



Newsletter July 2025



Partner Success STORIES

Your Monthly Dose of
PBP Insights & Inspiration





A Special Message



Sandeep Kumar

Head - Strategy, Business Finance & People

PBP Connect captures the **heartbeat of PBPartners** — where every edition fuels motivation, celebrates achievements, and strengthens our shared vision. It gives me immense pleasure to unveil the **July Edition Newsletter**.

July brought a wave of celebrations — from big wins to bold milestones, it was a month of recognition and pride for PBPartners. From the grand **felicitation of Mahasangram winners** in Goa to honouring top Life Insurance performers through the **BALIC OND Thailand Contest**, we've celebrated success in remarkable ways. Our PBPartners were recognized and rewarded for their outstanding contributions — **a true reflection of our commitment to excellence**.

What truly brings this edition to life are the inspiring **Partner Success Stories** — real journeys of grit, growth, and impact from across India. Take a moment to dive in — every page is a **reflection of the passion, purpose, and progress** we share at PBPartners.

Motor Insurance pragati 2.0 July

Let's Grow Together

In **July**, **Pragati 2.0** was successfully **organized across 28 cities in India** — covering both **tier 1** and **tier 2** locations. From **Angul to Yamuna Nagar**, and key hubs like **Bangalore, Jaipur, Jammu, Ludhiana, Navi Mumbai, Surat**, and **Hyderabad**, each city became a platform to connect, collaborate, and grow. Our Motor regional leadership team came together with existing and potential partners to **explore new business avenues**, foster deeper engagement, and forge future-ready partnerships. A special spotlight was placed on **recognising our top-performing partners** — the true trailblazers whose consistent performance, passion, and perseverance are driving growth across the network. From celebrating milestones to setting audacious new goals, Pragati 2.0 stood tall as a true symbol of progress, partnership, and the promise of what's next.



ANGUL



BANGALORE



HYDERABAD



JAIPUR



JAMMU



LUDHIANA



NAVI MUMBAI



SURAT



YAMUNA NAGAR

Ignites in Chandigarh with the Grand Launch of CanH Life Insurance

Phoenix took flight in Chandigarh, marking the high-energy launch of **CanH Life Insurance** and setting a bold tone for future-ready partnerships. This vibrant event brought together a powerhouse of insurance industry leaders, each playing a key role in shaping the future of insurance — **Mr. Dhruv Sarin, CBO, PBPartners**, joined by **Mr. Aryan Singh, Life Insurance BU Head**; **Mr. Rahul Mishra, NSM, Life Insurance**; and key representatives from CanH — **Mr. Rishi Mathur, CDO & CMO**; **Mr. Gaurav Nagpal, VP & Head, Digital SBU**; and **Ms. Shraddha Tripathi, AVP – Digital Partnerships** along with dynamic Insurance Partner **Mr. Lovish Bedi**, whose presence added real-world insights and energy to the occasion. From innovation to inspiration, Phoenix Chandigarh marked a pivotal leap toward **unlocking new business opportunities** and deepening our commitment to collaborative success.



