

WELCOME TO THE CONNEXION ZONE

CONVENTION CENTER / SOUTH HALL K

A new day has been added this year!* Enjoy music, games, photos and more!

***Saturday, June 23**

11 a.m. – 5 p.m.

Monday, June 25

11:30 a.m. – 5 p.m.

Sunday, June 24

10 a.m. – 4 p.m.

Tuesday, June 26

11:30 a.m. – 5 p.m.

Technology

EXPERIENCE QUICK-HIT SESSIONS WITH IMMEDIATE TAKEAWAYS AND CUTTING-EDGE INFORMATION.

Starting on Saturday, a day earlier than in past years, make your way to the ConneXion Zone to attend one of 100 informative sessions, hear MDRT thought leaders, connect with colleagues, meet new friends, get your photo taken, and enjoy entertainment and games.

ORLANDO

WHAT'S IN THE ZONES



Speaker Zones

Explore new business ideas and productivity tips, and attend short presentations in the small, unique theaters.



Big Idea Theater

This big stage with its big screen brings you the conference buzz from Twitter along with extended sessions from previous MDRT Speaks speakers and MDRT thought leaders.



Great Conversations Corner

MDRT is built on the concept of sharing ideas. Great Conversations Corner allows you to meet and learn from some of MDRT's experienced top producers on the topics of coaching, mentoring and study groups.



Ideas Bar

NEW THIS YEAR!

Get advice from member "bartenders" and talk through solutions to your pressing business questions in this informal discussion area.



Technology Zone

Something is always happening in the Technology Zone, providing you with an amazing technology experience in two settings:

TECHNOLOGY PLAYGROUND

Check out how the coolest new gadgets like artificial intelligence, health and fitness wearables, virtual reality tools and gesture-based technology can impact your life and your business.

TECHNOLOGY BAR

Through hands-on learning and live demos, go-to experts will answer a multitude of tech questions and offer practical technology solutions for practice management and productivity, social media, devices, travel assistance with the MDRT meeting app and myriad other interests.

Meet Your Meeting Sessions

Hear tips to navigate the meeting from experienced attendees. Sessions will answer some of the most common questions about the meeting and provide information to help you get the most out of your meeting.

Sunday, June 24

1 – 1:20 p.m.

Peggy Tsai / Mandarin
TBD / English

2 – 2:20 p.m.

Eloy Lopez Jaimes / Spanish
Toshinaga Okamoto / Japanese

1:30 – 1:50 p.m.

Kukjung Kim / Korean
Leung Ka Mun / Cantonese

2:30 – 2:50 p.m.

