

# Agency As A Career



# About SBI Life



*SBI Life*

INSURANCE

With Us, You're Sure

**Joint venture**



**BNP PARIBAS  
CARDIF**

**Started its operations on 29<sup>th</sup> March 2001**

**IRDAI Registration no. 111 issued on 29<sup>th</sup> March 2001**

# Shareholding

Promoters holding (SBI & BNP Paribas Cardif)	60.70%
Non Promoters	39.30%

## ***Leading Marquee Global Financial Investors –***

- *CA Emerald Investments (an affiliate entity of Carlyle Asia Partners V) holds 9%*
- *Canada Pension Fund holds 2.85%*
- *Mac Ritchie Investments Pvt Ltd (an indirect wholly owned subsidiary of Temasek Holdings Pvt Ltd) holds 1.95%*
- *Government of Singapore holds 1.24%*

# About SBI Life



# What Do we Want in Life?

## Money



## Name & Recognition



# Money

## Job

1. Fixed Salary
2. Fixed Timings
3. Reporting to boss
4. Rules and regulations

## Business

1. Initial Investment
2. Waiting period for profitability
3. Risks associated with business

## Lottery

Depends on Luck

## Inheritance

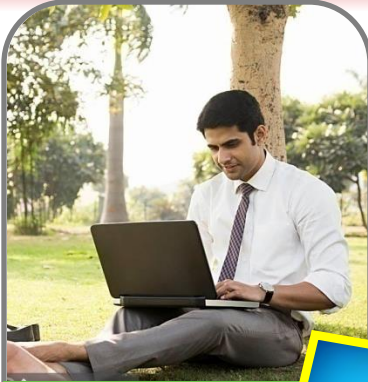
Received by chance



We have a business opportunity which has -



Zero Investment



Flexible



Options



Career Growth  
Opportunity



Would You Like to  
**Encash?**



Noble Profession



Money



Regular Long term  
income



All round support

Would You like to **be a part**  
of such profession?

**Yes?**

Join **SBI Life** as a **Life**  
**Mitra** Today...







Let us understand

# Flexible Timings | Be Your Own Boss



- 1. Work on Your own terms**
- 2. Decide your time of Work**
- 3. Write Your Own Cheques**

# Rewards and Recognitions

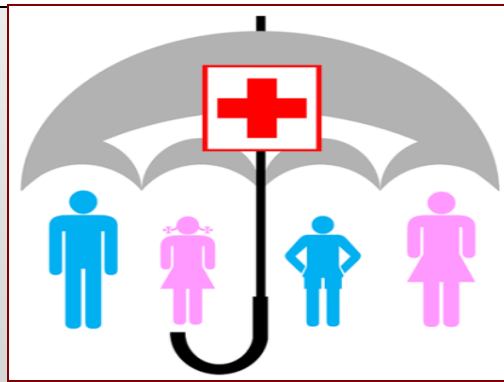
You can Qualify for additional benefits in this profession with

**Periodic Contest**

**Club Membership**



- Felicitation on big platforms
- Training Conventions
- Incentives
- Foreign Tours
- Group Mediclaim, Life Insurance Cover and Personal Accidental Cover
- Receive stationary items and telephone expenses