pbp Mitra

Partner-First Support Desk

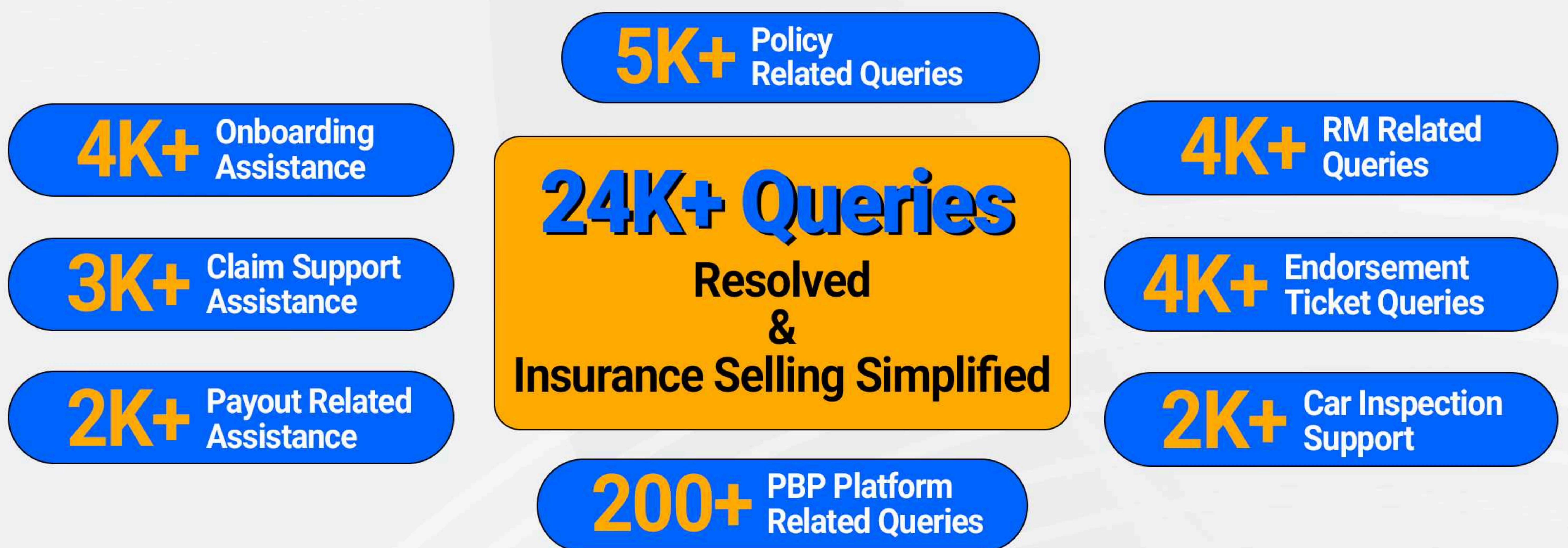
A Story of Trust, Support, and Success

Two months ago, we launched PBP Mitra with one simple mission — to make every partner's journey smoother, faster, and worry-free at PBPartners. It is a smart, unified, **partner-first support desk** designed to address every concern of our partners.

How has PBP Mitra Truly Empowered the Lives of Insurance Partners?

- **Faster Resolutions:** Claims, endorsements, payouts, and queries resolved quickly.
- **Seamless Process:** One platform, one number, no multiple contacts or follow-ups.
- **Business Efficiency:** Quick resolution let partners focus more on growth and business.
- **Trust & Confidence:** Reliable support empowers partners every step of the way.

Key Highlights of PBP Mitra Grand Reach



Connect with us

1800-120-800

Available: Mon-Sun (10AM-8PM)



From Quarterly Wins to Annual Glory Guaranteed Rewards at Every Step

At PBPartners, everything we do is rooted in one purpose—empowering the growth and success of our insurance partners. We believe that consistent performance deserves consistent recognition, not just once, but all year round. To honour the **dedication, consistency, and loyalty** of our agent partners, we have **introduced all-new PBP One Clubs**—a powerful recognition platform that rewards our agent partners at every stage, with **assured benefits through well-defined Quarterly and Annual Clubs**.

Assured Benefits for Club Achievers

By qualifying for the PBP One Clubs, our agent partners **unlock a host of high-value, assured rewards and well-earned recognition**. From business kits, wellness plans, and premium training access to domestic & international trips, recognition trophies, GMC Plan coverage, and exclusive meet-and-greets with top management—each reward is thoughtfully curated to fuel our partners' growth and celebrate their success at every stage.



Partner Success STORY

Taranjeet Singh Sahni
Delhi



“

A Year of Financial Growth and Stability

Over the past year with PBPartners, my journey in the Health insurance segment has been incredibly rewarding. From day one, the process has been smooth, with no hurdles in my workflow.

Reliable RM Support

My relationship manager has been prompt, helpful, and always available ensuring I never feel stuck or unsupported.

Dedicated Claim Support Team

The claim support team is one of the highlights. Their professionalism and transparency help me build lasting trust with clients.

”

Partner Success STORY

Jagdish Prasad Misra Uttar Pradesh



“

A Journey of Growth with PBPartners

I've been working in the health insurance segment with PBPartners for the past two years, and the experience has been nothing short of incredible. The journey so far has helped me grow personally and professionally, giving me the right tools and opportunities to succeed.

Technology That Empowers

One of the biggest advantages has been the PBPartners app. It's extremely user-friendly and offers complete transparency in business operations. I can effortlessly track my activity points, and the on-demand payout feature has made managing finances quicker and smoother.

From Steady Income to Scaling Up

A key milestone for me has been achieving consistent income through my health insurance business. That stability gave me the confidence to take a bold step I've now set up my own office to support a growing team and expand further. This progress has been both rewarding and motivating, and I'm excited to see what the future holds.

”

Partner Success STORY

Anukriti Jajodia
Andhra Pradesh



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From Experience to Empowerment

After dedicating 27 years to LIC as an advisor, I joined PBPartners two years ago; and it has been a game-changer. The transition gave me a fresh perspective and a new way of doing business.

Work-Life Balance That Works

One of the biggest benefits is flexibility. I now manage my own time, work from home, and maintain a much healthier work-life balance. The earning potential here is excellent, with health insurance renewals offering steady and reliable income.

Support That Drives Success

PBPartners has equipped me with top-notch tools, training, and ongoing guidance. Their platform is smooth and efficient, allowing me to focus on growing my business with confidence and ease.