Atpiran Papanupapa / Thai

SATURDAY

**Make your way to
the ConneXion Zone
to enjoy music, games,
photos and more
from 11 a.m. to 5 p.m.**

SUNDAY

	Speaker Zone 1	Speaker Zone 2
10:30 a.m.		
10:35 --	Peggy Tsai	HeeGeun Park
10:40 --	退休規劃喚醒需求 (M)	고객과 설계사의 심리분석 (K)
10:45 --		
10:50 --		
10:55 --		
11 a.m.		
11:05 --	Laura Cervantes	Insuk Han
11:10 --	Prospectando y Trabajando Con Millennials (S)	성공한 사람들 뒤에는 키맨이 숨어 있다 (K)
11:15 --		
11:20 --		
11:25 --		
11:30 --		
11:35 --	MetLife Asia Limited	Masashi Sunada
11:40 --	创新赋能 拥抱未来 (M)	「行き当たりばったり」の営業から「戦略的」営業へシフトする仕組みづくり (J)
11:45 --		
11:50 --		
11:55 --		
Noon		
12:05 --		Ananvoraphon Kanjanapratum
12:10 --		การดูแลลูกค้า Gen Babyboon ไปสู่ Gen y และมา X (T)
12:15 --		
12:20 --		
12:25 --		
12:30 --		
12:35 --	Tanapan Sathiranavich	Kasey Massatti
12:40 --	แนวคิดการจัดพอร์ตหลังเกษียณความไม่แน่นอน (T)	Life Insurance for Wealth Accumulation with a Tax-Efficient Mind (E)
12:45 --		
12:50 --		
12:55 --		
1 p.m.		
1:05 --	认识年会 (MEET YOUR MEETING)	MEET YOUR MEETING
1:10 --	Peggy Tsai (M)	TBD
1:15 --		TBD (E)
1:20 --		
1:25 --		
1:30 --		
1:35 --	만남의 시간 (MEET YOUR MEETING)	單元的講者 (MEET YOUR MEETING)
1:40 --	Kukjung Kim (K)	Leung Ka Mun (C)
1:45 --		
1:50 --		
1:55 --		
2 p.m.		
2:05 --	CONOCE TU REUNIÓN (MEET YOUR MEETING)	MEET YOUR MEETING
2:10 --	Eloy Lopez Jaimes (S)	Toshinaga Okamoto, TLC, AFP (J)
2:15 --		
2:20 --		
2:25 --		
2:30 --		
2:35 --	พบการประชุมของคุณ (MEET YOUR MEETING)	Lim Chee Yen Rex
2:40 --	Atpiran Papanupapa (T)	保險信托资产分配案件分享 (M)
2:45 --		
2:50 --		
2:55 --		
3 p.m.		
3:05 --	Lam Yat Chi Moon	Lawan Varitjanan, CFP, MBA
3:10 --	如何有效直接地對客戶進行財務實況調查 (C)	การหลอกลูกค้าที่ใช่ และ ขายมีง โฉง ลูกค้ายิ่งใหญ่แต่เงินทิ้งกระเป๋าค่า (T)
3:15 --		
3:20 --		
3:25 --		
3:30 --		
3:35 --	Vanessa Y. Bucklin	Praopan Watcharakan, CFP
3:40 --	It Takes a Community: Start a Service Project in Your Community (E)	เพิ่มคุณค่าจากการขายผ่านแผนการเงินรอบด้าน (T)
3:45 --		
3:50 --		
3:55 --		
4 p.m.		

Big Idea Theatre	Ideas Bar	Great Conversations	
MDRT SPEAKS REVISITED Roy John Hall, ADFP Making a Difference (E)		Break	10:30 a.m. --- 10:35 --- 10:40 --- 10:45 --- 10:50 --- 10:55
MDRT SPEAKS REVISITED Benjamin Harding, CLU, CFP, and Kimberly A. Harding, CLU Partnership and Process (E)	Haruthai Kraiwapan, M.D. LUTCF, and Pradit Prasertdendoung (T)	STUDY GROUPS Bhupinder S. Anand, ACII, Dip PFS (E)	11 a.m. --- 11:05 --- 11:10 --- 11:15 --- 11:20 --- 11:25 --- 11:30 --- 11:35 --- 11:40 --- 11:45 --- 11:50 --- 11:55
MDRT SPEAKS REVISITED Chris Leach, Dip PFS Turning Clients into Advocates (E)			
MDRT SPEAKS REVISITED Guy E. Baker, MSFS, Ph.D. The Box (E)	David Fitz Ocampo and Maria Teresa Lopez Alcala (S)	MENTORING Brian D. Heckert, CLU ChFC, and Alex Liew, BA (Hons), AFP (E)	Noon --- 12:05 --- 12:10 --- 12:15 --- 12:20 --- 12:25 --- 12:30 --- 12:35 --- 12:40 --- 12:45 --- 12:50 --- 12:55
MDRT SPEAKS REVISITED Ryan J. Pinney (E)			
			1 p.m. --- 1:05 --- 1:10 --- 1:15 --- 1:20 --- 1:25 --- 1:30 --- 1:35 --- 1:40 --- 1:45 --- 1:50 --- 1:55
簡單科技 • 生活簡單 Wu Shuk Ping Joyce (M)	Chen Jing jing (Jessica) and Liu Minhong (Harry) (C)		2 p.m. --- 2:05 --- 2:10 --- 2:15 --- 2:20 --- 2:25 --- 2:30 --- 2:35 --- 2:40 --- 2:45 --- 2:50 --- 2:55
TECHNOLOGY PRESENTATION Yiu Siu Pan Arthur (C)			
TECNOLOGÍA: SÁCALE PROVECHO Ana Sofia Rodriguez, MBA (S)	Wu Nan (Nadia) and Lin Hong Jun (Robert) (M)	COACHING Michelle Hoskin (E)	3 p.m. --- 3:05 --- 3:10 --- 3:15 --- 3:20 --- 3:25 --- 3:30 --- 3:35 --- 3:40 --- 3:45 --- 3:50 --- 3:55
			4 p.m.

