



# **Induction Training**

**Collection** 

**Prepared by-Training Team** 





### **Preparations for Center Meeting**

- ➤ All Field Executives should collect their Collection Demand Sheet(CDS) from branch for below mentioned Clients —
- 1. Regular Collection
- 2. OD and PAR Collection
- This demand is shared by MIS Team between 1 to 3 of Every month before collection cycle start.
- ➤ Once FE will get CDS from branch they will have clear idea about collection they have to do in entire month.
- ➤ Calling to be done 1 day before to the collection customer and ensure to inform about advance collection in case of Holiday or Festival.
- For Advance collection clients to be informed before 5 of month so that they get sufficient time to arrange their EMI.



### **Customer Pledge for Center Meeting**

We have all gathered here to help ourselves and our fellow sisters and for the development of the village.

- 1. We will be present in every center meeting.
- 2. We will repay the loan taken in our center on time.
- 3. We will help the sisters of our center at the times of any trouble.
- 4. We all members will abide by all the rules made for the Center.
- 5. We shall not deal with any other type of bribe with other members of the Center, with the staff of the Company, or with any other outsider. But if any such incident comes to our notice, we will immediately inform the appropriate authority.
- 6. We will use the loan received at the center to improve the financial condition of our family.





### **Employee Pledge for Center Meeting**

I promise on the behalf of my company, to follow all the rules of my company and serve all the members well at the right time.



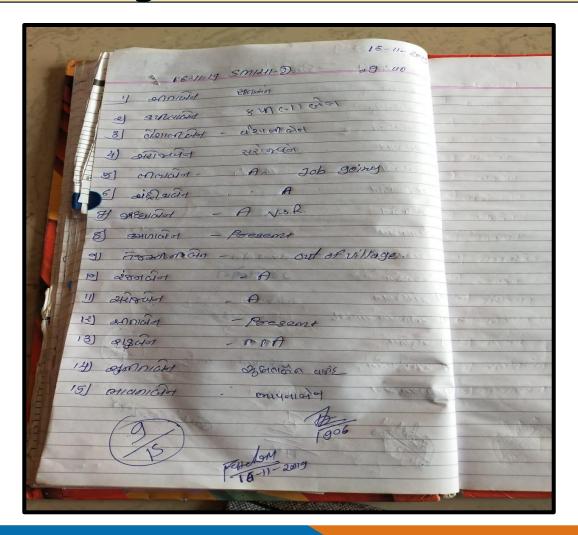
### **Center Meeting Process**

- Greet members
- Make them sit in order
- Members Pledge
- Staff Pledge
- Take signature of the present members and write down reason for absenteeism in attendance register.
- > Take instalments as per the sequence
- ➤ Write the details of the instalment amount received in the register
- > Submit collection by digital receipt process in Mobilight
- Obtaining information by visiting the home of the absent member for two consecutive months
- > Submit collection to BOM by filling cash hand over slip
- Then BOM will do final collection posting in system





# **Center Meeting Process-Attendence Register**





# Things to Remember for Center Meeting

- > Arrive at the center 10 minutes before the scheduled meeting time
- > Take complete information about the presence of all the members of the center and mark it in the register
- > With the Center Leader, all others are asked to follow the rules of the Center as promised in the pledge.
- > Call the absentee woman at the center and collect the installments and explain its benefits.
- > Keep reminding them about their group/joint responsibility.
- ➤ Enter the contact details of all the members of the center in the center register and keep updating them time to time.
- > Do not allow the presence of any outsider at the center
- ➤ Keep accurate information about loan products and other schemes of the company so that it can motivate its center members in the right direction
- ➤ Complete information about the installment money received from the center should be given to each member by giving a receipt.



### **Center Meeting Process-Cash Management**



- > Systematically collect the money collected from the center and keep it in the bag along with the receipt and inform the center members by writing all its information at the center such as denomination of total amount etc. on the register and receipt.
- ➤ Do not stop or talk to unknown person anywhere (at tea stall or any other secluded place) regarding the money collected from the center.
- ➤ Submit the collected amount along with the receipt copy and proper written details to the BOM at the branch in time so that the collection of the day can be deposited in the bank
- Update the installments collected from centers in system with the help of BOM.
- > Do not hold cash collection at branch and must deposit daily collection in the bank.
- Reconcile your daily collection with system report at the end of the day.



