

The **MDRT** Experience

13–15 February 2014 | **KUALA LUMPUR, MALAYSIA**

KUALA LUMPUR CONVENTION CENTRE

REGISTRATION
INFORMATION



MDRT

The Premier Association of
Financial Professionals®

2014 MDRT EXPERIENCE MEETING

The MDRT Experience meeting offers one-of-a-kind information, an opportunity to share ideas with people from around the world, and a chance to learn new strategies that allow you to achieve even greater success. Enjoy the unique energy and excitement of MDRT!

About MDRT

Founded in 1927, the Million Dollar Round Table (MDRT), The Premier Association of Financial Professionals®, is an international, independent association of more than 38,000 of the world's leading life insurance and financial services professionals from more than 450 companies in 76 countries. MDRT members demonstrate exceptional professional knowledge, strict ethical conduct and outstanding client service. MDRT membership is recognized internationally as the standard of excellence in the life insurance and financial services business.

About Malaysia

From world-class sightseeing and exciting festivals to modern marvels, Kuala Lumpur is the perfect destination for the 2014 MDRT Experience. Offering a beautiful blend of cultures, you will find plenty of activities and a change of pace to put you in the perfect mindset for the meeting.

The 2014 MDRT Experience meeting will take place at the Kuala Lumpur Convention Center (KLCC), unless otherwise noted in the program book.

Eligibility

The MDRT Experience is open to both MDRT members and nonmembers who are 18 years or older by 13 February 2014. MDRT members-only functions are open to 2013 and 2014 MDRT members approved by 13 February 2014. Company officials, managers, spouses, family members, etc., may also attend the meeting provided they have registered and paid the full registration fee. Admittance to all MDRT Experience events is by registration badge only.

BENEFITS OF ATTENDING

With content developed by MDRT members from around the globe, this meeting is tailored to help you grow your business the MDRT way. You'll get ideas and inspiration from Main Platform presentations, learn best practices from the workshops and experience MDRT's one-of-a-kind ConneXion Zone[®]. This meeting is a unique MDRT Experience like no other.

Attendees' Overall Impression of the 2013 MDRT Experience in Hyderabad, India

■ Excellent ■ Good
■ Very Good ■ Acceptable



PROGRAMME AT A GLANCE

THURSDAY, 13 FEBRUARY 2014

0900 – 1730 hrs	Registration open
1300 – 1600 hrs	Main Platform
1630 – 1730 hrs	MDRT Members-Only Special Programming
1730 – 1830 hrs	MDRT Members' Reception

FRIDAY, 14 FEBRUARY 2014

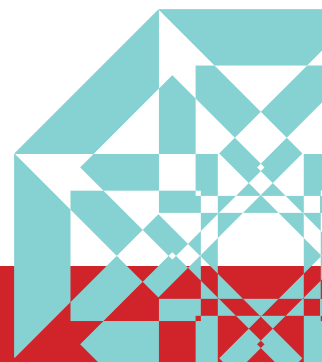
0800 – 1730 hrs	Registration open
0830 – 1130 hrs	Main Platform
1130 – 1330 hrs	VIP Thank You Luncheon (by invitation only)
1400 – 1530 hrs	Workshops and ConneXion Zone *NEW FOR 2014*
1600 – 1730 hrs	Workshops and ConneXion Zone *NEW FOR 2014*

SATURDAY, 15 FEBRUARY 2014

0800 – 1200 hrs	Registration open
0830 – 1130 hrs	Main Platform

Schedule is subject to change.

Visit www.mdr.org/2014Experience for the most current information.



CONFIRMED SPEAKERS



MDRT Executive Committee Panel

The 2014 MDRT Executive Committee members achieved the highest levels of success in their careers through a mix of dedication, knowledge, experience and the constant will to improve their performance. In an engaging panel discussion, the Executive Committee will discuss the secrets of their success to help attendees apply these techniques to grow their business the MDRT way.

