

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



MDRT

The Premier Association of
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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

I long to accomplish a great and noble task, but it is my chief duty to accomplish small tasks as if they were great and noble.
Helen Keller

A word from our Australian Chair

This quarter has been full of activity on the MDRT Calendar. In addition to the usual local meetings hosted by each State, Bruce Etherington, a 42-year Life and Qualifying MDRT Member and 33-year Charter and Qualifying Member of the Top of the Table was brought to Australia by one of our partners – Asteron for a series of Master Class events in Sydney, Brisbane and Melbourne. We were fortunate that Asteron gave MDRT Australia the opportunity to hold separate Lunch meetings (Up Close and Personal with Bruce Etherington) in those cities. Additionally Bruce was with Guest Speaker at the MDRT Breakfast at the AFA Conference. Feedback received from those attending the various luncheons and the Breakfast where there was Standing Room Only was extremely positive, with the main comments from those who attended was “How good it was” and from those who couldn’t attend “wished they had.” This was a highly successful tour and our thanks to Asteron for including MDRT Australia in Bruce’s visit Down Under.

Following on from these engagements, Bruce also featured as the guest speaker at the MDRT breakfast sponsored by Asteron, on the Monday morning of the AFA Conference held on the Gold Coast. This too was an outstanding success, with more people attending than there was tables available.

At the AFA Conference, we held a contest with the prize being either 2 registrations to the MDRT Experience Conference in Bangkok in February, or one registration to the Annual Meeting in Anaheim. The outcome of this contest plus the MDRT breakfast featuring Bruce Etherington made this year’s booth one of the most successful in increasing MDRT awareness in our industry here in Australia.



February 2012 will be the timing for our next National Roadshow. We are currently in negotiations to bring some speakers from the Bangkok MDRT Experience to Australia to present at our Roadshow. It is anticipated that there will be Roadshow presentations in Perth, Adelaide, Brisbane, Sydney and Melbourne. Full details will be available soon. On completion of the rounds in Australia, the Roadshow will be extended to our New Zealand colleagues with venues expected in Wellington, Christchurch and Auckland.

With the end of the year fast approaching, MDRT Members and Aspirants are looking forward to attending either the MDRT Experience in Bangkok in February or the major event - the MDRT Annual Meeting in Anaheim - in June. The Annual Meeting is open to all MDRT members, whereas the MDRT Experience is open to all advisers.



I would like to congratulate the winner of our competition held during the AFA Conference at the Royal Pines Resort on the Gold Coast – **MARIAN GAERTNER.**

Marian has decided to become an MDRT member next year and so chose the Anaheim prize which is the cost of the registration for the next Annual Meeting.



MDRT Australia wishes to acknowledge and thank our sponsors.



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A note from our State Chairs.....

Queensland...

It was an honour and privilege for the Sunshine State to host Bruce Etherington's lunch at the Sofitel in Brisbane. This intimate Masterclass style session provided very positive feedback from our MDRT members. Many of the attendees also made the best of the MDRT breakfast at the AFA conference hosted at Royal Pines on the Gold Coast – they were keen to have a second chance for more of Bruce's industry insights.

We had a fun booth at the AFA – promoting both the upcoming Bangkok Experience and the MDRT Anaheim meeting. This was the launch of MDRT Australia/NZ Facebook sight – if you have not already "liked" us please join in to keep up to date with your fellow local members.

Our Queensland newsletters have taken on a slightly different format – we recently distributed the 'date savers' for the first six months of 2012 – there will be lots happening including the Roadshow in February.

I am also looking forward to hosting my first MDRT Breakfast on January 30.

Regards, Sue Paterson

New South Wales...

The highlight of our Spring quarter was the luncheon held for our honourable guest speaker, Bruce Etherington. All who attend this intimate session would agree that Bruce's presentation 'Up close and personal with Bruce Etherington' provided much food for thought on business and non-business life.

Next year will also be exciting as MDRT Australia gearing up for our bi-annual Roadshows. Information regarding the Sydney leg will be forthcoming in the near future.

Regards, Guy Mankey

Victoria...

Since starting my role as the MDRT State Chair for Victoria, I have met with many new and interesting people from MDRT. The highlight so far would be the luncheon seminar held on the 21st October, with long time MDRT member Bruce Etherington as our special guest speaker. Feedback from those who went to this event was very positive and provided some excellent value to those in the industry. I would like to thank the sponsor support from Asteron, which was outstanding.

Our MDRT Victoria Committee held a special dinner to honour and thank our outgoing State Chair, Ross Hultgren. Ross held this position for 3 years and did such an outstanding job that he left MDRT Victoria in an excellent position from where to go forward into 2012.

Regards, Brad Isaac

South Australia...

Our MDRT breakfast seminar on the 6th September was an overwhelming success, with 102 guests present to hear AIA NSW State Manager, Vicki Writer talk about referral business and Peter Moyle sharing tips on Practice Management, with feedback being very positive. Following this event Vicki received news that her presentation had been accepted by MDRT for one of the focus sessions in Anaheim. So Vicki will again be back but this time as a presenter.

We then had an interest meeting on the 9th November where 20 attendees listened to 37 year MDRT member Tony Bongiorno speak on how MDRT had changed his life. Response very good and have sent of now in total 9 pre-member applications to MDRT in USA for processing.

Regards, Richard Campbell



On behalf of the MDRT Australia Committee, I would like to take this opportunity in wishing you and your families a safe and harmonious Christmas.

John Campbell, MDRT Australia Chair.

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