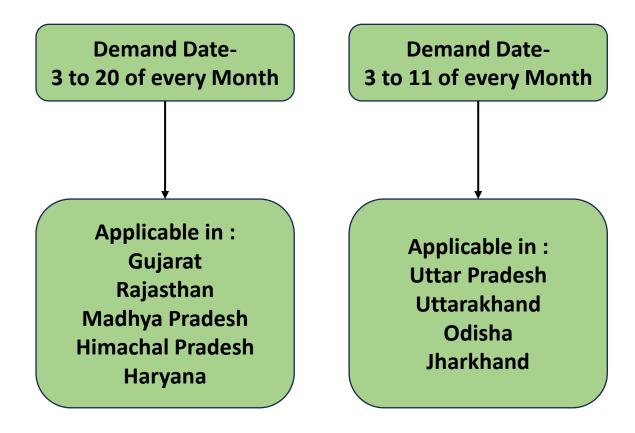
# **CDS (Center Demand Sheet)**

### **Eligible For Renewal**

BranchName	CenterName	Staffname	Loan'ID	ClientID's	ClientName	DueDate	OriginalDue	Contact No. 01	Contact No. 02	Eligibale For		Remarks
										Renewal	EMI Number	
Waghodia	GANPATPURA JOGNI MATA FALIYU	LMF08430, Parmar Anil	1849483	1553693	Premilaben Vasava	16-Nov-23	2650	7574898646	0	No	18	
Waghodia	GANPATPURA JOGNI MATA FALIYU	LMF08430, Parmar Anil	1851313	1683281	Solanki Mittalben Ajaybhai	16-Nov-23	3150	7600675018	0	Yes	18	
Waghodia	GANPATPURA JOGNI MATA FALIYU	LMF08430, Parmar Anil	1912114	1756299	HIRALBEN PAGI	16-Nov-23	3300	9875049547	0	No	14	
Waghodia	GANPATPURA JOGNI MATA FALIYU	LMF08430, Parmar Anil	2052867	2028372	CHAVDA VIDHYABEN	16-Nov-23	3300	9764942484	0	Yes	14	
Waghodia	GANPATPURA JOGNI MATA FALIYU	LMF08430, Parmar Anil	2108674	2125059	Thakor Sonalben Shanbhubhai	16-Nov-23	2750	9601671172	0	No	13	
Waghodia	GANPATPURA JOGNI MATA FALIYU	LMF08430, Parmar Anil	2108682	2125167	Parvatiben Thakor	16-Nov-23	3300	8511525934	0	Yes	13	
Waghodia	GANPATPURA JOGNI MATA FALIYU	LMF08430, Parmar Anil	2108683	2120926	Urmilaben Raulaji	16-Nov-23	2750	8156069410	0	Yes	13	
Waghodia	GANPATPURA JOGNI MATA FALIYU	LMF08430, Parmar Anil	2264998	2125030	Nehaben Thakor	16-Nov-23	3300	7861830952	0	No	10	
Waghodia	GANPATPURA JOGNI MATA FALIYU	LMF08430, Parmar Anil	2283255	2220631	Minakshiben Vasava	16-Nov-23	2200	7863892967	0	No	10	
Waghodia	GANPATPURA JOGNI MATA FALIYU	LMF08430, Parmar Anil	2283256	2377431	Hansaben Thakor	16-Nov-23	3300	9313957617	0	No	10	
Waghodia	GANPATPURA JOGNI MATA FALIYU	LMF08430, Parmar Anil	2763652	1801451	Minaben Vasava	16-Nov-23	3950	7874400511	0	No	5	
Waghodia	GANPATPURA JOGNI MATA FALIYU	LMF08430, Parmar Anil	2763805	2074279	Urmilaben Thkor	16-Nov-23	3950	9712250924	0	No	5	

