

# Prize Scheme for Agents (excluding corporate agent) for selling Individual Health Policies

1. **Period of the scheme** : 1<sup>st</sup> January to 31<sup>st</sup> March 2012.

2. **Eligibility** :

- i) The scheme is applicable for the following health policies only and age of the Policy holders or any of their family members (family package policy covering spouse & dependent children) should not be above 40 years for Group "A" and 25 years for Group "B"
  - a) Individual Mediclaim
  - b) Parivar Mediclaim
  - c) Vidyarthi Mediclaim
  - d) Overseas Mediclaim
- ii) Minimum premium (Excluding Service Tax) in a single Policy for each category Shall be as under :

**FOR GROUP "A"**

a) Individual Mediclaim	:	₹2,500/-
b) Parivar Mediclaim	:	₹2,500/-
c) Vidyarthi Mediclaim	:	₹1,000/-
d) Overseas Mediclaim	:	₹2,000/-

**FOR GROUP "B"**

a) Individual Mediclaim	:	₹2,000/-
b) Parivar Mediclaim	:	₹2,500/-
c) Vidyarthi Mediclaim	:	₹1,000/-
d) Overseas Mediclaim	:	₹1,500/-

- iii) Minimum FIVE health policies from a total of above mentioned policies will have to be sold during the scheme period.
- iv) Incentive will be calculated on the basis of points earned.
- v) Gift vouchers will be distributed by respective Regional Offices according to points earned by the agents.
- vi) Reward points will be calculated separately for each group (i.e. Group "A" and Group "B").

- vii) This scheme will be applicable only for fresh proposal including policy under portability scheme.
- viii) The scheme is not applicable for any Tailor made Mediclaim or Group Mediclaim Policy.
- ix) Any agent can participate in single group or in both groups at a time.

**3. Calculation of Reward points:** The following reward points will be calculated on the basis of premium procurement and no. of policies sold. Total of points under both the categories will be added to arrive at the qualifying points for value of Gift Vouchers.

**GROUP "A" : Policy issued to the policy holders up to the age of 40 years.**

**PREMIUM INCOME:**

Premium Income	Individual Mediclaim	Parivar Mediclaim	Vidyarthi Mediclaim	Overseas Mediclaim
1,000/- to 2,000/-	Nil	Nil	5	Nil
2,001/- to 5,000/-	2	2	10	3
5,001/- to 10,000/-	5	5	N/A	5
10,001/- to 15,000/-	8	10	N/A	10
Above 15,000/-	10	N/A	N/A	N/A

**SALE OF HEALTH POLICY :**

- a) Individual Medilaim : 2 points for each policy
- b) Parivar Mediclaim : 4 points for each policy
- c) Vidyarthi Mediclaim : 5 points for each Policy
- d) Overseas Mediclaim : 5 points for each Policy

**GROUP "B" : Age of the Policy holders or any of their family members (for family cover) should not be above 25 years.**

**PREMIUM INCOME :**

Premium Income	Individual Mediclaim	Parivar Mediclaim	Vidyarthi Mediclaim	Overseas Mediclaim
1,000/- to 2,000/-	2	N/A	5	2
1,000/- to 2,001/-	3	N/A	10	2
2,001/- to 4,000/-	5	5	N/A	5
4,001/- to 7,000/-	8	8	N/A	8
Above 7,000/-	10	10	N/A	10

**SALE OF HEALTH POLICY :**

- a) Individual Mediclaim : 4 points for each policy
- b) Parivar Mediclaim : 4 points for each policy
- c) Vidyarthi Mediclaim : 5 points for each Policy
- d) Overseas Mediclaim : 1 points for each Policy

- 4. Felicitation Programme :** Agents will be felicitated in the 1st week of every succeeding month at their respective operating office on the basis of their monthly performance. Gift vouchers will be given to agents depending upon the points earned. The name of eligible agents will be displayed at their operating office every month. 10 Bonus reward points will be given for qualifying in all three months (i.e. January, February and March). Value of gift voucher will be as under.

<b><u>Category</u></b>	<b><u>Qualifying Points</u></b>	<b><u>Value of Gift Vouchers</u></b>
Category I	20-40 Points	₹500/-
Category II	41 -60 Points	₹800/-
Category III	61-80 Points	₹1,500/-
Category IV	Above 80 Points	₹4,000/-