

## **MEDIA RELEASE**

### **Membership enquiries & roadshow registrations provides MDRT Australia with great start to 2014**

**Friday January 31, 2014.** Million Dollar Round Table (MDRT) The Premier Association of Financial Professionals® Australian Chairperson Ross Hultgren has announced that the fast paced start to the New Year reflected in membership enquiries and registrations for next month's MDRT **2014 Down Under Tour** national roadshow are setting the scene for another year of achievement for the organisation.

MDRT started the year with a major milestone and triumph for the international membership based association with the launch and availability of an online application system for all members.

When asked about the new online system Ross Hultgren said it was important to put the undertaking into perspective as the immense project and facility would now cater for the global adviser driven association's 38,000 members from 74 countries across the globe. Available in several languages, new and returning members can use the online system to complete, submit and receive their confirmation in the same day.

MDRT Australia Deputy Chairperson Sue Paterson confirmed that the online application facility and system has been very well received nationally and feedback from users was very positive.

In addition, Paterson and Hultgren advised that there was a great deal of interest in membership reflecting concerns about industry changes and that advisers are looking for new answers.

MDRT's much anticipated biennial national Roadshow, the 2014 Down Under Tour will kick off the professional association's Calendar of Events for the year ahead, and is open to all advisers, managers and support staff. Event organisers are very pleased with the registrations that have been received to date and expect that all capital city events will be well supported.

Details of the Down Under Tour are as follows and registration information can be obtained by contacting MDRT Australia by email on [service@mdrtaustralia.net](mailto:service@mdrtaustralia.net)

February 17 Perth

February 18 Adelaide

February 20 Melbourne

February 21 Brisbane

February 24 Sydney

The program of main platform speakers, interactive workshops and focus sessions has been developed by MDRT members and includes extraordinary speakers that will inspire attendees with new ideas, concepts and best practice processes.

Commenting on the upcoming Down Under Tour national roadshow, Ross Hultgren said, "Advisers attending the event will be challenged and encouraged by the speakers who are themselves highly successful advisers, and come away with transferrable ideas that will produce results."

“MDRT acknowledges that there is an amazing diversity of advisers in Australia and through high profile events such as our Down Under Tour, we encourage them to come together to learn, be inspired and share their stories of success and ideas to improve client service and business efficiency.”

The international speakers that will travel to Australia for the Down Under Tour are – **Michelle L Hoesly**, MDRT’s current President, highly successful adviser frequently quoted in the Wall Street Journal and Financial Times. (Brisbane & Sydney only)

**Sandro Forte**, well known main platform speaker whose workshops have been voted the best sales and marketing programs in 18 countries.

**Helen A Jenkins** runs a very successful business in the UK and is renowned as an inspirational presenter.

**Sarah J Kaelberer** is a current Top of the Table member and she will share her story of how she built a vibrant and award winning practice.

The Down Under Tour will be preceded by the sold-out **MDRT Experience Meeting** in Kuala Lumpur from February 13–15 and is open to both members and non members of the association. Modeled on MDRT’s celebrated Annual Meeting it will provide attendees with presentations on the latest developments in client service, practice management and sales / marketing techniques.

Toronto Canada will be the host for **2014 Annual Meeting** from June 8–11. Ross Hultgren expects over 100 Australians will travel to Canada to join more than 5,000 fellow MDRT members from around the world to gain education and new insights into the financial services industry.

This year’s Annual Meeting will feature approximately 90 main platform speakers and workshop presenters who are leading financial service practitioners, business experts and motivational speakers.

Over the next 12 months, MDRT’s State Chairs will reinforce many of the messages and themes of the Down Under Tour, the Annual Meeting and MDRT Experience with local events that facilitate the sharing of ideas and experiences with both members and non members alike.

Ross Hultgren concluded, “I am confident that 2014 will be another milestone year for MDRT Australia as we continue to work together as a team broadening the services and support offered to our members and also deepening the association’s engagement with the Australia Financial Services industry and non-member advisers.”

**NOTE:** Any advisers interested in attending the 2014 Down Under Tour when it visits their capital city or would like to discuss joining MDRT as a member can do so by contacting Ross or their local State Chair. Contact details are available from the MDRT Australia website

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

Issued by MDRT Australia

**MDRT Australia acknowledges and thanks its industry sponsors**

Platinum Sponsor



Gold Sponsors



**CommInsure**



**TAL**

**Media Enquiries:**

Mr. Joe Perri

Joe Perri & Associates Pty Ltd

Telephone/Fax: +61 3 9324 0362

Mobile: +61 412 112 545

Email: [jperri@joperri.com.au](mailto:jperri@joperri.com.au)