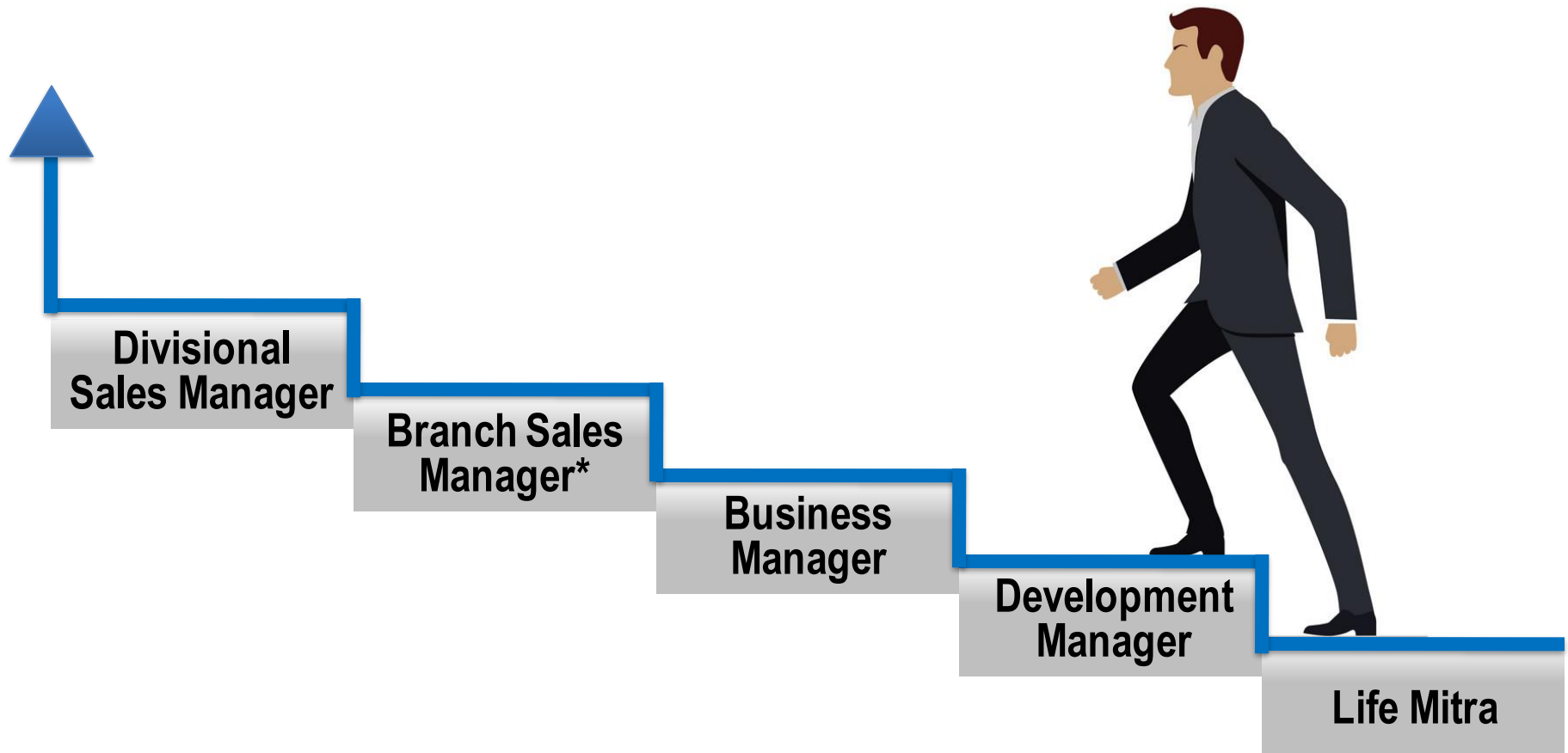
# Rewards and Recognitions

## Life Mitra CLUB MEMBERSHIP SCHEME – FY 2021-22

*The Club  
Membership  
makes you earn  
additional rewards*



# Career Growth Opportunity



\*through Utkarsh Scheme



# Utkarsh Se Utkarsh



## Anupama Deshmukh

### LM to Sr.DSM

"After being COT LM, company gave chance to serve as an UM, in two & half year I became Branch Head, then DSM & Sr. DSM...didn't miss any Promotion... It gave me Monetary as well as helped me to Develop my Personality along with Social Life..."

I appeal LM to become UM...as it give chance to Earn & Learn...it is wonderful 11 years Journey in SBILIFE...."



## Rajesh Banik

### LM to BM

"I started my career in SSBI Life as Insurance Advisor on July 2013 & got promoted to SO through utkarsh scheme within 3 months with NB-22lacs & 113NOP. In last 5 years I have got 5 promotions & now my designation is BUSINESS MANAGER.

