

# Dear Business Associate,

Thank you for deciding to become a part of the evergrowing Manappuram family. I hope that in the years to come, our association will yield rich dividends both to you and to our company.

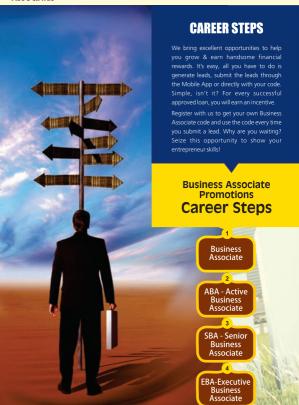
Manappuram Finance Limited is focused on serving its customers (especially people belonging to weaker sections of society who lack access to banks) with a range of financial products from gold loans to microfinance, home and vehicle loans, SME loans, Insurance, Money Transfer etc. The opportunities in the market are vast, and we look forward to working with our Business Associates to tap these opportunities for mutual benefit.

As a Business Associate, you have the status of a partner of the company. With attractive incentives on offer, the more business you bring to our books, the more you will earn. It is a win-win partnership. Let us, therefore, take it forward with sincerity and dedication.

My best wishes to you and your family,









### **How to Join Us as a Business Associate?**

https://online.manappuram.com/BAwebsite/BA/BAFnroll.aspx

- Filled Data form with photo
- KYC Documents
- Bank Account Details Signed Agreement .

After completing the agreement Business Associates will get a Code . This code will be using for all the business purpose.

Once you become a Business Associates, based on your Business contribution you will called as ABA (Active Business Associate) .SBA (Senior Business Associate) and EBA (Executive Business Associate) . In order to reach this position there is a condition . Please see the chart for more details



# **Eligibility Criteria**

Category	Present Criteria
BA	Minimum1 NCA with Pledge
ABA	Minimum 5 NCA
SBA	Minimum 10 NCA
EBA	Minimum 15 NCA

# **Benefits**

Rusiness Associates can earn unlimited income by referring new business to us . Having the freedom to refer any of the Manappuram products

#### Category will be changed on a monthly basis









VEHICLE LOAN









#### **Business Associates Meeting**



Business Associates Meetings are regularly conducting in all the branches by assistant branch Heads. In this meeting we can able to train you to use the application and also educate about the company products.

You will get motivated and get more information's in this meeting to improve your sales skills. Based on the BA Category the meeting numbers will increase.

### Renewal of agreement

Validity of the agreement executed with us is for 1 Year. We will be intimating to extend the Agreement. Business Associates can request for renewing the Agreement through branch or Online. https://online.manappuram.com/RECRUITMEN TJBA/BARenew.aspx



### **LEAD MANAGEMENT SYSTEM**

Business Associates can record the leads directly through the Mobile App. Also, the Business Associates can take the help of our Branch Head or Area Head to record their leads.

Step 1: Business Associates can update their Leads through Mobile App. Provision for sharing the leads to the branches directly for updation is also provided.

Step 2: System will check the lead entered and will be accepted only if the lead is new to the system. Otherwise the system will reject the lead.

Step 3: System will allocate the leads to the concerned business vertical and branches based on the location mentioned by the Business Associate in the lead details.

Step 4: Branch team will contact the leads provided by the Business Associates, Based on the requirement of the customers, they convert the Business,

Step 5: Once the lead is converted, it will be notified to the Business Associates.

Step 6: Based on the conversion of the leads and other specific conditions, incentives will be released to Bank Account of the Business Associate on a monthly basis.

# Are you looking for extra income?

At Manappuram Finance Ltd, we are like one family committed to the well being of society and all out stakeholders. Our quest is to "Make life easy" for our customers by offering them a wide range of financial solutions by way of Gold loans, home loans, vehicle loans, insurance etc.

As a Business Associate of Manappuram, you have the potential and the prospect to earn without limit throughout your life merely by using your smart phone!

That sounds unbelievable, doesn't it?

As a Business Associate of Manappuram, you have the freedom to work and earn attractive additional income to better your life even as you help to better the lives of our customers.

You will be required to contact your friends and family and help them fulfill their financial needs through Manappuram's diverse range of financial products and services.

Of course, you become eligible for attractive incentives and rewards.

Looking forward to a long and fruitful association, Warm Regards

Mayakrishnan National Head BA

9387027443

A.O.Vallapad, Thrissur , Kerala Ph : 04873050613 www.manappuram.com

## **BA Mobile Application**

Manappuram Finance Limited, one of India's leading NBFCs, is happy to introduce a new mobile app for its Business Associates to aid in their day-to-day lead generation and related operations. BA Channel Mobile Application will help the BAs to Generate leads and monitor their transactions with Manappuram, It enables BAs to record the leads and do the further follow up. Moreover, several extra features are packed in for Business Associates, its user-friendly interface is simple and easy to use and helpful to Business Associates in their day to day business activities



#### How to Install the Mobile App for Business Associates?

### **Installation & Login**

Download " Manappuram BA Channel " from Google Play Store and install it on Android Mobile phone (Developed by Map my marketing)



1st Step Enter BA Code 2nd Step Enter Registered Mobile Number 3rd Step Enter the OTP and Verify 4th Step Set PIN Number







Stop 2





Step 4





### Features in Mobile App

#### 6 Products

Features of Various Products and Service offered by Manappuram Finance is available in this area. Business Associates can see the details and based on the requirements; they

#### d Lead Entry

Business Associates can record their leads and the same will be escalated to Manappuram Branches for further follow up and conversion.