”

Partner Success STORY

Mangal Sen Gupta
Delhi



“

Looking Back with Gratitude

It's been three fulfilling years with PBPartners, and I often look back at the day I left Bajaj Allianz and feel proud of that choice. PBPartners has opened doors I didn't know existed; especially in terms of earnings and ease of work.

RM is Just a Call Away

My relationship manager has been like a guiding hand throughout—always responsive, always kind. It's rare to find such dependable support in today's fast-paced world.

More Than Just Business

The platform is incredibly user-friendly, which saves me time and energy. And the LMC Coins program is a smart and rewarding touch—it gives you that extra nudge to push forward, grow more, and feel truly appreciated.

”

Partner Success STORY

Shiny Rohilla
Delhi



“

Unmatched Support, Always Available

I've been with PBPartners for 1.5 years now, and the journey has been incredibly rewarding. The support from my relationship manager has been exceptional—every time I needed help, they were just a call away, ensuring that my work flows smoothly without interruptions.

Financial Growth and Smart Rewards

Since joining PBPartners, I've seen a remarkable boost in my income. The platform has not only helped me grow financially but also kept me motivated with its Loyalty Program. It truly recognizes and values the efforts we put in, which makes a big difference.

Tech-Driven, Future-Ready Success

The addition of the virtual relationship manager (VRM) has been a game changer. It offers consistent, reliable support that makes running my business even easier. With such strong tools and motivation, PBPartners has empowered me to continuously grow, improve, and succeed—and I'm genuinely grateful for that.

”

Rewards & Recognition



PBPartners Leading with Impact & Winning with Purpose

PBPartners has recently been honored with a series of prestigious accolades, further cementing its stature as a pioneering force in innovation, digital excellence, and impactful communication within the insurance industry. Each recognition is a resounding affirmation of PBPartners' unwavering dedication to empowering agent partners, redefining customer experiences, and driving transformative growth across the insurance landscape.

Proud Moment for



Honoured for Excellence



InsurTech of the Year Gold - 2024-25

5th edition of
Festival of Fintech
Conclave and Awards



Samvaad - Best Transformational Leadership Program

19th Edition Future of Learning &
Development Summit & Awards 2025



Best Regional Communication Campaign

Silver at IMAGEXX 2025
by ADGULLY

PBP MAHASANGRAM RISE OF AVENGERS

JFM Contest

Winners Felicitation - Goa Edition

The Goa Edition of **PBP Mahasangram – Rise of Avengers** was a grand celebration of grit, glory, and growth. After 90 intense days of high-octane performance during our **biggest JFM contest**, the **Power (Motor)**, **Time (Life)**, **Soul (Health)**, and **Mind (CL)** Avengers, the winners of PBP Mahasangram came together in Goa for the victorious celebration. The event witnessed not just the felicitation of winners but a spectacular show of unity, motivation, and recognition. **From roaring applause to shining trophies, from heartfelt stories to joyous moments**—every second in Goa echoed with pride and purpose. Here's to the spirit of our Avengers and the unstoppable momentum of PBP Mahasangram.



