



## MDRT AUSTRALIA

# MEDIA RELEASE

### New MDRT Australia Chairman Charts Course for Continued Success

**Tuesday September 16, 2008.** Million Dollar Round Table, The Premier Association of Financial Professionals® (MDRT) has appointed Stuart Farrell as the incoming Australian Chairman. The role of MDRT Australia Chairman is a two year term and Stuart Farrell has confirmed that it is his goal to work closely with the State Chairpersons to achieve a number of key objectives in particular,

- To ‘connect’ with the in-coming generation of new financial advisers and assist them achieve their potential as financial services professionals; and
- Encourage and support existing MDRT members to continue their personal and professional development journey

Commenting on his appointment as Australian MDRT Chairman, Stuart Farrell said he was greatly honoured to be selected for this important and challenging role, but in particular, for the opportunity to promote the benefits of MDRT membership to non members.

Based in Queensland, Stuart Farrell has been an MDRT member for 12 years. He has personally applied the knowledge and insights gained as an MDRT member to build his successful Brisbane practice.

“In Australia, the MDRT membership base has developed as a result of the significant efforts of past MDRT Chairpersons and their State based teams, and it is important that we acknowledge and thank them for all their hard work,” said Stuart Farrell.

“I am committed to assisting the dedicated State Chairpersons to build on MDRT’s industry reputation as a very unique international industry association that helps its members develop and grow professionally sharing ideas freely with other members and helping each other overcome the hurdles to self development”

As Australian Chairman, Stuart Farrell will work with the State Chairperson team to promote the principles and benefits of MDRT membership through local programs and initiatives that reflect MDRT's values of helping and supporting fellow financial services professionals to achieve their potential.

The MDRT Australia team will also extensively promote the benefits of the Whole Person concept – an MDRT initiative that encourages members to balance their lives through commitment to family, health, professional development, spirituality, business growth and contributing to one's local community and industry.

Commenting on the challenges facing the Australian Financial Services industry, Stuart Farrell said continuity of service and advice for consumers is the industry's greatest challenge as many Baby Boomer advisers will soon transition to retirement. MDRT will play its part and assist retiring advisers to develop and implement appropriate succession plans and strategies.

Many of Australia's leading financial services practitioners are long term MDRT members and they acknowledge the important influence MDRT has contributed to their personal, business and industry success and growth.

MDRT Australia is harnessing the knowledge and experience of its long serving members and through the Excelerate mentor program is assisting young advisers to overcome the initial challenges to their new vocation. ACT Chairperson Peter Graham is working to expand the Excelerate program by gradually introducing the initiative across Australia.

Stuart Farrell concluded "I look forward to working with the Australian Team to promote MDRT as a dynamic service driven association that is committed to raising the standards of professionalism in the Australian Financial Services marketplace."

**Notes to the Editor:** The Australian MDRT Chairpersons are listed below and their contact details can be obtained from the website

[www.mdrtaustralia.net](http://www.mdrtaustralia.net)

Mathew Gale	NSW	Peter Graham	ACT
Ross Hultgren	VIC	Peter Grosser	WA
John Campbell	SA	Roy Hall	QLD

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