

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

MDRT Australia



MDRT

The Premier Association of
Financial Professionals®

E-newsletter

Summer 2014

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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

"Try not to become a man of success, but rather try to become a man of value."

Albert Einstein

A word from our Australian Chair

On behalf of MDRT Australia, I would like to wish you all a happy and productive 2014. We are already 4 months into the year and what a year it has already been for MDRT Australia. Memberships are coming in fast with 152 to date, of which 23 are new members, and we had our whirlwind Down Under Tour which was very well received by not only the attendees, but our guest speakers.

MDRT Roadshow 2014

In February, we hosted one of our best Roadshows to date according to the feedback we have received from our attendees. As per our last Roadshow, we visited Perth, Adelaide, Melbourne, Brisbane and Sydney. However, for the first time in our history, we had a two day event in Sydney that not only encompassed our usual Main Platform style presentation on the Monday afternoon, but offered two morning workshops with Sandro Forte and a Tuesday afternoon Focus Session with some of our industry greats from here in Australia. We were also honoured by the presence of 20 of compatriots who made the trip over from New Zealand.

Our speaker's – Sarah Kaelberer, Sandro Forte and Helen Jenkins were joined by the current MDRT President, Michelle Hosely, who spoke at both the Brisbane and Sydney Main Platform sessions. From reviewing our feedback sheets, the presentations for all our guest speakers were extremely well received. Sarah also generously offered to provide the information from her presentation to anyone who was interested. One comment that was repeated on many of the feedback forms in every State was the genuineness and openness of our speakers and their willingness to share information relevant to our industry.

Our speakers were also grateful for the response they received not only in how our MDRT Australia committees took care of them, but how all the attendees responded to them. Initial nerves on their part were soon gone as they were received with warmth and gratitude from all our attendees.

MDRT Annual Meeting 2014 - June 8-11, Toronto, Ontario, Canada

Plans for our ANZAC Night are well in hand in anticipation of the Annual Meeting. **Registration and Housing for the meeting are now open.** For more information about the Annual Meeting and to see everything the city of Toronto has to offer, go to www.mdrt.org/2014am/registration.php. I look forward to seeing you there in June.

MDRT Partners

This year, MDRT Australia would like to welcome back Zurich, as our Platinum sponsor and AIA, Asteron, and CommInsure 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 2014. 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.

With regards, Ross Hultgren, MDRT Australia Chair.

MDRT Australia wishes to acknowledge and thank our sponsors.


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CALENDAR OF EVENTS - 2014

FEBRUARY

MDRT Down Under Tour 17 -25 – Photo Highlights



MAY

QLD Local Area Meeting – date to be confirmed

NSW Local Area Meeting – date to be confirmed

SA Local Area Meeting – date to be confirmed

JUNE

MDRT Annual Meeting – 8 -11, Toronto Ontario, Canada



Metro Toronto Convention Centre



Sight Seeing



For more information on the Annual Meeting, go to www.imdrt.org/2014am/

Enhance your meeting experience, network with colleagues and make new friends by volunteering to be a member of the Program General Arrangements Committee (commonly referred to as PGA)! PGA volunteers greet fellow members, check badges, direct attendees and assist in other vital roles at the Annual Meeting. The MDRT Annual Meeting is like no other — be an integral part of it!

To sign up go to https://ihs.mdrt.org/meetings/mdrt/2014/pga/pgaform_signIn.cfm

JULY

VIC Local Area Meeting – 24th

NSW Local Area Meeting – date to be confirmed

NOVEMBER

VIC Local Area Meeting – 11th

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