

2022 BUSINESS AND DEVELOPMENTAL PLAN

KEY RESULT AREA	TARGETS	PLANS AND ACTIVITIES
I.PRODUCTS		
1. Basic Life Insurance Plan (BLIP)	<ul style="list-style-type: none"> ✓ Amendment of IRR ✓ Reinsurance 	<ul style="list-style-type: none"> ✓ Review and study the current IRR ✓ Finalize and recommend for submission to IC
2. Credit Life Insurance Program (CLIP)	Due: 3 rd Quarter of 2022	<ul style="list-style-type: none"> ✓ Finalize partnership to other Insurance Company
3. Dakila Program	Automatic membership to all exit age members	<ul style="list-style-type: none"> ✓ Formulate Policy ✓ Send notice to exit members ✓ Massive campaign
4. Partnership for Health Insurance Product	Due 4 th Quarter of 2022	<ul style="list-style-type: none"> ✓ Coordinate with HMO or other Insurance Company offering HMO
II.MEMBERSHIP AWARENESS		
1. Awareness of current members	100% renewal persistency	<ul style="list-style-type: none"> ✓ Orientation Seminars ✓ Re-arrange Video Product Presentation ✓ Partners Visitation
2. Recruitment of New Members and partners	1,000 new members for 2022	<ul style="list-style-type: none"> ✓ Study the need of Membership Coordinator ✓ Review recruitment Incentive
III. GOVERNANCE DEVELOPMENT		
1. Functioning Board of Trustees and Committees	Quarterly Regular Meetings for BOT and Committee	<ul style="list-style-type: none"> ✓ Scheduled Regular and Committee Meetings ✓ Orientation Seminar for BOT ✓ In-house Governance & AMLA Seminar
2. Review & Planning	Awareness of the association target	<ul style="list-style-type: none"> ✓ Schedule a Review & Planning Session
3. Manuals and Policy Updates	Completion of the Policy Manuals	<ul style="list-style-type: none"> ✓ Scheduled assigned Committee
IV.COMPLIANCE REPORTING		
1.Regulatory Compliance	<ul style="list-style-type: none"> 1. 2023 Business Permit Renewal 2. On time submission of reports and compliance 	<ul style="list-style-type: none"> ✓ Calendar of Activities pertaining to Compliance ✓ Compliance Officer to be aware of those Mandatory Compliance ✓ Assigned Person in-charge for every compliance ✓ Avoid penalty ✓ On time submission
	Comply the Tax	<ul style="list-style-type: none"> ✓ Review submitted application ✓ Follow up status of submitted

2.Tax Exemption	Exemption Application	documents ✓ Closely monitors updates about the status
V. FINANCIAL STABILITY		
1.To increase assets to Php30M by the end of 2022	Enhance revenue thru increasing membership	✓ Closely coordinate collection ✓ Monitor prompt remittance from partners
2.Generate Surplus	Enhance Revenue and tight control of admin expenses	✓ Prepare budget ✓ Review budget regularly