

D7505 NOTHING IS IMPOSSIBLE  
(56 min.) Mehdi Fakharzadeh

The story of how one man started, new to this country and not knowing a word of English, and how he eventually became a top producer in his insurance company.

WHAT PRICE INVOLVEMENT?  
James B. Longley, CLU

Himself an example of “what one man can do,” Longley, governor of Maine, urges MDRT members and provisional applicants to involve themselves more deeply in politics and in their communities.

D7703 THE SUPER PRODUCER – AN INTIMATE LOOK  
(56 min.) Jack Dulworth

CARE FOR THE LIVING  
Rev. Paul Brinkley

D7708 JUST A SALESMAN  
(33 min.) Kent P. Larsen

A hard-hitting, gut-level presentation of colorful power phrases, stories and concepts that motivate prospects to act.

D7802 AN AFTERNOON WITH BEN FELDMAN  
(100 min.) Ben Feldman – 2 tapes

The industry's top producer fields provocative questions in an informal question-and-answer session with the audience.

D7804 THE CONSISTENCY OF LOGIC  
(60 min.) John F. Savage, CLU

Sales ideas, leadership and Savage's relationship with his family are all touched upon in this entertaining and informative presentation.

F-R-I-N-G-E-S  
J.R. Pegues Jr., CLU

The speaker uses an acrostic to explain the extra benefits of being in the life insurance business.

D7903 A COMMITMENT TO EXCELLENCE  
(39 min.) Lou Holtz

University of Arkansas football coach explains that no matter what your field of endeavor, you must commit yourself to the best possible results.

D7905 CLOSING THE SALE – OR DON'T NEVER TELL NOBODY NOTHING  
(29 min.) George Steinberger

Review the keys to the close of the sale.

D8001 FREE TO DREAM  
(52 min.) Captain Gerald Coffee, USN

Your life and the problems you face will take on new perspectives upon hearing this former Vietnam prisoner of war's story of survival and personal triumph. Seven years as a captive strengthened Coffee's beliefs in himself, his fellow man, his country and his faith. Told in a meaningful and moving manner, this is a presentation worth sharing.

D8016 BUILDING A LIFE INSURANCE CLIENTELE  
(20 min.) John A. Utz

D8104 THE STREETS ARE PAVED WITH GOLD  
(30 min.) Mehdi Fakharzadeh

What is it that makes us fail or succeed? Fakharzadeh says the answer is simply attitude. With the proper frame of mind, and a lot of hard work, you too can have the success of this top producer.

D8107 ANATOMY OF A SALE – THE CLIENT’S VIEW  
Ben Feldman

D8201 YOU THINK YOU HAVE PROBLEMS!  
(52 min.) Lee A. Iacocca

Iacocca describes how he confronted and overcame problems trying to salvage the Chrysler Corp. There's a lesson here for anyone facing tough obstacles.

D8207 MIND OVER MATTER  
(55 min.) Robert F. Gilley, CLU; Stephanie Matthews-Simonton

Gilley shares his battle against cancer and the success he had with the Simonton Clinic's methods to conquer his disease. Matthews-Simonton, director of the clinic, outlines the practices to conquer cancer through mental imagery, pointing out that our minds can overcome other stress-related problems.

D8208 THE REAL RACE  
(37 min.) Alfred T. "Skip" Wilkins Jr.

Wilkins' tragic accident caused him to be paralyzed from the chest down, yet he reached significant accomplishments through his positive attitude and determination.

D8209 SELLING 200 LIVES  
(42 min.) Lynn Hutchings

Hutchings has policies on 20 percent of the people in Rock Springs, Wyoming. He describes his methods and his view of the future.

D8303 IS IT WORTH DYING FOR?  
(53 min.) Robert S. Eliot, M.D.

Stress is a prime factor in heart attacks, and Eliot, in his humorous presentation, offers tips on relieving it. The findings of various studies relating to heart failure are discussed.

D8307 CELEBRATE!  
(58 min.) Tom Sullivan

His sense of humor, his joy for life and his keen awareness of the priorities in living make Sullivan's highly motivational presentation one of the most memorable. The blind singer, actor and composer tells of the goals he has attained despite his handicap, and how certain crucial turning points brought him to set priorities for life.

D8308 THE BRAVE AND THE STRONG  
(30 min.) Tony Gordon

Gordon tells how MDRT took him from mediocrity to success, citing down-to-earth ways of dealing with skeptics and critics. His penetrating questions and simple, transferable techniques effectively deal with prospects' objections and inspire sales ideas that will open doors to corporate sales.

D8309 TOMORROW IS SUNDAY  
(45 min.) Anthony Campolo, Ph.D.

"In this age of change and transition, there is so little that is certain." Changes in family life, mate selection and marriage are discussed by Campolo in his motivational message on love and personal identity. The importance of commitment and of hope are stressed.

D8312 HOW MUCH ARE YOU WORTH?  
(20 min.) Charlie H. Flowers

In this motivational presentation, Flowers offers his thoughts on the use of universal life, and discusses the benefits of total financial planning to both client and agent.

D8313 THE NON-INTERVIEW  
(45 min.) Norman G. Levine, CLU, ChFC

The "non-interview" – the key to brighter days for the life insurance agent – is defined as "nothing more than any initial contact before any product or sales presentation." The key is to get the other person talking and to recognize where you stand with each new contact. Levine emphasizes the importance of education, planning and establishing extended credibility for clients and the necessity of learning new skills and products in this technique.

D8315 WHERE WILL I FIND LIFE'S MEANING WHEN AMBITION IS NO LONGER ENOUGH?  
(51 min.) Layne A. Longfellow, Ph.D.

"Keeping Love From Being Undone" is the subtitle of this magnificently energetic and humorous presentation on midlife. Longfellow tells how early human development (particularly adolescence) sets the stage for later conflicts in marriage and self, and offers some suggestions to soften the midlife crisis.

