

MDRT Speak – bring one idea home and you've paid for your trip.

# MDRT Australia



MDRT

The Premier Association of  
Financial Professionals®

## e-news

Autumn 2010

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Founded in 1927, MDRT provides its members with resources to improve their technical knowledge, sales and client service while maintaining a culture of high ethical standards.

### WHOLE PERSON THOUGHT

The MDRT Annual Meeting is my gift to myself.

*Diane Giraldeau, MDRT Member - Canada*

## A word from our Australian Chair ...

### 2010 ROADSHOW – EXCEEDS EXPECTATIONS!

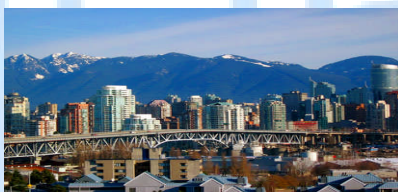
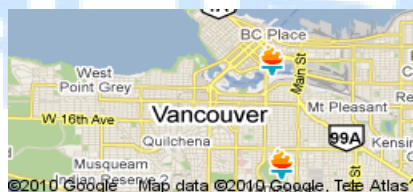
Those of you who attended one of the Roadshows in April will probably agree that this fundamental event was an outstanding success! The international and local main platform speakers not only managed to invigorate attendees, but also inspired them to implement many of the concepts presented. Let's hope that this momentum will be sustained until our next big event!



There was - intent listening..... presentations..... information sharing..... and camaraderie.

**MDRT ANNUAL MEETING** - The 2010 Annual Meeting will be held on 13<sup>th</sup> - 17<sup>th</sup> June 2010 in Vancouver, Canada. **Only TWO WEEKS to go before the BIG EVENT!**

For all the latest and greatest on the Annual Meeting visit the Website [www.mdr.org](http://www.mdr.org)



**ANZAC NIGHT** - This year, MDRT Australia is hosting an ANZAC Night soiree on Monday night June 13 from 7pm to 10pm at Smileys Public House, Vancouver. We hope that those who attend will enjoy a night of networking and fellowship.

**NEW MEMBERS** - We would like to welcome on board our new members. We congratulate you for investing in yourself. You will receive dividends for years to come.

MDRT Australia wishes to acknowledge and thank our sponsors



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## A note from our State Chairs...

### Queensland

Firstly I would also like to congratulate those of you who have become 2010 MDRT members it is fantastic to see people investing in themselves!! GO QUEENSLANDERS

We had the MDRT Road show which held in Brisbane on the 19th March, we are pleased to say this was a success - thank you to those of you whom attended I hope you have been using what you have learned from the day and also with thanks to the amazing world class speakers which made this a "not to be missed event".

I am heading to the annual meeting in Vancouver in a few weeks; I am looking forward to sharing the knowledge and inspiration I take from it at the next local breakfast function in August – invitations will be sent out shortly and I look forward to seeing everyone there!

Power Phrase of the quarter - Forget your commission and remember your mission!!

Ours is a business to help people do what does not come naturally

*Regards, Roy Hall*

### New South Wales

On March 23, Sydney welcomed a sell-out crowd of over 200 to what was arguably the greatest single day lineup of International speakers ever to grace our shores. Four Top of the Table members and one Court of the Table member shared, in their own unique ways, the secrets to their success.

There was take-home value for everyone from Tom McMillan's, "I ring 20 people every day" to Alphonso Franco's methods of selling large critical illness policies.

We are currently in the process of organising the next event for later in the year. We know the last effort will be hard to top but we are confident the next meeting will be a "not to be missed" affair. Please make sure you book your place as soon as you get the announcement because after two sellouts in a row the next event is sure to follow suit.

Interest in membership has grown considerably and there is a large contingency preparing to head off to Vancouver in three weeks. If you missed out, block out 5 - 9 June 2011 to join us in Atlanta, Georgia.

*Cheers, Guy Mankey*

### Victoria

In March we hosted a very successful MDRT roadshow event featuring 3 international speakers and are planning our next event for July 22nd at Royal Brighton Yacht club starting at 3.00pm. We will be releasing the Agenda and speakers lineup very shortly and look forward to getting great support for this event.

There are a number of MDRT members heading to Vancouver in June for the 2010 Annual meeting and we look forward to informing everyone at our next event of the meeting highlights.

*Regards, Ross Hultgren*

### South Australia

On May 18, we held a Breakfast Seminar with guest speakers, Brad Fox and Rowland McGabhann, which was attended by 88 members and guests and by all accounts was an outstanding success.

Brad is a former AFA Rising Star winner and told us his story - his intro into the industry and where he sees the future - which was aimed at encouraging younger advisers to aspire to MDRT.

Rowland is a seasoned professional speaker and told a compelling and inspirational story of his life journey from a poverty stricken childhood, his paralysis at age 26, his ability to set goals and motivate himself to self-driven total recovery which led to his equalling the European record in the Barefoot Water Skiing Championships. He holds a Black Belt in Tae kwon do, he has owned and operated ski schools in Spain and the Whitsundays, and in the 80's was a successful importer and restorer of European sports cars. He has accumulated his vast experience and expertise as a communicator not just as a sports performance coach but also has worked as a stunt man where he appeared in films like "Country Dance", "Great Escape", "The Quiet American" And "Excalibur".

Our next planned event is for mid July where new and prospective members will be given a précis of the Annual Meeting in Vancouver. This will also include feedback from the perspective of a first time attendee.

Since the last e news, we have assisted and implemented applications for 5 new MDRT members (1 TOT, 3 COT and one qualifying) - Michael Smith, Jeff Sammells, Peter Donnell, John Flanigan and Bob Daniel.

*Regards, Richard Campbell*

**"You're not in this business unless you're into MDRT"**