

COME TO BEAUTIFUL  
KUALA LUMPUR, MALAYSIA

FOR THE 2014 MDRT EXPERIENCE MEETING!

# The MDRT Experience

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

## Grow Your Business the MDRT Way

### MAIN PLATFORM PRESENTATIONS

General sessions where all attendees gather for presentations delivered by speakers from around the world. Subjects include motivation, sales and marketing ideas, and business best practices.



#### Bill Cates, CSP

Cates will share practical strategies to grow business through referrals to achieve and maintain the highest level of success.



#### Duncan MacPherson

MacPherson will provide ways to use referrals, prospecting and networking to establish new relationships and build a larger client base.



#### Michael Hoffman, CSP

A professional motivator, Hoffman will bring actionable advice to make life manageable and to make an impact on the world.

### WORKSHOPS

Topical, interactive sessions coach you through creative ways of solving your business challenges.



#### Sam Richter

Richter is a marketing guru who will unlock the door to building leads and growing business by providing the key: sales intelligence.

### CONNEXION ZONE™

Maximize your meeting experience by sharing ideas with attendees in this new meeting environment.

### PROGRAMME AT A GLANCE

#### THURSDAY, 13 FEBRUARY 2014

0900 – 1730 hrs	Registration and Exhibits 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 and Exhibits open
0830–1130 hrs	Main Platform
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 and Exhibits open
0830 – 1130 hrs	Main Platform

\*Schedule is subject to change. Visit [www.mdrt.org/2014Experience](http://www.mdrt.org/2014Experience) for the most current information.

### REGISTRATION FEES AND DEADLINES

**EARLY RATE** USD 445  
1 September – 30 November 2013

**REGULAR RATE** USD 600  
1 December 2013 – 12 February 2014

**FULL RATE (On-site)** USD 700  
13 February – 15 February 2014

#### COMPANY REGISTRATION INCENTIVE

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

\*For additional registration information, contact the 2014 MDRT Experience Event Secretariat at +65 6496 5500, or email: [mdrt-experience@mci-group.com](mailto:mdrt-experience@mci-group.com).

FOR MORE INFORMATION  
[www.mdrt.org/2014experience](http://www.mdrt.org/2014experience)

Platinum Sponsors



**Manulife Financial**  
For your future™

Media Partner

**ASIA  
INSURANCE REVIEW**

Supported by



**Malaysia  
Convention  
& Exhibition  
Bureau**

**visit  
MALAYSIA  
2014**  
Truly Asia