

भारत सरकार
संचार मंत्रालय, डाक विभाग
डाक जीवन बीमा निदेशालय
चाणक्यपुरी डाक घर परिसर, चाणक्यपुरी, नई दिल्ली-110021
Government of India
Ministry of Communications, Department of Posts
DIRECTORATE OF POSTAL LIFE INSURANCE
Chanakyapuri Post Office Complex, Chanakyapuri, New Delhi-110021

No: 28-03/2019-LI

Dated: 05.04.2024

To

All Heads of Circles

Subject: Promotional, Incentive & Monitoring Structure of PLI / RPLI - reg

The existing promotional structure and incentive structure of PLI/RPLI was issued vide PLI Directorate OM No 28-03/2019-LI dated 19.06.2020. Based on the feedback received from Circles, the existing promotional and incentive structure was modified vide PLI Directorate letter dated 11.07.2023.

2. Vide para 2.4 of PLI Directorate letter dated 11.07.2023, Procurement incentive to Divisional Heads, ASP(HQ) and Sub-Divisional Heads was introduced for the purpose of monitoring and motivating the sales force under the Division in order to procure more business for one year w.e.f. 01.07.2023.

3. To review the procurement incentive to Divisional Heads, ASP(HQ) and Sub-Divisional Heads, Circles are therefore requested to give inputs with regard to monitoring of sales force and improvement/growth in PLI/RPLI after introduction of procurement incentive to Divisional Heads, ASP(HQ) and Sub-Divisional Heads from 01.07.2023.

4. The Circle's comments along with their recommendation to continue the procurement incentive to Divisional Heads, ASP(HQ) and Sub-Divisional Heads after 30.06.2024 or otherwise may be submitted to PLI Directorate by 26.04.2024.

5. This issues with approval of the competent authority.

Leuha.
Deputy Divisional Manager - II
05/04/2024