



MDRT

The Premier Association of Financial Professionals[®]

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Title: 2009 Divisional Vice President's
Closing Address

Speaker(s): Michelle L. Hoesly, CLU, ChFC

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2009 Divisional Vice President's Closing Address

Michelle L. Hoesly, CLU, ChFC

Good morning. Has this been a remarkable four days or what? I'd like to start out with a thank you to Doug on his guitar and Bill on his harmonica from last night. Were they great? And Kevin, "Mustang Sally." It was phenomenal. What talented people we have here.

I would also like to say maybe one last thank you to our partners, and thank each of you for spending time with them. They have been phenomenal and a special thank you to Aviva for being our platinum partner this year.

I've got some good news to bring to you this morning. Guess what? Your donations gave in excess of the \$10,000 we needed to pick up the match from the Foundation, so we have a total of \$30,000 going to the Lee Woodruff Foundation.

And now I'd like to give some special recognition to someone who has put a tremendous amount of time and effort in helping the Advisory Board be able to deliver to you both last year and this year, the wonderful things that we have been doing. I'd like to invite Mark Dorfman, CLU, ChFC, the 2008 Top of the Table Chairman to join me on stage. Mark, on behalf of the Top of the Table Advisory Board, we absolutely want to thank you. Top of the Table is so much stronger because Mark shared his leadership with us and he did a phenomenal job. Thank you. In addition to this incredible plaque that I'm sure he'll put somewhere in his office, we are also going to make a donation to the MDRT Foundation in your name. Thank you so much.

I am a collage of the people and experiences that I have been able to share during my life. Each piece of us is a piece of what someone has shared with us. I have been so blessed by what each of you has shared with me. In 1987, Tony Gordon was moderating an afternoon session at the Million Dollar Round Table and, at the last minute, I was brought in to serve on a panel. 1987. I was a total greenhorn, never spoke before, terrified. I was like a deer in headlights. I showed up at the rehearsal. Here's Tony Gordon and I was just crazy. Tony took me aside. He could obviously see I wasn't going to do very well. He settled me down, gave me great tips and helped me out. But more than that, at the next year's MDRT meeting, he showed up with these big buttons he's had made up: MHFC, Mickey Hoesly Fan Club. I would not be here today, standing on this stage, getting the chance to talk to you if it hadn't been for Tony and his kind help over all of these years.

I believe that creativity comes out of being stretched and being nurtured. Being allowed to fail and then being allowed to do some crazy thing and try it all over again. Mike Weintraub ran the Boston meeting of the MDRT and he brought me in to be part of that planning team. Again, I had no idea what I was doing. But he's got this ability to get people to work together and just put a fire under them. He stretched us and we did creative things that I never thought I could do. Mike Weintraub's true gift is his passion for lifting up others. Mike, I don't know where you are, but thank you. Where are you?

The PDC with MDRT has been a caldron for me of learning and of finding lifelong friends. And Phil Harriman actually used to work for me, and I had the opportunity that year on the PDC and many, many years after of watching his incredible statesmanship and his ability to take people who were totally opposite in opinion and move them over into a consensus. My only wish is that I had a small piece of that in me, because although I've tried very hard to have that rub off, it hasn't done so well. But that has been great.

That very same PDC, Jennifer Borislow worked with us. Now, I've got to tell you if I had 40 waking hours in every day, I could not do what Jen does. Not only does she have this phenomenally large business that I swear everybody in that business loves her, but she's got two gorgeous young girls, a wonderful husband. She's the one, like, if the neighborhood wants to do a party, she's says, "No problem. I'll do it." Like 65 people. She's got 22 Christmas trees. This girl is amazing.

But that's not what is so amazing about Jennifer. What's amazing about Jennifer is she listens. She talks to people, she finds out that very special thing they want and that's what she does. The part of me that tries very hard to embrace the selfless giving that Jennifer has is one of the richest part of me.

The 1999 meeting of the Million Dollar Round Table had a main platform speaker, Adelia Chung. And she talked of dragonflies and water bugs. And for those of you who were there and heard her talk, you'll know that she shared with us what has to be beyond the most painful experience anyone can experience. But, she didn't dwell on it. She stoically stood up there and talked about what she and Steve did and how they built up the bone marrow donor registry in Hawaii. As role models go, Adelia, you're mine. What strength. And she brought that strength into being on the Executive Committee of the Million Dollar Round Table and serving as the very first female President.

About three and a half years ago, my nephew came to me, almost out of college, and asked if he could come in business with me. I've got to tell you I love Matt. He's smart. He's good with people. He's hardworking. I couldn't think of anything that would be better. Except the Hoesly family is very, very close, and it was a risk. I knew that if Matt came in and it didn't work out, every Christmas and every other holiday would be a little awkward. But we both knew there was a risk and decided to take it. He came in business with me. I have to tell you, it's probably been of the best things that ever happened to my business and one of the best things that happened to Mike and me in our lives.

But I sit in the office and I listen to Matt on the phone or I see him and listen to him in client meetings. Do you know what I hear? I hear Jim Rochford and I hear Brian Ashe. And I realized that not only have I had the opportunity to be a student and sometimes a teacher, I also am a conduit for each of the wonderful gifts that you have entrusted to me.

Mike, my husband of 36 years is very, very quiet, but he takes this incredible patience and rock-solid steadfastness and gets things done. While I'm off blustering and fighting dragons and doing all this kind of stuff, he just quietly gets the thing done. I really wish I could be here and tell you

that a piece of his patience has become a part of me, but I can tell you that I'm really glad he's a part of me.

We have spent this meeting talking about embracing change and, while the things that have changed is daunting, there are an awful lot of things, very solid things, that will never change. The excitement of having a top producer take the time to help you out and make you feel special, that will never change. The willingness of someone to put you on a committee, stretch you, listen to you, bring your creativity there and let you accomplish something that's never been done before, that will never change. The solace that each of us has the opportunity to give and receive when we each face our personal purgatories, that will never change. And the willingness of each of you to share the very best of who you are, that will never change. Thank you each for sharing the best of who you are with me.