



बीमा विनियामक और विकास प्राधिकरण
INSURANCE REGULATORY AND
DEVELOPMENT AUTHORITY

Ref: IRDA/AGTS/GDL/CIR/108/05/2013

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To

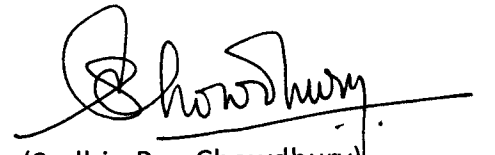
All CEO's of Insurance Companies

Sub: Pre-Recruitment Examination of Insurance Agents

The Authority has been receiving representations from various stakeholders expressing the practical difficulties involved in Recruitment of Insurance Agents. The concerns raised have been examined keeping in view the present market scenario.

The Authority has also noticed that the number of candidates appearing for Pre-Recruitment Agents Examination is gradually reducing for various reasons. Among other reasons, the mandated higher bench mark of 50% marks is identified as major reason which is contributing to reduction in agency force in the country. Therefore, considering the fact that the Agents are under direct supervision of marketing officials of insurers who train them on the job continuously, it has been decided to reduce the pass percentage bench mark to 35% from existing 50% .

In view of this, henceforth candidates who secure 35% or above will be declared "pass" in Agents Pre-Recruitment Examination. This will come into force with immediate effect.


(Sudhin Roy Chowdhury)
Member (Life)