

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

Summer 2009

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**

Appreciation is an expensive gift which you should give freely.

*Pankaj Adatia London, UK*



Alphonso Franco



George Goulet

**ROADSHOW** – MDRT Australia invites you to attend the “Gain Control... Boost Business” Roadshow, proudly sponsored by AIA, Asteron and CommInsure, to be held in Brisbane, Melbourne & Sydney on the 19<sup>th</sup>, 22<sup>nd</sup> & 23<sup>rd</sup> March. We are honoured to showcase top producing international MDRT Members, all with one unified intention - to share an array of sales and marketing ideas, concepts, insights and knowledge that can be applied immediately.

For further details or a registration form email [service@mdrtaustralia.net](mailto:service@mdrtaustralia.net)

**MDRT ANNUAL MEETING** – the 2010 Annual Meeting will be held on 13<sup>th</sup> - 17<sup>th</sup> June 2010 in Vancouver, Canada. With a week to go for early registration we encourage you to meet the 1<sup>st</sup> March deadline as only 2010 MDRT members are eligible to attend. For more information visit the Website [www.mdrtd.org](http://www.mdrtd.org) for the latest and greatest on the MDRT Annual Meeting.



**SPONSOR PARTNERS**- we welcome AIA as a platinum sponsor and also thank our existing sponsor partners Asteron and CommInsure for their continued support.

**NEW MEMBERS** - we would like to welcome on board our new members and congratulate them for investing in yourselves. You will receive dividends for years to come.

MDRT Australia acknowledges and thanks our sponsors



AT YOUR FINANCIAL SERVICE®

**CommInsure**





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## State Updates

### **Victoria**

We have organised our meeting dates for 2010 and our first event is the MDRT Roadshow which is on Monday March 22<sup>nd</sup> at The Carousel on Albert Park Lake in Melbourne.

All of our members should have received their invitations and we are really looking forward to hosting this event with 3 World class speakers.

Our other meeting dates are Thursday July 22<sup>nd</sup> and Thursday Oct 28<sup>th</sup>. These will be afternoon sessions with the likely venue to be Royal Brighton Yacht Club. We will keep you posted as these events get closer and we finalise our speakers.

The Committee and I are committed to making this a great year for MDRT in Victoria and we look forward to seeing all of our members and guests at the Roadshow on March 22<sup>nd</sup>.

Regards

Ross Hultgren

### **South Australia**

Given the Roadshow our next local function is set for May. We are happy to advise we have 4 new members that we know of – including one Top of the Table and two Court of the Table qualifiers.

Kind Regard

*Richard Campbell*

### **Queensland**

We are in the process of finalising our meeting dates for 2010 to ensure that they do not conflict with other happenings. Our first event is the MDRT Roadshow – Gain Control Boost Business which is in Brisbane on the March 19<sup>th</sup> to be held at Rydges, Southbank. All of the invitations have been sent out and we hope to have a huge success with attendance.

2010 is set to have more great breakfast meetings, fantastic speakers, more member involvement to assist introducing MDRT to people that have not had the chance to experience it firsthand.

We are looking forward to everyone's input to make 2010 be the best year of MDRT yet!

Best regards

*Roy Hall*

### **New South Wales**

We are extremely pleased with the upcoming Sydney Event on the 23<sup>rd</sup> March - a truly world class line up, with four MDRT Top of the Table speakers. We will also shortly announce our local meeting dates for the year, and invite you to join us on a regular basis. A number of NSW members are already planning their trips to Vancouver. If you wish to join us, now is the time to act. If I can assist, please let me know.

Really look forward to seeing you on the 23<sup>rd</sup>.

*Guy Mankey*

“You're not in this business unless you're into MDRT”