D8406 SELLING SIMPLIFIED  
(38 min.) I. Burt Meisel, CLU

Meisel shares his techniques to unlock the thought process to focus on the need – simplifying concepts, using graphics to demonstrate ideas and getting away from terrifying insurance terminology

D8410 WHICH DO YOU THROW AWAY, THE COW OR THE MILK?  
(39 min.) Roger Zener, CLU

Answers to objections and a whole new philosophy of advanced underwriting come from this expert. Zener shares ways to find and influence prospects with larger problems, which require larger solutions – for larger price tags. Simple and transferable ideas to make interviews exciting, memorable and fun!

D8503 THE MAN IN THE GLASS  
(39 min.) Thomas J. Wolff, CLU

Wolff went from being a street kid to successful entrepreneur the hard way – with non-stop effort. He describes himself as an agent, which he sees as a career unto itself. Wolff has 27 consecutive MDRT qualifications to his credit, is a Top of the Table- level producer, a successful publisher and a consultant-teacher speaker. MDRT has presented experts on stress management. This tape presents stress management from the viewpoint of the stessee – an agent who might share with us how he copes with stress. Stress can come from the lack of fulfillment, from doing too little or from the strain caused from doing too much – Tom Wolff discusses the latter.

D8504 MDRT SPOKEN HERE  
(33 min.) Ron D. Barbaro

Barbaro, the first non-U.S. MDRT President, is world-renowned as a speaker, having addressed just about every conceivable sales congress in just about every conceivable country. He is a man who gives and cares. Here he shares his many experiences and explains how the expression “MDRT Spoken Here” has become an international passport throughout the insurance and financial community.

D8506 I GOTTA BELIEVE IN ME  
(10 min.) Jody Sparks and Rulon E. Rasmussen, CLU

Rasmussen, 1976 Round Table President, father of FamilyTime and gentleman extraordinaire, has just returned from a most personal, rewarding adventure as a mission president for his church. He introduces Jody Sparks, a very special, loving and inspirational person who has triumphed over her handicap and developed her strengths.

MAKE A WISH  
(44 min.) Leonard A. Goodman Jr., CLU

No individual epitomizes the MDRT Foundation's spirit more than its President, Leonard Goodman. He is a 30-year Round Table veteran and a man of sincerity. He has genuine concern for his fellow man. He oversees the task of raising funds to support the Foundation's efforts of ensuring that its money is being given to worthwhile organizations – groups whose goals and concerns are compatible with those of the Foundation's. He tells about a very special group that the Foundation supports.

D8507 WINNING ATTITUDES  
(35 min.) Denis E. Waitley, Ph. D.

This speaker believes that what you think is what you are. If you believe yourself a loser, you are. If you think yourself a winner, your life usually moves in that direction. Waitley has made it his goal to understand why winners win, what they have in their makeup that motivates them to succeed and how we can learn from them.

D8510 BALANCING YOUR LIFE  
(52 min.) Anthony Campolo, Ph.D.

One of the people who made the Dallas Annual Meeting so special was Campolo. He has that educator's ability to transmit understanding and empathy for the problems of the people of our era. Campolo is an ordained Baptist minister with a forceful style that brings people to their feet. Uplifting, he mesmerizes his listeners. He has made his presence in the world known through his books, films and videos, popular television programs like "Good Morning America" and through his own Evangelical Association for the promotion of education, which dedicates itself to helping educate those in the third-world nations. The real essence of Campolo is his ability to balance all these roles without losing touch with himself.

D8511 PLAIN VANILLA  
(31 min.) O. Alfred Granum, CLU

Granum is a name well-known in the life insurance industry. His Northwestern Mutual agency in Chicago has consistently led the company, and most of his agents have consistently qualified for MDRT. But, Granum is most famous for his "one card system" and his philosophy of client building. Even then he was taking complicated concepts and simplifying them. He was then, and still is, a remarkable teacher. Granum has literally taught generations of MDRT members how to build a clientele. Everyone from the newest rookie to the most sophisticated veteran can learn from Granum's message.

D8606 COME TO LIFE  
(37 min.) Leo F. Buscaglia

A favorite of MDRT, Buscaglia returns to deliver a message we all need to hear: "All anybody needs is a little love, a little attention and a little respect." He explains how there are two forces at large in the universe. They are love and fear. One force is positive and the other is negative. It's up to you to make the choice.

D8607 SALES PRIDE  
(30 min.) Bruce W. Etherington, CLU

This seasoned professional shares some time-tested prospecting, approach, interview and close techniques – with all the humor and entertainment for which he is known.

D8609 THINK OF ME  
(32 min.) Kerry Kincaid

Kincaid tells of the death of her young husband and how life insurance provided financial security.

D8615 TRUST, LOVE AND COMMITMENT  
(37 min.) Lou Holtz

An MDRT favorite returns to the Main Platform to share the three keys to self-image and how to master them in an entertaining and motivating session.

D8616 PAID IN TWO WAYS  
(29 min.) Randy Smith

Smith tells of the selling process that has been so successful for him, giving particular emphasis to his prospecting procedures.

D8618 NEVER LET GO OF YOUR DREAM  
(38 min.) Roger W. Crawford II

This winner shows how we can focus on opportunity instead of risk to overcome our handicaps, seen and unseen, and tells of four keys to accomplishing goals: the dream, the plan, the commitment and enthusiasm.

D8704 WHERE HAVE ALL THE GOOD PROSPECTS GONE?  
(29 min.) Fred D. Donaldson, CLU

Donaldson in a humorous, profound and sensitive presentation of his successful prospecting philosophy. Share his love of family, life and the insurance business.

D8706 CUT DOWN THE NETS  
(56 min.) Jim Valvano

Coach Valvano humorously relates his coaching experiences from his humble beginnings at Rutgers University on through winning the national championship for North Carolina State. He tells of his belief in the greatness of the individual and how motivated people accomplish great things.

D8714 A TOUCH OF LIFE  
(22 min.) David H. Hilton, CLU, ChFC

Hilton in this very touching and humorous presentation reminisces about his beginning years with MDRT. He shares the four motivating forces in his business life: stay motivated, to be myself, enjoy the present, and communicate. He relates how he has learned from his friends and family to enjoy everything life has to offer.

D8802 THE CUSTOMER IS ALWAYS RIGHT  
(41 min.) Stew Leonard Jr.

