

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



MDRT

The Premier Association of
Financial Professionals®

MDRT Australia E-news

Winter 2011

W: www.mdrtaustralia.net
E: service@mdrtaustralia.net
P: 1300 833 892
M: 0417 673 024

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

MDRT gives you the tools to turbo-charge what you want in life, in ALL areas of your life.

Godfrey Phillips, MDRT Australia – New South Wales

A word from our Australian Chair

What a quarter it has been this year. The annual meeting seems to get bigger and better each year. Our first time attendees and special guests were blown away by the whole event from the Main Platform speakers to the social events, the camaraderie to learning new business and whole person ideas.



I would also like to introduce and welcome our new Queensland State Chair, Sue Paterson who is taking over from Roy Hall and Brad Isaac, who is taking over the role Victoria State Chair from Ross Hultgren. To Roy and Ross, thank you for all the hard work you have done on behalf of MDRT within your States.

Our next big MDRT international event is the MDRT Experience being held at the Bangkok International Trade and Exhibition Centre, Bangkok, Thailand on 9 – 11 February, 2012. Life insurance and financial services professionals from around the world are invited. Come experience why thousands of the industry's top producers gather each year at MDRT's Annual Meeting for high-energy, motivational, inspirational and educational sessions that are sure to take you to a higher level of success.

The purpose of the MDRT Experience is to showcase MDRT's prestigious Annual Meeting experience to financial services professionals outside North America. The MDRT Experience meeting, delivering cutting-edge sales techniques, technical information and motivational concepts, is proven to have helped financial professionals who attend increase their production — and qualify for MDRT membership. If you are interested, go to www.mdr.org to find out how to register.



MDRT Australia wishes to acknowledge and thank our sponsors.



CommInsure



A note from our State Chairs.....

Queensland...

Well it has been an exciting quarter, especially having made it over to Atlanta for our Annual MDRT Conference - As always such a great experience which I would recommend everyone investing in. The main platform speakers are absolutely breathtaking and the fact that you are a part of the top percentile of financial advisers from all over the world is such a great accomplishment. Fortunately I had the opportunity to stay with peers over there and they showed me around the lovely city. Bring on California for the one next June!!

On a local note on the 24th August I hosted my final meeting as QLD Chair at the Victoria Park Golf Course, which was a fabulous venue with a great speaker "Tim Ross" who spoke about how important service is in our industry and what we need to do to ensure our survival in the ever changing world. Did you know that there averages 10 million in claims paid every day? Amazing isn't it, when you start looking at the figures it shows just how important insurance really is!

I thank everyone for your support and congratulate Susan Paterson for taking on the role as the new QLD Chair!

Roy Hall – Qld Chair

New South Wales...

MDRT NSW hosted a highly successful breakfast for 110 members and guests on 29 July.

The sessions started with "Ideas from Atlanta". Members John Campbell, Penny Scardifield, Michael MacQuillan and Stuart Farrell, as well as Special Guest, Asteron's Robyn Mohr, shared the best ideas they brought back from June's Annual Meeting. It was interesting to see the breadth of material which, in typical MDRT fashion, ranged from industry staples such as sales concepts, practice management, and prospecting through to 'whole person' ideas.

This was followed by our special guest, Metlife New York's Senior Vice President, Joe Jordan. Joe, who has a long MDRT history including Main Platform presentations at the Annual Meeting & Top of the Table meeting, as well as 'MDRT Experiences' in Athens and Thailand, gave a stirring 50 minute presentation entitled, "Get Inspired". It worked! Joe kept the audience spellbound with his reminders of the important role we play in our client's lives. "In what other line of work can you be remembered for a lifetime by a client's children as having played a significant part in their family's wellbeing?"

Special thanks must go to Peter Graham who found that Joe was coming to Sydney and arranged for his presentation, as well as John Campbell and Stuart Farrell who flew from interstate to present.

Regards, Guy Mankey

Victoria...

Attending the MDRT Annual meeting in Atlanta in June is always the highlight of my MDRT year. Not only do I have a fantastic time, but I come home with new ideas and thoughts that always help me within my business and home life. It is so true that investing the time and money attending these meetings is an investment in yourself

Following on from the Annual Meeting, we organised and held an area meeting on August 11th at Brighton Yacht Club with 57 attendees and a great guest speaker. We had a presentation by a 1st time attendee at annual meeting and also a presentation by one of our members who shared a case study on a recent claim that he was involved with. Our next meeting will be on 20 October.

This will be my last e-newsletter as MDRT Victoria State Chair. I would like to take this opportunity to thank everyone for their support and would like to congratulate Brad Isaac on taking up the role as the new Victoria State Chair.

Regards, Ross Hultgren

South Australia...

This year's MDRT Annual meeting was again more than words can describe! The speakers were outstanding, as always, and I've come home with more new ideas on business that I know will be great. In particular I felt this year that there was a lot more synergy from one focus session to the next which cemented many of the ideas into a formidable understanding. Not to mention the mingling with persons from all around the world who are the top financial advisers in their country. It is an experience that compares to none other in the field of financial advisers.

Once back, I got straight back into MDRT Australia with the AFA road show, a ½ day seminar on Sales ideas and current FSR issues. Also in the works is a breakfast seminar scheduled for 6th September featuring Vicki Writer from AIA who was a special guest this year at the Annual Meeting and 27 year member Peter Moyle.

Regards, Richard Campbell.

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