

MDRT speak – bring one idea home and you pay for your trip!



MDRT

The Premier Association of
Financial Professionals®

e-news

MDRT Australia

Ph: 1300 833 892

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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

If you are confronted with a decision to make and you decide to do nothing - you are wrong! **Terry Franke, Whyalla, SA**

MDRT Australia – A small band of dynamic people from our industry gathered together in Sydney, on Friday 25th September, for a Working Lunch session. The host for the meeting was Alphonso Franco, MDRT Regional Zone Chair for USA, Canada and Oceania. The focus of the meeting was to discuss how we can get the media's attention back to the issues which really matter such as under insurance. If you wish to contribute we are happy to receive your feedback via email at service@mdrtaustralia.net.



Sales Idea – AAA Clients

A - Does the prospective client understand they have a problem, moreover can they enunciate their problem to me? If they can tell me about their problem they own it.

A - Do they want to solve the problem? Do they have enough motivation to make a start?

A - Do they have access to a chequebook, and can they write a cheque big enough to pay the cost of solving the problem?

Robb Musgrave – Brisbane Queensland Australia

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State Updates

Victoria

We had a very successful meeting on 29th Oct at the Royal Brighton Yacht club. We had 48 attendees who enjoyed the presentations of Matthew Collins from NSW talking about his story and his views on the industry. We then had Brad Isaac discussing his experience at his first MDRT meeting in Indianapolis this year and finally Peter Hartnell giving us his tips on how to prosper in this industry by providing great service and making the calls. We finished up with an hour of fellowship and cool drinks.

We also had presentations from our sponsors in Asteron & CommInsure which led to some great discussion. We are looking forward to our next meeting early in the New Year.

Regards Ross Hultgren

South Australia

A breakfast seminar was held on 29th September at the Lion Hotel North Adelaide. Our Guest Speaker was David Buckwald who was an MDRT Main Platform speaker in 2008. David related his experiences when he lost 30 clients who worked and died in the World Trade Centre on 9/11.

On 29th November, a Breakfast Seminar has been arranged at the Lion Hotel North Adelaide where the principal guest speaker is David Griggs, who is unquestionably Australia's leading trainer in developing people presentation skills. David's unique feature is his combined experience in theatre and business. He teaches public speaking skills drawing on the techniques of the professional actor. He is a graduate of the National Institute of Dramatic Art (NIDA).

On 18th February 2010 a Breakfast seminar has been scheduled. Speakers are to be confirmed.

Regards Richard Campbell

Queensland

We have our last breakfast meeting for the year on the 25th November 2009 at the Brisbane club 7am-9am with an amazing speaker Dr Toby Ford who is a leading expert in the area of corporate health risk management. He is a nationally acknowledged speaker and presenter on health, lifestyle, stress and motivation.

I am looking forward to a productive year in 2010 spreading awareness of underinsurance in Australia, with statistics being approximately only 14% of people having life insurance and 2.5% of people having Trauma insurance and it proves that this is definitely an area of opportunity.

I look forward to seeing you at our last meeting for the year so I can personally wish you the best for the festive season and our support for the New Year.

Best Regards Roy Hall

New South Wales

It's been a busy time in New South Wales since I took over the NSW Chair from Matthew Gale at the start of October.

On 16 October, 30 members and guests attended a breakfast with presentations by Angajan Madathumkandy on "Secret formulas for stress free dynamic, balanced living and achieving self satisfaction" and Greg Peach, a solicitor specialising in succession and estate planning.

With Alphonso Franco in town for a flying visit, we took the opportunity to visit some dealers and institutions to discuss the benefits of MDRT membership. We were well received in all meetings and everyone agreed the chance to meet again in Vancouver next June was priceless and promised their support to promote the trip to their advisers.

I've been spending some time with dealerships explaining how to make it easier for advisors to qualify for membership.

With a bit of luck, Vancouver will be taken over by the Aussies next June. Make sure you don't miss out!

Regards Guy Mankey

2010 Membership

The time is drawing near to apply for 2010 membership and the chance to attend the annual meeting in Vancouver in June next year. It is important to send your applications in early as only approved 2010 MDRT members are eligible to attend. This year's Annual Meeting Program Development Committee has designed a program to meet your needs with more opportunities to engage in conversations, share ideas, learn from experts and accelerate your career.

For more information visit the Website www.mdr.org for the latest and greatest on the MDRT Annual Meeting!

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