Leonard explains how he and his staff live by one customer relations policy: "Rule One, the customer is always right. Rule Two, if the customer's ever wrong, go back and reread Rule One." No matter how ridiculous the request, under no circumstances is the customer ever wrong. Laugh along with Leonard as he shares his various experiences and secrets for success.

D8803 THE MAGIC OF DREAMING  
(29 min.) Tony Gordon

Join Gordon as he tells how he successfully deals with rejection and fear. He discusses how facing fear makes it disappear and how the better prepared he is to face rejection, the higher his commission earnings seem to be. You will learn from Gordon, but you will also identify with him.

D8804 THE GREAT SALES PERSON  
(32 min.) Alan J. Parris

In this thought-provoking session, Parris tells his audience to dream all they want, but remember that when it comes to investments, sales and the rest of life, that reaching those dreams is not a matter of finding a magic formula to beat the system, but rather it's simply doing the basics and doing them well. Learn the seven basic rules of successful selling.

D8805 WONDERFUL NEW CONCEPTS ABOUT A WONDERFUL OLD PRODUCT  
(34 min.) Dilworth C. Brinton, CLU

The legendary Dilworth Brinton explains the “ins and outs” of insurance, and how to best serve your clientele. He shares his wisdom and his wit when he states why “deciding which kind of insurance to buy is like getting married: it is cheaper if you do it right the first time.”

D8806 THE JOY OF STRESS  
(35 min.) Peter G. Hanson, M.D.

Hanson tells about the three principles of handling stress and how you can make them work for you: Pamper yourself, stop stonewalling and face the truth.

D8809 ONE-PAGE SALES SIZZLERS  
(27 min.) W. Howard Wight Jr. CLU, ChFC

Wight a professional sales-idea man, explains the 10 steps of the proven path to peak performance productivity. He tells in his unique way how ideas open doors and minds, and help close sales. This session will help you to sell more, more easily.

D8813 BUY A TICKET  
(35 min.) Samuel D. Friedman

Share the secrets of one of the youngest and most successful insurance representatives in the country today. Friedman looks back on his relatively short career and recalls when he reasoned that if all of his clients bought what he thought he could reasonably expect them to buy, it would add up to more than a million dollars in commissions. Friedman says, “When I realized this, that was all the motivation I needed.”

D8817 WHOM DID YOU SELECT?  
(25 min.) Roger Zener, CLU

Zener explains in vivid detail his “two buckets concept” and how it is designed to move the prospect out of a “need for insurance” negative philosophy to the “want to leave some cash that only the family can reach” positive philosophy.

D8818 THERE ARE NO IMPOSSIBLE DREAMS  
(35 min.) Norman G. Levine, CLU, ChFC

Human life values have always been the primary basis upon which successful life insurance careers are built. Levine discusses the success or failure of your personal voyage through life and how it will be determined not by luck or fate, but by your own dreams and your efforts to achieve them.

D8821 SUIT UP, GANG – YOU'RE STARTING  
D8822 John F. Savage, CLU

2 tapes

(78 min.) Simple sales ideas that work by the legendary Savage will hold your interest. Savage shares his techniques, new and old, to help you communicate ideas more effectively.

D8902 MOMMA AND THE KIDS  
(20 min.) Joseph V. Casale, CLU, ChFC

Listen while Casale talks about the life insurance profession in its truest, simplest form and explains that it is up to the insurance representative not to let the client lose sight of the real need for the cash proceeds and the dignity that it provides.

D8903 IF LIFE IS A BALL, THEN HOW COME I'M NOT DANCING?  
(15 min.) Godfrey L. Smith III, CLU

Join Smith as he discusses the fear of rejection and looking foolish, the defense mechanisms we all use to prevent being hurt and some of the solutions he uses to overcome these fears. Learn how to talk to a client without fearing the outcome.

D8907 I COULD SELL THIS STUFF  
(20 min.) Dr. James D. and Mary M. Bruning

Former dentist James Bruning and his wife Mary relate their real-life experience and how disability income insurance made the difference between dignity and depression, and life and death. This couple's true story will inspire you to purchase additional disability insurance and sell a lot more of it if it's not already in your product presentation.

D8908 SUCCESS IS A JOURNEY  
(25 min.) Brian S. Tracy

Tracy, a leading authority on the development of human potential and personal effectiveness, shares his philosophy on leadership, self-esteem, goal setting, strategy and creativity.

D8909 THE SECOND SALE  
(20 min.) Henry C. George, FALU, CLU

In this humorous presentation, George stresses the need for agents to complete life insurance applications in as much detail as possible. The more information provided, the faster the underwriter can evaluate the case, and the happier everyone concerned will be.

D8917 MOLDERS OF THEIR DREAMS  
(25 min.) Guy Rice Doud

The 1986 National Teacher of the Year shares a message about children, schools, self-esteem and all the facets of society working together that will motivate everyone.

D8921 WHY NOT YOUR BEST?  
(30 min.) Terry Bradshaw

Join former Pittsburgh Steelers quarterback and four-time Super Bowl winner Bradshaw as he relates his humorous story. He shares how his overwhelming desire to become a successful football player overcame obstacles.

D8922 IT'S WHAT YOU DO ABOUT IT!  
(20 min.) W Mitchell

In this moving presentation, Mitchell tells how some of the tragic events of his life have changed his outlook and the outlook of those around him. Tragedy to triumph in a very short period of time, as Mitchell says, "It's not what happens to you in life, it's what you do about it that makes the difference."

D9006 A SLICE OF LIFE  
(29 min.) Frank Meeks

The Domino's Pizza magnate shares his business secrets for success. Meeks emphasizes taking care of your employees and your customers. This presentation is a must for any agency manager.

D9018 FOCUSING ON FOCUS  
(24 min.) William T. Brooks, CSP, CPAE

Sales consultant Brooks has spent 15 years studying successful salespeople. Listen to his motivating presentation on maintaining a clear focus through good times, bad times, personal tragedy and setbacks.