MONDAY

TOP of the TABLE

11-14 August 2017



	Speaker Zone 1	Speaker Zone 2
Noon		
12:05 --		Ben Un
12:10 --		吸引客戶, 非尋找客戶: 自我品牌的建立 (C)
12:15 --		
12:20 --		
12:25 --		
12:30 --		
12:35 --	Tomas Ohannessian, CFP	Ding Hiu Ying Crystal
12:40 --	Se Obtiene Lo Que Se Piensa (S)	How to manage our time in more efficient ways
12:45 --		如何令時間管理得更有效率 (C)
12:50 --		
12:55 --		
1 p.m.		
1:05 --	David C. Blake	Elaine Milne, Dip PFS
1:10 --	Aligning with Charities to Create Centers	The Ripple Effect – Things That Make
1:15 --	of Influence and Visibility (E)	Us Better (E)
1:20 --		
1:25 --		
1:30 --		
1:35 --	Aurora L. Tancock, FLMI, CFP	Yuki Matsunaga
1:40 --	Goal-Based Planning During Retirement (E)	感性を磨くこと (J)
1:45 --		
1:50 --		
1:55 --		
2 p.m.		
2:05 --	Scott F. Thompson, LUTCF	Thanjira Phonwattanakul
2:10 --	Identity Theft (E)	มหัศจรรย์: ของการคิดใหญ่ (T)
2:15 --		
2:20 --		
2:25 --		
2:30 --		
2:35 --	Alex Braun	Supanee Sae-ung
2:40 --	Turbocharge Your Business Through	ประกันชีวิตคือชีวิต (T)
2:45 --	Creative Prospecting (E)	
2:50 --		
2:55 --		
3 p.m.		
3:05 --	Bryon A. Holz, CLU, ChFC	Joo Young Yoo
3:10 --	Sensational Client Service (E)	고객의 마음을 사로잡는 매직 키워드!! (K)
3:15 --		
3:20 --		
3:25 --		
3:30 --		
3:35 --	Tong Yan Ming Alvin	Byeong Choi
3:40 --	找尋用之不盡之客戶 (C)	생명 보험 시장에서 인플루언스 마케팅 판매를 하라. (K)
3:45 --		
3:50 --		
3:55 --		
4 p.m.		
4:05 --	Eric Ooi	David Braithwaite, Dip PFS
4:10 --	10个字 (M)	Technology: Are You in Control or
4:15 --		Do You Want to Escape? (E)
4:20 --		
4:25 --		
4:30 --		
4:35 --	Alejandro Rivera	Dominique Schuh
4:40 --	Como Apoyarte en Redes Sociales y en	The Value of a Mentor (E)
4:45 --	Tecnologia para Incrementer tus Ventas (S)	
4:50 --		
4:55 --		
5 p.m.		
5:05 --		
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5:30 --		

