CONNECTORSHIP (Referral) PROGRAMME

PURPOSE

In order to maximize our reach in the market it has been decided to introduce a new channels named as "CONNECTORS" for sourcing of Home Loans, LAP and SME/ Business Loans.

STRUCTURE

The Connectors will be our sourcing Associates who will be providing us leads for home loans, LAP and SME/ Business loans will be paid remuneration in the form of commission on the successful conversion of leads to loans (disbursement). Connectors will be attached with the FSL team of the particular location. Each connector will be mapped to a specific SE and corresponding ASM under the overall control of TMs. All the Connectors will be assigned a code to track the business referred by the concerned connector.

PAYOUT STRUCTURE FOR CONNECTORS

Monthly Disbursement	Home Loans	LAP & Business/SME/Other Non Core Loans
Up to 50.00 lacs	0.25%	0.35%
Above 50 lacs to 100 lacs	0.30%	0.40%
Above 100 lacs to 200 lacs	0.35%	0.45%
Above 200 lacs to 500 lacs*	0.40%	0.50%

  *For loans above 5.00 crore, the payment will be decided on individual case basis.
  **LICHFL FSL reserves the right to change or modify the pay-out structure as and when necessary.

The payout will be based on the net Disbursement amount (both First as well as Subsequent) of loans during the month for all the cases referred by the connectors clubbed together.

The payment to connectors will be released on a monthly basis, based on business data generated from the system. No invoice will be required from the connectors unless the Service Tax (GST) is payable. Service Tax will be payable as and where applicable.

WHO ARE ELIGIBLE FOR CONNECTORSHIP?

The following entities/individuals will be eligible for becoming a Connector:

1. Builders (whose projects are approved or going to be approved by LIC Housing Finance Ltd.)

2. Property Dealers

3. Chartered Accountants

4. Freelancing Home Loan agents/brokers or Sub-DSAs/ Financial advisers

Registered and Corporate Office : Maker Tower 'F', 112/11th Floor , Cuffe Parade, Mumbai– 400 005.
Contact No. : 022-43447575/522

DOCUMENTATIONS

The following documents are to be submitted along with the Application Form for Connectorship :

1. Application Form in our Format (enclosed herewith)

2. KYC Details (PAN Card and Aadhar Card)

3. Bank Particulars (Bank Account Details along with a cancelled cheque)

All the documents will form part of an application for Connectorship and to be forwarded to Corp Office for approval, code generation and maintaining records.

TREATMENT OF REVENUE

Under the connectorship programme, the payout of connectors will be deducted from the total revenue generated and only net revenue (revenue generated minus payout) will be added to the concerned SE/ASM/TO for the purpose of revenue credit.

APPOINTMENT PROCEDURE

The intending individual / entity shall apply in our prescribed format for connectorship thru SE/ASM which will be assessed by TM. After verifying their credentials and potentials (including reference checking), the TMs shall forward the applications (along with documents) of suitable candidates to CO for final approval and code generation. CO will inform about the approval and connectorship code to TM who will in turn issue an enrolment letter to the connectors. This code will have to be used for all the cases referred by the concerned connector for the purpose of tracking of business and payout. The payout will be released on a monthly basis based on the business (net disbursement) of the connectors and the same will be credited to their account directly by CO under intimation to the TO and connectors. TMs shall see that the proposed connectors are not related to our employees (SE/ASM/TM) in any manner

TERMINATION

The connectorship can be terminated at the discretion of the Company (LICHFL FSL) as and when necessary. There will be an appropriate termination clause in the enrolment letter issued to the Connector by the Territory Manager.