D9019 PROSPECTING  
(28 min.) Gary R. Sitzmann, CLU

The most difficult part of selling life insurance is finding the prospective client and then selling to them. Let Sitzmann share with you his highly successful method of prospecting. Sitzmann profiles the ideal client and shows you how he systematically targets this group.

D9021 THE FREEDOM TO GROW  
(30 min.) Wayne W. Cotton, CLU

Witness Cotton's motivating presentation on true growth. Learn how money freedom and time freedom play key roles in true growth and how they can be achieved through planning and productivity – smart work versus hard work.

D9024 SALES IDEA TEAM  
(25 min.) Sidney Friedman, CLU; Fred D. Donaldson, CLU; I. B. Meisel, CLU; Mehdi Fakharzadeh; Tony Gordon; and Alan Press, CLU

Join these MDRT all-stars as they meet in the locker room and discuss their winning strategy and how they've become the world champions of the life insurance industry.

D9112 THE PRICE OF FREEDOM  
(29 min.) Roy P. Benavidez

A retired Green Beret and Master Sergeant Benavidez, the last recipient of the Congressional Medal of Honor, tells how he earned the award while serving in the Vietnam War. The Medal of Honor is the highest award that can be bestowed upon an American combat serviceman and is for “the bravest of the brave.”

D9116 ANYTIME, ANYPLACE  
(25 min.) Jack Napolitano

MDRT member Napolitano says he loves to cold call! Yes, you heard right, and he has more than 3,000 clients to prove it. He tells how cold calls have put him in the business market, created daytime activity and produced long-term results. He also admits it's not easy, but the mission is simple: You have to see the people.

D9122 THE COBBLER'S SHOES  
(36 min.) Miles W. McNally, CLU and Tom McNally

Do you have disability insurance? Do you include disability insurance in your insurance needs presentation to clients? If the answer is no, this presentation will change your response and your attitude. Yes, it can happen to anyone young, old, rich, poor – even a successful insurance representative's son. Living with a permanent disability without coverage is far more expensive than dying. Watch and listen to how the McNallys snatched victory from defeat.

D9204 MASTERY  
(33 min.) James Burton

Burton asks the question, are you a master of your craft? Burton shares his seven step plan toward “mastery.” They include: being knowledgeable, committing to excellence, being a problem solver, remaining focused, taking responsibility, creating opportunities and developing humility.

D9205 SNOW, SAND AND ROCKS  
(44 min.) Diana Golden (2 presentations)

Golden is an Olympic Gold medalist in disabled skiing and has crossed the boundary to compete in able-bodied races. Golden, who lost her leg to cancer at age 12, speaks about turning obstacles into opportunities and living up to your potential by committing to excellence.

PROMISES KEPT  
Sally Biever-Ward, CLU

MDRT Foundation President, Biever-Ward presents Diana Golden with a check from the MDRT members to support National Handicapped Sports.

D9212 HUMOR, RISK AND CHANGE  
(36 min.) C. W. Metcalf

Metcalf explains how humor can help you overcome your fear of embarrassment and failures. It can help us stay fluid, flexible and creative in times of crises. Humor can help us overcome the tendency to place so much pressure on our selves that we become deactivated. You will learn the therapeutic effect of humor and how your quality of life can be improved. Metcalf's hospice experience with young cancer patients taught him that humor can be used as an effective coping tool for people who are dealing with risk and change.

D9302 YOU'VE GOTTA BE HUNGRY  
(37 min.) Les Brown

Brown has been involved in broadcasting, elected to legislature and author of “If You Dream.” With a versatile background, Brown explains how he made mountains out of mole hills. You have to acknowledge your achievements and not allow someone's opinion of you to become your reality. As a member of MDRT, you seek opportunity, not security.

D9305 COMMUNICATING IS A CONTACT SPORT  
(38 min.) Bert Decker

Author of best-selling communication books, Decker discusses habits that can either help or hinder you. His presentation content covers four areas: what counts, skills of personal impact, how to be heard and the three secrets of the great communicators. Using clips from presidential debates and talk-show interviews, Decker supports his theories and points out the key aspects for effective communication.

D9307 LOVE ALL PEOPLE SINGERS  
(24 min.) Sidney A. Friedman, CLU, ChFC and Allen A. Skogebo, CLU, ChFC

Using in-depth interviews, Friedman brings you up- close and personal with the Love All People Singers. You will hear the story of how their lives have improved because of the group's leader, Prentice Minner. MDRT Foundation President, Skogebo presents a check to Love All People Singers. Skogebo profiled the foundation and its 14,000 Knights. He stated that the Foundation has given over USD5 million in grants in the United States and 13 countries since its inception in 1959 and with help from everyone, we can accomplish more.

D9308 ANOTHER RIGHT ANSWER  
(36 min.) DeWitt Jones

Nominated for two academy awards, author of seven published books, and one of North America's top photographers, Jones corners the market on creativity and motivation. Join DeWitt in an explanation of finding the solutions to our problems in a photographers fashion. Using his sensitivity and photos, he shows us that seeing something differently than everyone else, is using one's creativity. To be creative, one has to take risks. If we are able to accept mistakes, we are taking steps in "learning how to fly."

D9310 IT HAD TO BE YOU  
(47 min.) Karen Tucker

Tucker, a member of the MDRT executive staff, is the director of marketing and the Foundation. She sings her praises of MDRT for helping turn a personal crisis into a victory. With the support of her husband, family, friends and MDRT, Karen won the battle against cancer. This is not simply a story of Karen, it's a story of the MDRT family and love that can save a life. This story of Karen's devotion to MDRT and the support she received in return is motivational, inspirational and worth sharing.

D9312 NOT JUST A MEMORY  
(31 min.) Kathryn L. Cannon

Listen to the story of a young, recently married couple and their battle with cancer. Cannon's husband was diagnosed with a rare form of soft tissue sarcoma. Knowing time was limited, the couple decided to have a child. However, one child turned into triplets. Listen as Cannon shares how having adequate insurance protection during these difficult times made it possible for her to be a full-time mother and live as her husband would have wanted.