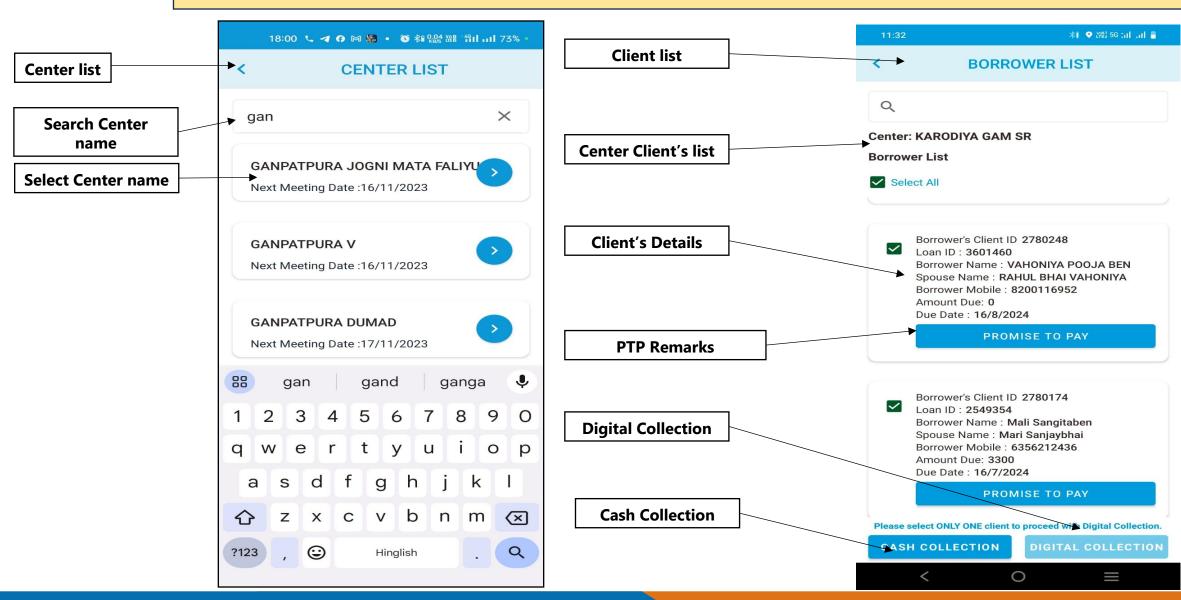


### **Collection Demand Dates State wise**



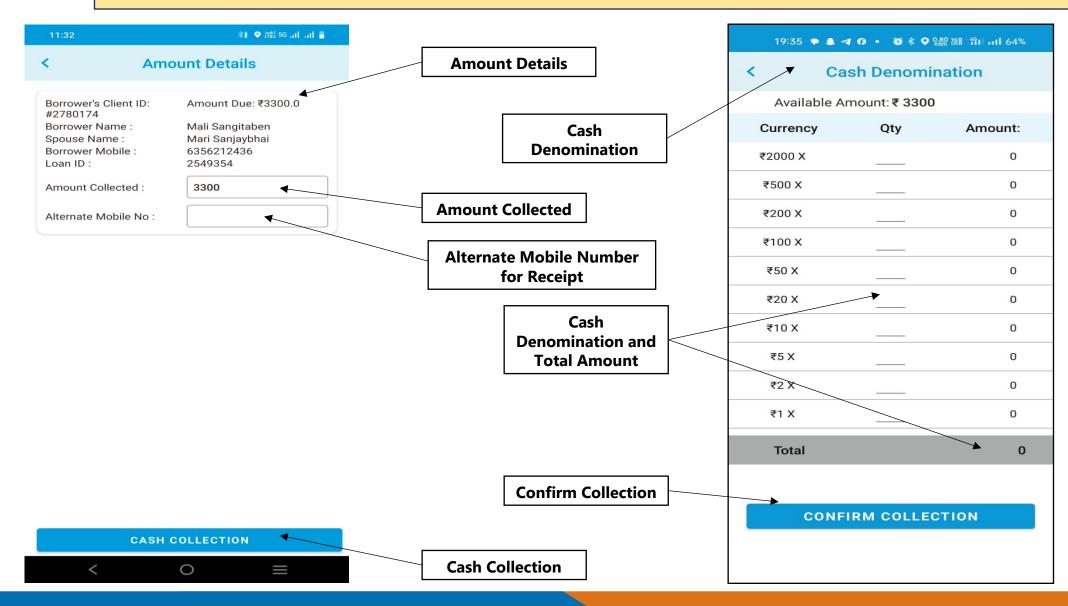


### CDS (Center Demand Sheet) and checking details in Mobilight



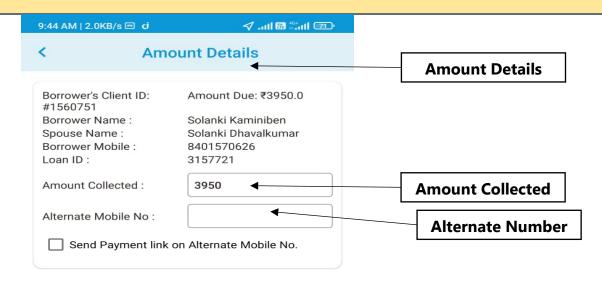


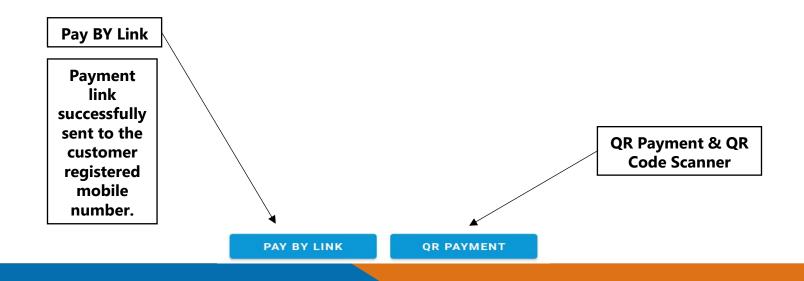
### CDS (Center Demand Sheet) and checking details in Mobilight





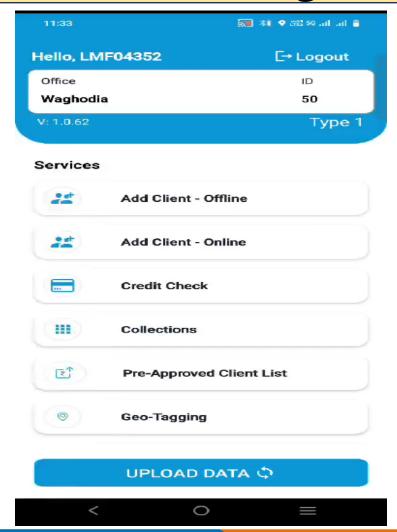
### CDS (Center Demand Sheet) and checking details in Mobilight





