



Confederation of All India Traders

Empowering Indian Retail Trade



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Mission Statement

To empower and unite traders across India, promoting their economic growth, social welfare, & environmental sustainability, while fostering a spirit of entrepreneurship, innovation, and cooperation.

These statements reflect CAIT's role as a representative body for traders while emphasizing its commitment to promoting Economic growth, social welfare, and environmental sustainability.



Vision Statement

To establish CAIT as the premier national trade organization, championing the interests of traders, and contributing to India's economic prosperity by:

- Strengthening the trading community through education, training, and capacity building.
- Advocating for policies and regulations that promote fair trade practices, ease of doing business, and trader welfare.
- Fostering partnerships with government, industry, & civil society to drive economic growth, innovation, and social responsibility.
- Promoting digital literacy, e-commerce, & technology adoption among traders to enhance their competitiveness.
- Encouraging sustainable business practices, environmental responsibility, and social accountability among traders.



Short Term Goals 2025

4 Goals



Membership Expansion:

Increase CAIT's membership base by 20% annually, covering at least 50% of India's trading community.



Advocacy and Policy Influence:

Successful advocate for at least 5 key policy changes or reforms benefiting the trading community, in collaboration with the government.



Digital Literacy and Adoption:

Train and support at least 1 lakh traders in digital literacy, e-commerce, and technology adoption.



Trade Facilitation & Ease of Doing Business:

Collaborate with government agencies to simplify trade procedures, reduce compliance burdens, and improve the ease of doing business for traders.



Financial Inclusion and Access to Credit:

Facilitate access to affordable credit and financial services for at least 50,000 traders, in partnership with banks and financial institutions.



Long Term Goals 2025-2030



Establish CAIT as a Thought Leader:

Position CAIT as a leading think tank and advocacy body for the trading community, influencing national policies and agendas.



Universal Membership:

Achieve 100% membership coverage of India's trading community, making CAIT the single, unified voice of traders.



E-Commerce and Digital Transformation:

Enable at least 50% of CAIT's members to successfully transition to e-commerce and digital platforms, enhancing their competitiveness and revenue growth.



Trade Promotion and Export Development:

Establish CAIT as a key facilitator of India's international trade, promoting exports and supporting traders in accessing global markets.



Social Responsibility and Sustainability

Embed social responsibility and sustainability practices within the trading community, promoting environmentally friendly and ethical business practices.



Advocacy & 5 Policy Changes

Mainline Recognition

Instead of using the term "Offline," CAIT should push for the government to adopt the term "Mainline" in all official communications. This change in terminology will help recognize the importance of traditional traders and retailers in the Indian economy

Cyber Crime Protection

CAIT should work with the Ministry's of Home Affairs and Finance to safeguard traders from cyber crimes. This can be achieved by creating awareness programs and advocating for policies that prevent the freezing of entire bank accounts in case of cyber crimes.

E-Commerce & Quick Commerce Policy

CAIT should represent the interests of traders before the Commerce and Industry Ministry to establish a strict e-commerce policy with a regulatory body. This will help protect the interests of small traders, including those in the Kirana, medical, vegetable, bakery, and mobile store sectors.

GST Law Amendments

CAIT should demand amendments to the GST law to make it easier for businesses to comply with the regulations. This will help reduce the burden on small traders and retailers.

Pension for Traders

CAIT should advocate for a pension scheme for traders, recognizing their contributions to the Indian economy. This will help provide financial security to traders in their old age.





National Leadership Targets

- ⚙️ Corporate Membership Registration: 500 Members
- ⚙️ Life Membership Registration: 2000 Life Members



National leaders will be responsible for traveling to different states to achieve these targets, with support from state leadership.

5 Membership Expansion

To achieve significant growth in membership we have set 2 tier targets for 2025:

State Leadership Targets

- ⚙️ Association Registration: 2000 Associations
- ⚙️ Individual Membership Registration: 5,00,000 Individuals

State leaders will focus on traveling within their respective states to register associations and individual members.





How to Achieve It?



National leaders will work closely with state leaders to achieve corporate and life membership targets.



State leaders will leverage their local networks to register associations and individual members.



Regular progress reviews and feedback sessions will be conducted to ensure targets are being met.