D9314 7½ MILES  
(40 min.) Ronald Burton, CLU

Burton relates the inspirational story of a young boy who would not quit when his football coach advised him to run six to seven miles, five days a week. Young Burton ran 7 ½ miles, five days a week for 12 consecutive years. Not only did he make All American in high school, but he had 47 scholarship offers. He has established a camp to help young children train, and become winners in life as well as on the playing field.

D9318 COME ON BACK  
(48 min.) Norman G. Levine, CLU, ChFC

Being an integral part of the insurance agency for 45 years, Levine has seen and been a part of a lot of change in our business. Being the best of the best, we must come back to a much happier, more effective and fun world. He explains that we have to be role models to the new agents entering the business. Show our enthusiasm, sell with love and compassion, and respect life's values. Levine's key to long-term success is not product selling, but conceptual selling. The vehicle to help us succeed in our careers and in life is MDRT. Together, we can make the difference.

D9403 GIFTED HANDS  
(33 min.) Benjamin S. Carson, M.D.

Carson shares how he conquered his obstacles and succeeded from a young age to his adult life. His drive and determination led him from bottom of his class to a successful surgeon. He also learned that doing the right thing when it is not popular is not always easy.

D9412 SEVEN SALES IDEAS  
(30 min.) Mehdi Fakharzadeh; I.B. Meisel, CLU, ChFC; Peter Rosengard;  
Godfrey L. Smith III, CLU, ChFC; Joseph Tonyan, CLU; Bernard H. Zais, CLU, ChFC

Listen and learn some new sales ideas that can help your career. This panel shares some creative ways to selling.

D9416 STRATEGIC COACH  
(34 min.) Dan Sullivan

The first point Sullivan discusses is that in the '90s the most successful agents have to view themselves as entrepreneurs. His second point is that the successful entrepreneurs must solve a fundamental problem that he calls the "Ceiling of Complexity."

D9417 EVEN SPARROWS SOAR  
(45 min.) John R. Powers

Every morning one wakes up with a "gift" called life. Through laughter, living and love, this "gift" is unwrapped and all the beauty and challenges this gift offers is discovered.

D9420 THE CHAMPION INSIDE  
(31 min.) Stephen Jason Hall

At age 15, Hall broke his neck and began a new journey. If he was ever to reach his goals, he would have to work hard to persevere. He is a 1994 provisional applicant of MDRT.

D9421 MAGIC OF MENTORING  
(19 min.) Reginald N. Rabjohns, CLU, ChFC

Rabjohns describes the influence of action: mentoring. Whether it is by directing or by example, one should not underestimate the power of any individual to teach, to mentor, to shape one's life.

D9423 DISCOVERING THE MASTERPIECE  
(35 min.) Tony Gordon

In the insurance industry, one must have the vision and believe in the inevitability of one's success. There is a masterpiece in each one's career. Discover the masterpiece within – imagine!

D9504 MEN AND WOMEN – CAN WE TALK?  
(37 min.) Mimi Donaldson

With hilarious accuracy, Donaldson pinpoints some of the reasons why men and women have difficulty communicating with one another. Her advice is a must for anyone who ever needs to have a conversation with someone of the opposite sex.

D9505 A LABOR OF LOVE  
(28 min.) Bob Love

Love is a former National Basketball Association (NBA) superstar who, despite his athletic talents, spent many years frustrated by his stuttering problem. Love shares the story of how he overcame his challenge and today works as a public speaker and does community outreach work for his former NBA team, the Chicago Bulls.

D9506 COME TO THE EDGE  
(28 min.) Michelle L. Hoesly, CLU, ChFC

All of us have experienced hesitation and fears that have kept us from achieving the extraordinary levels of accomplishment we are capable of. Hoesly shares her method of overcoming those fears and challenges us all to “come to the edge.”

D9513 MIRACLES AND WONDERS  
(17 min.) Brian Landun and Rick Wonders

As we hear the story of the effect of life insurance on the lives of two families, we are powerfully reminded that people never die at the right time.

D9516 SAY IT WITH CONVICTION  
(18 min.) Gerald P.R. Sacks

Sacks shares his method of phrasing questions to illicit the proper response from clients and to consequently get the prospect to think the way he thinks to eliminate objections.

D9616 ONE STEP AT A TIME  
(31 min.) Bob Wieland

Wieland, a one-time professional baseball hopeful, lost both his legs in Vietnam while attempting to rescue a fallen comrade. After quickly overcoming his loss, Wieland set a world bench press record (507 pounds), completed the Ironman Triathlon in Kona, Hawaii (2.5-mile swim, 100-plus-mile bicycle ride and 26-mile run) and cycled across North America in 32 days.

D9618 FOLLOW THROUGH  
(28 min.) Peter C. Greider

Greider, an expert on the psychology of peak performance, offers key strategies to help you follow through with your goals. This humorous, informative presentation will help you stay focused on achieving new levels of success.

D9717 LIFE WOULD BE EASY IF IT WEREN'T FOR OTHER PEOPLE  
(37 min.) Connie Podesta

Podesta, an author and licensed professional counselor, offers a hilarious comparison of the communication styles of men and women. This insightful look into male-female relationships stresses the value of open communication and of a trusting relationship.

D9809 A FATHER'S FOOTSTEPS  
(21 min.) Stephen J. Pustai

An MDRT member who lost his son and co-worker shares his emotional insurance-in-action story and reaffirms the positive role insurance professionals play in the lives of others.

D9816 GIVE VALUE FIRST  
(29 min.) Jeffrey H. Gitomer

An author and authority in the area of sales and customer service, Gitomer outlines eight factors that must be met to elevate sales performance, improve productivity and provide quality client service.

D9818 2001: AN AGENT'S ODYSSEY  
(34 min.) Van Mueller, LUTCF

This speaker believes in the three key factors that will determine an agent's survival in the 21st century are having great relationships with clients, using creativity and being an information broker.

MENTORING MOMENT  
Lyle L. Blessman and Wendy Feldman

Mentor and 1994 MDRT President Lyle L. Blessman of Englewood, Colorado, shares advice on the changing insurance marketplace with Wendy Feldman.

