

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



MDRT Australia

E-newsletter

Winter 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

Opportunities multiply as they are seized. - Sun Tzu

A word from our Australian Chair

MDRT 2012 ANNUAL MEETING – SENSATIONAL!

The 2012 Million Dollar Round Table Annual Meeting was held in Anaheim, California, USA, from 10 - 13 June. From 58 countries, approximately 7,000 attendees gathered at this event. With good reason, the MDRT Annual Meeting has been called the Olympics of the Financial Advisory Industry.

This year 86 advisers and guests from Australia attended the 2012 MDRT Annual Meeting. Four Australian Speakers on Main Platform and the Focus Sessions did outstanding jobs and added further to their credibility. The Australian speakers were - Keith Abraham and Troy Hazard, who delivered their presentations from the main platform, and Vicki Writer (AIA Australia) and Andrew Griffiths (Andrew Griffiths Enterprises) who made outstanding Focus Session presentations. Many great ideas were shared at the conference and can be used by advisers in their businesses here in Australia.

On the Social side, the annual ANZAC Night was a huge success thanks to the support of our sponsors AIA, Asteron, CommInsure TAL and Zurich. This was a chance for our Sponsors and Advisers to mix with peers and further develop their international networks.

AFA CONFERENCE

This year's AFA National Conference is being held at the Royal Pines Resort on the Gold Coast from 28 - 30 October. This conference is top quality with great value found in the speakers and focus sessions. MDRT Australia's presence will be on show with our booth at the conference and the MDRT Breakfast Session on Monday 29 October.

MDRT CHAIR HANDOVER

September 1 marks the start of the new MDRT Year, and with it Ross Hultgren, a 14 year MDRT Member and AMPFP adviser from Geelong assumes the role of Australian Chair.

At this time it is pleasing to reflect on the last 2 years in the role of MDRT Australian Chair. As well as the many State MDRT events, we held a very successful 5 State Roadshow in February this year, and last October we hosted 3 lunchtime seminars in Melbourne, Sydney and Brisbane featuring Bruce Etherington from Toronto, Canada. Bruce also presented on 2 occasions at the AFA Conference. Here I should acknowledge and thank Asteron for bringing Bruce to Australia and allowing MDRT to dovetail to their morning Masterclass events. We have seen 35 new members join over the 2 years, and the Roadshow and the Etherington visits attributed greatly to this and showcased the quality of MDRT advisers from around the world.

Of course I have been supported by quality State Chairs (Sue Paterson – Queensland; Guy Mankey – NSW; Brad Isaac – Victoria and Richard Campbell – South Australia), and I thank them sincerely. The 1st September also sees Brad Flick assuming the role of NSW State Chair and Adam McCann assuming the role of SA State Chair. Sue Paterson and Brad Isaac continue their roles.

It has been a privilege to be the MDRT Australian Chair for 2 years - I have enjoyed meeting with fellow members from around Australia, and enjoyed the relationship we have with our 5 Sponsoring Partners. I thank our Sponsors, AIA, Asteron, CommInsure, TAL and Zurich for their encouragement as well as financial support.

John Campbell
MDRT AUSTRALIA Chair 2010-12

MDRT Australia wishes to acknowledge and thank our sponsors.



Platinum Sponsor



CommInsure



TAL

Gold Sponsors

A note from our State Chairs.....

Queensland...

Queensland has embraced the MDRT spirit with many members forming part of the Australian contingent at the annual meeting in Anaheim. The spirit and enthusiasm was matched by the impressive content. I think we all felt very proud listening to our very own Keith Abraham on main platform. Another main platform speaker – Troy Hazzard – was also an ex Brissy boy, so we were well represented.

We came back from Anaheim to hear Baz Gardiner inspire us in social media and the use of IT in sales at our Breakfast meeting in July. I don't think any of the 90 people that attended left without a lot of self-reflection after hearing Josh Wood share his story. Josh summarised much of what MDRT is about – he reminded us of the importance of making sure we protect not only our clients but those that are close to us and he inspired us with his spirit and drive to achieve. Josh is now in the USA furthering his rehabilitation.

We look forward to our next meeting on November 21. This afternoon session will incorporate our “Christmas Get Together” – I look forward to sharing some festive cheer with you all.

Regards,
Sue Paterson

New South Wales...

We ran the “Best Ideas from Anaheim” presentation on Wednesday August 15. The event was well attended by around 125 attendees with all our sponsors filling at least 1 table each. Very positive feedback has been received from attendees of the event. There was also good support from other companies – AMP & AMP FP, who each filled a table with their advisers.

The highlight of event was an excellent presentation by Simone Du Chesne on her experience as a first time attendee of the MDRT Anaheim meeting. For all those who didn't attend the Annual Meeting, we played the video of the Anaheim main platform speech by Robyn Benincasa who spoke about her achievement of extreme performance at the highest levels of sport and business. She related the story of her team's determination and endurance in the Eco-Challenge races.

Long time MDRT Member, Godfrey Philips, talked about his experiences at the Anaheim meeting from a veteran attendee's perspective and provided some of his best take out ideas from the meeting. Phil Kewin from sponsor Zurich spoke to the group about his experience attending the meeting as a representative of an insurance company and how the professionalism and value of MDRT advisers is beneficial to the life companies. Our next event we are organising is the Corry Collins presentation on September 17th. We will no doubt provide details of this for the next update.

Regards,
Brad Flick

Victoria...

Victoria had many MDRT members attend the Annual Meeting in Anaheim this year, along with a few first timers. All had a wonderful and rewarding experience.

We held a local meeting here in Melbourne on the 9th of July, which was a huge hit based on feedback we received from our members and guests on the day and with over 100 attending making, this our largest and most successful meeting yet. We had fantastic support from our platinum and gold sponsors and new support from AMP and Antares Equities. Neil Kendall, an MDRT member and Managing Director of Tupicoffs, was our featured speaker. His presentation - “Your Best First Appointment” – resulted in fantastic feedback from all attending.

We also had Darryl La Brooy, a first time adviser attendee to Anaheim, speak of his experience at the annual meeting. Our product sponsor committee members Jarrad Wilson from Asteron opened up our local meeting with a presentation on “Client Engagement Techniques” and Cameron Blunt from TAL presented on “Geotribes – A Changing Landscape”. All speakers were very well received by the audience

Our final area meeting for the year has been scheduled for Thursday November 22nd, so **SAVE THE DATE** now for the Brighton Yacht Club. A special guest from the MDRT Anaheim 2012 Annual Meeting will be making her first appearance speaking at MDRT Victoria! This will be a meeting not to be missed.

Further details and formal invitations will be provided in due course

Regards
Brad Isaac

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

SAVE THE DATE

CALENDAR OF EVENTS

SEPTEMBER

17th – MDRT New South Wales – Corry Collins, MDRT Member from Canada will be guest speaker.

OCTOBER

10th – 13th – MDRT Top of the Table Meeting – Amelia Island, Florida USA

16th (tentative) – MDRT South Australia

28th – 30th – AFA Conference – come and see us at our booth to find out how you could win a ticket for 2 to the next MDRT Experience (Hyderabad, India) or a ticket to the 2013 MDRT Annual Meeting (Philadelphia, Pennsylvania, USA)

NOVEMBER

5th – MDRT South Australia – interest meeting

21st – MDRT Queensland – Christmas get together

22nd – MDRT Victoria – special guest speaker, Vicki Writer

FEBRUARY 2013

21st – 23rd – MDRT Experience – Hyderabad, India

For more details check our calendar at www.mdrtaustralia.net

or

contact your State Chair

