

FAQs - Addition of Discount Type where Existing Customer discount is applicable in ABSLI Nishchit Aayush Plan V06

Q1. How is Nishchit Aayush customer identified as ABC Existing customer?

Ans. Based on the premium contribution and PPT logic the customer becomes eligible for existing customer discount.

Q2. Where will the discount type for ABC existing customer be displayed?

Ans. The Discount type will be displayed as a separate card below the Avail Discount option.

Q3. What are the options in the ABC Existing customer discount?

Ans. There are 2 options for Existing customer discount (a) Discounted 1st Premium (b) Income Enhancement

Q4. How does option (b) Income Enhancement work?

Ans. The below image displays the Income Enhancement option. In this option the discount will be distributed equally against the survival benefit across the Policy term of the plan. This will be default option in LEAP.

ABSLI Nishchit Aayush Plan
SUM ASSURED - Rs. 50,00,000.00
[Details](#) 

**Avail Discount !**

Avail Discount >

☐ I don't have an existing policy with Aditya Birla Sun Life Insurance.

ABC Customer Benefit Option
☐ Discounted 1st Premium ☒ Income Enhancement
Increased benefit payout for the entire payout duration of the policy.

Q5. How does option (a) Discounted 1st Premium work?

Ans. The below image displays the Discounted 1st Premium option. In this option the discount will be deducted upfront from the first year premium amount of the plan

The screenshot shows the 'ABSLI Nishchit Aayush Plan' interface. At the top, a red banner displays 'SUM ASSURED - Rs. 50,00,000.00' and a 'Details' link with a dropdown arrow. Below this, the 'Avail Discount !' section features a green tag icon, a text input field labeled 'Enter ABSLI Policy Number', and a red 'Avail Discount >' button. A checkbox is present with the text 'I don't have an existing policy with Aditya Birla Sun Life Insurance.' Below this, the 'ABC Customer Benefit Option' section shows two radio buttons: 'Discounted 1st Premium' (which is selected) and 'Income Enhancement'. A note at the bottom states 'Discount will be applicable only on the 1st year premium.'

Q6. Does the option apply to all channels?

Ans. Yes, this option applies to all channels.

Q7. Is there default selection in the D2C journey?

Ans. Yes Income Enhancement option is selected by default in the D2C journey.

Q8. Is this discount type built on EApp? If yes, where will we locate the same?

Ans. Yes, the ABC Existing customer discount is built on EApp as well. It will appear as a pop-up when the Generate Illustration button is clicked. The user will have to select one of the option in the Discount type dropdown and proceed ahead.

Rest of the process is unchanged where we ask for PAN from the user to match an existing policy.

If the same is not matching then the policy number is asked to check for existing customer.

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Insurance Company Limited

Congratulations !!!!! Mahesh Gundekar

Based on the product chosen,you are eligible for a discount if you are an existing ABSLI Policyholder.

Disclaimer: The applicant's role must be of Proposer or Primary Owner; then only Existing Customer Discount will be applicable, else not.

Type of Existing ABSLI Customer Discount

--Select--

Does customer have PAN ?

☒ Yes

☐ No

Please declare the PAN here only. PAN won't be asked in Customer Details section.

* Permanent Account Number (PAN) ⓘ

Enter PAN No.

Details

: Mr. Mahesh Gundekar

: ABSLI Nishchit Aayush Plan

Quick Values

ured

: Rs 5,300,000.00

ent Premium

: Rs 553,850.00

View Customer Profiler

Calculate

Generate Illustration

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Type of Existing ABSLI Customer Discount

Premium Discount

Does customer have PAN ?

☒ Yes

☐ No

Please declare the PAN here only. PAN won't be asked in Customer Details section.

* Permanent Account Number (PAN) ⓘ✔

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Apply Discount

PAN Validated and Aadhaar is seeded to the PAN

: Mr.

: ABS

ured

ent Prem

Calculate

X

Congratulations !!!!! Mahesh Gundekar

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Disclaimer: The applicant's role must be of Proposer or Primary Owner; then only Existing Customer Discount will be applicable, else not.

Type of Existing ABSLI Customer Discount

Premium Discount

Does customer have PAN ?

☒ Yes ☐ No

Please declare the PAN here only. PAN won't be asked in Customer Details section.

* Permanent Account Number (PAN)

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* Existing ABSLI Policy

Enter ABSLI Policy Number

Q9. How do we display the ABC Existing Customer in Sales Buddy?

Ans. Based on the eligibility criteria the user will be able to select ABC Existing customer discount check box. Based on the check there will be dropdown available for selecting the type of discount which the customer wants as an existing client. The same can be selected and then presentation can be created.

Additional Options

☐ Proposer different than Life Insured?

☐ ABG Employee

☒ ABC Customer

ABC Customer

Benefit Option

Premium Discount

☐ NRI

Create Presentation

Plan Summary

Q10. Which all LOBs are currently applicable in the ABC Existing customer discount?

Ans. Currently only ABSLI existing customers are considered for ABC Existing Customer Discount. Gradually, we will be adding all the ABC LOBs customers under this discount.