D9904 SONGS OF LOVE AND FOUNDATION REPORT  
(29 min.) John Beltzer

Beltzer talks about how and why he created Songs of Love Foundation, a nonprofit foundation that produces personalized songs for terminally and chronically ill children. Beltzer has the MDRT audience sing a song for Alyson, a child sick with leukemia. At his second presentation, Alyson and her family come on stage to thank MDRT for the song, and Beltzer receives a USD50,000 grant from the MDRT Foundation.

(11 min.) FOUNDATION REPORT  
Adelia Chung, CLU ChFC

**D9905**    **TUESDAY'S WITH MORRIE****(41 min.)** Mitch Albom

Albom, author of the best-selling "Tuesdays with Morrie," shares his story of visiting his former professor who is dying and the lessons he learns from Morrie about mortality, immortality, life and giving.

**D9906**    **SHOW ME THE MONEY****(10 min.)** Dennis Zahrbock, CLU, CFP

Zahrbock illustrates how he uses USD10,000 in cash to illustrate the importance of life insurance to prospective clients.

**PEOPLE OF CHARACTER****(10 min.)** Larry Lambert, CLU, CFP

NALU president and MDRT member Lambert shares a story of his early years in the industry and when he first understood the power of insurance.

**D9907**    **MAXIMIZING YOUR PROFITABILITY****(47 min.)** Richard Weylman

Member Weylman provides advice on how to overcome challenges to profitability, including focusing your efforts, building a marketing practice vs. a merchandising practice, and leveraging resources to increase activity and profitability.

**D9908**    **GENIUS AT WORK****(37 min.)** William Strickland

Strickland, founder of the Manchester Craftsmen's Guild and the Bidwell Training Center, explains the success of his nonprofit school for disadvantaged youth and young adults. Strickland explains how environment affects performance and how everyone can succeed in life if they are given a chance.

**D9912**    **WATERBUGS AND DRAGONFLIES****(26 min.)** Adelia Chung, CLU, ChFC

MDRT Foundation President tells the powerful story of the loss of her 3-year-old daughter, Alana, to leukemia.

**D9913**    **THE DIFFERENCE A DAY MAKES****(23 min.)** Bender sisters: Leah Brown & Jennifer Buffington

Brown and Buffington share a tragic story of how their mother was killed in a car accident, just one day after her life insurance policy went into effect. The sisters describe how the Agent, Patti Larsen, helped them both emotionally, financially and how their mother's policy has helped them.

**TREE OF LIFE****(5 min.)** Patti Larsen

D9914 DON'T JUST DECIDE  
(33 min.) Steve Blount

Blount explains marketing secrets he uses to get in front of qualified prospects, including hosting client appreciation days, reading the obituary column and networking at large corporations.

D9915 CHOOSE TO SOAR  
(21 min.) Mark Peck

Born with a rare bone condition called osteogenesis imperfecta cogenita, Peck is confined to a wheelchair following 76 fractures and 15 surgeries. He talks about how all of us can succeed in life.

D0005 GET A LIFE  
(35 min.) Amanda Gore

Australian motivational speaker Gore challenges her listeners to create healthy relationships through being “energy givers” by stretching out of their comfort zone.

D0008 HANDLING STRESS WITH HUMOR  
(41 min.) Loretta LaRoche

Author of the best-selling book “Relax, You May Only Have a Few Minutes Left,” LaRoche teaches her listeners how to laugh at themselves, appreciate each moment and begin to see humor in stressful situations.

D0012 BY APPOINTMENT ONLY  
(50 min.) Don Connelly

Don Connelly is the senior vice president and key account manager for Putnam Investors. He will explain how to put yourself in your client's shoes, and how this can be beneficial. He also talks about the qualities of top salesmen and how anyone can achieve peak performance.

D0015 LIFE'S LESSONS  
(32 min.) Arnold Price

Twenty-nine year MDRT member Price shares the wisdom he has gained from 44 years of selling life insurance, 24 of which he has been a member of Top of the Table. Price speaks on how sales directly relate to attitude and passion, and stresses the importance of persistency and determination in prospecting.

D0017 SO YOU THINK YOUR JOB IS TOUGH?  
(18 min.) Bill Porter and Shelly Brady

At birth, Bill Porter was diagnosed with cerebral palsy. Even after being told daily that he was unemployable, he never gave up his dream of being employed. Porter finally convinced the Watkins Co. to give him a chance to sell household goods door-to-door. Today, Porter is the last great door-to-door salesman. Despite debilitating back pain, migraines and arthritis, Porter has been Watkins' No. 1 salesman in his territory for the past 10 years. His story is a tribute of the human spirit and proof that success is only one door away.

D0018 ANNUAL MEETING HIGHLIGHTS SAN FRANCISCO 2000  
(13 min.)

D0102 CATCH ME IF YOU CAN  
(36 min.) Frank Abagnale

Abagnale relates his experiences as a convicted felon who ended up as an FBI consultant. Today as an authority on forgery, embezzlement and secret documents, he advises how to protect yourself from fraud in business and at home.

D0107 THE GIRL IN THE PICTURE  
(40 min.) Kim Phuc

On June 8, 1972, a photo of a 9-year-old girl fleeing a napalm attack appeared on the front pages of the world's newspapers. The girl in the picture tells her story of courage and fortitude, which led to a life of freedom and opportunity.

D0109 HITTING THE HIGH NOTE  
(40 min.) Ronan Tynan

One of the Irish Tenors relates his experiences in overcoming obstacles and reaching success in medicine, sports and on the concert stage.

D0113 A RIGHT-NOW ATTITUDE  
(35 min.) Tony Christiansen

A forthright Australian, Tony tells the inspiring story of what can be achieved by determination, belief and a burning desire to succeed. Losing both legs at the age of 9, he became a successful businessman, a best-selling author, a qualified lifeguard, an Olympic medalist and a second-degree black belt in Tae Kwon Do. So, what have you done lately?

D0308 STORYSELLING  
(30 min.) Gary DeMoss

DeMoss explains why clients find a good story irresistible.

D0402 A LIFE OF SIGNIFICANCE  
(28 min.) Joseph W. Jordan

Jordan from MetLife explains how MDRT members offer clients true value.