From the very 1st day I am taking this job as a Business. I always focus on Incentives & contests that increase my income. I feel proud to be a part of this great organization- SBI Life."



## Jitendra Rajani

### LM to SR.TM

"In sep 2006 I Joined As A Insurance Advisor In 2007 did MDRT with income of 12 Lakh, in 2008 Within 5 Month again I became MDRT 14 Lakh

Have qualified 4 Foreign Trips

Jan 2009 got promoted as As UM through Utkarsh Scheme and

Produced 3MDRT's

In 2010 achieved Double Promotion from UM to TM.

In 2012 I got promoted from TM to Sr. TM. Thankful to SBI Life for all the opportunities"



# Noble Profession



1. A family is financially protected against all eventualities by our Life mitra's
2. Helping people plan for their long term dreams and goals
3. Life Mitra's play a pioneer role in spreading awareness about protection, savings and investment.

# Money

The money received for doing business is called as **commission**  
It can range from 10% to 30%



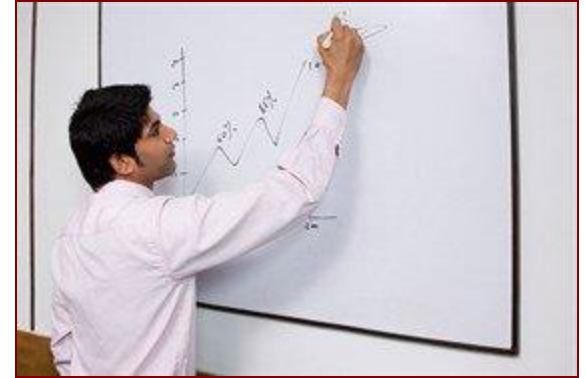
**For Example** – A Newly Joined Life Mitra in a month does a business of 1,00,000 premium with 4 Policies of 25,000 each.

Assuming an average commission of 15 %,   
**His Earning per month is:  $1,00,000 \times 15\% = 15,000$**

# Regular Long term income

Earning Years			Working Years											
Year	Premium	Commission	1	2	3	4	5	6	7	8	9	10	Total Earning	Monthly Earning
1	1200000	15%	180000										180000	15000
2	1200000	7.50%	90000	180000									270000	22500
3	1200000	7.50%	90000	90000	180000								360000	30000
4	1200000	5%	60000	90000	90000	180000							420000	35000
5	1200000	5%	60000	60000	90000	90000	180000						480000	40000
6	1200000	5%	60000	60000	60000	90000	90000	180000					540000	45000
7	1200000	5%	60000	60000	60000	60000	90000	90000	180000				600000	50000
8	1200000	5%	60000	60000	60000	60000	60000	90000	90000	180000			660000	55000
9	1200000	5%	60000	60000	60000	60000	60000	60000	90000	90000	180000		720000	60000
10	1200000	5%	60000	60000	60000	60000	60000	60000	60000	90000	90000	180000	780000	65000
11		5%	60000	60000	60000	60000	60000	60000	60000	60000	90000	90000	660000	55000
12		5%	60000	60000	60000	60000	60000	60000	60000	60000	60000	90000	630000	52500
13		5%	60000	60000	60000	60000	60000	60000	60000	60000	60000	60000	600000	50000
14		5%	60000	60000	60000	60000	60000	60000	60000	60000	60000	60000	600000	50000
15		5%	60000	60000	60000	60000	60000	60000	60000	60000	60000	60000	600000	50000
16				60000	60000	60000	60000	60000	60000	60000	60000	60000	540000	45000
17					60000	60000	60000	60000	60000	60000	60000	60000	480000	40000
18						60000	60000	60000	60000	60000	60000	60000	420000	35000
19							60000	60000	60000	60000	60000	60000	360000	30000
20								60000	60000	60000	60000	60000	300000	25000
21									60000	60000	60000	60000	240000	20000
22										60000	60000	60000	180000	15000
23											60000	60000	120000	10000
24												60000	60000	5000
Total	12000000												10800000	

