



## MDRT AUSTRALIA

# MEDIA RELEASE

### MDRT Welcomes New Chairpersons & Reflects on Year of Outstanding Achievement

**Thursday August 28, 2008.** Million Dollar Round Table, The Premier Association of Financial Professionals® (MDRT) Oceania Chairperson Beverley Carlyon has announced the completion of another milestone year for the international association and also confirmed the new and continuing Chairperson appointments for Australia, New Zealand and Fiji.

**Ross Vanderwolf Divisional Vice President**  
**Deborah Wood Regional Chair**  
**Beverley Carlyon Oceania Chairperson**

#### **Australia**

<b>Stuart Farrell</b>	<b>Australia Chairperson</b>
Roy Hall	QLD Chairperson
Mathew Gale	NSW Chairperson
Ross Hultgren	VIC Chairperson
John Campbell	SA Chairperson
Peter Graham	ACT Chairperson
Peter Grosser	WA Chairperson

#### **New Zealand**

<b>Warren Borlase</b>	<b>New Zealand Chairperson</b>
Theresa Hatton	Auckland Chairperson
TBA	Wellington Chairperson

#### **Fiji**

<b>Bipin Patel</b>	<b>Fiji Chairperson</b>
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Reflecting on the year that was, Beverley Carlyon said that on all levels, the past year has been another incredibly successful period for MDRT – internationally, within the Oceania region and nationally in Australia, New Zealand and Fiji.

**MDRT thanks and acknowledges**

Globally, membership of MDRT grew yet again and now the organization has nearly 40,000 members from 85 countries.

Members are drawn to the Association in growing numbers each year reflecting the high industry standing of MDRT as a dynamic and progressive association that is steadfastly committed to raising the standards of quality financial advice and service in all the nations from which it draws its members.

The base of MDRT Oceania was strengthened this year with 10 new first year members in Australia and 2 in New Zealand.

### **Australian 1<sup>st</sup> Year Members**

Richard Campbell	SA
Andrew Eastwood	NSW
Joel Edelman	NSW
Gregory Ireland	NSW
Brett Kimmorely	NSW
Suzanne Miskell	NSW
Gino Saggiomo	QLD
Ellen Schafer	QLD
Wayne Stevens	NSW
Michael Williams	NSW

### **New Zealand 1<sup>st</sup> Year Members**

Robert Schneider	Wellington
Andrew Webby	Hamilton

Suzanne Miskell and Michael Williams also qualified for Court of the Table and Ellen Schafer qualified for the prestigious Top of the Table in their first year.

“MDRT members are acknowledged for their commitment and professional standing in the financial services industry. This provides their clients with confidence and peace of mind as their financial, wealth creation and protection needs are being cared for by industry professionals,” said Beverley Carlyon.

This year, 32 Australian and 8 New Zealand MDRT members celebrated significant anniversary milestones.

### **New Zealand MDRT Membership Anniversaries**

#### **10 Years**

Richard Oliver	Auckland
Mark Solomon	Lower Hutt

**MDRT thanks and acknowledges**

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### **15 Years**

Michael Gowan     Auckland  
Querida Smith     Auckland

### **20 Years**

Brian Klee             Wellington  
Kevin Seque             Christchurch

### **35 Years**

Bede Brittenden     Auckland  
Arthur Smethurst     Palmerston Nth

## **Australian MDRT Membership Anniversaries**

### **10 Years**

John Edwards     NSW  
Ross Hultgren     VIC  
Ronald Lambert     NSW  
Angus McQueen     VIC  
Ian Wilson     QLD

### **15 Years**

Harold Crane     QLD  
David Dobbrick     QLD  
Leo Menkens     QLD  
Paul Morehead     NSW  
Dayan Samarasinghe     VIC  
Ralph Zamykal     QLD

### **20 Years**

Peter Grosser     WA  
Kevin Turner     QLD

### **25 Years**

James Goggins     QLD  
Michael Lenthall     SA  
Gary Tupicoff     QLD

### **30 Years**

Roger Budd     NSW  
John Macey     NSW  
Anthony Smith     NSW

### **35 Years**

Bob Fowler     QLD  
Brian Jones     QLD  
Percy Kotkis     WA  
Bill Nixon     QLD  
Kevin Stewart     QLD

MDRT Oceania's other achievements this year included –

- The inaugural MDRT Oceania Roadshow was a sell out success in New Zealand and Australia and the event inspired and motivated attendees.

**MDRT thanks and acknowledges**

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- Walton Rogers as MDRT First Vice President visited Australia and New Zealand earlier this year and he provided a powerful insight into his personal motivation and journey to success.

At the Annual Meeting a few months later, Walton challenged and encouraged the mature age MDRT members to utilize MDRT's resources to implement succession plans that would provide clients with continuity of professional service and advice after they retired.

- Australia's Excelerate Program to introduce new advisers to the sales techniques and concepts of MDRT has been so successful – the program is being analysed for use internationally and integrated into the current MDRT Mentoring Programme.
- The new Australia and New Zealand Chairpersons and their teams are determined to build on the MDRT membership growth achieved in 2007 and will extensively promote and market the international Association at local levels.

“MDRT is a unique organization that leads by example and continually challenges members to lift their personal horizons and grow through constant professional and personal learning. The “Whole Person Concept” encourages members to also contribute to their industry and local community.”

“More than that, MDRT is a network of international industry peers that encourages members to network together, learn from each other, share knowledge, exchange ideas and experiences and to make life long friendships with fellow financial services professionals,” concluded Beverley Carlyon.

**MDRT membership benefits and criteria are available from the [www.mdrtd.org](http://www.mdrtd.org) and [www.mdrtoceania.net](http://www.mdrtoceania.net) websites or from your the local MDRT Chairperson – contact details are available from the MDRT Oceania website.**

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**MDRT thanks and acknowledges**