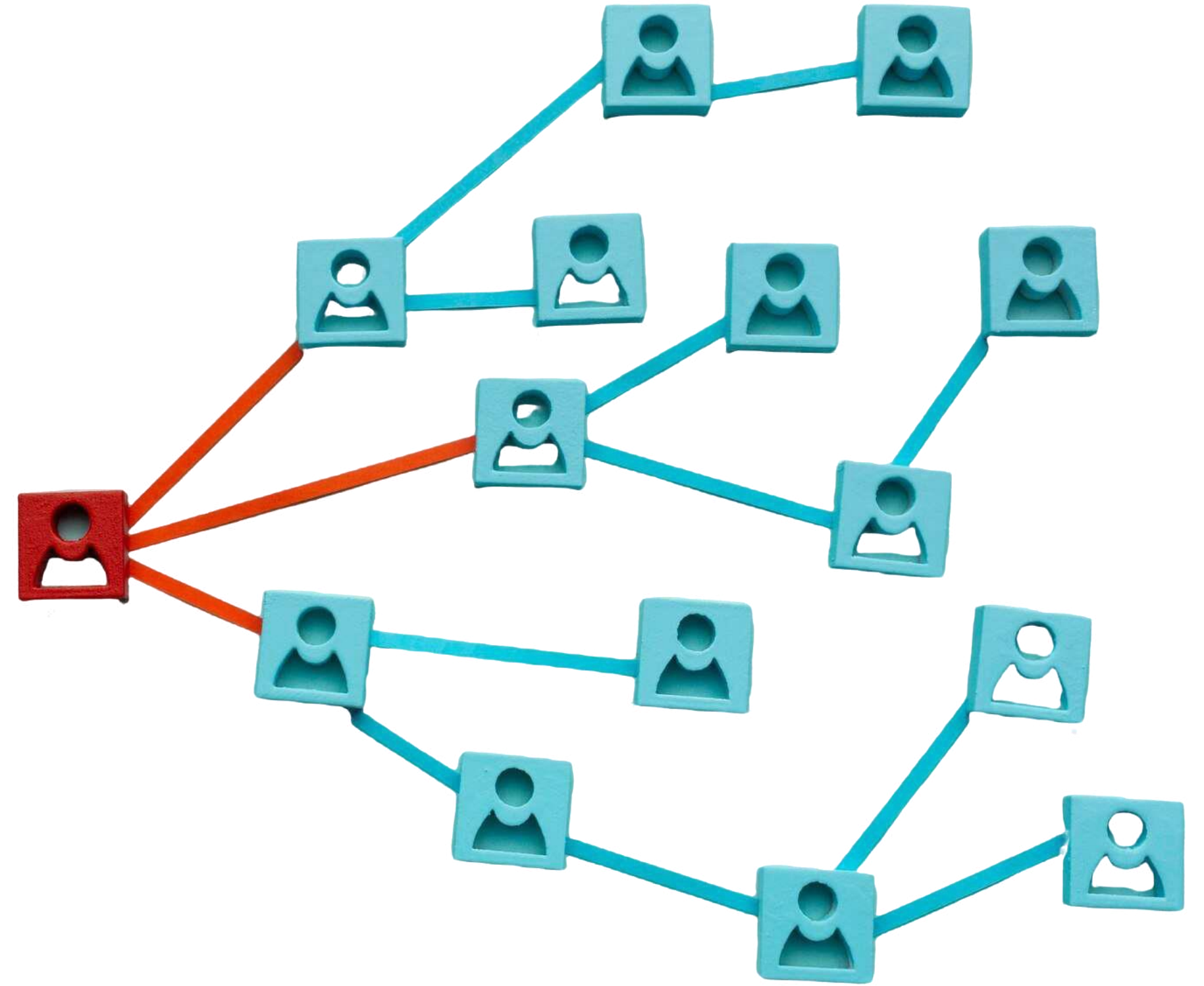


By working together and leveraging our leadership's strengths, we are confident that we can achieve these ambitious targets and significantly expand our membership base in 2025.



Roles & Responsibilities

Position brings Responsibilities,
Responsibilities drive focus,
Focus enforces planning,
Turning into actions,
Bringing desired success.





6 Chairman



Guidance

Provide guidance and mentorship to the CAIT National Committee and other leaders.



Strategic Advisory

Offer strategic advice on key issues affecting CAIT and the trading community



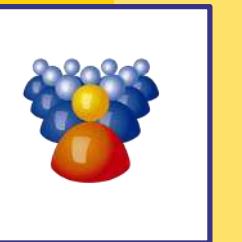
Fundraising

Assist in securing funding and resources to support CAIT's initiatives



Networking

Leverage their network to promote CAIT's interests and objectives.



Ambassador

Serve as a brand ambassador for CAIT, promoting the organization's values and mission.



