

# Why Entrepreneurship as LIC's City Career Agent?

**Do you have burning Desire to  
live life King Size and Create  
Extraordinary Wealth?**

**Go to next slide, only if your answer is YES.**

**Do you want to work for a Company?**

**OR**

**Do you want to work for Yourself?**

- **Working for someone else really sucks.**
- **You sacrifice your health, sleep, family time and best years of your life for a company that doesn't appreciate you.**
- **This doesn't seem like a winning strategy at all.**

# Present Job Scenario

As per Dr S Ramadorai, adviser to the prime minister in the national council on skill development, Government of India:

- **We are a young economy and we are only growing younger.**
- **Average age of Indian will be 29 years & 65% of our people will be in the working age group by the year 2020, and this working age group is expected to continue for at least three decades till 2040.**

# Present Job Scenario

- **ACCORDING to Govt. estimate, to cater to this working age group, we need to create around 1 to 1.5 crore jobs per year for the next decade to provide gainful employment to India's young population.**
- **Large businesses in India, both in the public and private sector, will not be able to generate employment at such a large scale.**
- **There will be fierce competition to get good jobs.**

# Why Entrepreneurship as LIC's City Career Agent?

**Write down names of  
three persons whom  
you consider wealthy?**

**Don't go to next slide before writing names of  
three wealthy persons.**

# Why Entrepreneurship as LIC's City Career Agent?

**Out of three names you have  
written how many are in Service?**

**Probably None**

**This Proves that to become  
wealthy you have to be in  
Business.**



# Why Entrepreneurship as LIC's City Career Agent?

**Out of Business People you know,  
How many have inherited Business  
and How many are self made.**

## Why Entrepreneurship as LIC's City Career Agent?

- According to a survey reported in TOI dated Aug 13, 2013, out of the world's hundred richest people today,
  - 27 are heirs and 73 are self-made.
  - Of the self-made, 18 have no college degree and 36 are children of poor parents,
  - but some billionaires had neither a degree nor wealthy parents. In other words,

**Super-achievers are not born, they are self made people.**

- It is not external favour that makes one a super-achiever, but one's own struggle.
- Super-achievement is not got through inheritance, but is self-acquired success.

## Why Entrepreneurship as LIC's City Career Agent?

- **Looking at Present Job Scenario, there is a need for you to actively focus on being an Entrepreneur.**
- **If you want to create Wealth, you must be in Business.**

**LIC Agency as a Career Provides you the opportunity to go into Business of your own without much Capital Investment.**

**You will also get the satisfaction of providing employment to young people.**

# Why Entrepreneurship as LIC's City Career Agent?

You must be having following apprehensions about this profession:

1. If I become LIC Agent what will People think about me?
2. I will be not able to do Marketing Job.
3. People are already Insured.
4. There are lot of agents in the Market.

# Your Apprehension No.1

## What will People Think about me?

**We will train you in such a way that People will start appreciating you on becoming LIC Agent.**

**So don't think about what people will say initially.**

**Look at the Profile of Successful LIC Entrepreneurs and what they have to say about this profession:**

# LIC's Millionaire Agents

**Shilpy Sinha** profiles two persons of humble origins who found their calling in insurance serendipitously, faced the music for their unorthodox career choice, but finally laughed their way to the bank with a bigger pay than the LIC chairman himself



**Bharat Parekh**

Annual Income  Average policy size  
₹4 crore\* ₹2 lakh

“I had to carry my Income Tax returns form to show my potential father-in-law that I earn enough to take care of his daughter and bring up a family”



**Ravi Jethani**

Annual Income  Average policy size  
₹3 crore\* ₹2 lakh

“My wife did not like the idea initially. She even asked what's wrong with me. Now, thanks to the success, she trusts my gut”

Apply online at: [www.licguru.in](http://www.licguru.in)

Contact: Kamlesh Gurbuxani on 98696 24991



# LIC ENTREPRENEURS: Creating their own success paths

Bharat Parekh is the no. 1 LIC entrepreneur and author of the book, '*Adding More To Life*'. He believes that being an LIC entrepreneur is the world's best profession as it not only provides an opportunity to grow mentally and financially but also offers security to the family. Despite the tremendous scope of opportunities in this profession, society often does not appreciate this unconventional career choice. However, Parekh did not take this skepticism to heart, instead he resolutely stuck to his path and insured his way to success.

