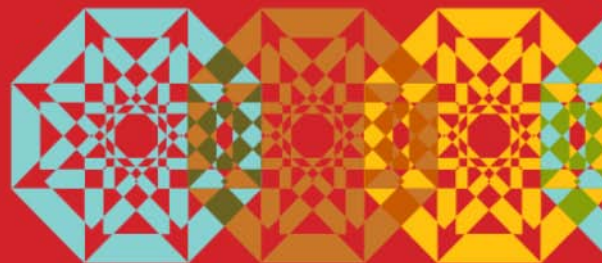


The MDRT Experience

13–15 February 2014 | KUALA LUMPUR, MALAYSIA
Kuala Lumpur Convention Centre (KLCC)



كوالا لومپور كونفيريون سنتر (ككسك)

كوالا لومپور 2014 | كوالا لومپور، ماليزيا

CONTENTS

- What All Meeting Attendees Can Look Forward To
- Why Attend the 2014 MDRT Experience Meeting?
- Meeting Press Release – to be sent to local media
- Individual and Group registration Information
- ConneXion Zone Information
- 2014 MDRT Experience Featured Speakers



MDRT

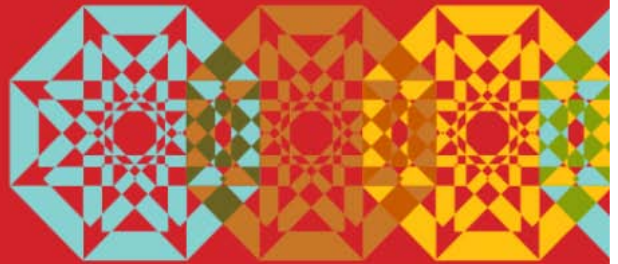
The Premier Association of
Financial Professionals®

Million Dollar Round Table
325 West Touhy Avenue
Park Ridge, IL 60068-4265 USA

Phone: 847.692.6378
Fax: 847.518.8921
Web site: www.mdrt.org

The MDRT Experience

13-15 February 2014 | KUALA LUMPUR, MALAYSIA
Kuala Lumpur Convention Centre (KLCC)



كوالا لومپور كونفانسیون سينتر (كفكك)

13-15 فبراير 2014

The 2014 MDRT Experience Meeting Offers:

- Three days of information-packed programming, including workshops and presentations, plus the new ConneXion Zone™.
- Internationally renowned speakers with years of experience and proven results.
- Best practices, creative sales ideas and more to help grow business the MDRT way.
- Opportunities to network and build relationships with top producers worldwide.

Plus, exclusive benefits for MDRT members:

- An additional members-only presentation.
- A Member's Reception to network with fellow top producers from across the globe.



MDRT

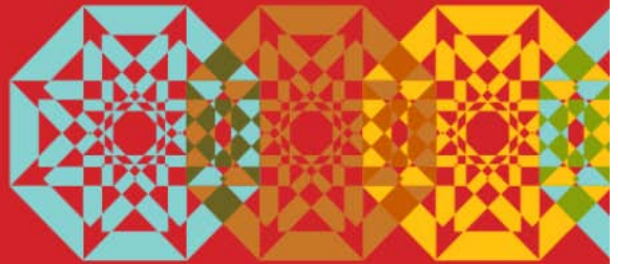
The Premier Association of
Financial Professionals®

Million Dollar Round Table
325 West Touhy Avenue
Park Ridge, IL 60068-4265 USA

Phone: 847.692.6378
Fax: 847.518.8921
Web site: www.mdrtd.org

The MDRT Experience

13-15 February 2014 | KUALA LUMPUR, MALAYSIA
Kuala Lumpur Convention Centre (KLCC)

