



DEVELOPMENT CIRCULAR No.19/2006
(For Field Workers under 18-Tier & AMR System)

17.08.2006

To,
All Field Workers

Dear Sir/ Madam,

Re :- Clarification on Development Circular Nos. 12/2006, 13/2006, 14/2006, 15/2006, 17/2006 & 18/2006

At the outset, we appreciate the efforts put in by our Field Workers in understanding the above Circulars in depth and seeking certain clarification on some of the Points for better adaptation.

In view of the above, we are detailing the Point wise clarification on the various points raised by our active Field Workers from across all Regions.

I) DEV. CIRCULAR NO. 12/2006 & 13/2006

I.1) Engagement of Agent :-

Dev. Circular No. 12/2006 - Cl. No. 2(b)

Clarifications :- At the time of Engagement, a New Agent can join by depositing the required amount of RD New Collection even through a Single Proposal Form.

I.2) Promotion & Eligibility Quota of Spl. Agent :-

Dev. Circular No. 12/2006 - Cl. No. 5(a)

Clarifications :- The condition of promoting 2 Agents for promotion of Spl. Agent stands withdrawn.

I.3) O/R Condition to get I/B Commission :-

Dev. Circular No. 12/2006 - Cl. No. 5(b)

Clarifications :- Sr. Inspector, Stage 2-12 required to deposit O/R Collection of Rs. 5 Lacs (50% on 1st Year RD and rest, on 1st Year RD/FD). Each Sr. Inspector, Stage 2-12 is required to place minimum 10% in the First Quarter and 30% of the Quota in each of the next Three Quarters, for being eligible to I/B Commission.





Further, it is clarified that Senior Inspector 2-12 will get I/B Commission only after completing the cumulative Quarterly condition. For example, a Sr. Inspector, depositing 5% in 1st Qtr, 35% in 2nd Qtr., will be eligible for I/B along with the Commission Voucher of September 2006 after 2nd Quarter.

I.4 Commission on New Business/1st Year Collection placed under Old RD Tables:-

A) Dev. Circular No. 12/2006, Cl. No. 7(a)

B) Dev. Circular No. 13/2006 - Cl. No. 5(a)

Clarifications :- From 1st August 2006, the Commission Rates on 1st Year subsequent Collection placed under Old Table i.e. T-49, T-52, T-59, T-48/T-62, T-51/T-63, will be applicable as per the rates mentioned for the corresponding New Tables for respective ranks, mentioned in the Table at Page No. 4 of the respective Circulars.

Old Tables	Corresponding Tables
49	66
52	71
59	69
48/62	68
51/63	67

I.5) Monthly Additional Commission (MAC) :-

A) Dev. Circular No. 12/2006 - Cl. No. 7(b)

B) Dev. Circular No. 13/2006 - Cl. No. 5(b)

Clarifications :- The Monthly Additional Commission shall be calculated at the applicable rates on 1st Year RD Collection deposited during a month by any Field Worker under his/her Personal Code. The First Year Collection deposited under New & Old Schemes (i.e. T-66, T-67, T-68, T-69, T-71) and (T-48, T-49, T-51, T-52, T-59, T-62 & T-63) respectively, during a month will be considered for allowing the benefit of MAC.





- I.6) **Commission on Renewal Collection deposited under Old RD Tables**
A) **Dev. Circular No. 12/2006 - Cl. No. 10(b)**
B) **Dev. Circular No. 13/2006 - Cl. No. 5(e)**

Any Field Worker depositing Renewal Collection of 2nd year onwards under Old Tables (i.e. T49, T52, T59, T48/T62, T51/T63 & T66) will be eligible for Renewal Commission at the applicable rate mentioned in the circular for the respective schemes.

For example: Sr. Inspector Stage-1 / DMC depositing 7th year renewal collection in T51/T63 under personal code will be eligible for commission @ 1.25% considering entire Gap-Benefit in the chain.

- I.7 **Gap Commission On Renewal Collection** :-
A) **Dev. Circular No. 12/2006 - Cl. No. 10(a) & 10(b)**
B) **Dev. Circular No. 13/2006 - Cl. No. 5(d) & 5(e)**

If there be Gap in Field structure from ranks of Spl. Agent & above in 18-Tier and JMR & above in 3-Tier, Gap Benefit on Renewal deposit will be allowed to the depositing Field Worker in O/R Chain.