Life Insurance

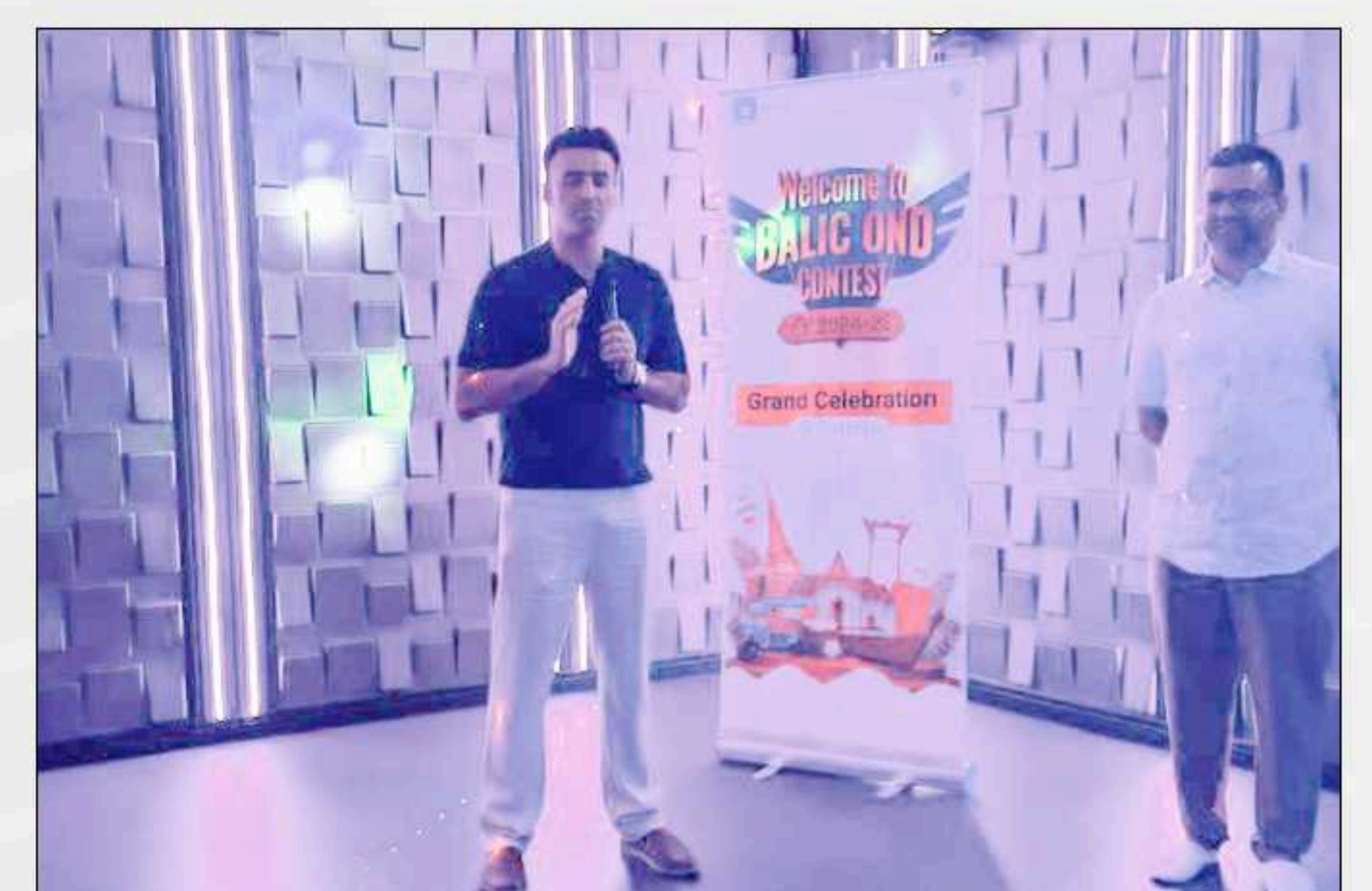
Welcome to BALIC OND CONTEST

FY 2024-25

BALIC OND Thailand – A Celebration of Excellence

An exclusive and inspiring gathering was held in the scenic beauty of Thailand, **dedicated to the PBPartners Life Insurance team** in collaboration with **Bajaj Allianz Life Insurance**. This special event was organized to honour the winners of the BALIC OND Thailand Contest.

Leading the event were our **CBO, PBPartners, Mr. Dhruv Sarin, and Mr. Rohan Chaudhri, Senior Vice President - Head of Digital Partnerships at Bajaj Allianz**, who engaged the team with forward-looking discussions on growth and innovation. Adding further value were powerful sessions by **Mr. Aryan Singh, Life BU Head, PBPartners** and **Mr. Rahul Mishra, NSM, PBPartners** who inspired everyone with their vision and drive. The evening culminated in a **grand Recognition & Rewards ceremony**, honouring top achievers for their relentless dedication. This was followed by a **spectacular celebration filled with music, dance, and unforgettable moments**—a perfect finale to a journey of hard work, passion, and shared success.





parivartan

Leadership Development Program

Parivartan is our **leadership excellence training initiative** designed for PBPIans who have progressed from individual contributors to strategic people managers and influential leaders. **launched with the North Zone on 21st July 2025**, the program will be rolled out across all zones to build a strong, future-ready leadership pipeline across PBPartners. This recently conducted **two-day intensive training program** on people management is structured to instill a growth-oriented mindset, drive execution excellence, and strengthen business and financial acumen. Above all, it aims to foster deep self-belief and leadership confidence—**empowering our emerging managers to inspire, influence, and deliver impact at scale.**



PBP LINKLINE

HR Initiative

Creating Happiness and Empowering Performance

After energizing teams in Dehradun, Jaipur, Bangalore, Pune, Kolkata, and Chandigarh, **PBP Linkline continues** to create a powerful ripple effect in **Ahmedabad, Gurugram, Chennai, Guwahati, Mumbai and Lucknow** — fostering deeper connections and driving cultural transformation. With every city visit, PBP Linkline is not just reinforcing our values of transparency and performance — it's actively **empowering teams**, boosting morale, and building a unified vision for growth. It's more than just dialogue; it's about aligning teams with a shared vision of success. As we move forward, PBP Linkline will continue its journey across new cities, igniting inspiration, reinforcing culture, and shaping the future of PBPartners together.