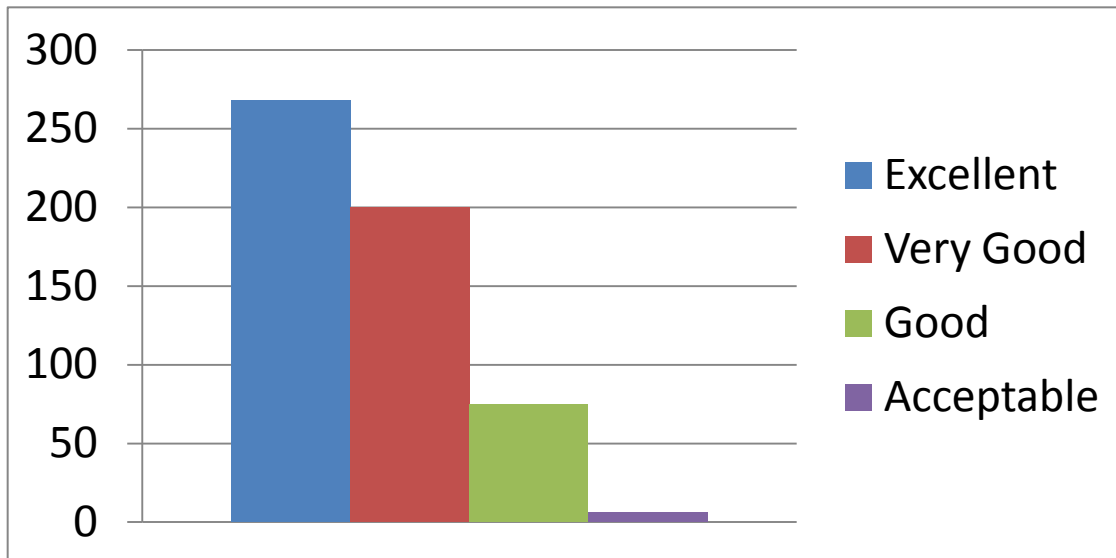


Κυριακή Συνεδρίαση Συνεδρίου (KLCC)

13-15 FEB 2014

Why Attend the 2014 MDRT Experience Meeting?

Attendees' Overall Impressions of the 2013 MDRT Experience*



*As reported on post-event survey administered by MDRT



MDRT

The Premier Association of
Financial Professionals®

Million Dollar Round Table
325 West Touhy Avenue
Park Ridge, IL 60068-4265 USA

Phone: 847.692.6378
Fax: 847.518.8921
Web site: www.mdrt.org



MDRT

The Premier
Association of F
Professionals®

Kuala Lumpur, Malaysia, set to host 2014 MDRT Experience Meeting

PARK RIDGE, ILL. – Financial services professionals from across the globe are welcomed to attend the [Million Dollar Round Table's \(MDRT\)](#) next [MDRT Experience Meeting](#), located in exotic Kuala Lumpur, Malaysia, 13–15 February 2014. Attendees are not required to be MDRT members and are encouraged to attend to learn how to build their business the MDRT Way. Additional, exclusive programming is scheduled for MDRT members.

The Kuala Lumpur Convention Centre (KLCC) will host a collection of financial industry leaders and professional speakers on hand to impart knowledge, best practices and motivation to attendees. The MDRT Experience Meeting specializes in providing the latest innovations in sales and marketing, practice management and relationship-building to help attendees grow their businesses.

“The MDRT Experience Meeting is an incredible chance for both members and non-members alike to network and collaborate,” said 2014 MDRT President Michelle L. Hoesly, CLU, ChFC. “The ConneXion Zone™ and new workshops will give attendees even more tools to not only grow their business, but to better serve clients, who look to us for solace in such turbulent financial climates.”

Featured speakers at the 2014 MDRT Experience Meeting will include:

- **Bill Cates, CSP**, who will share practical strategies to grow business through referrals to achieve and maintain the highest level of success.
- **Michael Hoffman**, a professional motivator who will help his audience reignite their desire to achieve the highest possible success in their careers
- **Duncan MacPherson**, a master at client acquisition, imparting ways to use referrals, prospecting and networking to establish new relationships and build a larger client base.
- **Sam Richter**, who will unlock the door to building leads and growing business by providing the key: sales intelligence.

MDRT members will enjoy a special, members-only reception and programme on Friday, 13 February, plus opportunities to interact with fellow members in the ConneXion Zone, a new area structured to encourage collaboration and idea-exchange.

