



DEVELOPMENT CIRCULAR NO. 04/2007
(For Field Workers under 18-Tier/ 3-Tier System)

21.02.2007

To,
All Field Workers

Dear Sir/ Madam,

Re: INCENTIVE ON YOUR EARNING

In the **Platinum Jubilee Year**, various types of Incentives were offered for our Field Workers based on their performance. Now a new Incentive will be allowed for our active Field Workers, which is related with their Monthly Earning.

The details are: -

1. The incentive Period will be **February'2007 and March'2007**.
2. Field Workers earning **Rs. 6,000** and above in the month of **February'2007** in terms of **Circular No. 3/2007** will be allowed an **Incentive of Rs. 500/-**.
3. Field Workers earning **Rs. 12000/-** & above in the month of **March'2007** in terms of **Circular No. 3/2007** will be allowed an Incentive of **Rs. 1000**.
4. The incentive will be allowed only on earning from new cases deposited during February and March 2007 considering the terms and conditions mentioned in Development Circular No. 3/2007 dated 31.01.2007 regarding
 - a. Incentive on New RD & FD Business –Clause 1A
 - b. Special Incentive for FPD Business –Clause 1B

Example-1

X an Agent mobilizes and deposits following business during the month of February 2007 -

	Deposit Details	Number of cases	Per case Value (RS.)
1	Yearly cases under T66	3	7200
2	Yearly cases under T71	3	5000
3	Fixed Deposit under T73/T74	2	25000
4	Product of PGFI group basket	2	8000

In the above composition earning of X will be Rs.6840 in the month of February 07 considering Commission, MAC, ADC and incentives declared in Development Circular No. 3/2007. X will be allowed an Incentive of **Rs. 500/-** on his/her earning being above Rs. 6000/- in February'2007.



Example-2

Y a TMR mobilizes and deposits the following business during the month of March 2007

	Deposit Details	Number of cases	Per case Value (RS.)
1	Yearly cases under T66	4	10800
2	Yearly cases under T71	4	7500
3	Fixed Deposit under T73/T74	2	50000
4	Product of PGFI group basket	3	8000

In the above composition earning of Y will be **Rs.12791** in the month of March 07 considering Commission, MAC, ADC and incentives declared in Development Circular No. 3/2007. Y will be allowed an Incentive of **Rs. 1000/-** on his/her Earning being above Rs. 12000/- in March'2007.

We are confident, all our active field worker will put all out efforts in increasing their earning beyond Rs. 6000/ in Feb 07 and beyond Rs.12000/ in the month of March 07 and will earn the incentive of Rs.500/ and Rs.1000/ in the month of Feb 07 and March 07 respectively.

Thanking you,
Yours faithfully,



B. LAHIRI
DIRECTOR (OPERATIONS)

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