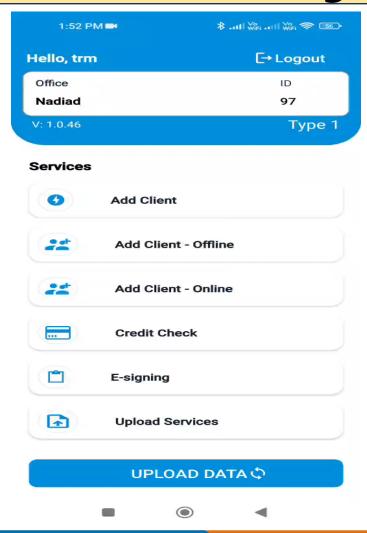


# **Collection Process-Digital Receipt**



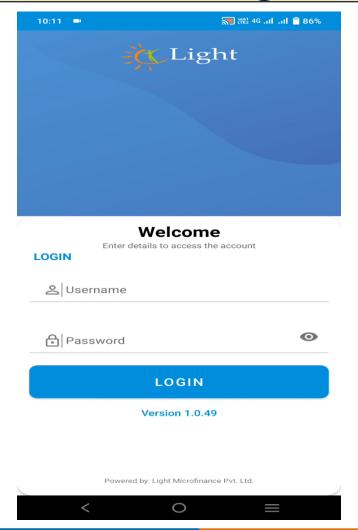


### **Collection Process-Mobilight QR Code**



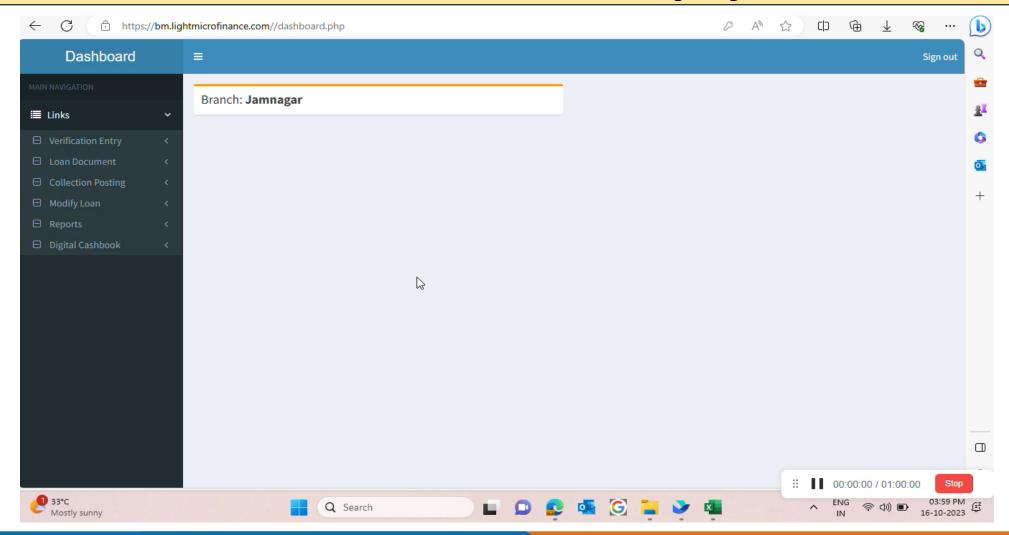


# **Collection Process-Mobilight Pay by link(FE)**





### **Collection Process-BM Dashboard Pay by link(BM/BOM)**





### **Collection Process- Light Money Application (Customer)**



#3153959

Disbursement Amount ₹60,000

Total Outstanding ₹77,544

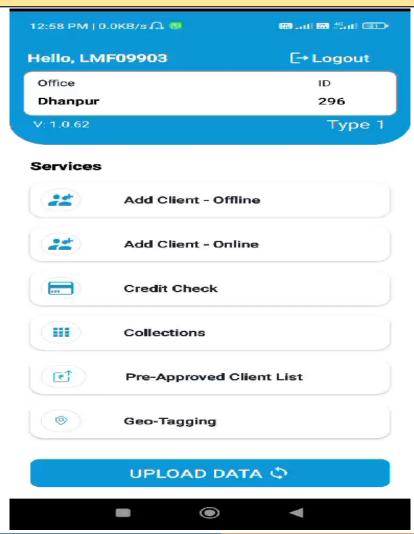
EMI: ₹3,300

Next EMI Due Date: 11-10-2023





### **Collection Process- PTP Remarks add in Mobilight**





### **Collection Process- How will Customer get Digital Receipt?**

1.On due date when FE will Complete cash collection from Customer, he/she will do the entry in Mobilight.

After which client will receive confirmatory text message on registered mobile number with date of payment, Amount and FE Staff ID so that customer gets acknowledgment of EMI paid.

← CP-LIGHTM

Edit ...

06-05-2024 12:04 ના રોજ FE- 9581 દ્વારા લોન- 3096620 માટે 3300 ની રકમ એકત્ર કરવામાં આવી છે. સિસ્ટમમાં રકમ પોસ્ટ કરવામાં આવશે ત્યારે લાઇટ માઇક્રોફાઇનાન્સ દ્વારા રસીદ SMS કરવામાં આવશે.

May 6, 5:05 PM

લાઇટ માઇક્રોફાઇનાન્સે રૂ. 3300 ની રકમ માટે લોન-<u>3096620</u> સિસ્ટમમાં પોસ્ટ કરવામાં આવેલ છે. <u>m.9m.io/evxtvtq</u> નો ઉપયોગ કરીને રસીદ મેળવો

Jun 7, 11:00 AM

લાઇટ માઇક્રોફાઇનાન્સે રૂ. <u>3300.00</u> ની રકમ માટે લોન-<u>3096620</u> સિસ્ટમમાં પોસ્ટ કરવામાં આવેલ છે. m.9m.io/gbyzt8c નો ઉપયોગ કરીને રસીદ મેળવો

bin 7, 11:00 AM

07 June 2024 ના રોજ FE- 10140 દ્વારા લોન- 3096620 માટે 3300.00 ની રકમ એકત્ર કરવામાં આવી છે. સિસ્ટમમાં રકમ પોસ્ટ કરવામાં આવશે ત્યારે લાઇટ માઇકોફાઇનાન્સ દ્વારા રસીદ SMS કરવામાં આવશે.

Today 11:18 AM

06-07-2024 11:17 ના રોજ FE- 9581 દ્વારા લોન- <u>3096620</u> માટે 3300 ની રકમ એકત્ર કરવામાં આવી છે. સિસ્ટમમાં રકમ પોસ્ટ કરવામાં આવશે ત્યારે લાઇટ માઇક્રોફાઇનાન્સ દ્વારા રસીદ SMS કરવામાં આવશે.

Today 11:23 AM

લાઇટ માઇક્રોફાઇનાન્સે રૂ. 3300 ની રકમ માટે લોન-<u>309662</u>0 સિસ્ટમમાં પોસ્ટ કરવામાં આવેલ છે. <u>m.9m.io/heuhevg</u> નો ઉપયોગ કરીને રસીદ મેળવો 2.When FE will complete his collection of all centers he will verify the cash and hand it over to BOM/BM for collection posting at Branch. After which customer will receive text message on registered mobile number which will have the link of digital receipt. Once click on the link to open Digital receipt.



