

Outlook

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MONEY

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TEACH THEM YOUNG

Money lessons should start early in life because what children learn in the formative years will determine their future behaviour. From running chocolate banks to delaying gratification, there are plenty of things parents can do to impart financial literacy



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**BHARTI SINGH'S
MONEY WISDOM**





Divya Tusnial, Kolkata

Winner of several Life Insurance awards including 'Agent of the Year', Divya Tusnial is a stellar example of how a homemaker and mother of two children can make a transition to a successful career as a life insurance agent. The biggest challenge to Divya's decision to

enter the insurance field was her traditional family background. But today it is the traditional values of loyalty and care that helps Divya meet her clients' needs with great dedication. "My clients in Kolkata are everything to me. Tata AIA has given me an opportunity to make a name for myself in the industry and also to make a real difference to people's lives. I value the human touch, trust and ethics of Tata AIA Life," says Divya.

Achievements: Divya's achievements include MDRT in 2010, 2011, 2012, 2013, 2015, COT in 2014, TOT in 2016, 2017 and 2018.

Customer speak: "Divya is a highly enterprising and work-oriented individual. I have not come across any individual like Divya who is sincere and very committed towards a task. Once she takes up an assignment, you can rest assured that the outcome will be beyond one's expectations." - Vinod Dugar

Thirupathaiah Ragidi, Warangal

The motto 'Ride the wave of change, else you will find yourself beneath it' best describes Thirupathaiah's professional ethos. Formerly associated with chit funds, Thirupathaiah switched tracks to life insurance after joining Tata AIA Life. He has grabbed every opportunity to grow and succeed with the organization. Today he is considered one of the most successful and trusted advisers according to his clients. "Tata AIA Life provides world class training and takes very good care of the people who join the company," he says.

Achievements: Bagged the status of COT 2018. His next target is to become a TOT.

Customer Speak: "I am completely satisfied with the insurance solutions recommended by Thirupathaiah. He is systematic, professional and completely understands my financial requirements." - B. Soujanya



Trupti Doshi, Ahmedabad

Scores of happy customers would vouch for Trupti's success as a life insurance agent. Associated with Tata AIA Life since 2005, Trupti is one of the best trained Life Planners, who has used her expertise to advise and help secure many lives. Her goal is to serve at least 500 families by 2020.

"Tata AIA Life provides access to the best resources to learn from and collaborates with leading life insurance advisors in the world. It has helped me provide better advice to my customers," she says.

Achievements: Completed MDRT in 2017 and COT in 2018. She was adjudged one of the top 10 Life Planners for the company in 2016-17.

Customer Speak: "Trupti is the perfect financial planner. I have always seen her offer products which suit the customer requirements rather than force her own choice. She is a master at following up to ensure her customer's financial needs are always met." - Deepak Bhanu



Piyali Ray, Kolkata

An accomplished Life Insurance professional, Piyali has been with Tata AIA Life since 2011. Over these years, Piyali has brought great credit to her profession with a strict adherence to ethical practices and stellar client service. Piyali shares the company's pride and honour of being a TOT. This is borne out by her client-focused and result-oriented approach.

"I am supported by a team that offers world-class training, great state-of-art technology for seamless client servicing and great certification programs. Tata AIA Life has really helped me go beyond my limitations to produce stellar results," says Piyali.

Achievements: Piyali has achieved MDRT in 2015, COT 2016 and TOT in 2017 & 2018.

Customer Speak: "I always look for Piyali Ray when I have any life insurance requirements and it always serves me very well. Thank you Piyali and Tata AIA Life!"

Dr. Shubhrajyoti Gupta