# All round support



1. On Field Support by a dedicated Development Manager
2. Digital Tools to make daily business chores easier
3. Periodic Skill development Trainings

# Are You Ready To

- Build your **own business** enterprise
- **Earn Regular Long Term Income**
- Gain Social Recognition
- Work as per **your convenience**



## YOU ARE AT THE RIGHT PLACE....!!

*"The Journey to Thousand Miles ..  
Begins with a Single step.."*

*- Lou Tzu*

# Take your First Step Today....!



## 4 Step Business Starting Process

1. Submit Documents
2. Attend Pre exam Training
3. Clear Exam and get your Life Mitra Code
4. Start Business



# Project Shakti

**Required Permanent Salaried Female Officer**

**Job Opening For Women**

**SBI Life**  
Apne Liye. Apno Ke Liye.

**Project Shakti**

**MAY THE REAL SHAKTI BE WITH US!**

Recruiting women to power up our work force.




We Are Recruiting Educated Female Candidate To Strength State Bank Life Insurance Work Force.

— Are You Intrested ! —

**for more detail call or whatsapp**

# Utkarsh



**AIM FOR  
UTKARSH**  
RECRUIT CHAMPIONS  
READY FOR THE NEXT LEVEL

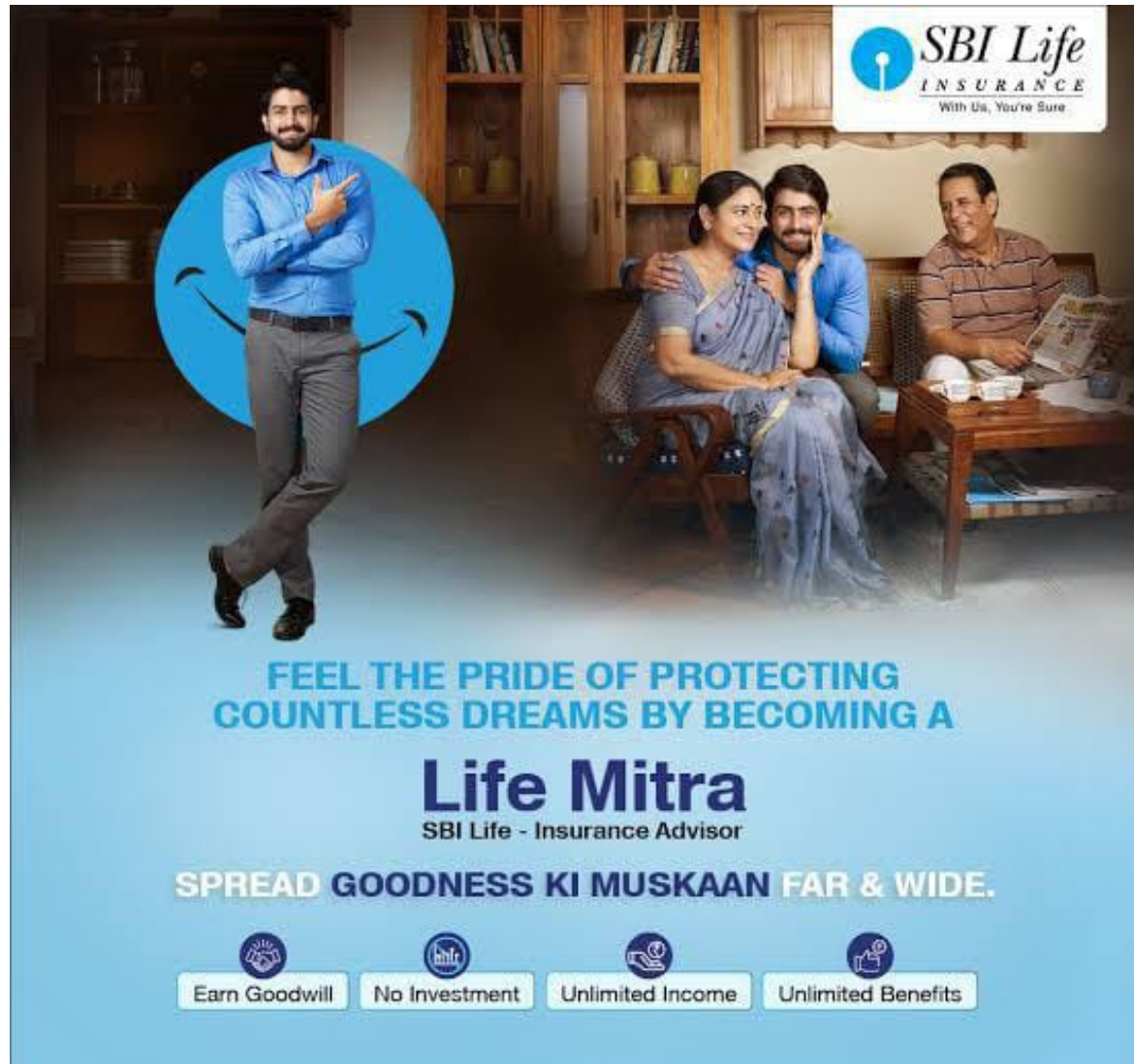
WITH THE NEW, REVAMPED UTKARSH SCHEME, .....  
TAKE A STEP TOWARDS PROGRESS. THE NEW ELIGIBILITY CRITERION  
HELPS US APPOINT WINNERS WHO ARE READY TO STRIDE TOWARDS  
THEIR CAREER GOALS. FOR NOW, THE PINNACLE IS CLOSER THAN  
EVER FOR THEM. ....

