

From the pages of the FINANCIAL STANDARD

More million dollar members for MDRT

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Million Dollar Round Table (MDRT) has welcomed a number of new members to its ranks as more financial planners are finding themselves successfully qualifying for membership.

New members include Max Moodley, Graham Craig, Sam Capra, Mark Osborne, Marc Bineham, Grant Moorehead, Joshua Morehead, Wen Wang, Mike Capiron, Terry Dall'Osto, Darryl Roberts, John Flanigan, Jeff Sammells, Michael Smith and Jennifer Coleman.

In related news, MDRT's Australian chairman for the last two years, Stuart Farrell, has announced that he will be leaving the position with incoming Australian chair to be John Campbell.

Farrell has over 25 years in the financial advice sector and believes the greatest challenge facing financial advisors today is the rate of change being forced on financial advisors.

"Having been through many changes myself over many years, its apparent that good advisors will always proceed and succeed and jump the hurdles ... but there is a lot of pressure being put on advisers at the moment, most of which are unfounded and unfair."

Farrell said the issue of remuneration processes is one such pressure, but that MDRT is designed to support its members through those issues.

"We have had a significant increase in membership over recent years right when the GFC was occurring which I think reflects that our members invest in themselves to learn and grow with MDRT's ideas and experience, especially in the tough times."

Founded in 1927, members of MDRT represent the top 6 per cent of financial service professionals globally that have met the criteria set out by MDRT, which includes metrics measuring the success of their business.

MDRT is an international, independent association of over 31,500 members of the world's life insurance and financial services professionals from 464 companies in more than 80 nations and territories. The group recently hosted an international forum with over 6,000 members present.

Elise Burgess