#### Loan Calculator

# Manappuram Finance Ltd.

#### Dashboard Business Associates can see the Number of

leads they generated, number of business

#### Broadcast

Manappuram Finance will be communicating latest information about LTV, Campaigns and its status to all the Business Associates through this option.

#### a Library

Business Associates have access to latest information about the products, process and other various aspects through this option. Loan Calculator is helpful to understand maximum eliqible Loan Amount based on the input given by the Business Associate

#### Meetings

We have regular meeting at our branches with understand customer feedback and to improve our service. Business Associates can also participate in this meeting and share the feedback, which will help us to improve

#### BA Agreement Renewal

Agreements of Business Associates with Manappuram Finance is valid for 1 year and thereafter Business Associates must renew their Agreement for another 1 year. This option makes it easy.



# Commissions for Business Associates Insurance & Money Transfers

### Commissions for Business Associates Gold Loan

C		ANCE
Type of Insurance	Category	Commission on Nei Premium
Life Insurance	5 to 9 Years Term	<b>7%</b> of Net Premium
Life insurance	10 Years & Above Term	10% of Net Premium
General	Motor Insurance	<b>6%*</b> of ODP
Insurance	Other General Insurance	6% of Net Premium
Note:		

#### Note:

- Business Associates doing business more than 3 Lakhs in a year is eligible for additional rewards as per norms.
- 1 \*For Motor Insurance, Commission is on Own Damage Premium (ODP).
- Net Premium is the Premium Amount excluding applicable taxes. Commission will be calculated on Net Premium for all the insurances except Motor Insurance

Contact - 8848396021 | 9625119298

Commission for MO	NEY TRANSFERS
Particulars	Incentive per transaction
Outward Remittance (Send Money Abroad)	Rs. 200/-
Money transfer (Receive Money from Abroad)	Rs. 10/-
Money Transfers within India (Rs. 25000/- to Rs. 49999/-)	Rs. 25/-
Money Transfers within India (Rs. 50000/- to Rs. 99999/-)	Rs. 50/-
Money Transfers within India [Rs. 100000/-]	Rs. 100/-

Contact = 9349080591   0487-3050113   0487-3050251	Contact - 9349080591	0487-3050113	0487-3050251
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Commission for New Loans & Subsequent Loans					
Tenure of Loan	For New Customer's Loan	For Subsequent Loans & re-pledges from acquired customers			
11 – 19 Days	Rs. 40.00	Rs. 20.00			
20 – 29 Days	Rs. 75.00	Rs. 37.50			
30 – 59 Days	Rs. 100.00	Rs. 50.00			
60 – 89 Days	Rs. 150.00	Rs. 75.00			
90 Days & Above	Rs. 200.00	Rs. 100.00			

#### Conditions

- Minimum 4 Gms and Loan Amount Rs. 5000/- required for New Customers' Loans
- Minimum 10 Gms and Loan Amount Rs. 5000/- required for Subsequent Loans
- Renewed Loans are also eligible for Subsequent Loan commission.
- Loans with 10 Days or lesser tenure is not be eligible for commission

Commission for Interes	
Criteria	Commission
Prompt Monthly Interest Payment	5%
(Within 35 days)	of interest received
Interest Payment from	3%
35th Day to 90th Day	of interest received
Interest Payment after 90 Days &	2%
within 5 days from the Due date	of interest received

Commission for referring a Business Associa	
Refer Business Associates	10% of income earned by the Business Associates through Gold Loan



## Payout to BA For Other Vertical Product

Gold Loan Disbursen			% of Payout Disbursement	% of Payout On Disbursement
Monthly Disbursement	Commission	Product	During the Month	During the Month
1 Lac to 2.99 Lac	Rs.100		Up to 10 lakh	Above 10 lakh
3 Lac to 4.99 Lac	Rs.250			
5 Lac to 9.99 Lac	Rs.750			
10 Lac to 14.99 Lac	Rs.2000	Gold Backed		
15 Lac to 19.99 Lac	Rs.3000	Two Wheelar Loan	No Limit	1.25%
Above 20 Lac	Rs. 5000+(Addiitional Per Lac rs.100	Personal Loan		
		(Salaried)	0.75%	1%
Incentive	s of BAs			
	Gold Loan	Secured Personal		
Gold Loan New Customer	Subsequent Medgar	Loan	0.75%	1%
Incentives	Incentives			
Interest	Home Loan	Micro Home Loan	0.75%	1%
Collection Incentives	Business Incentives			
(ABASBA & EBA)		MSME Loan	0.75%	1%
Insurance	Repledge			
Incentives	Repledge Incentives/OGL	Home Finance	0.75%	1%
CVLoan	Others like	TWO Wheelar Loan	1 to 5 File	1%
Incentives	Reference / Based Business		6 to 10 File	1.50%
			Above 10 File	2%
BA is eligible for life				
There is no limit in the Every month payme		Commercial Vehicle		
to your Bank		Finance	1 to 3 File	1%
With the variety			4 to 5 File	1.50%
Business Associate additional fina			Above 5 File	2%
auditional IIIIa	iiciai iiccus .			



