



2019 MDRT Global Conference e-Handout Material

Title:	Inspire Others
Speaker:	Umang Kumar, CFP
Presentation Date:	Monday: September 2, 2019
Presentation Time:	1:30p.m. - 2:30p.m.
Session Room:	ICC - Meeting Room C3.3

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Umang
Kumar, CFP

Inspire Others

MDRT
**GLOBAL
CONFERENCE**

SYDNEY
SEPTEMBER 1-4, 2019



Inspire Others - - -

- 18 Years in Insurance Industry
- Life Member MDRT with 6 COT & 1 TOT
- Certified Financial Planner In Financial Services
- MCC Area Chair – East Central India



Umang Kumar

Sharing & Caring



Implementation



Consistency



Buddy System



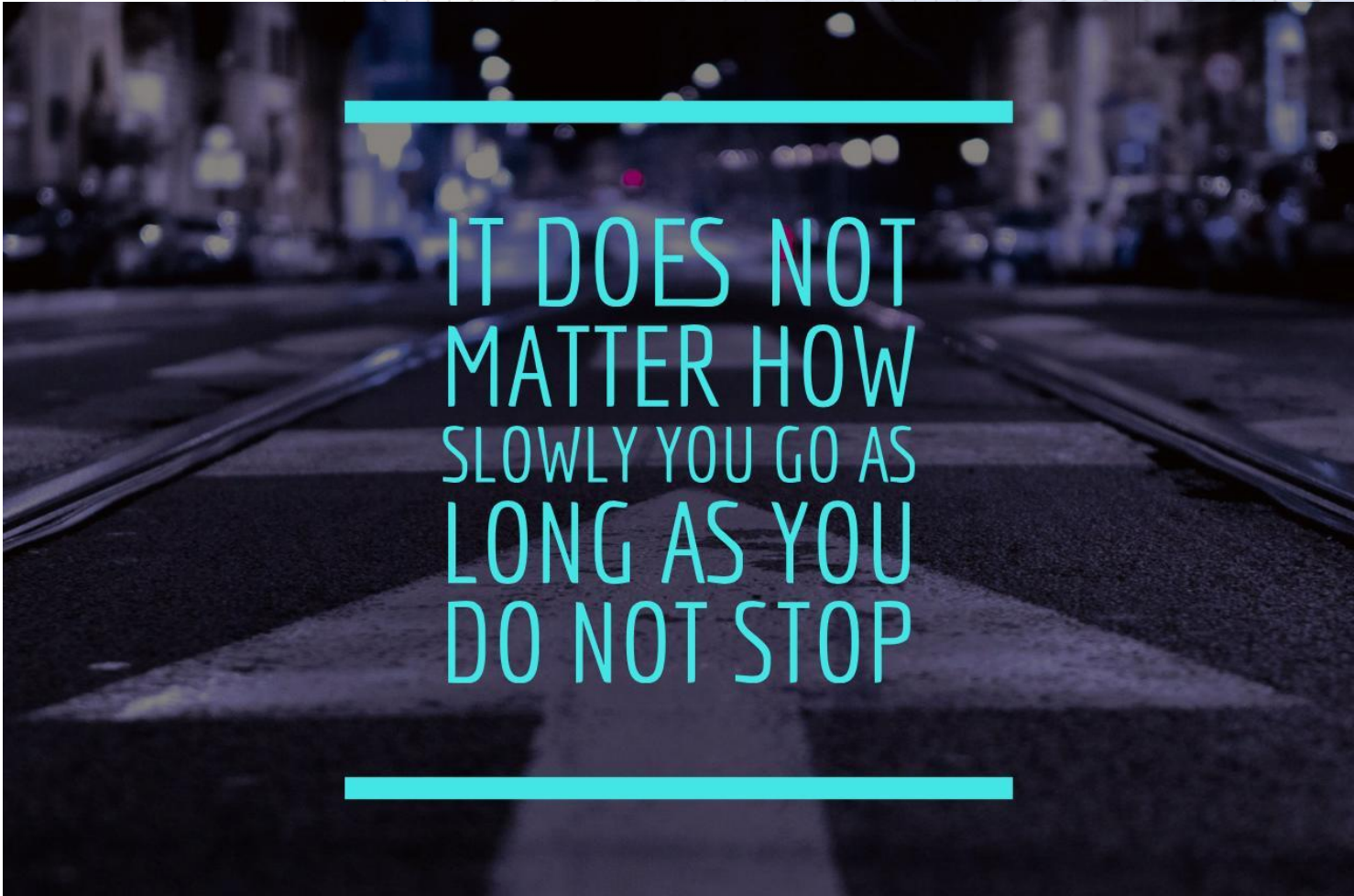
Commitment to Yourself

called to
COMMITMENT

Taking Your Life to the Next Level



Keep Moving



IT DOES NOT
MATTER HOW
SLOWLY YOU GO AS
LONG AS YOU
DO NOT STOP

Be a Good Listener...


“THE MORE YOU ASK

THE MORE YOU TELL

THE MORE YOU LISTEN

THE MORE YOU SELL”

Make a 5 Star Visit to Your Office



“ Here is a simple but powerful rule:

Always give people more
than what they expect to
get.”

Nelson Boswell

The Telephone Helps



Be a Story Teller





Thank You !!!

Umang Kumar