

MDRT Australia invites you to attend the

# Gain Control ... Boost Business

MDRT AUSTRALIA ROADSHOW

in Sydney  
on Tuesday 23<sup>rd</sup> March 2010

## *Invest in Yourself...*

We are honoured to showcase some of the top producing international MDRT Members — 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.



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The Premier Association of  
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## The presenters

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### Tom McQuillan — Methods of prospecting to develop business

Tom entered the Life Insurance business in 1957 after graduating from university with a B.A. in Political Science and Economics. Since 1976 he has run an agency with Canada Life under The McQuillan Group.

Tom has qualified for membership in MDRT every year since 1963, and has 33 consecutive years as a Top of the Table producer (representing the top 1% of advisers worldwide).

He achieved Certified Financial Planner designation in 1999, Trust and Estate Practitioner designation in 2000 and Registered Health Underwriter designation in 2009.

*Tom will share ideas that have allowed him to continue to stay at the top.*

### 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 success Jennifer is a Top of the Table Member of the MDRT. 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.

*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.*

### George Goulet — How to Manage Your Time to Reach the Top of the Table

George has been a financial adviser since 1985 and is the founder of Access Benefits Group. He is an active member of The Strategic Coach Program and has achieved Top of the Table membership for the past 14 years.

Access Benefits Group was recognized in 2003 by Profit Magazine as one of the Top 100 Fastest

Growing Companies and in 2004 he made Profit Magazine's Next 100 list.

George's passions are his family, golf, MDRT and his Access Foundation Fund benefiting homeless youth.

*George will share with you the secrets that have helped him stay at the top of his game.*



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### Greg Abbott — From Sales to Significance, to Significant Sales

Greg is from Victoria Canada, has been in the industry for 26 years and qualified for MDRT every year.

With a broad range of life and business

interests, Greg's style and platform in business is somewhat unique and highly effective.

*Greg will pass on transferable ideas to help you reach higher.*

### Alphonso Franco — Are you willing to RISK it?

One of the world's leading authorities on Critical Illness Insurance, Alphonso is referred to as the "The Doctor of Critical Illness Insurance" by Dr. Marius Barnard. He is the author and publisher of the world's first Critical Illness Insurance manual, the Critical Vision System. He is also the founder and creator of the World Critical Illness Insurance Conferences and is better known as the **King of Trauma!**

Alphonso is recognised as one of the top insurance-based financial advisers in the World by his perpetual member's seat at the MDRT Top of the Table, of which he became Chairman in 2006.

*Alphonso will share RISK Insurance sales and marketing ideas that you can implement immediately.*

## Roadshow details

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- Date:** Tuesday 23<sup>rd</sup> March, 2010
- City:** Sydney
- Venue:** City Tattersalls Club  
194 - 204 Pitt Street, Sydney CBD
- Times:** Registration from 8:30am for 9:00am start  
Lunch from 12:00pm to 1:00pm  
Speaker presentations to end at 3:30pm



