

IMPORTANT CONTENTS TO GET MIN 17 MARKS

1.INSURANCE HISTORY IN INDIA	26.AGE PROOFS
2.IRDA	27.AML,KYC,FREE LOOK IN PERIOD
3.INSURANCE- ASSUARANCE	28.POLICY DOCUMENT
4.HUMAN LIFE VALUE	29.STANDARD PROVISIONS
5.LEVEL PREMIUM	30.GRACE PERIOD,POLICY LAPSE
6.RISK POOLIN	31.SURRENDER,POLICY LOAN
7.LIFE INSURANCE CONTRACT	32.NOMINATION,ASSIGNMENT
8.CONSIDERATION,CONSENSUS AD IDEM	33.DUPLICATE POLICY
9.INSURANCE CONTRACTS-SPECIAL FEATURES	34.CLASSIFICATION OF RISKS
10.UBERRIMA FIDUS,MATERIAL FACTS	35.UNDERWRITING
11.INSURABLE INTERST,PROXIMATE CAU	36.TYPES OF CLAIMS
12.WEALTH ACCUMLATION,FINANCIAL PRODUCTS	37.SECTION 45,PRESUMPTION OF DEATH
13.TANGIBLE,INTANGIBLE PRODUCTS,PAR-POLICY	38.INSURANCE ACT IN INDIA
14.TERM INSURANCE	39.REGULATIONS APPLICABLE TO AGENTS
15.ENDOMENT ASSURANCE	40.TRAINING,FEES
16.CASH VALUE COMPONENT	41.INSURANCE AGENCY-PROFESSIONAL SKILLS
17.ULP	42.POSITIVE SELF IMAGE
18.VIP	43.RECRUITMENTOF AGENTS
19.TYPES OF PENSION	44.LICENSE-RENEWAL,COMPOSITE LICENSE
20.HEALTH INSURANCE-TERMINOLOGY	45.SELLING PROCESS
21.FAMILY FLOATER POLICY	46.L A P A C
22.MWP	47.CLOSE OF SALE
23.KEYMAN,MRI	48.COMMUNICATION,LISTENING SKILLS
24.WITH PROFIT POLICIES,BONUS LOADING	49.GRIEVANCE REDRESSAL SYSTEM
25.TYPES OF BONUSES	50.OMBUDSMEN

-prepared by M RAJASHEKAR ,LIC DO PEDDAPALLI,DIV: KARIMNAGAR CELL:9908066602

