

# 2019 MDRT Global Conference e-Handout Material

Title:	Learn from the Best and Do Your Best
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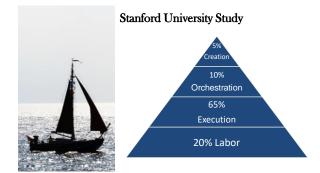


"How can I triple my production"









]	Building an organization
£	It is dependent upon the skill and ability of you
	THE LEADER
	is not a matter of time

# 7 Strategies for Top Advisors

- 1. Find them the money
  - Fund raising for business (Bond, IPO, PE, Etc.)
  - Creating more money from investment and tax saving
- 2. Give them more business
  - Client referral
  - Powerful connection among your networks
  - Co-Marketing
- 3. Platform Provider :



#### 7 Strategies for Top Advisors

- 4. Game of Data : BIG Data, AI, Partnership
- 5. Digital Marketing : Cheaper, Faster, More Impact
- 6. One size is no longer fit all : Customization, Synergy, Creativity
- 7. Do join consulting : Teamwork, Specialist, System

#### Investment + Free Protection Concept

What is your minimum return for the low risk port?

2%?

3%?

#### Investment + Free Protection Concept

USD 3,000,000 X 7% = USD 210,000

	•	Bond with over 150% collateral	
*	٠	Good property Fund	
	٠	Property with guaranteed Rental	

- 1. Loss 50% = USD 105,000 = 3.50% P.A.
- 2. Loss 25% = USD 157,500 = 5.25% 3. Loss 10% = USD 189,000 = 6.30% = 4. Gain 10% = USD 231,000 = 7.70% 5. Gain 25% = USD 273,000 = 9.10%

- 6. Gain 50% = USD 315,000 = 10.50% P.A.

4% = USD 120,000 Keep for spending	
2.30% = USD 69,000 Use for USD 3M Protection	

#### MARKETING TOOLS



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#### MARKETING TOOLS





# MARKETING TOOLS Subsection Money: Wealth Subsection Image: Subsection

My Hero



# Another Hero



### Ocean







# **IFCG** Family







# **Bigger Family**



# **Bigger Family**



Things we can't do, is the things we haven't done.

