

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



The Premier Association of  
Financial Professionals®

## MDRT Australia

### E-newsletter

Spring 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

The will to win, the desire to succeed, the urge to reach your full potential...these are the keys that will unlock the door to personal excellence. - Confucius

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

##### AFA Conference

Due to the success of the contest that MDRT ran at last year's AFA Conference, it was decided by our committee to run a similar contest this year. The prize for this year was either two registrations to the MDRT 2013 Experience in Hyderabad, India or one registration to the 2013 Annual Meeting in Philadelphia. The interest generated from this contest and a follow on effect from the success of our Roadshow this year, made this year's booth one of the most successful in increasing MDRT awareness in our industry here in Australia.



I would also like to congratulate the winner of our competition – **Mark Rando**. Mark has decided to become an MDRT member next year and has chosen the Philadelphia prize, which is the cost of the registration for the 2013 Annual Meeting.

##### MDRT 2013 Experience, Hyderabad 21-13 February

The MDRT Experience meeting delivers cutting edge sales techniques, technical information and motivational concepts and is proven to have helped financial professionals who attend, increase their production – and qualify for MDRT membership. You don't have to be a member to attend this meeting, so if you wish to attend, you can find more information at [www.mdrt.org](http://www.mdrt.org).



HYDERABAD INTERNATIONAL CONVENTION CENTRE

*On behalf of the MDRT Australia Committee,  
I would like to wish you and your families  
a safe and harmonious Christmas and  
a prosperous New Year.*

*Ross Hultgren, MDRT Australia Chair.*

MDRT Australia wishes to acknowledge and thank our sponsors.



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## A note from our State Chairs.....

### Queensland...

Our final function for the year saw 107 attending the joint AFA/MDRT Christmas function on November 21. Welcomed by “carollers”, we toasted the festive season in with an afternoon of great speakers.

Darryl Secombe OAM gave his firsthand accounts of Make-a-Wish Foundation stories. Darryl first saw Make-A-Wish presented on the MDRT Annual Meeting, San Francisco Main Platform, in 1985. He was so moved by the stories, that he has continued his involvement ever since. His presentation so touched our audience, that we were able to raise \$1,870 for the Make-a-Wish Foundation. We thank Darryl for his very open talk – he is proof of what a great industry this is.

Our other speaker was Vicki Writer. Her presentation taught us all how to shift our dynamic from Good to Great. Working with the audience, she showed us behavioral change strategies to achieve our potential.

Our next meeting will be in February next year, where we will also offer help with completing application forms for MDRT membership after the meeting.

Regards, Sue Paterson

### New South Wales...

The MDRT NSW Breakfast seminar held in September saw 125 delegates come to listen to our special guests, Corry Collins from MDRT Canada and our own Vicki Writer from AIA. Corry enthralled the audience with his own personal fight for life which he related in his presentation “Life Support”. Vicki also captivated the attendees, sharing her excellent MDRT Anaheim talk, “Referrals – Ideas from Million Dollar Producers”. Both presentations were very successful as was shown by the excellent feedback received. The breakfast also generated a lot of interest by advisers who were interested in knowing more about joining MDRT.

Our next function on December 11<sup>th</sup>, will be a Christmas Drinks and New Member Information Meeting. This will be an invitation only function, especially held for advisers who are interested in knowing more about how to become MDRT members. Current members will also be invited to talk with advisers on a one on one basis and to assist with the MDRT membership application process.

Regards, Bradley Flick

### Victoria...

MDRT Victoria has finished 2012 with another successful area meeting held at the Brighton Yacht Club on November 29, with well over 100 MDRT members and guests attending

Featured speaker, Vicki Writer from AIA, entertained attendees for over an hour with her presentation “From Good to Great – behavioural change strategies to achieve your potential”, which was very well received by everyone who actively participated in her session. Adam Morse, Financial Planner from McQueen Wealth Management spoke of his first time attendance to the MDRT Annual Meeting this year at Anaheim and covered his 5 take away ideas from the meeting that he now uses in day to day in business.

From our sponsors session Sophie Chudnovskaya from AIA spoke about the 10 biggest mistakes made by entrepreneurs and Andy Marshall from Zurich covered the importance of storytelling, with a specific focus on child trauma insurance. Both speakers were fantastic and re-iterated the importance of us the adviser industry and the focus on what we do day in day out for our clients and communities

My committee and I would like to thank the support we have received here in Victoria this year and we look forward to our continued relationship with our sponsors and providing even more valuable sessions for our advisers as we head into 2013

Merry Xmas Everyone.

Regards, Brad Isaac

### South Australia...

Hosted by new State Chair, Adam McCann, MDRT SA recently held a Breakfast Seminar in Adelaide. Over 90 people attended to hear speakers Guy Mankey and Roy Hall, who have a wealth of risk experience between them. Both Guy and Roy told their own stories of business growth and development, giving key secrets to their success. Guy painted the picture of the “Best Day Ever” in risk, including strategies he uses to ensure maximum productivity. Drawing on his own story, Roy highlighted key decisions and changes in his business over the years.

“What I noticed most about the two presenters was that even though they had different ways of operating, both of them had established successful businesses,” said one of the attendees, “It was a good insight into finding solutions that are right for you and your business.”

Attendees found the morning informative and beneficial for their own business practices. At a recent follow-up information session, there was strong interest from multiple attendees about joining the MDRT Mentor Program.

Cheers, Adam McCann

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