

INCENTIVES

- **Savings Bank: Branch Postmasters** are encouraged to open more number of Accounts and thereby **earn income** in form of **Savings Bank commission** as follows:

#	Scheme	Incentive/Commission
1	Time Deposit – 1 Year	0.5% of the Deposit Amount
2	Time Deposit – 2 & 3 Year	1% of the Deposit Amount
3	Time Deposit – 5 Year	2% of the Deposit Amount
4	Savings Bank Account	1% of the Net Accretions (Deposits – Withdrawals)

- **Speed Post** pickup, booking and delivery are encouraged among the staff members by promoting the **incentives @ 50 Paise per article** for pickup, booking and delivery each.

- Franchise Outlet scheme is being promoted and individuals are encouraged to setup Franchise Outlets for booking of Speed Post Articles (earning a **commission ranging from 7% to 25%**).
- **Bulk Customer** meets are organized periodically to resolve their issues and are encouraged to book more number of Speed Post Articles.

Monthly Speed Post business	Discount
Rs 50,001/- to 5,00,000/-	10 %
Rs 5,00,001/- to 25,00,000/-	15 %
Rs 25,00,001/- to 100,00,000/-	20 %
Rs 100,00,001/- to 500,00,000/-	25 %
Above Rs 500,00,000/-	30 %

Postal Life Insurance

INCENTIVE FOR NEW BUSINESS PROCUREMENT

Premium Paying Term	Incentive for Anticipated Endowments Assurance Policy	Incentive for other Policies
Upto and equal to 15 Years	4% of First Year Premium	4% of First Year Premium
More than 15 years but less than 25 years	7% of the First Year Premium	10% of the First Year Premium
More than 25 years	-	20% of the First Year Premium

RENEWAL PREMIUM

1% of Premium collected

Rural Postal Life Insurance

**INCENTIVE FOR NEW BUSINESS
PROCUREMENT**

10% of the First Year Premium

RENEWAL PREMIUM

2.5% of the Premium Collected

Retail Post

**For payments in Sub Office/Branch
Office**

Rs. 1.5/- per transaction

For Payments in Gram Panchayats
other than SO/BO

Rs. 3/- per transaction

KVIC

Category

Incentive Amount per Verification

Enumerator

Rs. 225/-

Quality Checker

Rs. 25/-

Registered Letters

- Franchise Outlet scheme is being promoted and individuals are encouraged to setup Franchise Outlets for booking of Speed Post Articles (earning a **commission @Rs. 3/- per article**)

PM VISHWAKARMA

Category	Incentive Amount Per Delivery
Divisional MMU	Rs. 5
Supervisory Staff (PH/NDC/PO)	Rs. 15
Delivery Staff	Rs. 80

IPPB PRODUCT WISE INCENTIVE STRUCTURE

Incentive Across Levels		Percentage of incentive ->	26%	4%	2%	8%
Product	Product Description	Charge to customer	Level -0	Level-1	Level-2	DOP Share
Premium Khata (Account Opening)/ Upgradation of Existing Regular Ac's	SBPRM Account without Aadhaar Seeding	149+GST (Renewal 99+GST)	26	4	2	8
	SBPRM Account with only Aadhaar Seeding	149+GST (Renewal 99+GST)	33.9	5.22	2.61	10.43
	SBPRM Account with Aadhaar Seeding and VDC	149+GST (Renewal 99+GST)	48.43	7.45	3.73	14.9
CELC	Aadhar Mobile Update & Child enrolment below 5 years	50	11.01	1.69	0.84	3.38
AEPS	Tran amount 3000 and above	NA	3.9	0.6	0.3	1.2
DLC	Digital Life Certificate- Jeevan praman	70	15.42	2.37	1.18	4.74
General Insurance	Motor Insurance- Avg premium amount 5000	Premium Applicable	165	25.38	12.69	50.77
	Health Insurance- Avg Pemium amount 8000	Premium Applicable	264	40.62	20.31	81.23
	GAG - 520 TATA	Rs.520	17	2.62	1.31	5.23
	GPA - 699 BAGIC	Rs.699	23	3.54	1.77	7.08
	GPA - 755 NIVA	Rs.755	25	3.85	1.92	7.69
	GPA - 749 ABHI	Rs.749	25	3.85	1.92	7.69
	GPA - 799 STAR	Rs.799	26	4	2	8
	Group Hospicash + Cancer Care + Health Service	Rs.1094	36	5.54	2.77	11.08
Life Insurance	Term Policy	Rs.10000	1040	NA	NA	NA
	Annuity	Rs.2,00,000	2080	NA	NA	NA
PMJJBY	JUN, JUL, AUG-	Total Permium- 436	10.6	1.63	0.82	3.26
	SEP, OCT, NOV-	Total Premium- 343	8.6	1.32	0.66	2.65
	DEC, JAN, FEB	Total Premium- 228	5.7	0.88	0.44	1.75
	MAR, APR, MAY	Total Premium- 114	2.8	0.43	0.22	0.86

Thank
You