### **Collection Process- How will Customer get Digital Receipt?**

Light	390,	લાઈટ માઈક્રો ક્ર પિનેકલ બિઝનેસ પાર્ક, કોર્પોરેટ રં		મસદાવાદ-૩૮૦૦૧૫.				
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	Man	ચૂકવણી સ્સીદ	Mann					
ગ્રાહકતું નામ: Rabari Manisha Ben	લોનની આ	ઈ.ડી.: 3096620		🗸 હુપ્તાની રેક્રમ				
તારીઅ: 06-07-2024	સેન્ટર આદ	S.Sl.: 2991092	ક્રમ સેખ્યા :					
બ્રાંચનું નામ : Waghodia	સ્ટાફ આઈ	.sl. : 10140		50/2991092/10140/70098703				
ડિનોમિનેશન :		લોનની યૂકવણી મેળવી (૨કમ)		પરત યુક્રવણી નોંધ (લોન આઈ.ડી સબ્ય આઈ.ડી.).				
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આ ક્રોમ્પ્યુટર દ્વારા જનરેટ કરેલ રસીદ છે અને તેર્થ	િતના પર સહીની જરુ	र नथा		અધિકાર ક્ષેત્ર: અમદાવાદ				

Once customer will click on link received in text message PDF copy of Digital receipt will be available for customers will all details like Name, Date ,Branch Name, Loan ID, Center ID, EMI Amount paid.



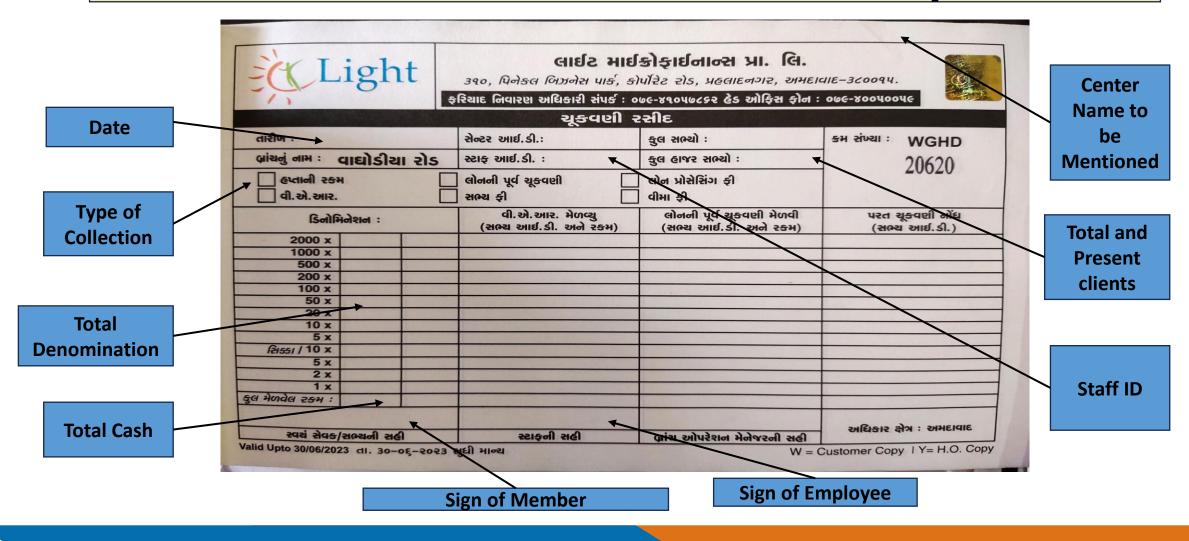
### Important things to be explained to Clients during Collection

Below Points should be explained to clients during sourcing as well as collection for their knowledge and financial safety.

- ❖ Do not trust any member of group blindly with your documents and EMI.
- ❖ Pay EMI to Light Employee personally only along with getting receipt.
- No one is leader in center (All are equally responsible) and no one has authority to collect EMI from all clients. Only Light Employee will collect EMI personally from all the clients during center meeting.
- **Beware of people** who gives fake promises for providing loan in return of money.
- Loans are given to clients on basis of their **documents and CIBIL**, So no third party can arrange loan for them.
- ❖ Clients to be informed that **not to entertain any person other than Light employee** to get loan.



### **Collection Process-Manual Receipt**





### **Center Meeting Process-Cash Handover Slip**

### Cash Handover Slip

Date Of Meeting: oป-07- 2024 | Employee Name: รูบกไ ปันปุณ

Sr.		Total		Denomination				
No	Center Name/ID		ction	Currency	Manuelsone	Total	Damanla	
		111	Rs	in Rs	Numbers	in Rs	Remarks	
1	Amin khudki	11	850	500	76	38,000		
2	Amrol ABC	13	400	200	7	1400		
3	Dubhusa rod	6	050	100	13	1300		
4	Padry Vrindavan	. 10	050	50	12	600		
5	* * * * * * * * * * * * * * * * * * *		A SAME	20	2	210		
6				10	7	10		
7				5				
8				2				
9				1				
10								
	Total in Rupees	41,	350			41,35	0	

Received cash as mentioned above.

FE Signature:

BM/BOM Signature:\_

- After completing your collection, come to the branch and calculate the cash you have collected and together submit the cash handover slip
- \* BOM will count all cash and match the cash handover slip, will confirm and update in the system.
- BOM will not accept cash without this cash handover slip.



# **Center Meeting Process-Cash Deposit in Bank**

<b>Bank Name</b>	Beneficiary name	Account No	ISFC code	Branch Name	
ICICI Bank	Light Microfinance Pvt Ltd	58605003707	ICIC0000586	100 Feet Road Ahmedabad	
SBI	Light Microfinance Pvt Ltd	37911129314	SBIN0063765	Sanad Branch	
IDFC Bank	Light Microfinance Pvt Ltd	10000186193	IDFB0040101	BKC - Naman Branch	
PNB	Light Microfinance Pvt Ltd	22451132000200	PUNB0015710	KADI, THAL ROAD	

- **❖ FE can deposit his collected cash in bank and provide deposit slip to BOM.**
- \* FE can also deposit his cash to BOM at Branch at EOD as per standard process.



