



## 2004 MDRT DAY

I am extremely excited to announce that the Top of The Table Advisory Board have scheduled their next MDRT Board Meeting in “middle-earth”.

They have offered to share their time and business ideas with us.

You cannot miss the once in a lifetime MDRT experience in New Zealand. You will never get a better line up—without attending an Annual Meeting.

Spread the Word! Bring along an MDRT Aspirant.

**Brian Klee, CLU**  
IMCC Divisional Vice-President

## List of Celebrated MDRT Speakers



**Moshe K. Hadari**

*“Sales Ideas to get you to the Top of The Table”*

If you want sales ideas that work, don't miss this presentation. In 2001, Tony Gordon said, *“Moshe has more sales ideas than any else in the business!”*

**Mark Hanna, CLU ChFC**

*“Seven Common Characteristics of Top Producers”*

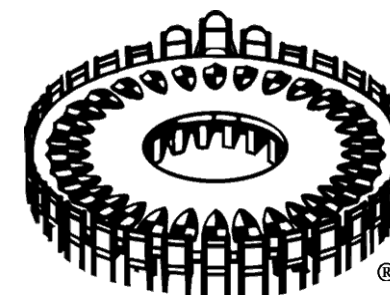


In this presentation, Mark will share insights observed during his 26-year financial services career, including lessons learned in working with and emulating the best of our business. It says, *“It does not matter what market segment you serve, all top producers share common characteristics with each other.”*

***Immediately Send Application & Cheque to:***

MDRT Day  
C/- Events by Design Ltd  
PO Box 33-589  
Takapuna  
AUCKLAND

## TOP OF THE TABLE ADVISORY BOARD



**2004  
MDRT DAY**  
**Waipuni Hotel**  
**Auckland**  
**Friday 16th April 2004**  
**8.00am to 5.00pm**



**Proudly supported by:**  
**TOWER**



## Timetable:

- Friday 16th April
- Starting time 8am (MDRT time!)
- Finishing time 5pm
- Lunch provided
- *Limited to the first 420 paid registrants*
- Registration Fee—  
\$110.00



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**TOWER**

## List of Celebrated MDRT Speakers



**Doug Peete, CLU, ChFC—2004**  
Top of the Table Chair

*“Total Financial Planning for the Business Owner”*

Doug will break down the essentials of his practice and how he has grown it into a consistent Top of The Table qualifying business organisation.

**Marc Silverman, CLU, ChFC—**  
Immediate Past Chair

*“Marketing and Prospecting your Way to the Top”*

Marc’s power packed presentation is designed around prospecting your way to the top. There will be approximately 17 transferable, easy to understand sales ideas that will help people get to the next level.



**Alphonso Franco, FHU, RFC**

*“How to get to TOT Selling Critical Illness Insurance”*

Learn how you can incorporate Trauma/Critical Illness insurance as a door opener and into your existing line of business. Also, what you should know as a Financial Adviser to protect your client’s financial health.

## 2004 MDRT Day

### Top of the Table Advisory Board

### Registration Form

Full Name
Name for Badge
Organisation
Postal Address
Email
Contact Tel

Accommodation—Waipuna Hotel: \$146.25 (GST incl.) a night

Please circle: Single Share

Sharing with: \_\_\_\_\_

Arrive: \_\_\_\_\_ Depart: \_\_\_\_\_

*Include one night’s accommodation to secure your booking. If you wish to secure booking with credit Card, tick this box: [ ]*

#### Method of Payment:

Because this is a one-off event, payment is required by cheque only. Please attach your cheque for \$110.00, payable to:

**“MDRT Day”**

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