

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



MDRT

The Premier Association of
Financial Professionals®

MDRT Australia

E-newsletter

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Summer 2013

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 expect to pass through this world but once. Any good therefore that I can do, or any kindness that I can show to my fellow creature, let me do it now. Let me not defer or neglect it, for I shall not pass this way again.

William Penn, founder of the Province of Pennsylvania (1681) and of Philadelphia.

A word from our Australian Chair ...

On behalf of MDRT Australia, I would like to wish you all a happy and productive 2013. We are already 2 months into this year and I know some of our members and their clients have already suffered damage to their homes and businesses due to floods and fires during January and February. For those of you have suffered or are assisting clients and families through these natural disasters, our thoughts are with you all and if there is anything the MDRT community can do to assist, please let us know.

MDRT ANNUAL MEETING - Connect. Explore. Celebrate.



Planning is well underway for the Annual meeting to be held in Philadelphia from June 9-12 and we are looking forward to welcoming a large contingent of Australians, both returning and first time attendees. I know that we will have 5 Australians presenting in focus sessions this year, which is a great recognition of the talent within our industry - and stay tuned for details of our traditional ANZAC Night fellowship.

Registration and Housing for the meeting are now open. For more information about the Annual Meeting and to see everything the beautiful city of Philadelphia has to offer, go to www.mdrtaustralia.net. I look forward to seeing you there in June.

MDRT Partners

This year, MDRT Australia has once again five sponsors. We welcome back Zurich, as our Platinum sponsor and AIA, Asteron, CommInsure and TAL as our Gold sponsors. We are very pleased to be partnering with these companies.

On a final note, I am looking forward to working for you and with you in 2013. If there is anything we can help you with from an MDRT viewpoint or if you have any ideas or suggestions for MDRT Australia, please let me or Susan in the MDRT Australia office know, via phone or email. We would love to hear from you.

I shall be in touch more regularly as we move closer to June. With regards, Ross Hultgren, MDRT Australia Chair.

MDRT Australia wishes to acknowledge and thank our sponsors.



Platinum Sponsor



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Gold Sponsors

CALENDAR OF EVENTS

MARCH

1st - deadline for EARLY BIRD applications – completed applications must be mailed to the MDRT US Headquarters postmarked on or before March 1 to avoid an additional fee of US\$200.

6th - MDRT Queensland Local Meeting
21st – MDRT South Australia Local Meeting

APRIL

10th – MDRT NSW Local Meeting
17th – MDRT ACT Local Meeting (tentative date)
18th – MDRT Victoria Local Meeting

MAY

15th – MDRT Queensland Local Meeting

JUNE

9th – 12th – MDRT Annual Meeting, Pennsylvania Convention Centre, 1101 Arch St, Philadelphia, Pennsylvania.



Photos of the Pennsylvania Convention Centre



Philadelphia – the city of brotherly love.

JULY

25th – MDRT South Australia Local Meeting (tentative date)
MDRT Victoria Local Meeting
26th – MDRT NSW Local Meeting (tentative date)

AUGUST

7th – MDRT Queensland Local Meeting

OCTOBER

11th – MDRT NSW Local Meeting (tentative date)
16th – MDRT ACT Local Meeting (tentative date)
17th – MDRT South Australia Local Meeting (tentative date)
MDRT Victoria Local Meeting

NOVEMBER

20th – MDRT Queensland Local Meeting

DECEMBER

6th – MDRT NSW Local Meeting (tentative date)

For more details, check out our calendar at www.mdrtaustralia.net or contact your MDRT State Chair.
For more information about MDRT in general go to www.mdrt.org and www.roundthetable.org.

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