### Do's and Don't's in Manual Receipt

### **Receipt Book Errors to Avoid**

- > No use of Carbon Paper
- Use of Pen
- > Overwriting
- > Skipping of unused receipt
- > Customer Copy Not Handed Over
- Misprint copy of receipt
- > Wrong updated in system

# Things to be checked in Receipt Book

- > Date
- > Denomination
- ➤ Member Signatures
- Employee Signature
- > Center/Member ID Nos
- > Collection Type
- > Total and Present members

Note: Any kind of deviations in Receipt Book should be approved by DM(Business)



### **Collection Posting**

➤ BOM has to access BM dashboard to post regular as well as VAR collection and also collection from digital receipt.

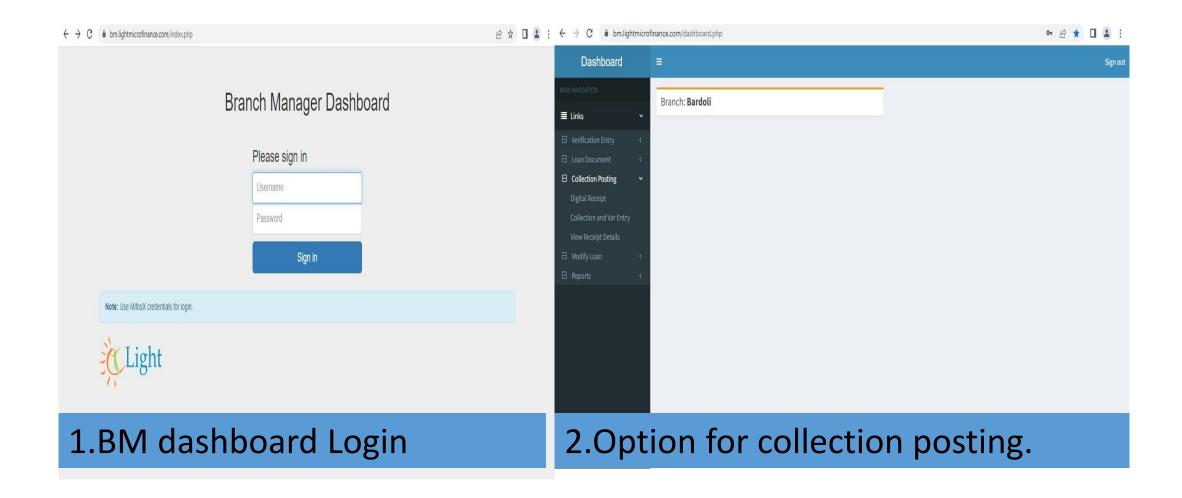
In Digital receipt collection posting 2 entry for same client will be seen red. BOM will check and approve only 1 entry.

### Note:

- > If green tick not came due to error then 1 excel sheet will be generated ,don't post the collection again .
- > Send that sheet and receipt to EOD team and they will do posting.

