



FIFA

FOUNDATION OF INDEPENDENT FINANCIAL ADVISORS



Saarthi Zaroori Hai®

FIFA July 2023

We are proud to announce
new members of FIFA



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VIJENDRA SAGARE

DS Capital

General | Ind | Sangli | O2516



PRADEEP KASETIYA

Pradeep Kurjibhai Kasetiya

General | Ind | Mumbai | O2519



RAJESH GAIKWAD

Capital Care Investments

General | Indv | Nagpur | O2517



SANDEEP HARDAS

2SQUARE ENTERPRISES

General | N.Indv | Nagpur | O2520



BHAVYA SHARMA

Bhavya Sharma

General | Ind | Mumbai | O2518

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Seva Investments

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SWAPNIL GIRGAONKAR

Infinity investments and insurance

General | Indv | Aurangabad | O2524



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Trust Insured

General | N.Indv | Gurgaon | O2522



SANJAY MUNDADA

Sanjay Mundada

General | Indv | Parbhani | O2525



AJIT DHARWADKAR

Ajit Dharwadkar

General | Ind | Vadodara | O2523

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KAUSTUBH KULKARNI

Kaustubh Kulkarni

General | Ind | Aurangabad | O2526



SANTOSH BAHETI

Profit + Investments

General | Indv | Aurangabad | O2529



BHALCHANDRA GOLE

Bhalchandra Dattatraya Gole

General | Ind | Aurangabad | O2527



VIJAY KHEDKAR

Vijay Khedkar

General | Ind | Parbhani | O2530



ATUL NAIK

Atul Yadavrao Naik

General | Ind | Aurangabad | O2528

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SUHAS KOKADWAR

Ganraj Investment

General | Ind | Parbhani | O2531



SHAMALI DALAL

Step Up Financials

General | Indv | Thane | O2534



DEVYANI RATHOD

SR Wealth

General | Indv | Pachora | O2532



SANJAY BOTHRA

Sanjay Bothra

General | Ind | Balaghat | O2535



PARAG CHAUDHARI

Parag Chaudhari

General | Ind | Jalgaon | O2533

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PRAVEEN BOTHRA

Praveen Bothra

General | Ind | Nagpur | O2536



SANDEEP DUBAL

Hetal Finserv Private Limited

General | Ind | Pune | O2539



MOHAN BALANI

Mohan Balani

General | Ind | Nagpur | O2537



SHOBNATH MISHRA

Shobnath Mishra

General | Ind | Pachora | O2540



KUNDAN BHARAMBE

Kundan Investment

General | Ind | Faizpur | O2538

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SUNITA VANDOLE

Harshada Investment

General | Ind | Jalgaon | O2541



MANJUSHA PALSUTKAR

Manjusha Palsutkar

General | Ind | Nagpur | O2544



SHEETAL MAZUMDAR

Sheetal Avinash Mazumdar

General | Ind | Bhusawal | O2542



VINAYAK PEDNEKAR

Bhagwati Investments

General | Ind | Mumbai | O2545



NILESH MISHRA

Shraddha Invstment

General | Ind | Pachora | O2543

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TANMAY BHAVSAR

Evershine Wealth

General | Ind | Mumbai | O2546



ANIRUDDH DESAI

Greenedge Capital Advisors Private Limited

General | N.Indv | Mumbai | O2549



KAMLESH MEHTA

KMSS Insurances & Investment Solution

General | Ind | Mumbai | O2547



DARSHANA SONNI

Keyung Enterprises

General | N.Indv | Mumbai | O2550



PRASANNA BVS

Wealth Management services

General | Ind | Bangalore | O2548

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RAKESH JOGU

Rakesh Ashok Jogu

General | Ind | Mumbai | O2551



NEHAL MODI

Finoak Pvt Ltd

General | Ind | Mumbai | O2553



RAKESH YADAV

Kasturi Capital Services

General | Ind | Thane | O2552



NIDHI SHAH

DS Financials

General | Ind | Panjim | O2554



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Felicitation programme



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On **5th July 2023**, Nagpur Team had organised Felicitation programme to three of FIFA Members.