Platinum sponsors for the 2014 MDRT Experience are AIA Group and Manulife.

For more information, visit www.mdr.org or contact the 2014 MDRT Experience Event Secretariat at +65 6496 5500, mdrt-experience@mci-group.com.

- more -

ABOUT MDRT

Founded in 1927, the Million Dollar Round Table (MDRT), The Premier Association of Financial Professionals, is an international, independent association of nearly 38,000 of the world's leading life insurance and financial services professionals from more than 450 companies in 79 countries. MDRT members demonstrate exceptional professional knowledge, strict ethical conduct and outstanding client service. MDRT membership is recognized internationally as the standard of sales excellence in the life insurance and financial services business.

Media contact:

Jennifer Schimka, MDRT

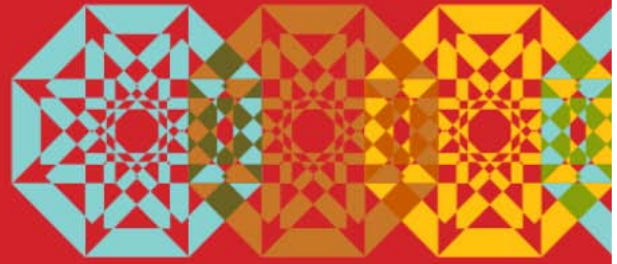
JSchimka@mdrt.org

+1 (847) 993-4955

###

The MDRT Experience

13–15 February 2014 | KUALA LUMPUR, MALAYSIA
Kuala Lumpur Convention Centre (KLCC)



Κυριακή Συνεδρίαση Συνεδρίου Σβηίτε (ΚΓΣΣ)
13-15 Φεβρουάριου 2014 | Κέντρο Συνεδρίων ΚΛΣΣ

2014 MDRT Experience Registration Information

REGISTRATION FEES AND DEADLINES

USD 445	1 September – 30 November 2013
USD 600	1 December 2013 – 12 February 2014
USD 700	13 February – 15 February 2014

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

Contact MDRT Experience 2014 Secretariat with any registration inquiries.

Phone: +65 6496 5500

Email: mdrt-experience@mci-group.com



MDRT

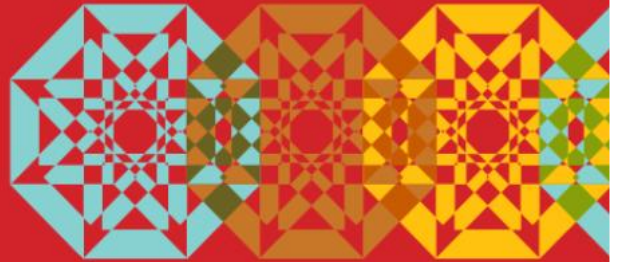
The Premier Association of
Financial Professionals®

Million Dollar Round Table
325 West Touhy Avenue
Park Ridge, IL 60068-4265 USA

Phone: 847.692.6378
Fax: 847.518.8921
Web site: www.mdrt.org

The MDRT Experience

13-15 February 2014 | KUALA LUMPUR, MALAYSIA
Kuala Lumpur Convention Centre (KLCC)



Κέντρο Συνεδρίων Κουαλά Λουμπουρ (ΚΤΚΚ)

13-15 Φεβρουάριου 2014 | Κουαλά Λουμπουρ, ΜΑΛΑΚΙΑ

ConneXion Zone™

Don't miss the ConneXion Zone, where you can obtain the most up-to-date industry information. This new addition to the MDRT Experience meeting provides access to cutting-edge ideas and solutions.

The ConneXion Zone will feature member speakers speaking in various languages. These sessions are short, member-to-member and collaboration-focused.

There will also be multiple Cultural Showcase exhibits.

ConneXion Zone™ Hours Friday, 14 February 2014

1400 – 1530 hrs

1600 – 1730 hrs



Note: Schedule subject to change
The ConneXion Zone is open to all registered attendees.