	Big Idea Theater	Ideas Bar	Great Conversations	
	AIA	Hwansun Park and Kyoung Woo Lee (K)	STUDY GROUPS Rose Gao (M)	--- 12:05 --- 12:10 --- 12:15 --- 12:20 --- 12:25 --- 12:30 --- 12:35 --- 12:40 --- 12:45 --- 12:50 --- 12:55
	MDRT SPEAKS REVISITED Alphonso B. Franco, RHU, RCIS, and Godfrey Phillips, FChFP, J.P. Financial Oxygen (E)			
	MDRT SPEAKS REVISITED Sol Hicks From Good to Great to Joy (E)		MENTORING Tony Gordon (E) with: Simon D. Lister, Dip PFS (E) (1-1:20 p.m.) Chris Leach, Dip PFS (E) (1:20-1:40 p.m.) Richard Pearse Collins, BS, QFA (E) (1:40-2 p.m.)	--- 1:05 --- 1:10 --- 1:15 --- 1:20 --- 1:25 --- 1:30 --- 1:35 --- 1:40 --- 1:45 --- 1:50 --- 1:55
	MDRT SPEAKS REVISITED Peter Jason Byrne /If Not You, Who? (10 min) (E) David Batchelor, Dip PFS, CFP Triple Your MDRT Results (10 min) (E)	Alphonso B. Franco, RHU, RCIS, and Godfrey Phillips, FChFP, J.P. (E)		
	MDRT SPEAKS REVISITED Sanjay Tolani, FLMI, MBA Objections (E)		Matthew Luhn Q&A (E)	--- 2:05 --- 2:10 --- 2:15 --- 2:20 --- 2:25 --- 2:30 --- 2:35 --- 2:40 --- 2:45 --- 2:50 --- 2:55
	MDRT SPEAKS REVISITED Sherry Lee Ong /Your Lasting Gift (10 mins) (E) Richard Pearse Collins, BS, QFA Engagement (10 mins) (E)			
	Tony Gordon Change to Simple Ideas That Close Big Cases (E)	Yan Mei Zhu Chalin and Chan Keng Feng Kurt (M)		--- 3:05 --- 3:10 --- 3:15 --- 3:20 --- 3:25 --- 3:30 --- 3:35 --- 3:40 --- 3:45 --- 3:50 --- 3:55
	Alessandro M. Forte, Dip PFS, CSP Success Masterclass (E)	Keung Yeung and Shenghui Huang (C)	COACHING Steven A. Plewes, CLU, ChFC (E)	--- 4:05 --- 4:10 --- 4:15 --- 4:20 --- 4:25 --- 4:30 --- 4:35 --- 4:40 --- 4:45 --- 4:50 --- 4:55
				--- 5:05 --- 5:10 --- 5:15 --- 5:20 --- 5:25 --- 5:30

TUESDAY



	Speaker Zone 1	Speaker Zone 2
Noon		
12:05 --		Gan Chin Soon
12:10 --		五分钟销售概念 (M)
12:15 --		
12:20 --		
12:25 --		
12:30 --		
12:35 --	Claudio Miguel Mejia	Sookjwa Kim
12:40 --	En Busca de una Vida Balanceada (S)	누구나의버킷리스트여행으로고객과만나기 (K)
12:45 --		
12:50 --		
12:55 --		
1 p.m.		
1:05 --	Amanda Cassar, AFP, Dip FP	Junghun Suh
1:10 --	Leadership Lessons from Unlikely Leaders (E)	인생술자 (K)
1:15 --		
1:20 --		
1:25 --		
1:30 --		
1:35 --	Andy Lam	Jerry Mark Wellington, Dip PFS, Dip CII
1:40 --	利用社交平台發展客戶群 (C)	Creating a "Can-Do" Culture (E)
1:45 --		
1:50 --		
1:55 --		
2 p.m.		
2:05 --	Ross Hultgren, CFP, DFP	Kenichi Ozaki
2:10 --	How to Build a Business with Multiple Income Streams (E)	ライフプランニングは最強のコミュニケーションツール (J)
2:15 --		
2:20 --		
2:25 --		
2:30 --		
2:35 --	Kyriakos Chatzistefanou	Navaporn Rungsawang
2:40 --	Building Quality Referrals Instead of Asking for Them (E)	ขายอย่างมีคุณภาพ ชักชวนลูกค้าสู่ทีมงานมืออาชีพ (T)
2:45 --		
2:50 --		
2:55 --		
3 p.m.		
3:05 --	Maria Iturbe	Sanaya Danchaorenkit
3:10 --	Las Nuevas Formas de Familia y el Valor del Seguro de Vida (S)	เทคนิคการออกบูธ สร้างโอกาสตลาดที่ไม่รู้จัก (T)
3:15 --		
3:20 --		
3:25 --		
3:30 --		
3:35 --		Kanyarat Yommana
3:40 --		เปลี่ยนเรื่องยากให้กลายเป็นเรื่องง่ายด้วยจิตวิทยาของจิตแพทย์ (T)
3:45 --		
3:50 --		
3:55 --		
4 p.m.		
4:05 --	Leanne Barbara Bull, CFP, Dip FP	Seungbok Kim
4:10 --	An Advisor's Journey and Her Clients' Stories (E)	맘 편한 변액보험 (K)
4:15 --		
4:20 --		
4:25 --		
4:30 --		
4:35 --		Robert L. Avery, CLU, ChFC
4:40 --		Giving Simple Explanations in a Complex World (E)
4:45 --		
4:50 --		
4:55 --		
5 p.m.		
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5:30 --		

