

MDRT Australia invites you to attend the

# Gain Control ... Boost Business

MDRT AUSTRALIA ROADSHOW

in Brisbane  
on Friday 19<sup>th</sup> March 2010

## *Invest in Yourself...*

Come and hear pearls of wisdom from one of the most successful advisers in the world, backed up by some of Australia's best minds — all with one unified intention — to share an array of sales and marketing ideas, concepts, insights and knowledge that can be applied and adapted immediately.



**MDRT**<sup>®</sup>

The Premier Association of  
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**CommInsure**



## The presenters

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### Jennifer Borislow — Differentiate yourself and grow loyal clients

Jennifer is the founder and principal of Borislow Insurance (BI), established in 1982 near Boston USA. She manages a team of 26 and BI is a recognised leader in the employee benefits market, servicing hundreds of businesses and thousands of employees.

Attesting to her business success Jennifer is a Life and Top of the Table (TOT) Member of the MDRT. TOT Members represent the top 1% of financial advisers worldwide. Further confirming her management capabilities, MDRT has appointed her as the Second Vice President of the MDRT Executive Committee, and she will

transition to take up the MDRT Presidency in 2012.

She has spoken at numerous industry meetings including NAIFA, LUTC, World Critical Illness Conference, Insurance Association of China and the Singapore Life Underwriters. Jennifer is a published author and has been quoted in trade journals, newspapers and other publications.

*Jennifer will share with you concepts that have made her the success she is, and provide ideas that even the most successful advisers can add to their repertoire.*

### Jeffrey Scott — Protecting the Different Stages of Life

Jeffrey has been in the industry for 21 years and is currently the Executive Manager of Business Growth Services for Commlnsure. His experience spans actuarial, underwriting, product design, compliance, and sales at both the retail and corporate level.

Jeff is a CFP and holds numerous qualifications and degrees. He lectures at Universities on

taxation and financial planning, and presents to advisers throughout Australia and the Pacific. He has recently been selected to present at the 2010 MDRT Annual Conference in Vancouver Canada.

*Jeff will discuss what the diverse needs are for the various generational categories, and how to position yourself to have the most impact.*



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### Keith Abraham — The Three Strategies to Creating a Loyal Passionate Business Team

Queensland based, Keith has built a reputation as one of Australia's best speakers, working directly with some of the world's leading companies.

He has written three best-selling books and is acknowledged as one of the world's top 7% of professional speakers. This year he will

also speak at the MDRT Annual Conference in Vancouver.

*Keith will share easy-to-implement, proven strategies with you, and he will encourage you to execute ideas that will make a difference to your business production.*

## Roadshow details

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- Date:** Friday 19<sup>th</sup> March, 2010
- City:** Brisbane
- Venue:** Rydges, Southbank  
9 Glenelg Street, Southbank
- Times:** Lunch (optional) from 12:00pm to 1:00pm  
Registration from 1:00pm for 1:30pm start  
Speaker presentations to end at 5:00pm  
Followed by fellowship to 6:00pm



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# Registration form

## Registrant details

Title  Firstname  Surname

Company

Address

Suburb  Postcode  Member  Yes / No

Bus. telephone #   Bus. fax #    
*(STD / number)* *(STD / number)*

Email  Mobile #

## Booking details

	Title	Firstname	Surname	Member	Lunch
Number of attendees <input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Yes / No	Yes / No
Individual ticket @ \$110 (inc GST) <input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Yes / No	Yes / No
Group ticket @ \$88 (inc GST) each <i>(five or more booking together)</i> <input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Yes / No	Yes / No
Optional lunch @ \$66 (inc GST) <input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Yes / No	Yes / No
<i>(Members dine free – must book)</i>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Yes / No	Yes / No
<i>(Members dine free – must book)</i>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Yes / No	Yes / No
<i>(Members dine free – must book)</i>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Yes / No	Yes / No
<b>Total payment</b> <input type="text"/> \$	<input type="text"/>	<input type="text"/>	<input type="text"/>	Yes / No	Yes / No

## Payment details

**A Tax Invoice will be issued to your email address on receipt of your registration**

Cheque  → Payable to: MDRT Australia

Credit card  →

Visa   
 Mastercard   
 AMEX

Card number

Expiry date  /

Cardholder's name

Cardholder's signature

**Total payment**  \$

**SEND THIS COMPLETED FORM TO:**