



MDRT AUSTRALIA

MEDIA RELEASE

MDRT – Navigating Through Challenging Times

Friday March 6, 2009. Million Dollar Round Table (MDRT) Australia Chairman Stuart Farrell expects the number of Australian members will increase in 2009 in response to MDRT's commitment to providing its financial services practitioner members with resources gathered from across the world that can be applied to improve knowledge, insight and technical expertise.

“In these particularly challenging economic times, MDRT provides members with unique, interactive forums and events at a local, national and international level that help them manage their practices with greater efficiency, effectiveness, profitability and dedication to addressing the financial and protection needs of clients,” said Stuart Farrell.

“Personal and professional growth are priorities for MDRT and this core value is appreciated by members and reflected at gatherings that provide them with an opportunity to share with fellow members the ideas and concepts that they themselves have applied with great success.”

Later this year in June (7th – 11th), over 7,000 MDRT members from across the globe will travel to Indianapolis, Indiana USA for the 2009 Annual Meeting.

MDRT Annual Meeting's are a unique experience and the Main Platform and Focus Session program is designed to assist members achieve the personal and professional improvement goals – and also provide knowledge and expertise that assists them to address the growing complexities of wealth accumulation, retirement planning and lifestyle protection.

Stuart Farrell continued, “MDRT's Main Platform program is an unprecedented highlight each year with exceptional financial services, business and lifestyle experts providing unforgettable presentations and insights that inspire, motivate and challenge attendees to lift their personal goals and aspirations.”

The extensive Focus Session program addresses a broad array of subjects including sales, protection, baby boomer retirement, practice management, marketing and whole person.

This year, MDRT Australia stalwart Russell Collins will be joined by his son Matthew to present a Focus Session that will provide their personal practice succession case story highlighting the problems encountered and the solutions they implemented.

Stuart Farrell also announced and acknowledged 2009 MDRT partners and sponsors CommInsure and Asteron would support MDRT Australia's activities.

Simon Swanson, Managing Director of CommInsure said "As Australia's largest life insurer, CommInsure has had a long and proud association with MDRT as a major sponsor and invests strongly in the development of adviser's technical and client engagement skills."

"Underinsurance is prevalent in Australia and it is through these associations that CommInsure believes that it can help increase the level of professionalism and capability of advisers to tackle this problem."

Asteron General Manager Jordan Hawke also voiced his support of MDRT and noted that both MDRT and Asteron were dynamic organisations committed to providing Australians with innovative life insurance protection.

"As a recent winner of Plan for Life's 'Life Company of the Year Platinum Award', Asteron recognises the importance of the role Advisers play and the alignment to professional bodies such as MDRT. It is imperative to continually lift the bar across advice and manufacturing, and this is something we can achieve by working together," said Jordan Hawke.

Stuart Farrell concluded, "MDRT remains committed to offering members the resources to improve the operational effectiveness of their practices and the service they provide clients. Through the support of industry partners CommInsure and Asteron, we all grow improve and reaffirm our collective commitment to addressing the financial needs of Australian consumers."

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