7 Executive Chairman



Overall Leadership

Provide Overall Leadership and Direction to CAIT.
Set Overall Strategic Direction for CAIT



Strategic Vision

Develop and implement long-term strategic plans for organizational growth.
Oversee the implementation of CAIT's programs and initiatives.



Resource Mobilization

Explore and secure resources for CAIT's activities.
Build & maintain relationships with government officials and other stakeholders.



Organization Development

Oversee capacity building and development of CAIT.
Represent CAIT in national and international forums



External Relations

Build relationships with government officials, industry leaders, and stakeholders at national and international forums. Ensure the financial sustainability and operational efficiency of CAIT.



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National President



Leadership

Provide visionary leadership and guidance to CAIT, setting the tone for the organization's growth and development.



Policy Maker

Chair the CAIT National Committee and facilitate the development of policies and resolutions.



Representation

Represent CAIT at national and international forums, promoting the organization's interests and objectives.



Networking

Foster relationships with key stakeholders, including government officials, industry leaders, and other trade associations.

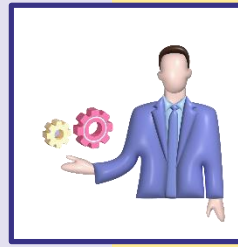


Motivation

Inspire and motivate CAIT members, volunteers, and staff to work towards the organization's goals.



Secretary 9 General



Chief Executive Officer

Oversee the overall management and administration of CAIT



Strategic Planning

Develop and implement CAIT's strategic plans, goals, and objectives



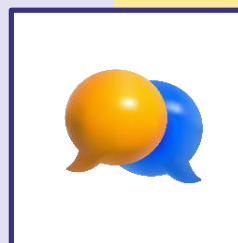
Membership Growth

Design and implement membership growth strategies to increase CAIT's membership base.



Fundraising

Identify and secure funding opportunities to support CAIT's activities and initiatives.



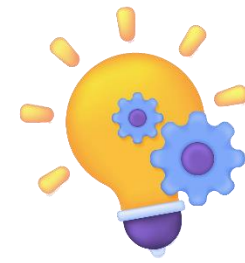
Communication

Serve as the primary spokesperson for CAIT, ensuring effective communication with members, stakeholders, government and the media.



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Vice Chairman



Special Projects

Oversee special projects and initiatives assigned by the CAIT National Committee



Membership Drive

Drive state leadership for registration of all types of membership especially Corporate and Life membership.



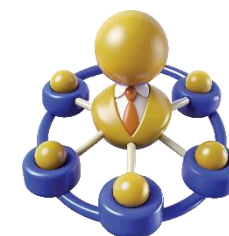
Membership Engagement

Foster engagement and participation among CAIT members.



Succession Planning

Prepare for future leadership roles within CAIT.



Organise The Organisation

By building processes and systems within the organization.



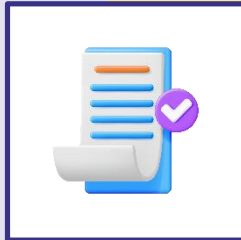
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Senior Vice President



Key Advisor

Provide strategic guidance and counsel to the President & Executive Committee. Actively participate in the formulation of trade policies and strategies.



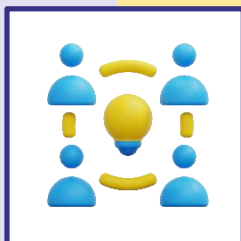
Policy Formulation

Drive Contribute to the development & implementation of CAIT's policies. Represent CAIT in regional conferences, meetings, and government interactions.



Regional Representation

Represent CAIT's interests in specific regions of the country. Build and maintain strong relationships with regional trade associations.



Liaison

Act as a liaison between national leadership and regional trade associations. Address the concerns and grievances of traders in respective regions.



Public Relations

Promote CAIT and represent traders' interests to the media and public. Contribute to the development of communication strategies and public outreach programs.



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Vice
President



Representing CAIT

Representing CAIT in meetings, conferences, and other forums at the national and international level acting as spokesperson.



Policy Advocacy

Advocating for policies favorable to the interests of traders and small businesses.
Engaging with government officials and policymakers.



Membership Engagement

Reaching out to and engaging with CAIT members across the country.
Addressing the concerns and grievances of members.
Organizing training programs and workshops for members.



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Vice President



Internal Co-ordination

Working closely with other office bearers of Coordinating with various state and regional CAIT to ensure smooth functioning of the organization. Coordinating with various state and regional chapters of CAIT.



