POWER-PACKED IDEAS

The MDRT Annual Meeting's Focus Sessions commit to providing relevant information to all attendees

Each year, more than 50 Focus Sessions — the educational component of MDRT's Annual Meeting — provide attendees the knowledge, strategies and skills they need to take their production to higher levels.

The 2007 sessions, under the leadership of the Program Development Committee Focus Sessions Chair **Anne-Marie Lee, ChFC, AFP**, a nine-year MDRT member from Singapore, will provide everything you've come to expect, with a new emphasis on delivering valuable content to all attendees.

In addition to offering "power-packed ideas," Lee wants to ensure the Annual Meeting offers sessions that are applicable to different markets. "The Focus Session team wants to give our members value with content, take-away knowledge and more relevant information to the international audience," she said.

To accomplish that goal, more Focus Sessions will be interpreted into non-English languages. Also, some Focus Sessions will offer more broad-based subject material that will apply to attendees from all countries, as well as attendees with different business focuses. Many sessions will still offer the technical details that attendees have come to rely on. Overall, the focus is on quality speakers and content.

Following are a sampling of Focus Sessions from each of the eight topic areas.

2006 MDRT Annual Meeting attendees looking at Focus Session offerings.

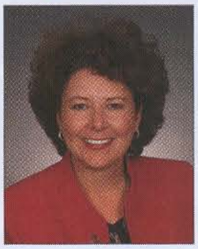
Business insurance

Thomas R. Petersen, RHU, FLMI, of Valencia, California, a two-year MDRT member with as many Top of the Table qualifications, will explain how he did it in his session, "Making Top of the Table Using Disability Insurance." He explains that disability insurance is not just for individuals — businesses need it more and provide the best sales opportunities.

Core and ancillary

A $15 million annual producer, **Matthew J. Rettick, CSA, RFC**, a four-year MDRT member from Nashville, Tennessee, will explain consumers' growing interest in indexed annuity policies in his session, "Fixed Indexed Annuity Explosion! Get Your Share of the Marketplace." With more than $101 billion in force, consumers love the product's unique aspects — combining the linked market appreciation of a variable annuity with the safety of a fixed annuity. Rettick's session gives attendees the tools to significantly increase their sales of indexed annuities.

Employee benefits



As the owner of two employee benefits companies, **Stephanie Dawn Brinson** shares her entrepreneurial philosophies to help you rethink the processes and procedures of your employee benefits operation. In her session, "HeadTrash — Rethinking Your Employee Benefit Strategies," Brinson offers possibilities regarding agency management, marketing, sales, retention and customer service.

Estate planning

To understand the revolution going on in estate planning, tax attorney **John J. Scroggin, LL.M., AEP**, presents examples of insurance planning opportunities relevant to today's estate tax situation in his session, "Estate and Insurance Planning: Opportunities When Estate Taxes Don't Matter."

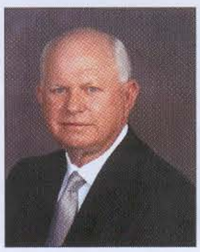
Financial planning

Thinking of moving to a full financial planning practice? **Graham Poole, DipAII, FAFA**, a 31-year MDRT member from Newcastle, New South Wales, Australia, transitioned his company to a full financial planning practice more than 10 years ago. In his session, "Principles for Building a Full Financial Planning Practice," Poole outlines his process, the advantages and proven selling ideas. *Interpreted into three languages, including Mandarin and Spanish.*

Practice management/technology

Monroe M. Diefendorf Jr., CFP, C3DWP, a 28-year MDRT member from Locust Valley, New York, is an advocate of helping clients pass on their values, not just their valuables. In his session, "Three-Dimensional Wealth: The Radical Redirection Into Total Wealth Management," he explains how combining personal, financial and social wealth is the basis for total wealth management. Learn how and why to make the transition to wealth management and become your client's most influential advisor. *Interpreted into three languages, including Korean and Japanese.*

Sales ideas/marketing

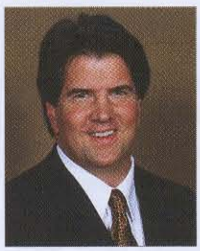


H. Larry Fortenberry, CLU, ChFC

Julian H. Good Jr., CLU, ChFC

Think you know all there is to know about the U.S. Federal Tax Return Form 1040? In their session, "Individual Tax Returns: A Treasure Trove of Sales Ideas," two MDRT members show you otherwise. **H. Larry Fortenberry, CLU, ChFC**, a 30-year MDRT member from Jackson, Mississippi, and **Julian H. Good Jr., CLU, ChFC**, a 23-year MDRT member from Metairie, Louisiana, lead you through individual returns and cover concepts you can use immediately with your clients.

Whole Person



In today's unpredictable marketplace, one of the keys for success is found in the ability to adapt quickly to change. **Andy Hickman, CSP**, an illusionist and motivational speaker with a broad business background, knows that your personal and professional life work together to help you succeed. In his session, "The Magic of the Future Is YOU," Hickman combines a life-changing message with illusion, humor and entertainment that will encourage you to examine what is truly important in your personal life, teach you to effectively balance the demands of work and home, and grow your business by growing your relationships. *Interpreted into four languages, including Japanese.* KFK