MDRT

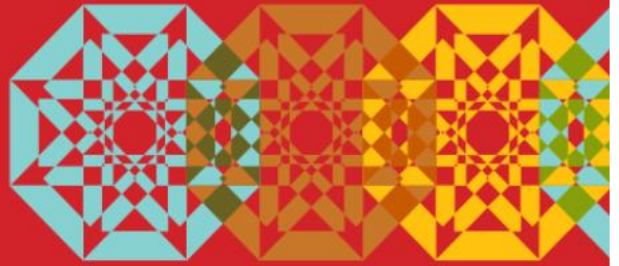
The Premier Association of
Financial Professionals®

Million Dollar Round Table
325 West Touhy Avenue
Park Ridge, IL 60068-4265 USA

Phone: 847.692.6378
Fax: 847.518.8921
Web site: www.mdrtd.org

The MDRT Experience

13-15 February 2014 | KUALA LUMPUR, MALAYSIA
Kuala Lumpur Convention Centre (KLCC)



Kuala Lumpur Convention Centre (KLCC)

The 2014 MDRT Experience Featured 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.



Eric Feng

Eric Feng has helped over 23,000 financial service professionals sell more and sell more easily by unlocking their charisma. Through his programs, agents have experienced 20-50 percent increases in their production within six months. Recruitment numbers have also doubled after his coaching with leaders, with an increased conversion rate of 47 percent. Feng has also published four best-selling communications books. In 2012, he was named one of JCI's 10 Most Outstanding Young Persons of Singapore.



Colleen Francis, CSP

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.



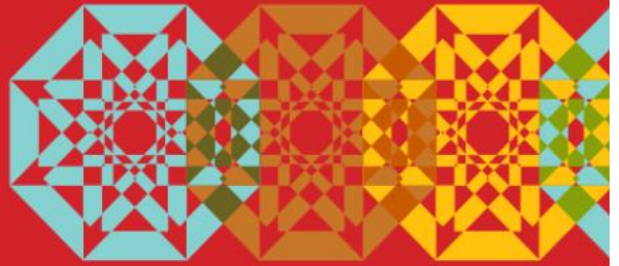
MDRT
The Premier Association of
Financial Professionals®

Million Dollar Round Table
325 West Touhy Avenue
Park Ridge, IL 60068-4265 USA

Phone: 847.692.6378
Fax: 847.518.8921
Web site: www.mdrt.org

The MDRT Experience

13-15 February 2014 | KUALA LUMPUR, MALAYSIA
Kuala Lumpur Convention Centre (KLCC)



Kuala Lumpur Convention Centre (KLCC)



Michael Hoffman

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.



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.



MDRT

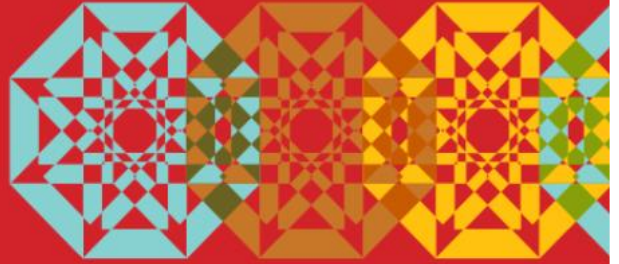
The Premier Association of
Financial Professionals®

Million Dollar Round Table
325 West Touhy Avenue
Park Ridge, IL 60068-4265 USA

Phone: 847.692.6378
Fax: 847.518.8921
Web site: www.mdrt.org

The MDRT Experience

13-15 February 2014 | KUALA LUMPUR, MALAYSIA
Kuala Lumpur Convention Centre (KLCC)



Kuala Lumpur Convention Centre (KLCC)



Janine Shepherd, AM

Shepherd is a qualified commercial pilot, aerobatics instructor, international speaker, best-selling author and a walking paraplegic. She was awarded an Order of Australia for her work in raising awareness of spinal cord injury. Shepherd's recent TEDx 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

Jack Uldrich is a renowned global futurist, independent scholar, sought-after business speaker, and best-selling 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.



MDRT

The Premier Association of
Financial Professionals®

Million Dollar Round Table
325 West Touhy Avenue
Park Ridge, IL 60068-4265 USA

Phone: 847.692.6378
Fax: 847.518.8921
Web site: www.mdrt.org