*Eligibility Criteria - Business Performance Norms*

- Minimum Rs. 12 lakhs of New Business Premium in any one year in the last two successive years (Calendar Year / Financial Year / Agency Year)
- Minimum 15 lives assured in any one year in the last two successive years (Calendar Year / Financial Year / Agency Year)

**RISE HIGHER APNE LIYE AND APNO KE LIYE**

# Life Mitra






**SBI Life**  
INSURANCE  
With Us, You're Sure

**FEEL THE PRIDE OF PROTECTING  
COUNTLESS DREAMS BY BECOMING A**

**Life Mitra**  
SBI Life - Insurance Advisor

**SPREAD GOODNESS KI MUSKAAN FAR & WIDE.**

-  Earn Goodwill
-  No Investment
-  Unlimited Income
-  Unlimited Benefits

# Why You Should Join Our Network



- Training 7 Days For Examination
- Study Material Provide Soft Copy
- Examination Registration Fill Form
- After Exam Pass out Then SBI Life Insurance Onboarding
- ID Card & Offer Letter Providing
- Then Policy Training Live Work
- Lifetime Support Any Query Any Suggestion

# Required Documents



- **Adhar Card**
- **Pan Card**
- **Marksheet Last Year**
- **Bank Proof - Cancel Cheque / Passbook Passport Size Photo(2)**
- **Moblle Number**
- **Mail ID**
- **Nominee Name**
- **Nominee DOB**



# Agent Mode

- ➔ **Commission + Incentive**
- ➔ **Future Secure Fund 5 Year Working**
- ➔ **35 Lac Insurance Policy**
- ➔ **Commission Monthly**
- ➔ **Tour Out Of India**
- ➔ **Bonus + Award + Trophy**





# Employee Mode

- ➔ Fixed Salary 20K + 3K TA + 1500 Mob + PF + ESIC
- ➔ 35 Lac Insurance Policy
- ➔ Promotion
- ➔ Medical Claim Plan 5 Lac
- ➔ Job to One Person on Death of Employee
- ➔ Tour Out Of India
- ➔ Bonus + Award + Trophy
- ➔ A Place is Available to Sit in the Office in the Branch.



# THANK YOU