D0405 FINDING YOUR PURPOSE  
(39 min.) Bertice Berry, Ph.D.

In a gripping presentation, sociologist and comedian Berry says, "To change the world, we have to change ourselves first."

D0506 SUCCESS IS SIMPLE, MONEY IS EASY AND REPORT  
(37 min.) Larry Winget

In a performance punctuated with funny anecdotes, Winget shares some of the secrets that have helped make him successful.

D0604 BE THE CHANGE  
(53 min.) Richard Dutra-St. John, Yvonne St. John-Dutra and Kekoa Won

View a touching video showing the impact Challenge Day has on its participants. Kekoa Won, one participant, faced hardship after hardship in his life. He shares these experiences and how he eventually overcame them.

YOU ARE THE CHANGE – MDRT FOUNDATION PRESIDENT  
Donald J. Benedetti, CLU, ChFC

From building houses to providing relief to those suffering from hurricanes and tsunamis, the Foundation has changed the lives of many people throughout the world. Benedetti shares examples from the past year of Foundation activity, illustrating a global impact.

D0605 WAITLEY WISDOM  
35 min.) Denis Waitley

Having already spoken for MDRT in 1985, Waitley has continued his success in this changing and growing world. He talks about how MDRT members need to have confidence, overcome fears, have discipline and take the lead.

D0606 COVERING LIFE'S BASES  
(2 min.) Stanley Ray Russell, CLU, ChFC

A former L.A. Dodger, Russell uses a baseball analogy to tell his clients to cover all of life's bases. After his wife suffered a long battle with cancer, Russell knows firsthand the importance of planning.

D0608 THE INTUITIVE ADVISOR  
(24 min.) Mitch Anthony

A leading expert in the field of building client relationships, Anthony will show you how to communicate using a story, analogy or metaphor. He uses his mother as an example of someone who had trouble finding the right financial advisor.

D0701 FLAG CEREMONY, NATIONAL ANTHEM  
(45 min.) INVOCATION  
Jocelyn Harriman

THE DASH  
Philip E. Harriman, CLU, ChFC

MDRT President Philip E. Harriman, CLU, ChFC, discusses several accomplishments the Round Table has made in 2007

D0702 IT'S POSSIBLE  
(34 min.) Les Brown

Les Brown talks to MDRT members about attaining their goals and never giving up on their dreams. Brown says that someone's opinion of us doesn't have to become our reality. "You are trustees of the present and architects of the future," he says.

D0704 DREAM BREAKER OR DREAM MAKER  
(32 min.) Dan Miller

The people who believed in Dan Miller helped him accomplish the goals he'd set for himself -- despite an illness that affected his physical capabilities.

D0707 LI'S AMAZING JOURNEY  
(35 min.) Li Cunxin

Through Li Cunxin's story, it's easy to understand that we should never limit our vision of success. " New discoveries and remarkable success are not far away from the seemingly impossible hurdles," he says.

D0708 CRACK THE CODE  
(23 min.) Jim Ruta

Ruta encourages us to make things simple as he reminds us that work isn't about us -- it is about our clients. "Keeping a low profile doesn't help anyone," he says. "If you're good, get out there and let people know that."

D0709 MDRT VALUES  
(35 min.) Larry Rybka, CFP, J.D.

Reminding us of the importance of MDRT's Whole Person concept, Rybka says, "There is great future for quality advice delivered by professionals." MDRT isn't just about numbers -- it's about doing the right thing.

IT'S NOT WHERE YOU START THAT MATTERS  
Kevin Murphey, M.Ed.

Murphey overcame a life of neglect, sexual abuse and subsequent depression.

D0776 SANITY AND GRACE  
(35 min.) Judy Collins

Her battle with alcoholism and the loss of her child helps Judy Collins better understand the importance of talking about problems. "We have to tell our secrets," she says, "or we get sick."

D0801 FLAG CEREMONY, NATIONAL ANTHEM,  
(52 min.) INVOCATION

Andrea Rogers, Jordan Rogers and  
Devon Rogers-Scorah

WHY NOT ME?

Sol Hicks

Hicks, an insurance agent for more than 35 years, explains how the racial segregation he endured as a child helped him achieve his potential. He said the ability to beat the odds is a talent all MDRT members share. He encourages audience members to continue reaching for what may seem impossible dreams, regardless of the challenges they face.

D0802 THE MUSIC OF MDRT  
(33 min.) James E. Rogers, CLU, CFP

President Rogers explains that member volunteers make the organization hum, and the efforts of MDRT members have resulted in great progress during the past year. Accomplishments include Boomertirement program initiatives, an increase in MDRT Web site content for members and outreach programs designed to reach out to prospective members throughout the world.

THE FUTURE IS IN YOUR HANDS

Kevin P. Dougherty

Dougherty, president of Sun Life Global Investments, discusses the importance of advice-based selling. He also encourages MDRT members to strengthen the industry by helping to recruit the next generation of advisors as assistants, partners and successors, and to mentor new recruits to ensure they are not lost early in their careers.

D0803 REINVENTING RETIREMENT: FINANCIAL  
(42 min.) WAKE-UP CALL

Ken Dychtwald, Ph.D.

Dychtwald, gerontologist and Age Wave founder, explains the engines of change in the retirement revolution, which include abrupt increases in life expectancies and new expectations for retirement. This revolution will ensure the need for insurance products that guarantee lifetime income, but he said advisors must focus on relationships, not products.

D0804 AT ANY GIVEN MOMENT  
(50 min.) Stephen Lewis

Representatives of the Stephen Lewis Foundation tell how grandmothers have become the heroes of Africa after HIV/AIDS claimed their children's lives. Grandmothers throughout Africa are raising grandchildren who have been orphaned as a result of HIV/AIDS. MDRT members have been asked to support income-generating projects to ease these grandmothers' burdens.

THIS IS YOUR MOMENT  
Patricia L. Krarup, MSFS, ChFC

Foundation President Krarup said MDRT members can make a difference by volunteering for charities and donating to the MDRT Foundation to help finance grants to charitable organizations around the globe. She said individual donor and company support of the Foundation has allowed it to dramatically increase the amount of money it gives in grants each year.

