

Attention to Mr. Manjunath. L



**Life Insurance Corporation of India**  
 Central Office, "Yogakshema",  
 Jeevan Bima Marg, MUMBAI 400 023

In the matter of All India Life Insurance Agents' Federation (AILIAF) and  
 Smt. Shiny Koshy Vs. LIC of India at H'ble High Court of Kerala at  
 Ernakulam in OP No. 33840 of 2001.

Pursuant to the Order dated 18<sup>th</sup> July 2005 of H'ble High Court of Kerala at Ernakulam in OP No. 33840 of 2001, I am required to consider and take a decision on the representation dated 29<sup>th</sup> August 2001 (submitted at Exhibit 3 under the said petition) submitted by the All India Life Insurance Agents' Federation (AILIAF) and also any further representations submitted by the petitioners supplementing what is stated in Exhibit 3 after hearing Shri C Radhakrishnan, Secretary General, AILIAF with due notice to him within three months of receipt of the Court's order. The Order has been received by the local counsel on the 19<sup>th</sup> August 2005.

Accordingly the undersigned before considering the representation dated 29<sup>th</sup> August 2001 decided to give a personal hearing to Shri C Radhakrishnan on 7<sup>th</sup> November 2005 at Mumbai. Shri C Radhakrishnan consented to present himself on the desired date and submitted further representation dated 4<sup>th</sup> November 2005.

Personal hearing was given to Shri C Radhakrishnan on 7<sup>th</sup> November 2005 at Mumbai. After hearing him and considering the representation dated 29<sup>th</sup> August 2001 and also further representation dated 4<sup>th</sup> November 2005, the undersigned give the following order.

#### ORDER

The Club rules for Agents were earlier revised in 1991. Keeping view the marketing scenario, inflation and economic conditions revision was long over due. Minor changes were done after that but modifications in the qualifying conditions were done w.e.f. the financial year 2001-2002 when the same was revised after lot of deliberation and taking all the relevant factors into consideration. Before revision all the critical issues were discussed with the agents' association representing majority of the agents from all over India called LIAFI with whom the Corporation has been having discussions since the formation of the Clubs. AILIAF has been having existence in very small numbers

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