



MDRT AUSTRALIA

MEDIA RELEASE

2008 MDRT Annual Meeting Sets New Record, Inspires & Motivates Attendees

Monday June 30, 2008. With the Canadian Tenors bringing the record breaking 8,500-plus audience to its feet and the traditional opening day Flag Ceremony instilling national pride in members from all over the world, the 2008 MDRT Annual Meeting got off to a rousing start.

This year 60 Australian members were joined by 15 from New Zealand and five special guests to form the Oceania contingent that attended the 2008 MDRT Annual Meeting in Toronto, Canada.

The theme for this year's event was 'Changing Lives'.

"MDRT Annual Meeting is a life and career-changing event as it provides the opportunity to network with other successful financial services professionals from across the globe and to hear and learn from the world's most prominent speakers," said MDRT Oceania Chairperson Beverley Carlyon.

Gymnast and 1984 Olympic Gold Medalist Mary Lou Retton followed with an inspirational Main Platform address. "Don't let other people put limits on you," she urged. "Believe in yourself and that it can be done."

She was first among several platform speakers who urged MDRT members to take steps to change their own lives in a positive direction and the lives of clients and others.

Her message to MDRT members: "You can do extraordinary things if you rise above your limits, both real and imaginary. Take risks and meet them head on."

Solomon Hicks took the stage after Mary Lou and recounted his stirring tale as a black boy living in the rigidly segregated state of Alabama during the pre-civil rights era.

Kenneth Dychtwald, PhD, a futurist, psychologist, gerontologist followed and said people need advisers who can help them put their dreams into place and can help them fund their future.

Beverly Carlyon continued, “MDRT has served the financial services industry for more than four decades and now comprises over 40,000 members from 75 countries worldwide – and as yet another indication of the organisation’s growing strength, this year Russia was represented at the Annual Meeting.”

“Members regard attendance at the MDRT Annual Meeting as a life and career-changing event as it provides them the opportunity to network with other successful financial services professionals and learn from the main platform and focus session presentations of world renowned industry, business, management and lifestyle experts.”

Each year, a number of industry guests are invited to attend the Annual Meeting and experience the event first hand.

This year, Allison Dummett (Matrix Planning Solutions), Todd Kardash (CommInsure), Julie Foster (TOWER Australia) and Antony Vriens (Asteron New Zealand) and Dennis Bateman (AFA National President) joined the Oceania contingent in Canada as MDRT Oceania’s guests.

Another tradition that is well supported is the Oceania Night whereby all the MDRT members and special guests from Australia, New Zealand and Fiji gather together at the end of the day for a social drink and networking opportunity.

This year’s event was the most successful ever with over 200 MDRT Oceania members and guests attending the 2008 Annual Meeting Oceania Night held at Polson Pier, Toronto and sponsored by –

- Asteron New Zealand
- CommInsure Australia
- CommInsure Fiji
- Matrix Planning Solutions Australia
- TOWER Australia

During the Annual Meeting, MDRT President-elect Walton Rogers outlined five initiatives the organization will focus on during the coming 12 months –

- Promote the importance of relationships among MDRT members and find new ways to enhance them by encouraging the formation of study groups, among other forums, to afford members more opportunities to share expertise and advance themselves professionally.
- To build on MDRT’s mentoring program, which currently encompasses some 200 mentor-aspirant teams.

- MDRT will encourage members to complete their own succession plans so their clients can be serviced without interruption when they retire.
- MDRT's Boomer Retirement Initiative. An outgrowth of its Boomertirement Summit, held in New York in 2007, the endeavor will comprise a series of road shows, as well as the development of point-of-sale materials and tools to aid advisors in servicing mature age clients with income distribution and legacy planning needs.
- The final initiative will seek to promote pride among members in their MDRT affiliation—and to leverage that pride in client engagements.

“MDRT’s Annual Meeting is acknowledged as a truly outstanding international industry event that continues to attract attendees from across the globe in growing numbers each year.”

“MDRT members and special guests acknowledge that the Annual Meeting is a very unique opportunity to network, share ideas and experiences and make life long friendships with fellow professional financial services from many diverse and interesting backgrounds and cultures,” concluded Beverley Carlyon.

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Pictured below, images from the 2008 MDRT Annual Meeting Toronto, Canada.

Day 1, welcoming parade for MDRT Members.



President-elect Walton Rogers outlining his vision for MDRT



Past President Phil Harriman on Main Platform



Past MDRT Presidents



MDRT Members enthralled by Main Platform presentation