AHMEDABAD



LUCKNOW



CHENNAI



GURUGRAM



MUMBAI



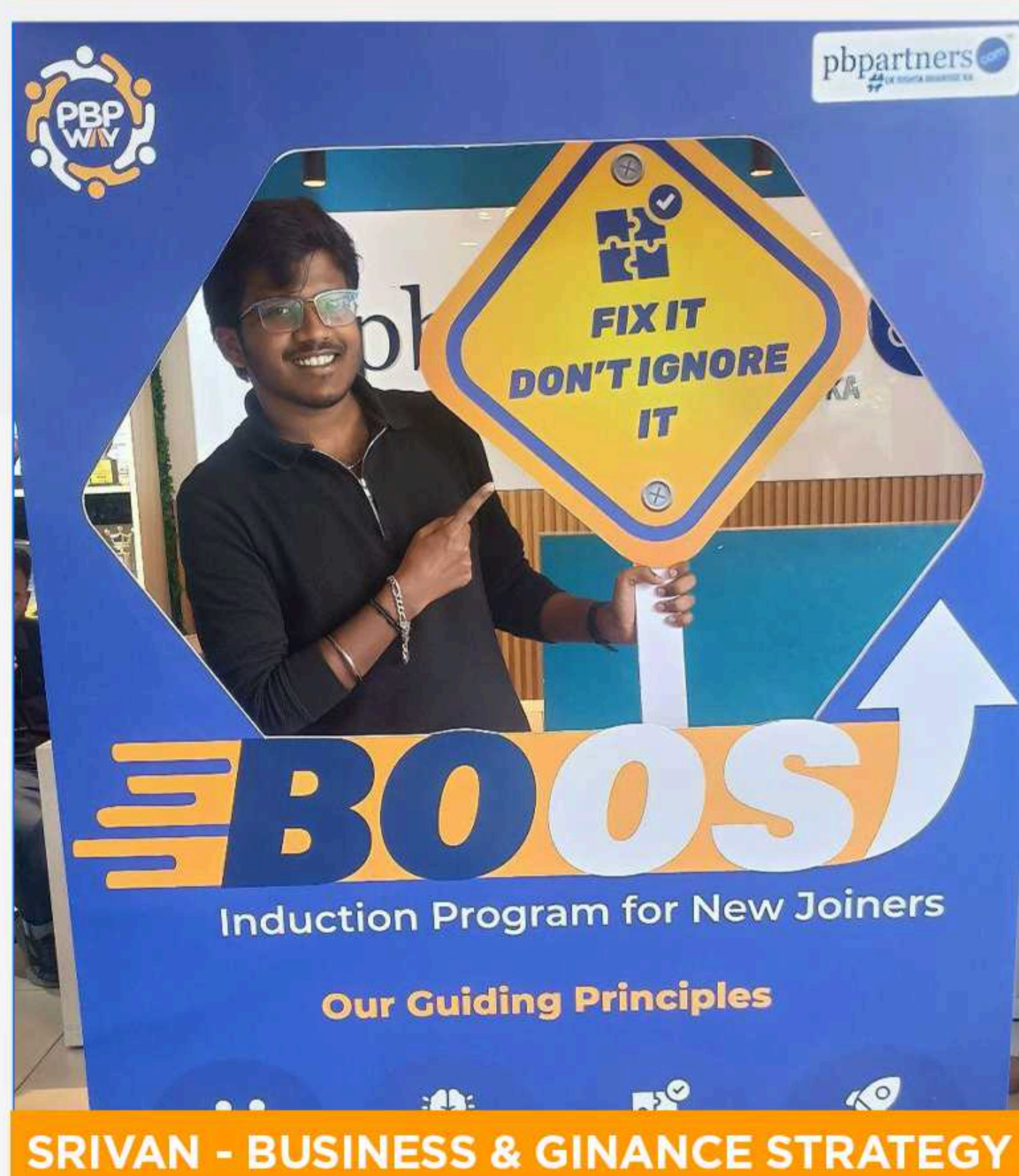
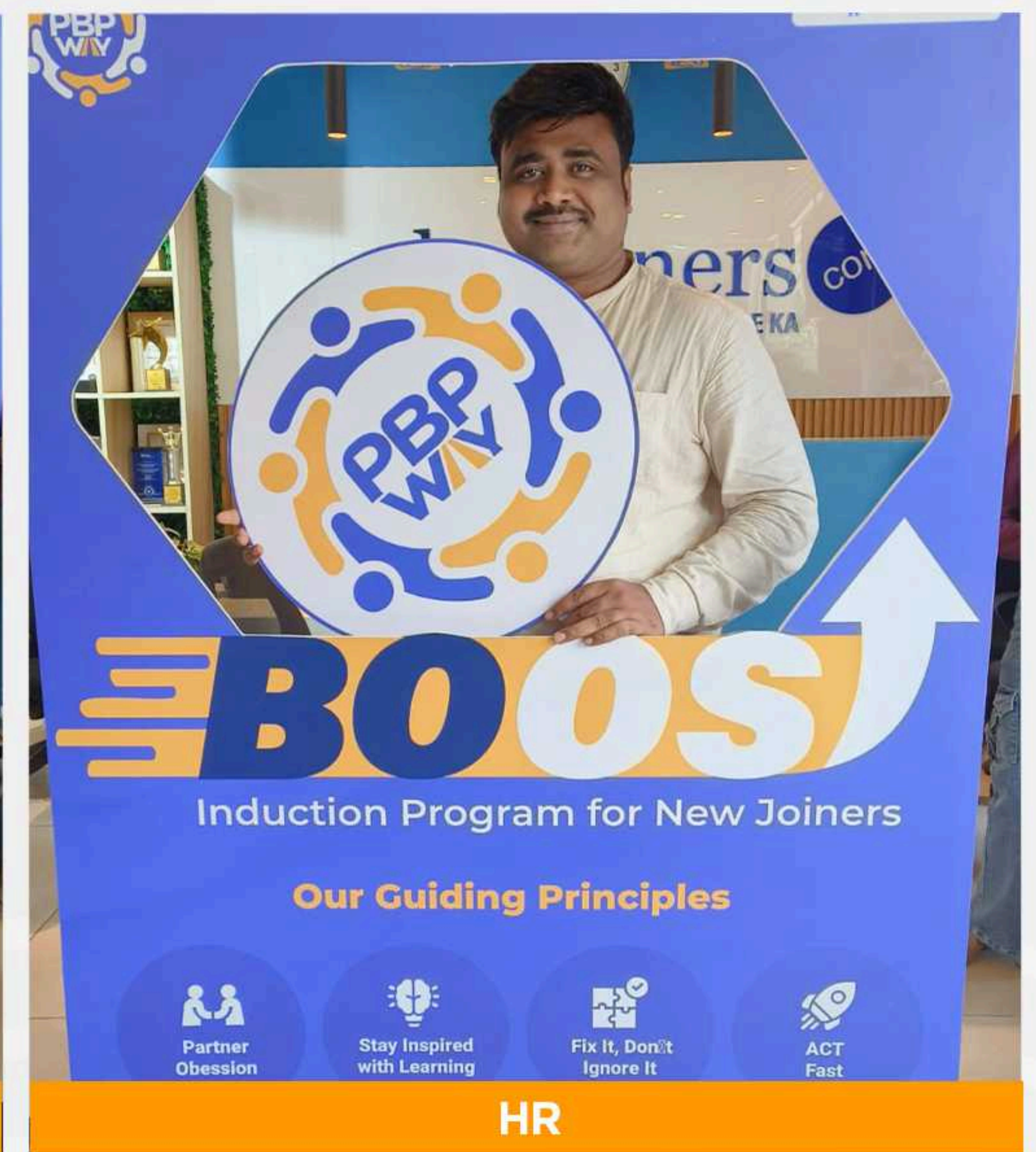
GUWAHATI

