

2019 MDRT Global Conference e-Handout Material

Title: The Secret to Becoming a Top Producer

Speaker: Kai Hung Henry Tsang

Presentation Date: Wednesday: September 4, 2019

Presentation Time: 10:00a.m. - 11:00a.m.

Session Room: ICC - Grand Ballroom B3

The Million Dollar Round Table® (MDRT) does not guarantee the accuracy of tax and legal matters and is not liable for errors and omissions. You are urged to check with tax and legal professionals in your state, province or country. MDRT also suggests you consult local insurance and security regulations and your company's compliance department pertaining to the use of any new sales materials with your clients. The information contained in this handout is unedited; errors, omissions and misspellings may exist. Content may be altered during the delivery of this presentation.







































































































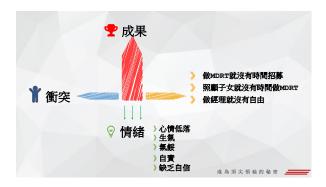




























(4) X=Y	
將兩個不相同的意義連接在一起	
	例子1: 因為你很愛你的小朋友所以 你願意規劃教育儲備給他 例子2: 因為你今天願意出來見面 【你也認同香港保險是比較好的

(5)雙重約束
對於重疾保險你可以有兩個選擇:
選擇1: 當小朋友出世后就立即為他買一份保障,小朋友可以享受 88 年的保障
選擇2: 等小孩到30歲的時候才買,不過只有 55 年的保障,而且保費多一倍
你會選擇哪個?
成為頂尖領袖的秘密