Specific Portfolio Responsibilities

Depending on their portfolio, a Vice President may have specific responsibilities such as:

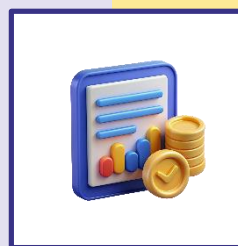
- **Trade Facilitation:** Working on issues related to trade facilitation, logistics, and e-commerce.
- **Taxation:** Advocating for rational tax policies and addressing issues related to GST and other taxes.
- **MSME Development:** Promoting the growth and development of MSMEs in the country.
- **Digitalization:** Promoting the adoption of digital technologies by traders and small businesses.

It's important to note that this is not an exhaustive list and the specific roles and responsibilities of a Vice President in CAIT may vary depending on the internal structure and priorities of the organization.



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Treasurer



Financial Management

Oversee financial management and accounting of CAIT.
Manage day today financial operations of CAIT.



Budgeting

Prepare and manage the annual budget of CAIT.
Prepare and monitor the annual budget.



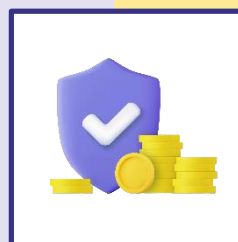
Fund Raising

Explore and secure funding sources for CAIT's activities.
Explore and secure funding sources for CAIT's activities



Financial Reporting

Prepare, submit financial reports to the Executive Committee & authorities.
Prepare and submit financial reports to the Executive Committee.



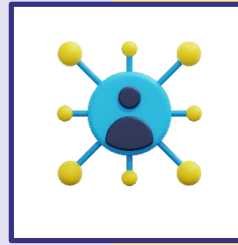
Financial Compliance

Ensure compliance with financial regulations and laws.
Ensure the financial health and stability of CAIT.



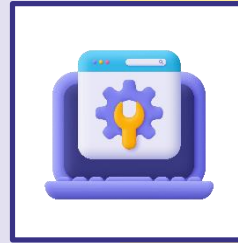
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Joint General Secretary



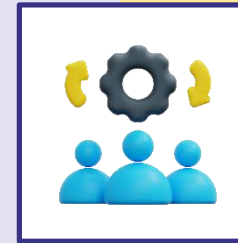
Executive Support

Provide support to the President and Secretary General in daily operations. Assist the President and Secretary General in their duties.



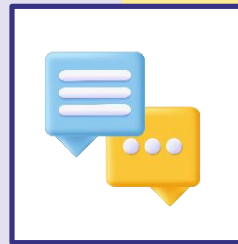
Program Implementation

in planning and implementing CAIT's programs and initiatives. Coordinate with various departments and committees within CAIT.



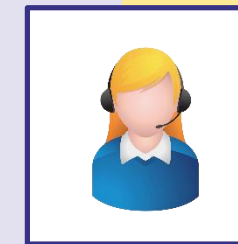
Co-ordination

Coordinate with CAIT's departments and committees. Assist in the planning and implementation of CAIT's programs and initiatives.



Communication

Draft reports, press releases, and manage communication materials.



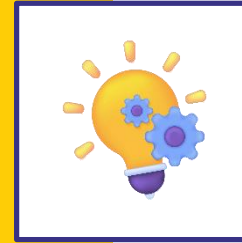
Administrative Support

Manage records, coordinate meetings, & provide administrative support to CAIT office.



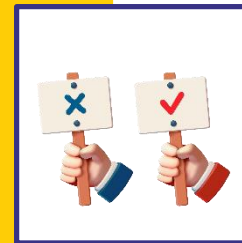
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All
Leaders
Shared Responsibilities



Special Projects

Collaborate with each other and other CAIT leaders to achieve the organization's goals.



Decision Making

Participate in decision-making processes, providing input and guidance on key issues.



Communication

Ensure effective communication among CAIT leaders, members, and stakeholders.



Transparency & Accountability

Maintain transparency and accountability in all aspects of CAIT's operations.

By fulfilling these roles and responsibilities, CAIT National Leaders can work together to build a strong and effective traders' Confederation that promotes the interests of traders, wholesalers, and retailers across India.

Why Membership Fee?





Key Objectives of CAIT in Collecting Membership Fees

Funding Organization Operations

- ⚙️ Primary Revenue Source: Sustains CAIT's operational needs.