HR Initiative **BOOST**

Induction Program for New Joiners

Newly Launched Induction Program for NuPbpians

At PBPartners, we believe every new beginning deserves a powerful start. To ensure our newest team members feel truly connected and empowered, we recently hosted an engaging and thoughtfully designed **induction program** under the banner of **Project BOOST**. This program wasn't just about onboarding—it was about immersing our new joiners in the vibrant culture, core guiding principles, and dynamic energy that define PBPartners. Through interactive sessions, meaningful dialogues, and expert-led insights, we **set the stage for a journey of growth, purpose, and success** for our newly joined PBPIans.



PBPartners Launches



Let the Games Begin

PBPartners proudly kicks off PPL, the phase-wise launch of the much-awaited PBP Premier League — **exclusively organized for our PBP FOS teams** across the **North, South, East, West, and Central regions**. The league is already off to a thrilling start, with matches lighting up key cities like **Ahmedabad, Bangalore, Chandigarh, Chennai, Gurgaon, Indore, Ludhiana, Patna, Pune, Raipur, Rajkot, and Vadodara**. With every match, excitement is at another level, bringing alive the true spirit of cricket and camaraderie. But PPL is more than just a game — it's a **showcase of passion, teamwork, and the competitive energy** that defines PBPartners.



AHMEDABAD



CHANDIGARH



GURGAON



VADODARA



RAIPUR



CHENNAI



INDORE

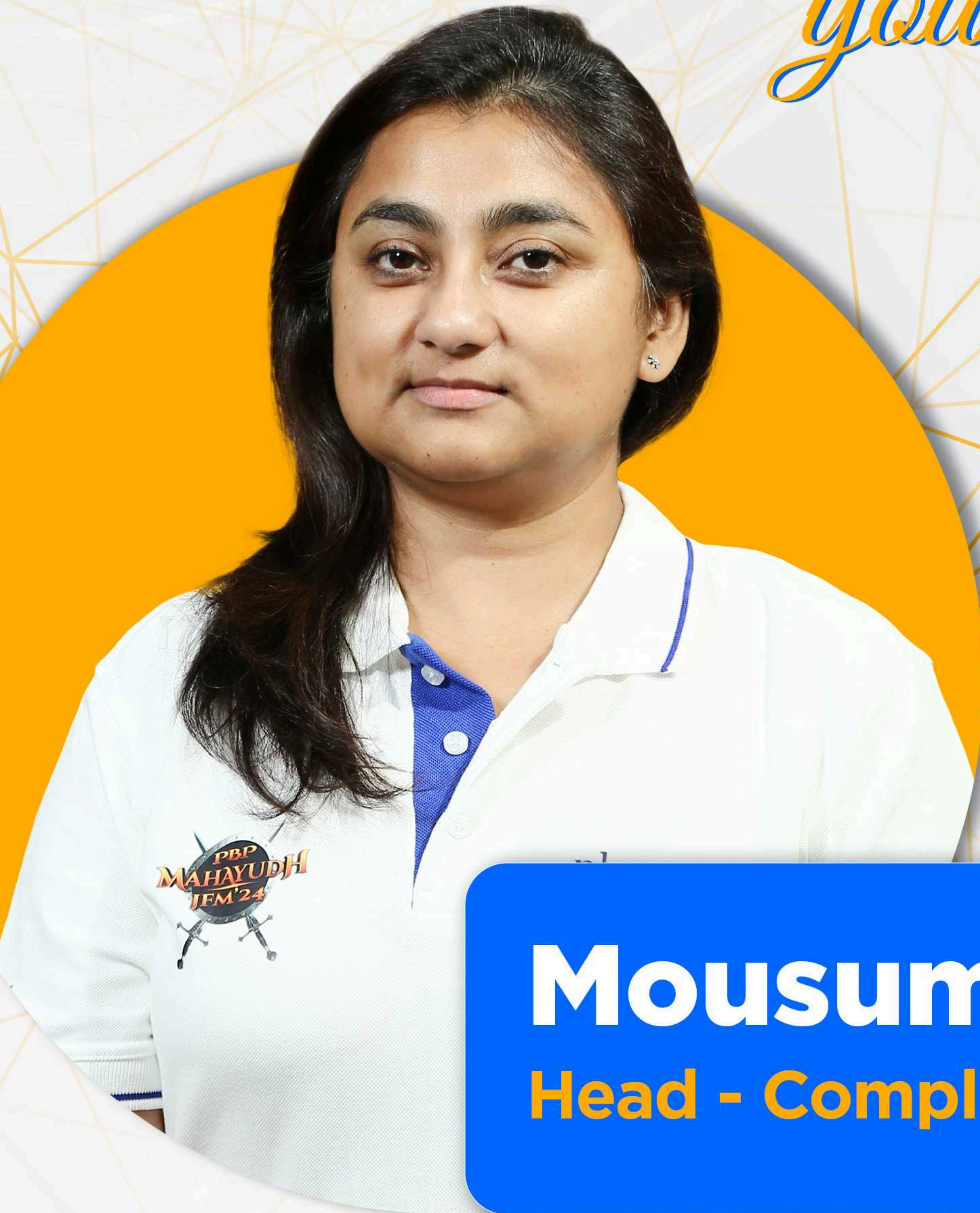


LUDHIANA



PUNE

Know *your* Leader



Mousumi Dasgupta

Head - Compliance

Mousumi has been a key pillar at PBPartners, serving as **Vice President – Compliance, Regulatory Affairs and Business Excellence**, for over four years, even prior to the official launch of PBPartners. She has played a **transformative role in strengthening the organisation's regulatory framework**, driving end-to-end compliance, and embedding a culture of governance and operational excellence. With over 20 years of distinguished experience in the insurance industry, Mousumi is a **recognized expert in Compliance, Regulatory Affairs, Risk Management, and Operational Transformation**. She has held leadership roles at industry giants like ICICI Prudential Life Insurance, Apollo Munich Health Insurance, and Aditya Birla Health Insurance, where she led several high-impact initiatives to align business functions with regulatory standards. At PBPartners, her strategic leadership continues to power the organization's journey toward becoming a compliant, efficient, and future-ready insurance platform—anchored in integrity and excellence.

