

Market News

- Passive funds have been gaining popularity among investors. AMFI monthly data shows that passive funds have overtaken active funds in terms of net inflows. The data shows that passive funds have received monthly inflows of Rs.10,260 crore during October 2022 which was higher than that of active funds.
- The insurance industry's regulator, IRDAI, is working on Bima Sugam, a one-stop shop for policy sales, renewals, and claims settlements. Bima Sugam will change the insurance industry forever. "Bima Sugam will be a one-stop shop for buying and selling insurance, for policy servicing, and also for claim settlement. Insurance companies can onboard the platform. It's going to be plug and play with API (Application programming interface) interface," Insurance Regulatory and Development Authority of India (IRDAI) chairman Debasish Panda in an interview
- Helios Capital has received capital markets regulator Sebi's in-principle approval to launch a mutual fund business. Helios Capital Management PTE Limited, which is the business of portfolio management services, applied for a mutual fund license with the Securities and Exchange Board of India (Sebi) in February 2021.
- New individual ARN registrations have increased by 21% in the first six months of the current financial year. AMFI data shows that ARN registrations of individuals has increased from 8900 in April-Sept 2021 to 10,800 in April-Sept 2022.
- The MF industry has set a new record by receiving the highest monthly SIP contribution of Rs.13,041 crore in October 2022. Last month, the industry was slightly short of Rs.13,000 mark at Rs.12,976 crore, shows the

latest AMFI data.

Expert Corner: What preparations should be done before meeting the prospective client for the first time?

"First impression is the last impression. Hence you cannot afford to go wrong on the pre-requisites before the first meeting with prospective clients. As the morning shows the day, similarly the pre-requisites would decide the quality of the meeting and whether you make or break the opportunity in hand. Some of the important preparations would include:

(A) Preapation for Yourself:

- * Communication: A formal communication for the scheduled meeting should be shared with the client with a gentle reminder a day before the meeting.

- * Appearance: Formal attire is always preferred. The colour tone should not be very loud or too subtle and would depend on the client profile you meet.

- * Collaterals: You should carry the necessary collaterals and/or supporting documents that is needed for the meeting.



(B) Client-centric Preparation:

- * Client's Objective: The objective is vital. This will guide to set your pitch accordingly.

- * Scope of Engagement: Although this would get finalized after the meeting, it's important to have a proposal in mind to offer multifarious services to clients.

- * Client Mapping: This is a very important aspect to bring about depth and effectiveness to the discussion. One should map the potential client in regard to the Life Cycle & Wealth Cycle stages he can be categorised into. This way the discussion would target specific areas which are concern areas or important areas that the client seeks to be served."

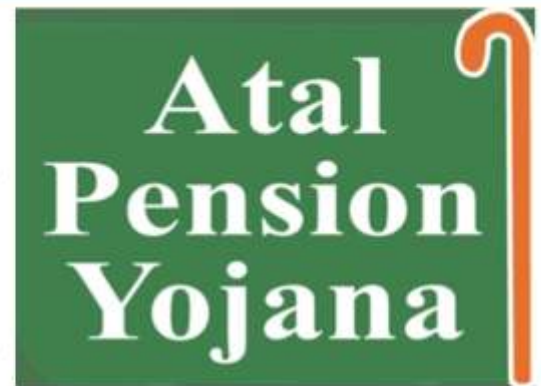


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PRO-Glance

Atal Pension Yojana

The Atal Pension Yojana (APY) was launched on 09.05.2015 to create a universal social security system for all Indians, especially the poor, the under-privileged and the workers in the unorganised sector. APY is administered by Pension Fund Regulatory and Development Authority (PFRDA).



- APY is open to all bank account holders in the age group of 18 to 40 years and the contributions differ, based on pension amount chosen.
- Provided that from 1st October, 2022, any citizen who is or has been an income-tax payer, shall not be eligible to join APY
- Subscribers would receive the guaranteed minimum monthly pension of Rs. 1000 or Rs. 2000 or Rs. 3000 or Rs. 4000 or Rs. 5000 at the age of 60 years.
- The monthly pension would be available to the subscriber, and after him to his spouse and after their death, the pension corpus, as accumulated at age 60 of the subscriber, would be returned to the nominee of the subscriber.
- In case of premature death of subscriber (death before 60 years of age), spouse of the subscriber can continue contribution to APY account of the subscriber, for the remaining vesting period, till the original subscriber

would have attained the age of 60 years.

- The minimum pension would be guaranteed by the Government, i.e., if the accumulated corpus based on contributions earns a lower than estimated return on investment and is inadequate to provide the minimum guaranteed pension, the Central Government would fund such inadequacy. Alternatively, if the returns on investment are higher, the subscribers would get enhanced pensionary benefits. The minimum pension would be guaranteed by the Government i.e. if the accumulated corpus based on contributions earns a lower than estimated return on investment and is inadequate to provide the minimum guaranteed pension, the Central Government would fund such inadequacy. Alternatively, if the returns on investment are higher, the subscribers would get enhanced pensionary benefits.
- Subscribers can make contributions to APY on monthly/ quarterly / half-yearly basis.
- Subscribers can voluntarily exit from APY subject to certain conditions, on deduction of Government co-contribution and return/interest thereon.

Investor Corner: Understanding - Family Floater Health Insurance, Top up and Super Top up policies

Kavita and Karan were living in their world of happiness for the last 15 years. While their personal life and careers were booming, they decided to move to a bigger residence and while preparing for the shifting, Karan was shocked to see a health insurance policy! WHY?

Because, Karan and Kavita were having FAMILY FLOATER policy! So?

Because, Karan and Kavita both had individually bought a same kind of policy for securing medical expenses of the family! Double premium outflow since so many years led to a rift and blame games!



The actual culprit: No Financial Conversation + Health Insurance treated as a casual product in the family! With medical world progressing, health insurance is becoming deeper and important each day. Let us, with this context understand few significant aspects of a health insurance policy:

Family Floater: A Family Floater is a cost effective health insurance which protects entire family in a single policy. Say, INR 5 lakhs policy for a family means INR 5 lakhs for each! Keep in mind: In case of different medical histories and conditions, a floater may not cover all requirements

Top Up: If you find your coverage lower than required, you can continue the policy and buy an additional top up plan to cover expenses beyond the basic coverage amount. Here, your base policy will be treated as 'DEDUCTIBLE' and over and above expenses would be covered from the Top Up plan.

Super Top Up: Same as Top Up, however, this is called 'Super' just because, this top up can be utilized even in cases of multiple hospitalization in policy duration. Say, you have a super top up of INR 10 lakhs. Once you use up INR 1 Lakh from your policy, yet during re-hospitalization in the same policy duration, you can utilize the balance INR 9 lakhs too.

Health Insurance is becoming a booster for every family's financial portfolio and must always be treated as a 'Premium', not a sidelined instrument!



Priyanka Acharya, Founder, LaxmiGyaan. Co-produced India's first pod-cast released in 8 languages- Ek Chuski Finance. Authored- Laxmi Gyaan se Laxmi Maan