D0805 HOW TO COMPETE IN A CHAOTIC  
(31 min.) ECONOMY  
Todd Buchholz

Buchholz, a global trends expert, explains how hyper-competition is changing the world and how advisors can adjust. He said the world is experiencing hyper-competition as a result of the ever-increasing speed of change and clients who want to know why they should work with us, rather than pursuing one of their many other insurance options.

D0806 WHAT GRANDPA TAUGHT ME  
(30 min.) Jeffrey J. Taggart, CLU, ChFC

Taggart, president of NAIFA and a 19-year MDRT member, recalls a lesson he learned years ago as a new advisor: life insurance changes lives, and to devote one's life and career to lightening the loads of others is a noble cause. He urges MDRT members to continue to preserve and protect the products they use to impact lives daily.

24 HOURS  
David T. Buckwald, CLU, CFP

Buckwald tells how September 11 changed his life, and those of 51 clients whose lives were lost that day in the World Trade Center terrorist attacks. He said the experience taught him the importance of his role in clients' lives, and to keep talking to people about life insurance, because no one is sure what the next 24 hours will bring.

D0807 LIVING YOUR LEGACY  
(48 min.) Consuelo Castillo Kickbusch

Kickbusch explains how her childhood as the daughter of a poor immigrant taught her to give back now, not later. Although she had a successful career as the highest-ranking Hispanic woman in the Combat Support Field in the U.S. Army, she retired and returned to her roots, helping underserved children in poor neighborhoods.

D0808 IF NOT YOU, WHO?  
(31 min.) John W. McTigue, CLU

After paying out death claims to the families of his close friends, McTigue speaks from the heart about producers' commitment to life insurance. He said it's important to discuss the need for life insurance not only with clients, but with friends and family. While rejection is hard, advisors must fulfill their calling: to provide financial peace of mind.

D0809 IMAGINE THE POSSIBILITIES  
(50 min.) Patrick Henry Hughes and Patrick J. Hughes

Patrick John Hughes and his son teach members how to appreciate the little things in life with their story. When his son was born blind and unable to walk, Hughes admits he didn't recognize his son's potential. In fulfilling his dream to become a musician, however, the younger Hughes taught his father that goals can be accomplished through hard work.

D0810 FOLLOW YOUR COMPASS  
(37 min.) Steve Donahue

Donahue's journey through the Sahara Desert taught him to trust his instincts to guide him through life. He said finding his way through the desert was difficult because the terrain changed with the shifting sand. So, he relied on a compass, which is an instinct about what is right. He encourages members to do the same, as life's paths are not always clear.

D0811 BUILDING A BETTER YOU  
(27 min.) Walton W. Rogers, CLU, ChFC

Rogers outlines several initiatives the MDRT Executive Committee will pursue in the coming year, and challenges members to become better people through more involvement in MDRT. He encourages members to build relationships with one another, to develop succession plans for their practices and to help boomer clients reach their retirement goals.

D0812 OUR CHANGING WORLD  
(30 min.) David R. Williams, M.D.

During Williams' time in space, the retired astronaut saw evidence of the damage pollution causes to our planet. The beauty of Earth creates a lasting impact when seen from space, he said, but reminds him of the need to take care of the planet. He encourages members to reuse and recycle, and to support environmentally conscious companies.

D0813 MOVING ON  
(35 min.) Melissa Wandall

Wandall explains how life insurance enables her to keep her late husband from becoming a statistic. Her husband, a financial advisor, was killed in an auto accident when another driver ran a red light. Because of his gift of life insurance, Wandall said, she has been able to stay home to raise her daughter, and to raise awareness about traffic safety.

GIVE BETTY WHAT BETTY WANTS  
Margie Hall Daniel

Though her father was not wealthy, Daniel, a four-year MDRT member, explains how his words and wisdom made him rich. She said her father's advice, which includes "prior planning prevents poor performance," and don't just go through life, but grow through life, have become the foundation on which her practice is built.

D0814 LOSE STRESS, NOT SLEEP  
(33 min.) James B. Maas, M.D., Ph.D.

Maas, a sleep expert, offers the tools to diagnose and cure chronic sleep deprivation. He tells audience members that most people are not getting enough, or the right kind, of sleep. He said shortened sleep has devastating affects on the body, and Maas encourages members to make it a priority to get eight hours of sleep each night.

D0815 AROUND THE TABLE/IT'S NOT ABOUT ME  
(20 min.) Jennifer A. Borislow, CLU

Borislow, Executive Committee Nominee, explains her commitment to change to make MDRT stronger. She encourages members to stay ahead of the ever-evolving industry by transitioning from product sales to a needs-based, consultative approach. In addition, Borislow asks MDRT members to share their thoughts and ideas with MDRT leadership.

D0816 CHILD SOLDIER  
(33 min.) Ishmael Beah

Beah, a former child soldier, shares how he lost — and later regained — his humanity after he was forced to fight in Sierra Leone's civil war in the 1990s. His book, "A Long Way Gone: Memoirs of a Boy Soldier," details the brutality he witnessed and inflicted. He attributes the kindness of others as the driving force behind healing his spirit.

D0817 EMILY'S SHOES

(44 min.) Monroe M. Diefendorf, Jr., CLU, C3DWP and Emily Diefendorf

Diefendorf said a lesson from his daughter taught him about the power of a child's heart. His daughter, Emily, tells about her volunteer work providing shoes to children in Africa. Her father said the entire family joined Emily on a trip to deliver shoes to orphaned children, and the experience inspired them to get involved in more charitable endeavors.

BAD TO THE BONE

Dale Irvin

As a speaker, Irvin reaches more than 100,000 people per year with his message of laughter therapy and comical entertainment.

D0818 GO FIRST

(43 min.) Tom Flick

Flick asks members to rethink their motivation and to build a bigger vision than themselves for their business. A former quarterback in the National Football League, he urges members to lead their clients to greatness by being leaders. Leaders, he said, know who they are and where they're going.

CLOSE

Patrick Henry Hughes