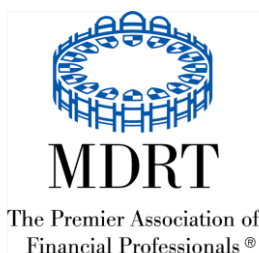


**MDRT Speak – bring one idea home and you've paid for your trip!**



## MDRT Australia

### E-newsletter

**Autumn 2012**

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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

Small opportunities are often the beginning of great enterprises. - Demosthenes

#### A word from our Australian Chair ....

##### NEW MEMBERS

This year is evolving into MDRT Australia's biggest year to date. A flow on effect from our very successful 5 city Roadshow inspired an unprecedented number of advisors joining MDRT this year. I would like to give a special welcome to all our new members who joined our community this year: Benedict Bongiorno, Amy Bongiorno Valmorbidia, Ricky Caldwell, Simone Du Chesne, John Duncan, Darren Farley, Nicholas Fennessy, Matthew Gates, Gerald Grubwinkler, Deborah Heindl, Sandra Hopps, Andrew Krelle, Adrian McDonald, Kent McDonald, Jamie McIntyre, Adam Morse, Nicole Park, Graeme Peters, Michael Rollinson, Ned Schepis, Steven Simpson, Matthew Williams and Greg Woods.

#### MDRT Annual Meeting 2012 - Providing inspiration, ideas and solutions to carry you through the year.



The Annual Meeting and Pre Conference Workshops start on 9 June 2012 in Anaheim, California, USA. Including the workshops, this is a 5 day Conference where delegates will hear from the best of the best speakers in our and associated industries. The conference addresses Insurance, Investment, Marketing, Business and Personal Development. This year we have the largest Australian contingent going than ever before, with 84 members and guests attending. I attribute our Roadshows held in February as triggering the extensive interest in this year's MDRT Annual Meeting. By being able to mix with some of the most successful financial advisers from around the world, this year's delegates will come home with greater belief in their vocation, the relationship they have with their clients and their vision for their business and personal lives.

There are 4 Australians presenting at this year's MDRT Annual Meeting. Keith Abraham from Queensland will present from the Main Platform, Vicki Writer (AIA), Andrew Griffiths (Andrew Griffiths Enterprises) and Willie Jolley (GOKO Management Pty Ltd) will be leading Focus Sessions.

Ask anyone who has been to an MDRT meeting and they will tell you how the experience has changed not only their work life, but their interpersonal relationships with friends and family. Only approved MDRT members are eligible to attend the MDRT meeting.

#### ANZAC NIGHT AT THE ANNUAL MEETING



This year at the MDRT Annual Meeting, MDRT Australia is jointly hosting with MDRT New Zealand, an ANZAC Night soiree on Monday night 11<sup>th</sup> June at, Ralph Brennan's JAZZ KITCHEN, Downtown Disney. This is an opportunity for our attendees to enjoy a night of networking with MDRT friends. For our Sponsor partners Special Guests, it provides an ideal opportunity to strengthen their relationship with the broader MDRT Community as many MDRT officials look forward to the ANZAC Night.



#### MDRT Australia wishes to acknowledge and thank our sponsors.

These companies are passionate about MDRT, and we urge you to introduce yourselves to their representatives at the various events to learn more about their products and services.



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# CALENDAR OF EVENTS

## JUNE

10<sup>th</sup> – 13<sup>th</sup> - MDRT Annual Meeting – Anaheim Convention Centre, California USA

## JULY

4<sup>th</sup> (tentative date) – MDRT NSW

11<sup>th</sup> – MDRT Queensland

19<sup>th</sup> – MDRT South Australia

## AUGUST

1<sup>st</sup> (tentative date) – MDRT ACT

9<sup>th</sup> – MDRT Victoria

14<sup>th</sup> – MDRT Western Australia

## SEPTEMBER

13<sup>th</sup> – MDRT South Australia – breakfast meeting

20<sup>th</sup> (tentative date) – MDRT NSW

## OCTOBER

10<sup>th</sup> – 13<sup>th</sup> – MDRT Top of the Table Meeting – Amelia Island, Florida USA

## NOVEMBER

5<sup>th</sup> – MDRT South Australia – interest meeting

## FEBRUARY 2013

21<sup>st</sup> – 23<sup>rd</sup> – MDRT Experience – Hyderabad, India

For more details check our calendar at [www.mdrtaustralia.net](http://www.mdrtaustralia.net)

or

contact your State Chair

**“You’re not in this business unless you’re into MDRT!”**