

Dear Vivek Gangwal!

Your Select Dashboard As on : 20/11/2019

Select Points

Level 2

1

2

3

4

Total Select Points

2,45,000

Primary Points

2,15,000

Total Secondary Points

30,000

Secondary points: 28,000

Activation Bonus: 2,000

Business Empanelment

7 / 10

★

ABFL CMG (INT000079)

✓

ABFL- MORTGAGE (DALMUM01267)

✓

ABHIL (ABH1101621)

✓

ABFL RETAIL LENDING

✓

ABML (U48)

✓

ABIBL (AB001354)

✓

ABHFL (DAA42164443)

New Business Opportunity

📁

ABSLAMC

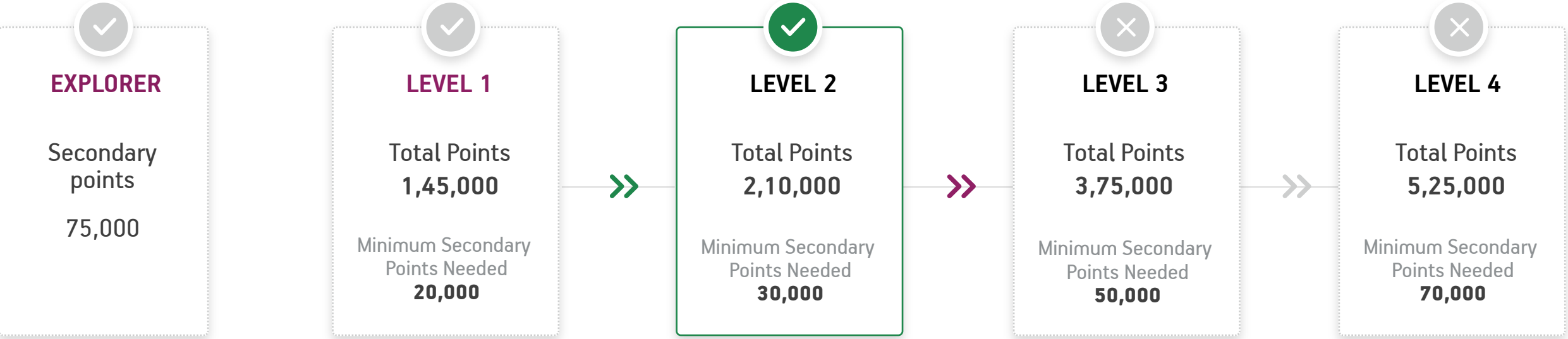
📁

ABFL SME

📁

ABSLI

SELECT STATUS



BUSINESS DETAILS

Housing Finance			NBFC CMG		
★ Primary					
Metric	Amount (₹)	Secondary Points	Metric	Amount (₹)	Secondary Points
Disbursement	0.00	0	Average Outstanding Loan	0.00	0

Mutual Fund			★ Primary
QAAUM			
Metric	Amount (₹)	Secondary Points	
Equity	XX,XX,XXX	XX,XXX	
Debt	XX,XXX	XX,XXX	
Liquid	XX,XX,XXX	XX,XXX	
PMS	XX,XXX	XX,XXX	
			Total Points XX,XXX

Life Insurance		
Individual		
Metric	Amount (₹)	Primary Points
FYC	XX,XX,XXX	XX,XXX
FYP	XX,XX,XXX	XX,XXX
Group		
Metric	Amount (₹)	Primary Points
Term	XX,XXX	XX,XXX
Fund Traditional	XX,XX,XXX	XX,XXX
Fund ULIP	XX,XXX	XX,XXX
		Total Points XX,XXX

Health Insurance		
Individual		
Metric	Amount (₹)	Secondary Points
FYP	XX,XX,XXX	XX,XXX
Group		
Metric	Amount (₹)	Primary Points
FYC	XX,XX,XXX	XX,XXX
		Total Points XX,XXX



To reach your next level

Total points needed
XX,XXX

Minimum secondary points needed
XX,XXX

HONOURED Criteria

- 1. Mutual Fund points will be considered to maximum of 50% of the HONOURED Level.
- 2. In ABSLAMC, the other criteria like Market Share, Positive Net sales etc will be applied on 31st March 2021 on all primary advisors.
- 3. In ABSLI, the other criteria like Persistency, Surrender/Withdrawal etc will be applied on 31st March 2021 on all primary advisors.

Primary Business Requirement

All businesses have laid down minimum primary business targets to achieve by the advisors in primary business. We call all such targets as primary business requirements.

Achievement of the primary business gate requirement is one of the qualification criteria for HONOURED.

Primary Business	Parameters	Level I	Level II	Level III	Level IV
Life Insurance	FYP or FYC	48.5 Lacs	55 Lacs	70 Lacs	100 Lacs
		7.25 Lacs	8 Lacs	9.5 Lacs	13.5 Lacs
	<ul style="list-style-type: none"> Minimum Persistency - 85% Investment in the funds of ABSLAMC from the proceeds of surrender/withdrawal of a life insurance policy of an existing customer of ABSLI within 3 months of the surrender/withdrawal will not be considered for the point calculation 				
Mutual Fund	QAAUM	<ul style="list-style-type: none"> Qualification to Platinum Club and above in Privilege Club <ul style="list-style-type: none"> 10% QAAUM Market share Positive Net Sales 			
Health Insurance	FYP	10 Lacs			
Home Loan	Disbursement	12 Crores			
Mortgage	Disbursement	12 Crores (max cap per case of Rs. 5 Crores)			
Unsecured Lending	Disbursement	25 Crores			
Stocks and Securities	Gross Brokerage	50 Lacs			

Currency

SELECT currency is 1-unit point which will get allotted against the business mobilized by you in both Primary and Secondary business. Every business has different parameters for allotting SELECT currency(tabulated below)

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1 SELECT currency is equivalent to 1 SELECT point.

Business	Products	Parameters	Currency (in Rs.)	Points Earned
Life Insurance	Individual Insurance	First Year Premium	30	1
		First Year Commission	5	
	Group Insurance - Fund	Average Yearly AUM Traditional	800	
		Average Yearly AUM ULIP	1600	
	Group Insurance - Term	First Year Premium	60	
Mutual Fund	Equity / Debt/ Hybrid / Equity PMS	Quarterly Average AUM	800	
	Low Duration/Arbitrage Fund	(QAAUM)	4000	
Health Insurance	Individual Insurance	First Year Premium	21	
	Group Insurance		700	
Home Loan	Home Loan	Disbursement	800	
	Mortgage		600	
Mortgage/ Retail Lending/ SME/SEG	Mortgage / Retail Lending / SME / SEG	Disbursement	600	
CMG	Loan Against Shares	Avg. Outstanding - New Client (FY21) Incremental Avg. Outstanding - Old Client (FY21)		
Motor Insurance	Motor Insurance	Own Damage Premium	75	
Stocks & Securities	Equity, Derivatives, Commodities	Gross Brokerage	70	
	PMS	Asset Under Management	800	

Note: Please note that this dashboard is tentative and based on your current business figures.