Review of MDRT South Australia Breakfast Seminar

Good afternoon

Thank you again for all of you who attended our **MDRT Breakfast Seminar** this morning. I take this opportunity to again **thank our sponsors** –**Asteron** and **Comminsure** for their support in 2009. The following is a summary of the meeting which will allow you to recollect some of the benefits that you received.

Our topic today was **'24 Hours'** where we were privileged to have in our presence **Dave Buckwald** from New Jersey USA.

Dave has been in the life insurance industry since 1988 and is a qualifying member of MDRT's prestigious Court of the Table and Top of the Table. Additionally, he is a member of the National Association of Insurance and Financial Professionals, the Golden Key Society, and the Financial Planning Association

Dave's presentation recounted his compelling story of **losing 30 clients from the 104th & 105th Floor of World Trade Centre on 9 September 2001** and how **he delivered 30 claims to young widows totalling in excess of $30 Million**

For those present Dave's presentation confirmed **our belief why life insurance is the best investment we can make in the future and well-being of our families and our children**. He reinforced that life insurance is for the living (those we leave behind)and that it should form the basis of every financial plan we present.

Dave also spoke about those clients who let their policies lapse and **why we should try harder to keep them on our books because '24 hours' can make a big difference**.

At MDRT in South Australia, we bring to you **a sample of the world of MDRT**, and today was no exception. For those who would like more information from David - He has a contact page on his website www.davidbuckwald.com

The following comments summarise the Breakfast Seminar.

'Very powerful story'   'Great Speaker and message'

'Very Impressive'   'Excellent meeting'

'Thank you, I got more out of today than I have ever experienced before'

Richard Campbell
MDRT State Chair SA