The journey towards the success story of: -

- **Think Finserv Pvt Ltd**
- **Bhavesh Khetan**
- **Om Apex Investments Pvt Ltd**

There were more than **160 MFDs** who attended the session.

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*In conversation with
Mr. Sanjay Khatri*



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On **7th July 2023**, FIFA had organised knowledge sharing session in Aurangabad in coordination with MIFAA

Mr. Sanjay Khatri was the speaker for the session

Topic : **Mission Impossible or Mission I M Possible**

There were more than **80 MFDs** who attended the session

FIFA July 2023

*In conversation with
Mr. Sanjay Khatri*



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On **8th July 2023**, FIFA had organised knowledge sharing session in coordination with KIFAA

Mr. Sanjay Khatri was the speaker for the session

Topic : **New Ideas to grow AUM**

There were more than **90 MFDs** from Jalgaon, Bhusaval, Nandurbar, Chopda, Chikhli, Kandwa, & Burhanpur who attended the session

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*In conversation with
Mr. Rajesh Minocha*



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On **13th July 2023**, Mr. Rajesh Minocha, general member from Hyderabad had conducted Investor Advisor Program at two places in Mumbai

One : Jamnalal Bajaj Institute Of Management Studies at Churchgate.

There were more than **50 students** who attended the session

FIFA July 2023

*In conversation with
Mr. Rajesh Minocha*



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On **13th July 2023**, Mr. Rajesh Minocha, general member from Hyderabad had conducted Investor Advisor Program at two places in Mumbai

Second : Exim Bank employees at World Trade centre

There were more than **40 employees** from Exim Bank who attended the session.

He has launched a book, Retire on your terms. Amazon has given him the best seller tag. It had achieved an all-time high rank of 1357 amongst all books.

Here are the details on the book: <https://amzn.to/46hwYIU>

FIFA July 2023

*In conversation with
Mr. Sanjay Khatri*



On **20th July 2023**, FIFA had organised knowledge sharing session in Mumbai in coordination with Mr. Rajesh Doshi and his team.

Mr. Sanjay Khatri was the speaker for the session

Topic : Decoding the core of retail distribution

There were more than **106 MFDs** who attended the session.

New individual ARN registration declines by 14%



4,430 individuals join the MF industry in April-June 2023 as against 5,173 during the same period last year.

The first quarter of FY 2023-24 saw a reduction in new individual ARN registration, shows an analysis of industry data available with Cafemutual. The total number of individual ARNs declined by 14% from 5,173 in April-June 2022 to 4,430 in April-June 2023.

Month	2023	2022
Apr	1,541	1,722
May	1,505	1,648
Jun	1,384	1,803
Total	4,430	5,173

Attributing this trend to the declining commission, Sandeep Bagla, CEO, Trust MF said, "With the expected TER rationalisation, earnings are likely to be only lower going forward. Besides, online direct platforms have made the competition stiff."



He further said, "Other financial products like insurance offer not only upfront commission but also a comparatively higher trail commission. Thus, many new people may not consider mutual fund distribution as a viable career option."

Citing the dip to be marginal Gaurab Parija, Head-Sales & Marketing, Bandhan MF, said, "This could merely be a seasonal decline and there is no reason to worry. Let's wait and see if any significant trend picks up going forward."

Overall, 2.39 lakh individuals and corporates have a valid ARN/EUIN as on June 30, 2023.

WE ARE OPEN TO CONTRIBUTIONS FROM OUR VALUED MEMBERS!

The editor is open for interesting contributions from our members. It can range from IAP programme snapshots or pictures/snippets of fun events conducted for investors, to fun anecdotes as well as any valuable inputs you would like to share! Please write to nisreen@moneyworks.co.in to get featured in our next edition.

Our New Website www.fifaindia.org is **Live Now** Kindly click on **Members Login** and pay your renewal fees for the **FY 2023-24**.



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