MDRT MEMBER-EXCLUSIVE BENEFITS

MDRT Members-Only Special Programming

MDRT members will have the opportunity to enjoy a special presentation.

MDRT Members' Reception

Following the MDRT members-only programming, members will also be treated to an exclusive reception with food and drinks to kick off the weekend.

Main Platform Speakers



Bill Cates, CSP

Cates specializes in building referral-based business to maximize production and strengthen client relationships. He will share practical strategies to grow business through referrals to achieve and maintain the highest level of success.



Colleen Francis

Employing unique and attention-grabbing tactics, Francis is an expert at helping professionals end sales slumps and get back on track. Attendees will leave with ways to improve customer loyalty and increase closing ratios.



Michael Hoffman, CSP

Hoffman is a professional motivator, helping his audience reignite their desire to achieve the highest possible success in their careers. He will bring actionable advice to make life manageable and to make an impact on the world around them.



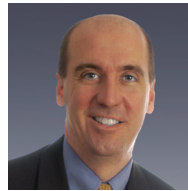
Duncan MacPherson

Co-author of "Breakthrough Business Development," MacPherson is a master at client acquisition. He will provide ways to use referrals, prospecting and networking to establish new relationships and build a larger client base.



Janine Shepherd, AM

Shepherd is a qualified commercial pilot, aerobics instructor, international speaker, bestselling author and a walking paraplegic. Shepherd's recent TED Talk, "A Broken Body Isn't a Broken Person," has been viewed over 1 million times. She is an agent of change and devotes her professional life to empowering others to overcome adversity.



Jack Uldrich

Uldrich is a renowned global futurist, independent scholar, sought-after business speaker and bestselling author. He is noted for his ability to deliver stimulating, new perspectives on competitive advantage, organizational change and transformational leadership, while helping businesses to adapt.

Workshop Speaker



Sam Richter

Richter is an established sales and marketing guru with proven techniques to make the most out of emerging technology, such as social media and Web keywords. He'll unlock the door to building leads and growing business by providing the key: sales intelligence

Additional speakers will be added. For the most up-to-date speaker information, visit www.mdrt.org/2014Experience.

REGISTRATION FEES AND DEADLINES

445 USD

1 September – 30 November 2013

600 USD

1 December 2013 – 12 February 2014

700 USD

13 February – 15 February 2014

Questions?

PHONE: (+65) 6496-5500

EMAIL: mdr-t-experience@mci-group.com

Simultaneous Interpretation Services

(Advanced registration required)

English is the official language of the 2014 MDRT Experience. Simultaneous interpretation of the Main Platform sessions, workshops and members-only programming will be provided when at least 100 registered delegates have requested interpretation in a common language. Language options include: Bahasa Indonesia, Hindi, Japanese, Korean, Mandarin, Thai and Vietnamese.

Interpretation Requests

Interpretation requests and payment must be made at the time of registration, on or before 30 November 2013. The fee for interpretation service is USD 25. MDRT cannot guarantee the availability of interpretation radios for delegates who did not request or purchase simultaneous interpretation by 30 November 2013, after which interpretation radios will be provided based on availability.

Accommodations

A full list of preferred hotels is available at www.mdr-t.org/2014experience.

COMPANY REGISTRATION INCENTIVE

Additional benefits are available to companies that purchase registrations in groups as follows:

Number of Registrations Purchased	Complimentary Registrations
100 – 199	5
200 – 299	10
300 – 399	15
400 – 499	20
500 or more	25

Thank you to our 2014 MDRT Experience Sponsors

Platinum Sponsors



Manulife Financial
For your future™

Supported by



Media Sponsors

ASIA
INSURANCE REVIEW

REGISTRATION FORM

Mail form and payment to:

MDRT Experience 2014 Secretariat
c/o MCI - Singapore Office
20, Bendemeer Road
#04-02, Cyberhub
Singapore 339914

