



2019 MDRT Global Conference e-Handout Material

Title: Building a Vertical Market to Reach Great Heights

Speaker: David C. Blake

Presentation Date: Monday: September 2, 2019

Presentation Time: 1:30p.m. - 2:30p.m.

Session Room: ICC - Parkside Ballroom

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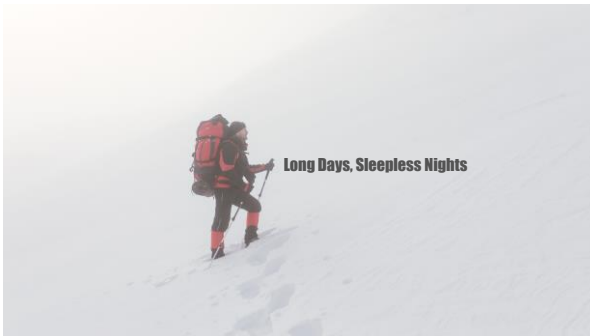
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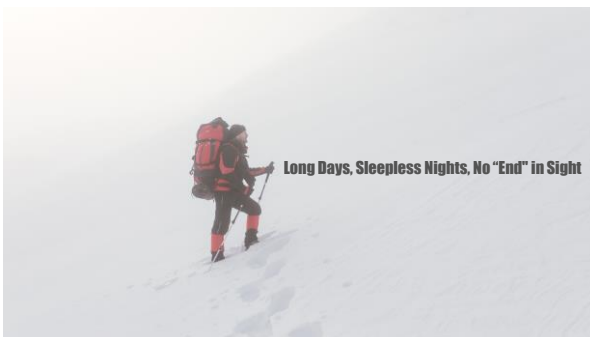




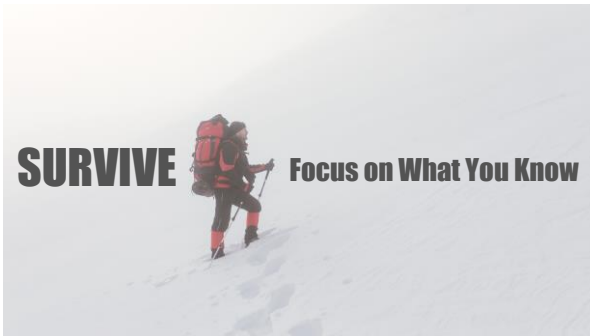














Think Small Steps, Think Immediate



Worry About TODAY



Focus on Your Strengths









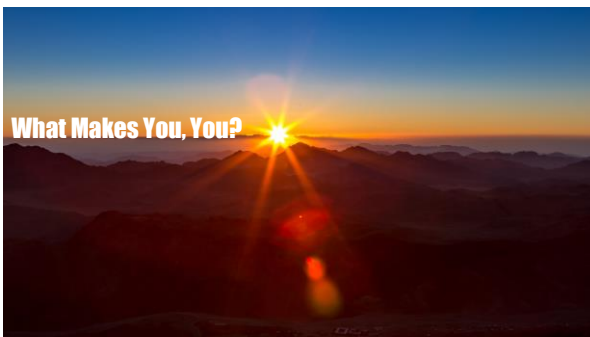




















**What Industry or Type of
Person Do You Enjoy Working With?**



**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:





