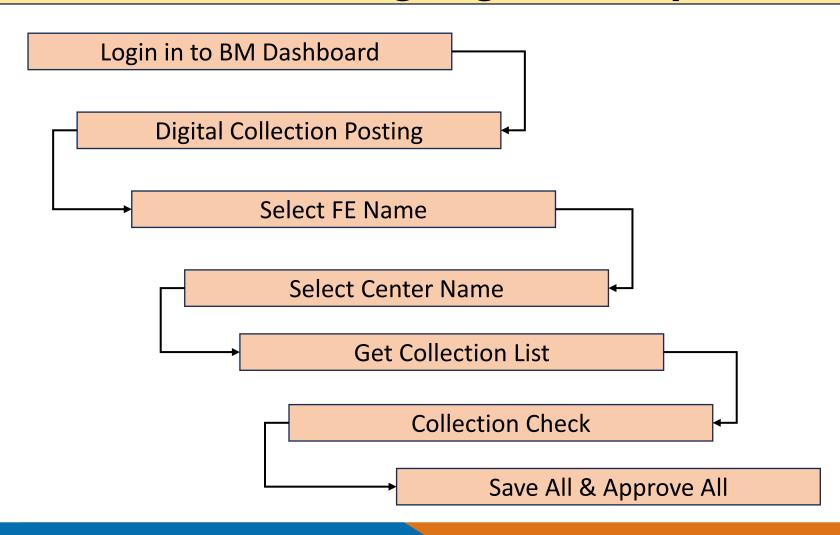


### **Collection Posting**



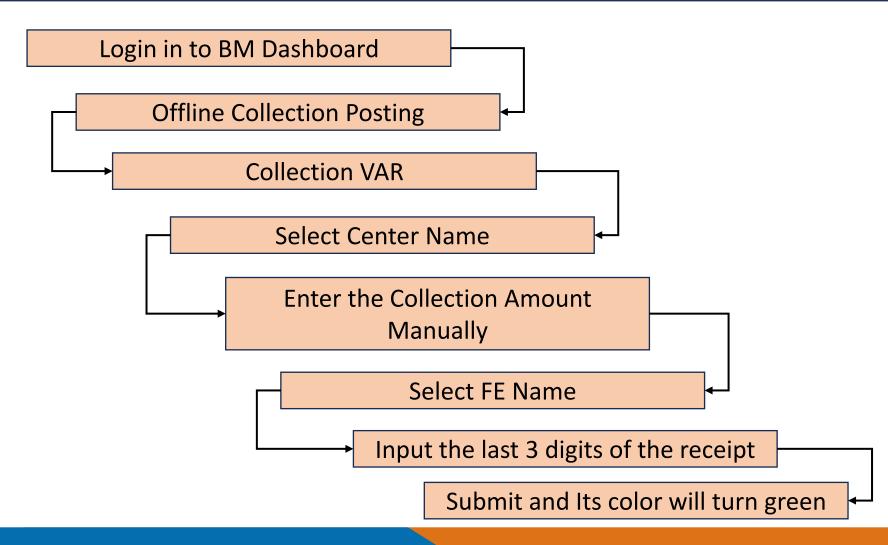


### **Collection Posting-Digital Receipt**



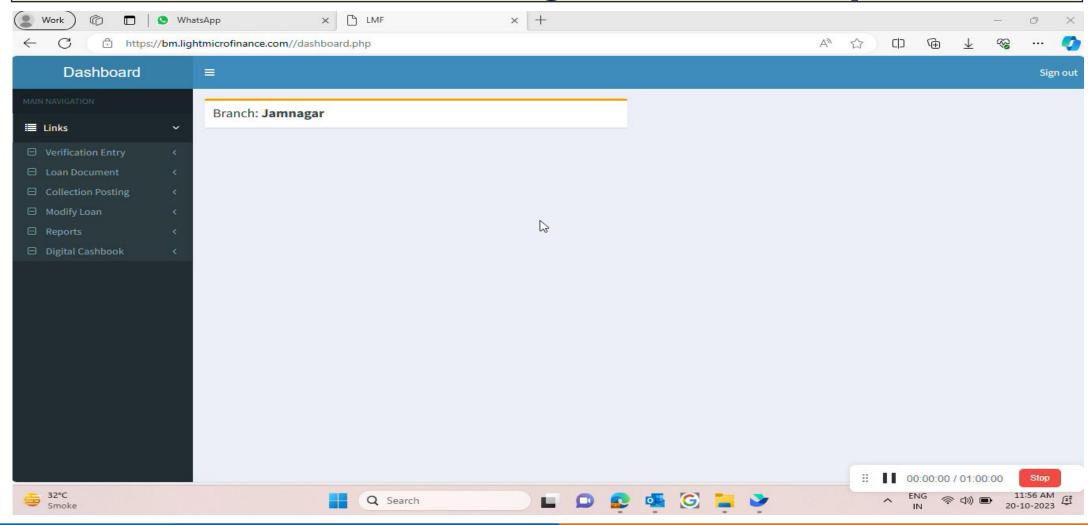


# **Collection Posting-Manual Receipt**



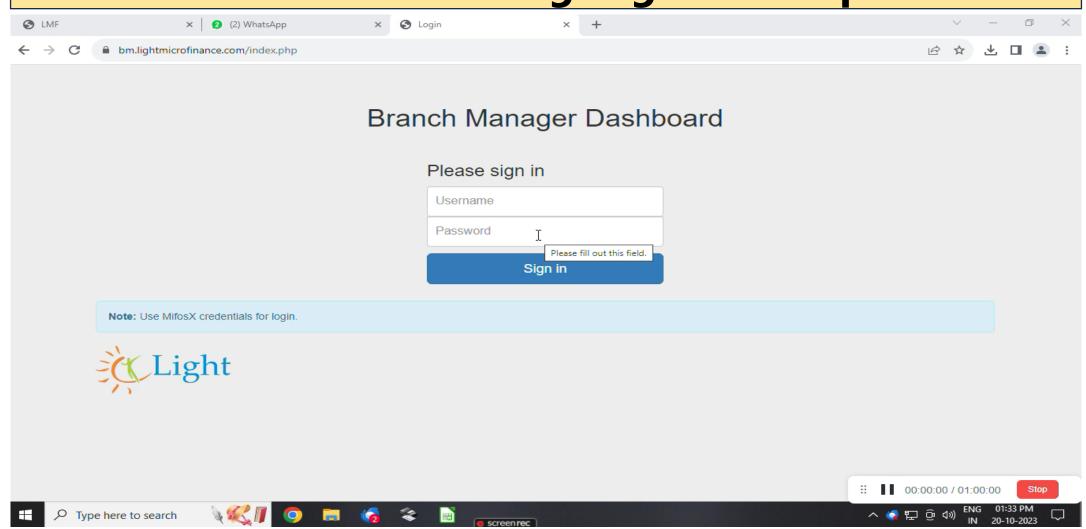


# **Collection Posting Manual Receipt**



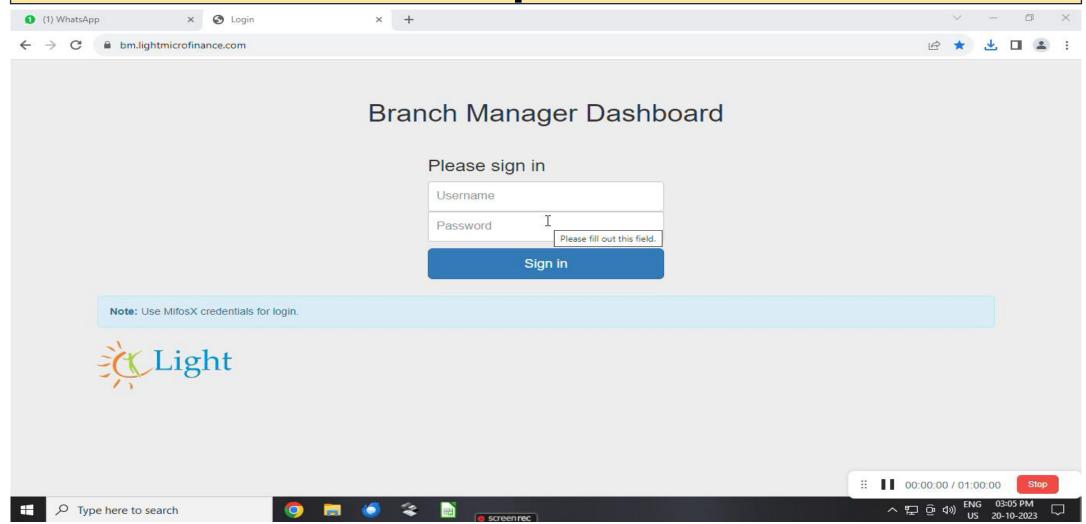


# **Collection Posting Digital Receipt**



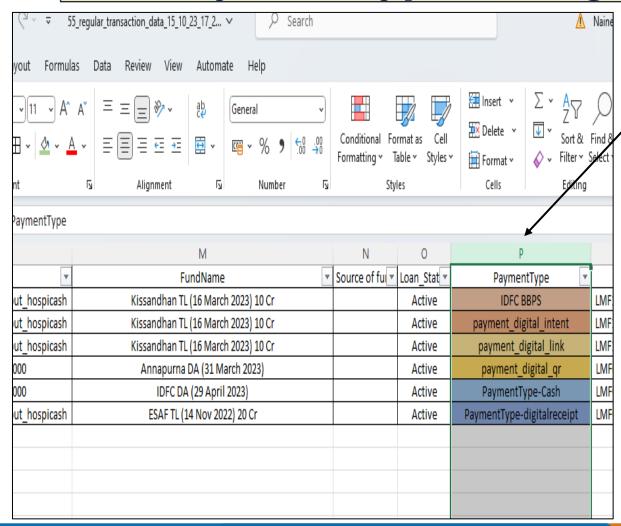


# **Collection Report Verification**





### Payment Types in Regular transaction data



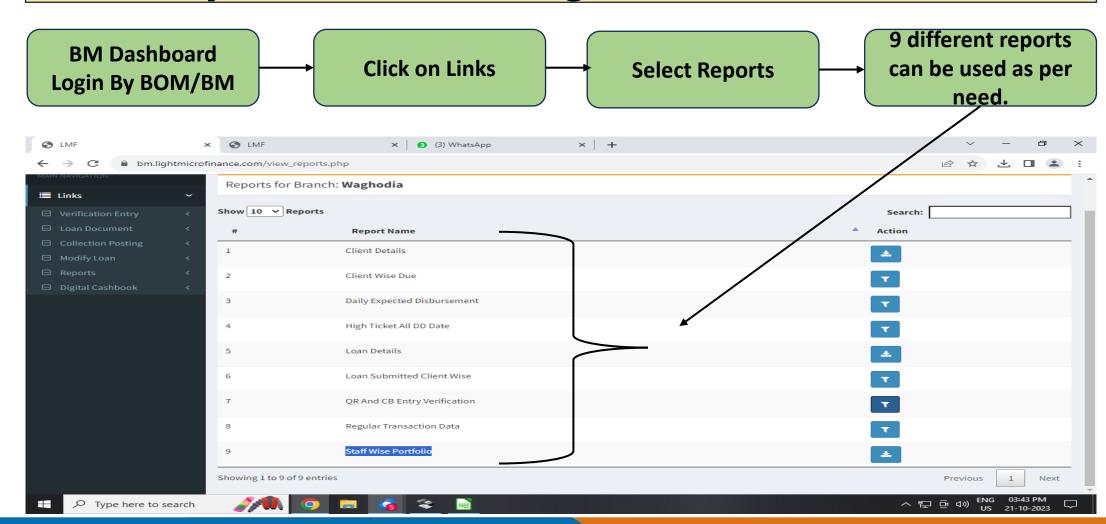
Types of Remarks in Payment Type	Mode Of Payment
IDFC BBPS	Client has Paid her EMI directly through UPI
payment_digital_intent	Client has Paid her EMI through Light Money
payment_uigitai_intent	Application
novment digital link	Client has Paid her EMI Through link sent by
payment_digital_link	FE/BM/BOM from Mobilight/BM Dashboard
payment_digital_qr	Client has Paid her EMI Through QR code shown
payment_digital_qi	by FE from Mobilight at center
PaymontTyno Cach	Client has Paid her EMI Through Cash and
PaymentType-Cash	Manual receipt Issued
DoumontTuno digitalrassint	Client has Paid her EMI Through Cash and Digital
PaymentType-digitalreceipt	receipt Issued



### **Collection Posting-Cash Tally at EOD**

- > After all posting is done generate reports called transaction data report to verify the collection posting.
- > Amount of Online payment done by client to be shown separately in cash book.