CONGRAGULATIONS TO JANUARY 2025 TOP BA ACHIEVERS				
Ernakulam-1	Ernakulam-2	Kannur	Thrissur-2	
			4	
Mrs.Revathy Thankappan	Mr.Jins P Roy	Mr.Sarath C	Mrs.Vintha T M	
Thripunithura	Pattimattom	Neeleswaram	Kalladikode	
Trivandrum	Coimbatore	Pondichery	Thirupathi	
Ms.Athulya K Jayanthan	Mr.Muthukumar J	Mr.Jeevanthan	Mrs.G Gangarani	
Peyad	Kamarajar Road	Thammampatti Salem	Silk Town,Madanapalli	
Bangalore-2	Tumkur	Ananthpur	Davanagere	
	Mr. Mohammad Muzami	Mrs.P Suguna	Mrs.Rekha	
Mrs.Harshitha	Charmal	IVITS.P Suguna	IVII 5.INEKII d	





Mr.Rintu Basak Dhupguri Kolkata South	Mr.Hare Krushna Pradha Delanga
Dhupguri	
	Delanga
Kolkata South	
	Lucknow
3	9
Mr.Jishu Ganguly	Ms.Shivani
	Nekpur Chaurasi- Fatehgarh
	Mr.Jishu Ganguly Jamuria Bazar, Burdwan







Ernakulam-1	Ernakulam-2	Trivandrum	Kannur
			e e
Mrs.DHANYA V R	Mrs.MOBI P M	Ms.ARCHA C S	Mr.BHARATH KUMAR H
Fort Kochi	Pattimattom	Vattiyoorkavu	Neeleswaram
Thrissur-2	Pondichery	Thirupati	Tumkur
Mr.ABHUITH P.R	Mr. NITHISH KUMAR A	Mrs.SHABNAZ BEGAM	Mr.MOHAMMAD MUZAHI
		SHAIK.	
Kalladikode  Bangalore-2	Thammampatti Salem  Kukatapally	Tirupati Road,Chittoor  Gulbarga	Pavagada Warangal
bangalore-2	Rukatapany	Guibarga	Walangar
ata)		6	200
Ms.Malkamma	Mr.SHEKANNA GARI VEERESH	Ms.BHARATI	Mr. PARAKALA ARAVINI

CONGRAGULATIONS TO JANUARY 2025 TOP BH ACHIEVERS

Frnakulam-1 Frnakulam-2 Trivandrum

Hanumangarh	Secundrabad	Aurangabad	Karimnagar
		<b>E</b>	8
Mr.BABU SINGH	Mr.BHUKYA VENKANNA	Mr.VICKY ABASAHEB SHINDE	Mr.AKUNURI PRASHAN
Suratgarh Rajasthan	Kompalli	Bolegaon Midc Ahmednagar	Jewellers Street
Hyderabad	Raichur	Davanagere	Karimnagar
Mr.T SHIVA KUMAR Chakdah	Mr.KARABASAPPA ISHWARAPPA Jawahar Main Road Koppal	Mr.ANNAPPA P NAYAK Gowli Galli Ranebennur	Mr.GANESH BALLINGL
Ananthpur	Thirupathi	Indore	Nagpur
	Thirupathi		Nagpur Mr.BHASKAR TEIRAM
Ananthpur  Ms.G DIVAYA  Valmiki		Indore  Mr.SANTOSHI Anand Bazar Khajrana	





Mr. MAHESH KUMAR

Pilibangan

Ms.ARIUN

Mayur Vihar Phase 3

Ms.PARUL

Tilak Nagar

Ms.KORRA LAXMI

Alwyn Colony -Kukatpally







# **REWARDS AND RECOGNITION**





# REWARDS AND RECOGNITION

#### **Monthly Performers Award**































# BUSINESS

# TOP BA HONOURED BY COMPANY - GIFT DISTRIBUTION PHOTOS



Tindiyanam branch BA



Ashik shukkur -Adoor branch 8A



Siva P - Muvatupuzha branch BA







#### FOR MORE DETAILS, CALL US AT 8590935807 / 09387027443

or email us at baop@manappuram.com

Terms and Conditions

Business Associates shall act only as a referral agent and shall not deal with or accept cash / gold or any other valuables from the customers. MARI: shall have the right to deduct any loss occurred due to the act of the business associate from their monthly commission.

MAFIL shall immediately terminate the Services to the Business Associate in the event the Business Associate misuses or abuses the services or breach of any terms and conditions of this Agreement.

MAFIL inserves the right to reject any order or to delete any processed inquest in accordance with this Agreement or the Terms and Conditions of Use Business Associate agrees that MAFIL, at its sole discretion, may modify and/or terminate its sentences at any time.

