

**MARKETING DEPARTMENT, HEAD OFFICE**

|                                |  |
|--------------------------------|--|
| <b>All Regional In-charges</b> | <b>Our Ref: HO/Mktg/Broker Reward File</b> |
|                                | <b>Date: 11<sup>th</sup> Jun-2018</b>      |

**Re: SCHEME FOR PAYMENT OF REWARD TO INTERMEDIARIES (BROKERS & CORPORATE AGENTS OTHER THAN BANCASSURANCE) W.E.F. 1ST APRIL, 2018.**

Following scheme for payment of Rewards to intermediaries (Brokers and Corporate agents other than Bancassurance) shall be effective from 1<sup>st</sup> April, 2018.

Reward shall be payable on quarterly basis. Payment of Reward shall be made to the Intermediaries against bills raised.

Income of intermediary from Insurance solicitation must be more than 50% of their total Income. Regional offices must obtain confirmation from the intermediary about this before making payment of reward.

Rewards will be calculated at HO level for all LOB other than Group Health Policies and conveyed to Regional offices for releasing to intermediaries.

Premium for policies with inception dates falling in next FY i.e. 2019-20 shall not qualify for rewards in this scheme.

In Co-Insurance policies only NIC's share of premium will be considered for calculation of Rewards.

Rewards will be calculated at HO level for all LOB other than Group Health Policies and conveyed to Regional offices for releasing payment to intermediaries. For Group Health Policies, calculations, approval and payment have to be made at RO Level.

**A. MOTOR DEPARTMENT:**

Motor Package policies procured under any MISP arrangement will not qualify for Rewards. Policies for vehicles with age up to 7 years shall only qualify for rewards. Rates for payment of rewards on qualifying policies will be as per table below provided there is positive growth from corresponding period previous year.

| PREMIUM OF QUALIFYING MOTOR POLICIES PROCURED BY A BROKER DURING A QUARTER | REWARD AS PERCENTAGE OF REMUNERATION OF QUALIFYING MOTOR POLICIES |
|--|---|
| BROKER PROCURING UP TO 50 LAKHS  | 20%   |
| BROKER PROCURING ABOVE 50 LAKHS  | 30%   |

**B. RETAIL HEALTH DEPARTMENT:**

Health policies in which all insured person / persons are aged up to 50 years, shall only qualify for rewards. Rates for payment of rewards will be as per table below provided there is positive growth from corresponding period previous year.

| PREMIUM OF QUALIFYING POLICIES PROCURED BY A BROKER DURING A QUARTER | REWARD AS PERCENTAGE OF REMUNERATION QUALIFYING HEALTH POLICIES |
|--|---|
| BROKER PROCURING UP TO 50 LAKHS                                      | 25%   |
| BROKER PROCURING ABOVE 50 LAKHS                                      | 30%   |

नेशनल इन्श्योरेन्स कम्पनी लिमिटेड  
National Insurance Company Limited

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पंजीकृत एवं प्रबन्धन कार्यालय: 3 मिडिलटन स्ट्रीट, कोलकाता 700 071

Registered & Head Office: 3 Middleton Street, Kolkata 700 071



**C. OTHER THAN MOTOR AND HEALTH DEPARTMENTS:**

For the premium for Departments other than Motor and Health, Rates for payment of rewards will be as per table below provided there is positive growth from corresponding period previous year.

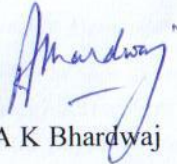
| PREMIUM PROCURED BY A BROKER DURING A QUARTER | REWARD AS PERCENTAGE OF REMUNERATION |
|---|--------------------------------------|
| BROKER PROCURING UP TO 1 CRORE                | 25%                                  |
| BROKER PROCURING ABOVE 1 CRORES               | 30%                                  |

**D. GROUP HEALTH POLICIES – APPLICABLE TO BROKERS ONLY**

Reward Group Health Policy must have approval of Head Office and Policy must have been issued according to rates and Terms & conditions as per HO approval. Reward payable being policy specific have to be calculated, approved and paid by Regional office concerned.

1. Fresh Policy (i.e., Policy purchased by the insured for the first time) placed with NIC in 2018-19 - Reward shall be paid @ 30% of Remuneration.
2. Renewal of Policy placed in FY 2018-19 (Both NIC's Policy Renewal or of other Insurer)- If ICR in the expiring completed policy year of FY 2017-18 is below 85% - Reward shall be paid @ 30% of Remuneration.

You are requested to circulate the same to all the Operating offices under your Region.



A K Bhardwaj

(Chief Manager)

Cc: All Corporate Management

Cc: IT Dept.

Cc: All Regional Agency Coordinators