- Bank deposit denomination to be shown in cash book.
- > At last tally the cash with physical and system.







Let's see how these reports are useful and which data do they provide

### 1. Client Details

- > All Data of Customers like Group Id, Center Id, Client active/Close Status, Address, Mobile Number.
- CB status of client can also be checked.
- Client details can be searched in this report using Aadhar number also.

### 2. Client Wise Due

- Clients EMI Paid or not can be checked.
- Previous months repayment date also available.

### 3. Daily Expected Disbursement

All offline DBT clients pending for DBT are seen here and remarks to be sent to DBT team for Pending Reasons.



Let's see how these reports are useful and which data do they provide

### 4. High Ticket All DD Date

FE wise DD pass fail status can be checked with rejection remarks.

### 5.Loan details

- Client Loan Status can be checked (Active, Closed, Overpaid, Rejected, Pending, Write-off)
- All clients whose details are entered in Mobilight will be seen.
- Even Clients rejected in DD by BCM will be seen with Remarks.

#### 6.Loan Submitted Client Wise

New Loan entry done will be seen in this report.

### 7.QR and CB Entry Verification

> FE wise CB check and pass-fail status can be checked.



Let's see how these reports are useful and which data do they provide

### 8. Regular Transaction Data

> To check Collection data and do EOD.

### 9. Staff Wise Portfolio

Portfolio handled by FE in terms of clients and amount can be checked.