future in New World Order. Understanding Geopolitical landscape”



## Dr. Laxmikant Kasat

TEDx Speaker-**Corporate Trainer**-  
Consultant Pediatric Surgeon.

### Topic

Life Lessons & Business Lessons from '**SHOLAY**'.



## **Amber Arondekar**

**A Sales Coach, An Entrepreneurship  
Trainer & Business Consultant.**

### **Topic**

- ❖ The Missing Piece.
- ❖ It's All about Journey.



## **Jitesh Manwani**

**Business Coach of Coaches. Certified  
NLP Practitioner and a Fitness  
Enthusiast.**

### **Topic**

**SPIN to WIN : Driving High  
Converting Insurance Sales.**





## **Manisha Anand**

**Corporate and Academic Trainer and  
Counsellor.**

### **Topic**

**Building Fortune.**



## **Harpreet Singh Chaman**

**Senior Vice President and National  
Head - Sales Training - Edelweiss Life  
Insurance**

### **Topic**

- ❖ **The Right Adviser.**
- ❖ **Achievers Mindset.**



## **Ranjit Kulkarni**

**Research & Strategic Acquisitions  
Head  
ACECO**

### **Topic**

**Understanding the Secondary  
Market in Life Insurance.**



## **Parikshit Vaidya**

**Head - Business Development -  
QuikrPropx**

### **Topic**

**Make Real Estate Investment a  
part of your Financial Portfolio.**



## **Narayan Girase**

**26<sup>th</sup> Times MDRT, 8<sup>TH</sup> Time COT,  
TOT in 2021.  
First President of HIRT.**

### **Topic**

**Health Insurance Selling Script -  
Underwriting to Claim Service.**



# LIFE INSURANCE ROUND TABLE

#4, Mangalya Society, Bal Govinddas Road, Next to Thote Milk Centre. Mahim(W), Mumbai - 400016.  
E-mail: lifeinsuranceroundtable@gmail.com www.lifeinsuranceroundtable.org

## 36th Annual Convention

September 21st – 23rd, Pre-Convention 20th September, 2024

**VENUE : HOLIDAY INN LUCKNOW AIRPORT - Lucknow**

**THEME : SECURING FUTURE, GROWING FORTUNES.**

NAME :

ADDRESS :

STATE :

PIN:-

☎: STD CODE -

(R)-

(O):-

MOBILE :

E-MAIL ID :

Choice of Room Partner:-

DATE OF BIRTH:

QUALIFICATION :

COMPANY NAME :

AGENT/CLIA/BROKER/CORPORATE AGENT/MANAGER

BRANCH :

DIVISION:

CLUB Membership :

MDRT:

ATTENDED:

LIRT :

ATTENDED:

FIRST TIME ATTENDEE : YES / NO

**FOOD : VEG / NONVEG / JAIN**

**REG. NO.** \_\_\_\_\_

### QUALIFYING CONDITIONS:

Rs. 5, 00, 000/- First Year Commission from 1.4.2023 to 31.3.2024

**Certifying Letter** from Branch Manager of F.Y. commission with bonus from 01.04.2023 to 31.03.2024

**Star Agent:** Rs. 15, 00,000/- (F. Y. Commission with Bonus).

**Twinkle Star:** Rs. 30, 00,000/- (F. Y. Commission with Bonus)

Felicitation.

### Participation Fees: (Includes Registration, & Stay with all Meals)

**Rs. 27,000/-** (upto 31<sup>st</sup> March 2024)

**Rs. 30,000/-** (upto 31<sup>st</sup> July 2024)

**Please note that this package is excluding Travel (Air Tickets) to reach venue.**

**Refund Condition:** Deduction of Rs.5,000/- up to 15<sup>th</sup> April 2024 against cancellation. Deduction of Rs.10,000/- up to 15<sup>th</sup> July 2024 against cancellation. **No Refund against Cancellation after 15th July 2023.**

I hereby confirm that I will adhere to the code of ethics of Life Insurance Round Table

**Sign:** \_\_\_\_\_ PAID : Rs. \_\_\_\_\_ CASH / NEFT/CREDIT CARD /CHEQUE No. \_\_\_\_\_

Dated \_\_\_\_\_ PAYABLE BY BANK: \_\_\_\_\_

Cheque for the participation fees is to be written in favour of 'LIFE INSURANCE ROUND TABLE'.

**Details for Net Banking -Bank** - Bank of Baroda. **Branch** - Shivaji Park Branch-Mumbai.

A/c .no- **0415020000809**.MICR CODE - **400012060** RTGS/NEFT/IFSC Code- **BARBOSHIBOM** For easy online payments via Credit/Debit Card visit on-[www.lifeinsuranceroundtable.org](http://www.lifeinsuranceroundtable.org)

President

Vice- President (H.Q)

Secretary (H.Q)

Treasurer