



## 2019 MDRT Top of the Table Annual Meeting e-Handout Material

<b>Title:</b>	<b>Networking Your Way to the Top of the Table as a Millennial</b>
<b>Speaker:</b>	Tristan Hartey
<b>Presentation Date:</b>	Friday September 27, 2019
<b>Presentation Time:</b>	10:30 a.m.- 12:00 p.m.
<b>Session Room:</b>	Congressional Ballroom B-C

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Scorecard	
• Trust 1 - 5	_____
• Like 1-5	_____
• Respect 1-5	_____
• Connections 1-5	_____
• Culture 1-5	_____
• Follow up 1-5	_____
• Total Score	_____

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Giving
<p>“No one has ever become poor by giving.” —Anne Frank</p>

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### Leverage

- Leverage the network
- Get your trusted partners to introduce you to their 5 most trusted partners, this can be done multiple times to exponentially increase your referrals
- Use the scorecard again

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### Summary

- Create a scoring system to analyse your partners based on what you find important
- Give, Give and give some more
- Leverage the network on your terms.

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