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# LIC Entrepreneurs: A fulfilling career

Richard Branson recently wrote how he'd never worked for anyone but himself. He started and stopped various small businesses that his surroundings demanded: his first stint as a businessman was at age 11, he bred budgies.

Here's how a local legend in his part of the world, Venkateswara Rao Vakalapudi, an LIC entrepreneur, started young as a businessman and is making his mark in the insurance industry.



## BUSINESS BEGINS AT HOME FOR THIS ENTREPRENEUR



**ANUSHA AGARWAL**

FROM A SIMPLE HOME MAKER  
SHE BECAME AN INSPIRATION  
FOR MANY WOMEN

Her team 10 women members  
1000 customer base with high  
average Prm

- **JOINED IN 2004**
- Loved talking to, engaging people, offered helping hand whenever they needed her
- Success is result of her farsightedness, eye for detail and an innate tendency to turn every odd situation into an opportunity

# LIC Entrepreneurs: benefits on the road less travelled

When most people his age were in the rat-race to clutch an elite educational degree in order to get a job in a multi-national company, Gunjan Kandhway, an LIC Entrepreneur chose to take the road less travelled, and become successful as an LIC Entrepreneur. Today, he lives life on his own terms.



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# Your Apprehension No.1

## What will People Think about me?

**Top LIC agents earn between ₹3 crores to ₹ 4 crores per annum.**

**The average gross income of top 20% of LIC agents is above ₹ 12 lakhs per annum.**

# Your Apprehension No.1

## What will People Think about me?

Through our meticulous training and guidance we will make sure that you will earn at least ₹1,00,000 per month within 3 years time and also create extra ordinary wealth.

# Your Apprehension No.2 I Can't do Marketing JOB?

**No body is born with Marketing,  
Selling and Communication Skills.  
These can be learned over the  
period of time.**

**We will guide you to acquire these  
skills. Only thing required is the  
willingness on your part.**

# Your Apprehension No.3

## People are Already Insured

- Indian Insurance Market is one of the least Insured Market in the world.
- Out of total insurable population only 40% are covered till today.
- These 40% also are also not adequately covered.

**There is tremendous scope available in this industry.**

# Your Apprehension No.4

## There are lot of Agents

- There are only about 12 lakhs agents in LIC.
- Looking at the Insurable Population, they are not adequate.
- Out of these only 20% of total agency force is working as Professionals, and these 20% brings 80% of total life Insurance business.

**We will help build your career as a professional agent and make sure that you will be among these top 20% agents.**

# Distinctive Advantages of Profession

- **Royalty Income** : Writers & Singers get Royalty income for life time for job done only once. Similarly LIC agents gets Royalty Income for life time for Sale made once.
- **Job gets Easier & Less Demanding as Business Grows**: As this is Business of Relationship and Good Customer Service. Once you have trusted customer base, you will get repeat Business and Referrals. Of course you have to work very hard during initial years.
- **You can Pass this Business to your next Generation as a legacy.**



# What we are looking for?

**For this profession we want people who are not looking for where a path may lead....**

**but who are looking for where there is no path, so that they can leave a trail.**

**We make Ordinary People  
earn Extraordinary Wealth  
and make them  
STAND OUT FROM THE CROWD**

## For more details on:

- Job Profile
- Market Potential
- Remuneration and other Benefits
- Procedure to become LIC agent and
- Support from our side

call on: 98696 24991

OR

Download Presentation on  
Entrepreneurship Opportunity