

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



MDRT

The Premier Association of
Financial Professionals®

MDRT Australia

e-news

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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

*Visualize! If you see it in your mind, you're going to hold it in your hand.
Godfrey Phillips, MDRT Australia – New South Wales*

A word from the Australian Chair

MDRT ANNUAL MEETING 2010 – ABSOLUTLY BRILLIANT!

This year, over 6000 MDRT members from across the globe participated in one of the all time great and memorable Annual Meetings. The Australian contingent at the Vancouver, Canada Annual Meeting comprised 63 members, 3 special industry guests, a representative of the financial services press and 2 speakers, with rave reviews from all sources.

Long serving members Ross Vanderwolf and Tony Carlyon were key figures in coordinating and managing the daily Focus Sessions of the Meeting. Their energy, dedication, enthusiasm and extensive industry experience was reflected in the quality of, and feedback on the Focus Session.

On the Social side, the annual ANZAC Night was a huge success thanks to the support of long term sponsors CommInsure and Asteron.

AFA CONFERENCE

This year's AFA National Conference is being held at the Royal Pines Resort on the Gold Coast from 24 – 26 October. The meetings are top quality with great value found in the speakers and focus sessions. MDRT Australia's presence will be on show with our booth at the conference and the MDRT Breakfast Session on Monday 25 October.

NEW MEMBERS

We would like to give a special welcome to our new members who joined our community this year: 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.

MDRT Australia wishes to acknowledge and thank our sponsors.



CommInsure



A note from our State Chairs.....

Queensland...

The Annual Meeting in Vancouver was an awesome conference, where I met heaps of people. I also bought the DVD's of the conference, which are an excellent resource. I have already showed a few of the DVDs to our staff. and I would recommend everyone purchasing the platform speakers DVD's.

I, my wife Nadine and children Bayley and Shayla all assisted with the million meals challenge put on by MDRT. It is fantastic knowing that we assisted feeding others in the world and my children took a lot from that and are eager to get their school on board to see if they can help.

Over all, it was a wonderful conference in a beautiful country and I can't wait to go to the next one, where I hope to see a larger Australian team.

Our next Local Area breakfast meeting is on the 30th August at the Sebel King George Square in Brisbane, with our special guest speaker, Jack Stone; an adviser from Scotland.

In September, I will be flying to Mumbai, India to attend the Whole Person Committee where I am looking forward to showing an Australian Presence. **Regards, Roy Hall**

New South Wales...

June's Annual Meeting in Vancouver was attended by 31 NSW MDRT members and many have rated it as the best meetings for years with lots of take home value to improve their businesses and themselves. This has lead to the NSW Committee organising a "Best of Vancouver" meeting in Sydney in late September, which will allow those lucky enough to have been there to share their best Vancouver ideas.

While there won't be a monetary fee to attend, each member will have to bring an MDRT prospect who will not only get a first hand idea of the quality of presentation, but also of the membership itself. It will also be an opportunity to publicise the new income based qualification levels, which should open up the opportunity for a number of new members to join us in Atlanta in June, 2011.

Finally, a huge NSW thank you to Stuart Farrell whose tireless efforts as Australian Chairman to lift the MDRT profile has certainly reaped its rewards and set the stage for John in the years to come. **Regards, Guy Mankey**

Victoria...

In June, I and 4 of the Victorian Committee members (Angus McQueen, Rob Leverington, Mat Fogarty and Brad Isaac) attended the MDRT Annual Meeting in Vancouver, Canada. Attending with us were other Victoria members including first timer, Grahame Craig. A fantastic time was had by all and we came away with a number of great memories and some great ideas to implement into our businesses and our lives.

Our MDRT area meeting held on 22 July at the Brighton Yacht Club, was well attended with 54 guests participating. Speakers included Brad Collins who discussed how to build relationships with Accountants. Also speaking were planners Mat Fogarty and Warren Bailey, who encouraged other planners at the meeting to get involved at claim time, thereby ensuring promises made to clients at the time of sale are delivered. The meeting closed with Grahame Craig, Angus McQueen and Brad Isaac discussing issues they bought back from the Annual Meeting and are implementing into their businesses.

Our next Local Area Meeting is planned for late October, with details on the date and guest speakers still to come. I am personally looking forward to the AFA conference on the Gold Coast in October and getting another opportunity to learn from my peers and fellow MDRT members. **Regards, Ross Hultgren**

South Australia...

The last 3 months have been full of positive activity by our committee. We approached representatives from our sponsors and other dealer groups were approached to be ambassadors at future State committees and infused fresh blood into our committee with the addition of two new committee members. We also acknowledged and thanked our sponsors for their continued support and in particular for our very successful breakfast meeting held in May this year.

And of course there was the highlight of our MDRT events calendar, the Annual Meeting in Vancouver. It was gratifying to see not only existing members attending, but also some of our newest members. We hope that next year will see even more of our members attending and reap the benefits offered.

In the next quarter, our committee has organised another breakfast seminar for 22nd September, with guest speakers Jeffrey Scott from CommInsure and Sue Gibbs who will be speaking on her experience as a first time attendee at the Annual Meeting in Vancouver. An MDRT Interest meeting has also been scheduled for 10th November.

Finally, our State Committee and John Campbell met with Jordan Hawke (Executive General Manager of Asteron) for breakfast last week and very encouraging outcomes. **Regards, Richard Campbell**

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