

THE CANARA BANK OFFICERS' ASSOCIATION (Regd.)

Registered under Trade Unions Act, 1926 at Mumbai.

(Affiliated to AIBOC & AINBOF)



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Good morning friends,

Enough awareness is created among the office bearers on TP products:

Let's be clear.

1. We are not against the third party products and it's income to the Balance sheet.
2. Availability of third party products should help our Bank to retain the customers if they want to avail such products.
3. It can't be sold at the cost of our core products.
4. No incentive to be attached to any cadre for selling the TP products which always encourages some avarice individuals even to compromise with the advances customers and credit policies, ultimately resulting in NPA- LOSS.
5. Any incidental incentives should go to the Bank's income.
6. If at all we need to accelerate the selling of TP products, it shall be carried out by a SEPARATE VERTICAL and shall not be thrust on the branch managers who are expected to concentrate more on the core business like CASA and RECOVERY.
7. The Indian customer behaviour: After investing in some long term instruments like FD in the bank for safety, the surplus available in SB is only invested in TP products and such investments have negative impact on the CASA deposits of the Bank.
8. Reviewing the branch managers in the presence of REPRESENTATIVES FROM TP company shall be avoided.

All the office bearers are requested to go through the above and conduct meetings to create awareness among the members.

Study the local impact deeply and thoroughly which shall be an agenda in the ensuing CLJM and get our observations & objections registered.

Manimaran G V
General Secretary