Big Idea Theater	Ideas Bar	Great Conversations	
<p>MDRT SPEAKS REVISITED Gregory Fok, CFP /Powerful Questions (10 min) (E) Jae Sunny Lee/Money Monsters to Money Masters (10 min) (E)</p> <p>MDRT SPEAKS REVISITED Matthew T. Hoesly, CFP, ChFC It's Not Just Business: It's Personal (E)</p>	<p>Byeong Hoon Choi and Kyungreung Kim (K)</p>	<p>STUDY GROUPS Chong Lai Wah Connie (C)</p>	<p>--- 12:05 --- 12:10 --- 12:15 --- 12:20 --- 12:25 --- 12:30 --- 12:35 --- 12:40 --- 12:45 --- 12:50 --- 12:55</p> <p>Noon</p>
<p>MDRT SPEAKS REVISITED Mark S. Gaunya, GBA Building a Culture of Health and Well-Being (E)</p> <p>MDRT SPEAKS REVISITED Jennifer A. Borislow, CLU, and Michelle L. Hoesly, CLU, ChFC Adapt and Adopt (E)</p>	<p>Simon John Gibson, Dip PFS, and Clay Gillespie, CIM, CFP</p>		<p>--- 1:05 --- 1:10 --- 1:15 --- 1:20 --- 1:25 --- 1:30 --- 1:35 --- 1:40 --- 1:45 --- 1:50 --- 1:55</p> <p>1 p.m.</p>
<p>Brian D. Heckert, CLU, ChFC Finding Charitable Dollars MDRT Foundation (E)</p> <p>Yasuhiro Saki ボランティアに参加しよう！(J)</p>		<p>Dana Mitchell, CFP, CLU (E)</p>	<p>--- 2:05 --- 2:10 --- 2:15 --- 2:20 --- 2:25 --- 2:30 --- 2:35 --- 2:40 --- 2:45 --- 2:50 --- 2:55</p> <p>2 p.m.</p>
<p>Christopher Lim and Yolie Aleman-Rodriguez Think Big. Change Lives MDRT Foundation (E)</p> <p>Adrian Yu Leading through Philanthropy MDRT Foundation (C)</p>	<p>Barbara A. Pietrangelo, CFP, ChFC, and Theodore S. Rusinoff, CFP (E)</p>		<p>--- 3:05 --- 3:10 --- 3:15 --- 3:20 --- 3:25 --- 3:30 --- 3:35 --- 3:40 --- 3:45 --- 3:50 --- 3:55</p> <p>3 p.m.</p>
<p>MetLife Asia Limited 바뀌어라, 세상이 너와 함께 바뀔 것이다 - 단단한 변화를 만드는 법 (K)</p>	<p>Kei Yamasaki and Chikara Nozawa (J)</p>		<p>--- 4:05 --- 4:10 --- 4:15 --- 4:20 --- 4:25 --- 4:30 --- 4:35 --- 4:40 --- 4:45 --- 4:50 --- 4:55</p> <p>4 p.m.</p>
			<p>--- 5:05 --- 5:10 --- 5:15 --- 5:20 --- 5:25 --- 5:30</p> <p>5 p.m.</p>