Covers Costs Such As:

- ⚙️ Staff salaries
- ⚙️ Office rent and utilities
- ⚙️ Travel and accommodation expenses
- ⚙️ Legal and administrative costs
- ⚙️ Outreach and advocacy programs
- ⚙️ Technology and infrastructure maintenance

Advocacy and Representation

- ⚙️ Advocates for Traders: Represents interests at government levels.

Key Activities:

- ⚙️ Lobbying for favorable policies
- ⚙️ Representation in negotiations & consultations
- ⚙️ Raising awareness about trade sector issues
- ⚙️ Legal and advisory services for members



Key Objectives of CAIT in Collecting Membership Fees

Capacity Building and Training

- ⚙️ Empowers Members with Training: Organizes workshops on critical topics
- ⚙️ Business management and financial literacy
- ⚙️ Legal and regulatory compliance
- ⚙️ Technology adoption and e-commerce
- ⚙️ Skill development and entrepreneurship

Networking and Collaboration

- ⚙️ Facilitates Connections: Membership benefits include
- ⚙️ Opportunities for collaboration and partnerships
- ⚙️ Access to new markets and customers
- ⚙️ Sharing of best practices and knowledge

Social and Community Development

- ⚙️ Supports Broader Initiatives: Contributions to
- ⚙️ Disaster relief and rehabilitation
- ⚙️ Education and healthcare programs
- ⚙️ Environmental protection efforts



The Meeting Calendar

The meeting calendar provides a structured framework for CAIT's internal meetings, ensuring that the key stakeholders are well informed, engaged & aligned with the organization's goals and objectives.

For a Disciplined and Focused Approach driving best outcomes.





Proposed Meeting Calendar

Meeting Type	Date	Frequency	Attendees	Agenda
National Committee Meeting	1st Saturday of every month	Monthly	Secretary General, National President, Chairman, Vice Chairman, National Committee members	Discuss ongoing projects, plan new initiatives, & address pressing issues.
Office Bearers Meeting	15th of every month	Monthly	Secretary General, National President, Chairman, Vice Chairmen, other key office bearers	Review progress, discuss challenges, and plan for upcoming events.
National Executive Committee Meeting	1st Saturday of January, April, July, & October	Quarterly	Secretary General, National President, Chairman, Vice Chairman, National Executive Committee members	Review progress, discuss strategic plans, and make key decisions.
State Presidents Meeting	15th of February, May, August, and November	Quarterly	Secretary General, National President, State Presidents, and other key state-level office bearers	Discuss state-level issues, share best practices, and plan for national-level initiatives.
National Council Meeting	1st Saturday of June and December	Half-Yearly	Secretary General, National President, Chairman, Vice Chairman, National Committee members, other stakeholders	Review progress, discuss strategic plans, and make key decisions.
Annual General Meeting (AGM)	1st Saturday of March	Annually	All CAIT members, National President, Secretary-General, Chairman, Vice Chairman, other key office bearers	Review annual progress, discuss future plans, and elect new office bearers (if applicable).



Responsibilities of **State Presidents**



**Key
Responsibilities**



**Operational
Responsibilities**



**Representational
Responsibilities**



Key Responsibilities of State Presidents

Role	Actions
Leadership	Provide strategic leadership and vision for CAIT in the state, aligning with the national organization's goals and objectives.
Membership Growth	Develop and implement strategies to increase membership (Corporate, Life, Association), retain existing members, and enhance member engagement.
State-Level Advocacy	Represent CAIT in the state and advocate for the interests of traders, wholesalers, and retailers with state government officials and others
Event Organization	Plan, organize, and execute CAIT events, conferences, and seminars in the state, in collaboration with the national team.
Communication	Ensure effective communication with CAIT members, state government officials, and stakeholders through updates, newsletters, and social media.



Operational Responsibilities of State Presidents

Role	Actions
State Office Management	Oversee the management of the CAIT state office, including staff, finances, and administrative tasks.
Budgeting and Finance	Prepare and manage the state budget, ensure timely payments, and maintain financial records.
Membership Database	Maintain an up-to-date database of CAIT members in the state, including contact information and membership status.
Collaboration with District Committees	Work closely with CAIT district committees to ensure effective implementation of CAIT's programs and initiatives at the grassroots level.



Representational Responsibilities of State Presidents

Role	Actions
Represent in State Forums	Represent CAIT in state-level forums, such as trade associations, chambers of commerce, and government committees.
Build Government Relations	Develop and maintain relationships with state government officials, policymakers, and other stakeholders to advance CAIT's interests.
Media Engagement	Engage with local media to promote CAIT's activities, initiatives, and policy positions.



Towards Better Tomorrow

Thank You!