



2019 MDRT Global Conference e-Handout Material

Title: Building a Vertical Market to Reach Great Heights

Speaker: David C. Blake

Presentation Date: Tuesday: September 3, 2019

Presentation Time: 3:00p.m. - 4:00p.m.

Session Room: ICC - Darling Harbour Theatre

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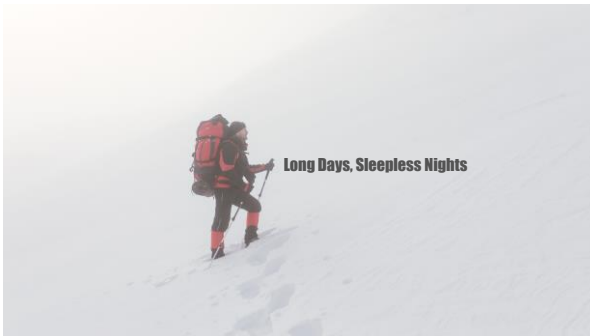
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325 West Touhy Ave.
Park Ridge, IL 60068 USA

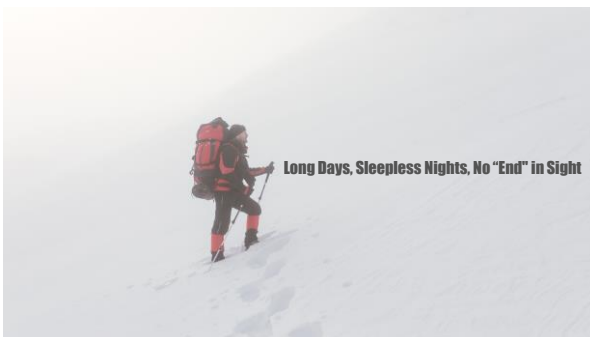




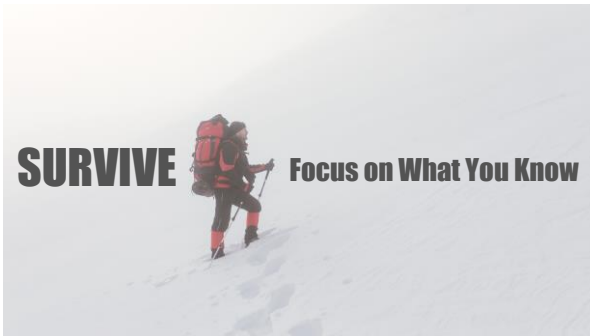














Think Small Steps, Think Immediate



Worry About TODAY



Focus on Your Strengths









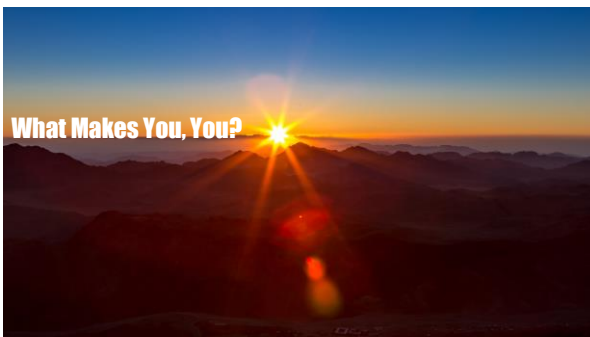


















**What Industry or Type of
Person Do You Enjoy Working With?**

**What Industry or Type of
Person Do You Enjoy Working With?**

**What is a Specific
Solution I Can Offer?**

**How Much Time Are
You Willing to Devote?**



**Who Do you Want to
Spend Your Days With?**



**Have a Clear Vision
About Challenges**



First Steps Can be Unnerving:













































