



MDRT

The Premier
Association of Financial
Professionals®

MDRT MENTORING PROGRAM

INCREASE YOUR
PRODUCTION

Involvement in a mentoring program provides an opportunity for career exploration and leadership. As a mentor, you'll not only help a professional new to the industry but also build upon your existing skills as a producer and achieve new success.

The Million Dollar Round Table (MDRT) Mentoring Program provides counseling, guidance and encouragement from a committed MDRT member mentor to an aspiring MDRT qualifier. The two work together to advance the aspirant to MDRT-level productivity and attain MDRT membership. In turn, the Mentoring Program re-motivates financial services professionals, inspiring them to increase their own productivity and further their careers.

GROWING FINANCIAL PROFESSIONALS

MDRT'S MENTORING MISSION:

To facilitate mentoring relationships between MDRT members and aspirants leading to:

- Consistent MDRT-level production for the aspirant
- Increased new agent retention
- Increased enthusiasm, commitment and productivity for the MDRT member
- Enhanced efficiency and productivity for the aspirant

"Mentoring is my way of giving back. It was an extremely rewarding experience both mentally and financially. Coaching and sharing ideas bring me back to the basics. I find mentoring to be a great motivator."

James V. Slevin, CLU, ChFC

New Jersey, USA

Mentor and MDRT member since 1989

"Mentoring is about helping one person become a better professional and more productive because they are touched by a Million Dollar Round Table member."

Norman G. Levine, CLU, ChFC

California, USA

MDRT member since 1952

BENEFITS

WHAT ARE THE BENEFITS FOR THE MENTOR?

- MDRT research shows that members who have participated in mentoring have experienced an increase in production during participation in the program
- Renewed enthusiasm for your business
- Exposure to new prospects and new markets
- The opportunity to find a junior partner or successor
- Recognition at the MDRT Annual Meeting

WHAT ARE THE BENEFITS FOR THE ASPIRANT?

- A fast track to MDRT membership
- Enhanced efficiency and productivity
- An opportunity to learn from one of the best in the insurance and financial services industry

MDRT MENTORING RESOURCE CENTER

MDRT has created a Mentoring Resource Center for use by mentors and aspirants.

The MDRT Mentoring Resource Center includes resources on the following topics:

- Mentoring Insights
- Prospecting/Referrals
- Selling/Presenting
- Client Relations
- Closing/Objections
- Productivity
- Business Succession
- Suggested Reading

ENROLLMENT FORM

MENTOR

MENTOR MUST BE A CURRENT MDRT MEMBER.

MDRT ID#: _____

DATE OF BIRTH: ____/____/____ (MM/DD/YYYY)

FIRST NAME: _____ M: ____ LAST NAME: _____

E-MAIL: _____

PHONE: _____

ASPIRANT

HAVE YOU EVER BEEN APPROVED FOR MDRT MEMBERSHIP?

YES NO

DATE OF BIRTH: ____/____/____ (MM/DD/YYYY)

FIRST NAME: _____ M: ____ LAST NAME: _____

COMPANY: _____

ADDRESS 1: _____ ADDRESS 2: _____

CITY: _____ STATE: ____ ZIP/POSTAL CODE: _____

COUNTRY: _____

E-MAIL: _____

PHONE: _____

Please complete this form or attach your business card to enroll in the MDRT Mentoring Program.

You may also enroll online at www.mdrtd.org.

Now it's your turn. Contact us to learn how you can begin to grow your business the MDRT way.



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