- II) **DEV. CIRCULAR NO. 14/2006 & 15/2006**
II.1) **Additional Commission on 1st Year Collection** :-
Dev. Circular No. 14/2006 - Cl. No. 1
Dev. Circular No. 15/2006 - Cl. No. 2

Clarifications :- From August 2006 onwards, the Additional Commission for the eligible candidates will be distributed at the New Rates as mentioned in the respective Circulars.

Further, it is also clarified that the 1st Year RD Collection under Old Tables will also be eligible for Additional Commission at the New Rates.

- II.2 **Additional Commission on Renewal Collection (ARC):-**
Dev. Circular No. 14/2006 - Cl. No. 3A
Dev. Circular No. 15/2006 - Cl. No. III

Any Field Worker in the rank of Spl. Agent / TMR or above deposits Renewal Collection under his/her Personal Code, will be allowed Additional Renewal





Commission at the applicable rates for Spl. Agent/TMR mentioned in the Circular. In Renewal Additional Commission, there is no provision for Gap Benefit.

For example: If a JMR/Organizer deposits Rs. 5 Lacs Renewal Collection under his/her Personal Code, he/she will be eligible for Renewal ADC of Rs. 2,550 / Rs.1275 respectively; (on Rs.5 Lacs – Rs. 2 Lacs = Rs. 3 Lacs) at 0.85% / 0.425%, the rates applicable for TMR/Spl. Agent respectively. However, his/her Sr. Field Worker in O/R Chain will be eligible on the above collection for Renewal ADC at the applicable rates for such Sr. Field Worker mentioned in the Circular, provided such Sr. Field Worker completes the requisite collection quota for his/her rank.

III) DEV. CIRCULAR NO. 17/2006

III.1) Period of Collection for Incentive Cl. No. 1(a) :-

Clarifications :- The Collection amount mentioned in the Circular is to be completed as mentioned in Cl. No. 1(d) within the period mentioned in the Circular i.e. 1st August 2006 to 30th October 2006.

For Example :- Any Field Worker placing a collection of Rs. 15.50 Lacs during the above period under the FD Schemes i.e. T-72/T-73/T-74, will be entitled for an Incentive of 1.05% on Rs. 15.50 Lacs, the total deposit amount under FD Schemes during Aug'06 to Oct'06 and the Incentive will be allowed along with the Voucher of Oct'06.

III.2) Rate of Incentive, Cl. No. 2 :-

Clarifications :- Any Senior Field Worker, producing 2 or more Junior Field Workers with minimum deposit by each Field Worker of Rs. 5 Lacs or more during August 2006 to October 2006, the immediate Senior Field Worker will be eligible for Incentives at rate applicable for the total deposit amount by 2 or more Junior Field Workers.





For Example : If a Field Worker produces 2 Junior Field Workers, one depositing Rs. 12 Lacs and other depositing Rs. 18 Lacs, the Incentive to the Senior Field Workers will be @0.35% on the Total Amount of Rs. 30 Lacs and not @0.25%, as mentioned in Dev. Circ. 17/2006.

IV) DEV. CIRCULAR NO. 18/2006

IV.1) Eligibility Condition for Incentive, Cl. No. 2 :-

Clarifications :- For being eligible to this Incentive, a Senior Field Worker recruiting the required number of New Agents/TMR with an amount of Rs. 12,500/- during August 2006 to September 2006 and Rs. 35,000/- from October 2006 onwards. The New Agent/TMR must deposit the above amount through fresh New RD Collection only.

IV.2) Eligibility Condition for Performance Incentive, Cl. No. 3(B) :-

Clarifications :- The immediate recruiting Senior Field Worker for being eligible to the Incentive on Recruitment done, from October 2006 onwards must ensure to deposit Rs. 35,000/- for Month 1 as against Rs. 25,000/- mentioned in the Circular. For Month 2 and Month 3, a minimum amount of Rs. 25,000/- each must be deposited for availing the Performance Incentive, as mentioned in the Circular.

Thanking you,
Yours faithfully,

**B. LAHIRI
DIRECTOR (OPERATIONS)**

Copy to :- MD / DIRECTOR (CP&S)/ P(F) / EX. V. P. (P&AB) / ALL GMs / ALL DGMs / ALL CMs / ALL RMs/ ARM/ AMCD-IC (BANGALORE)/ ALL BMs