Rapid Fire Round

with Mousumi Dasgupta



Q Your morning mantra before work begins?

Everything I need is within me: An affirmation of inner strength that I am worthy just as I am.

Q One thing always in your handbag?

My Spectacles

Q The most-used phrase in your team meetings?

It's a compliance issue

Q If not compliance, what would you be doing?

Travelling the world solo

Q How do you unwind after a long day of compliance firefighting?

Music and Wine

Q How many alarms before you actually wake up?

After a single snooze

Q Fitness routine: Yoga, walk, or gym?

Walk

Q Your secret to staying disciplined?

Being structured, Writing down goals with deadlines, Tracking progress, Being consistent through building halbur

Q If you could swap roles with anyone at PBPartners for a day, who would it be and why?

With Sanjay Singh Chauhan, to understand how relationships are built, maintained and how negotiations are made with multiple insurers.

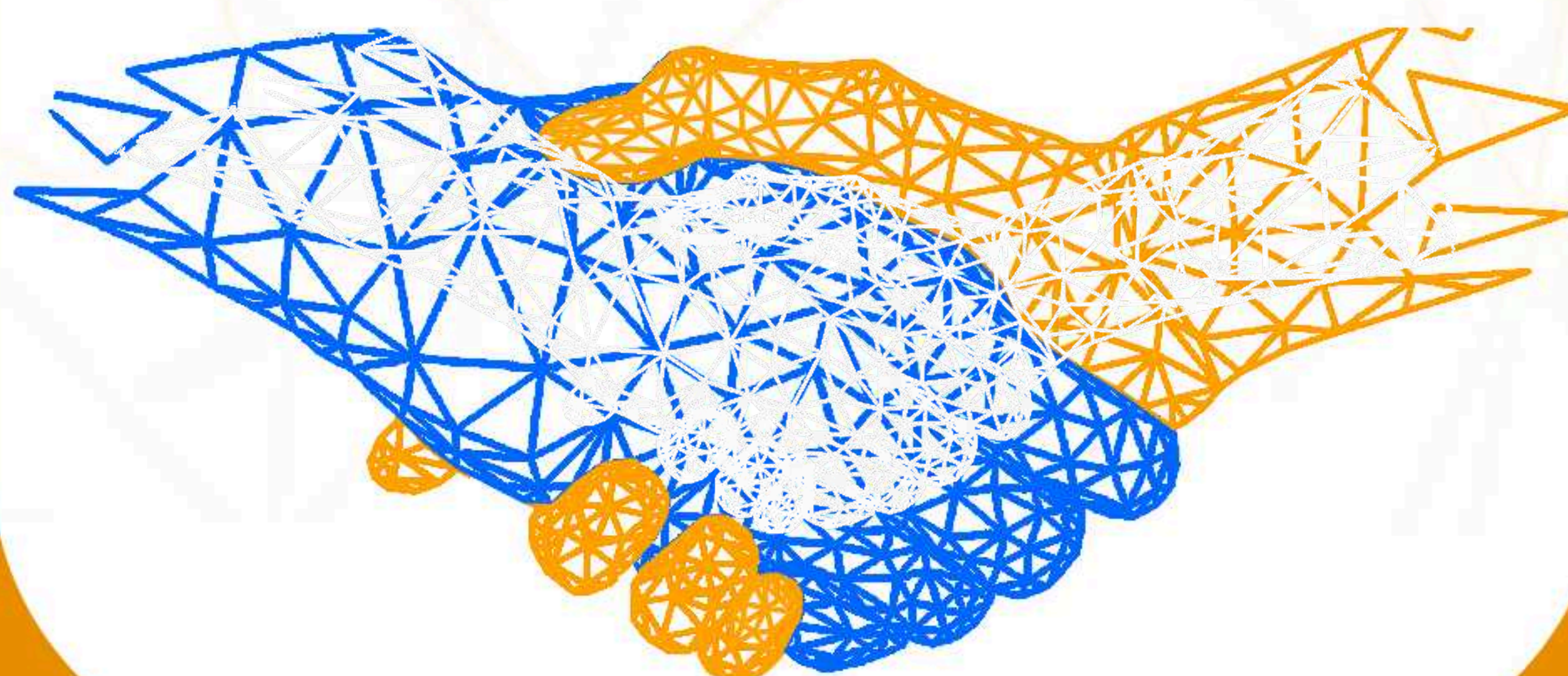
Q Which app do you absolutely need—other than PBPartners?

Zomato

Q A book that fundamentally shifted your thinking on success or failure?

Rebecca by Daphne du Maurier

pbp **CONNECT**
Newsletter
July 2025



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Youtube