FAX: (+65) 6496 5599 **ONLINE:** www.mdrtd.org/2014Experience

Questions

PHONE: (+65) 6496-5500 **EMAIL:** mdrt-experience@mci-group.com

Registration fees and deadlines

445 USD 1 September – 30 November 2013
600 USD 1 December 2013 – 12 February 2014
700 USD 13 February – 15 February 2014 (On-site Rate)

Registration materials must be postmarked by 30 November 2013 to receive the early registration rate. No refunds for registrations will be permitted. If you are unable to attend, you may transfer your registration to another delegate before 15 January 2014. For group registrations of 20 or more people, please contact the MDRT Experience 2014 Secretariat.

Registration Information (each line item is a field that requires a line for response)

Are you an MDRT member? Yes – Member ID# _____ No

Family Name (Mr./Mrs./Miss/Ms.)

Given Name

Position/Title

Date of Birth (dd/mm/yyyy)

Company Name

E-mail Address

Address

Address 2

City

Postal Code

Country

Telephone (country/city/area code and number)

Fax

English is the official language of the 2014 MDRT Experience. Simultaneous interpretation will be provided when at least 100 registered delegates have requested interpretation in a common language. Language options include: Bahasa Indonesia, Hindi, Japanese, Korean, Mandarin, Thai and Vietnamese. Interpretation requests and payment must be made at the time of registration, **on or before 30 November 2013. The fee for interpretation service is USD 25.** After 30 November 2013, interpretation radios will be provided based on availability.

Select the appropriate language:

Bahasa Indonesian Hindi Japanese Korean Mandarin Thai Vietnamese

Special needs

Please check category and attach a written description of your needs: Visual Auditory Mobility

Payment Information

Registration Fee: USD _____ Interpretation Service Fee: USD 25

Total Registration Cost: USD _____

Credit card information: Card type: American Express

MasterCard VISA

Card Number: _____

Expiry Date: _____ / _____
month year

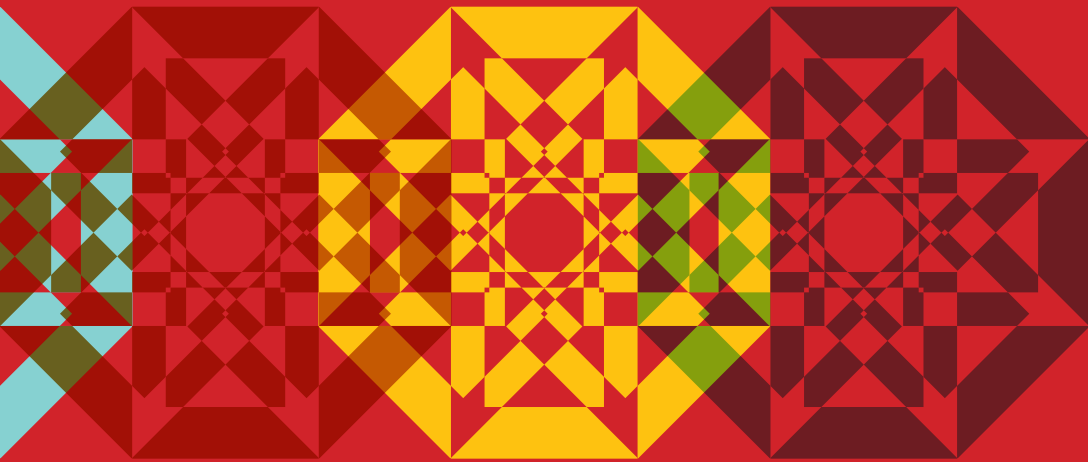
Credit Card Verification Number: _____

Signature

I authorise that the information I have provided on this form is complete and correct

Signature: _____

Date: _____



Million Dollar Round Table
325 West Touhy Avenue
Park Ridge, IL 60068 USA
Phone: +1 847.692.6378
Fax: +1 847.518.8921

www.mdrt.org/2014Experience



MDRT

The Premier
Association of Financial
Professionals®