



2016 MDRT Annual Meeting e-Handout Material

Title: From the Edge of (Financial) Oblivion to Court of the Table

Speaker: Douglas John Bennett, DipPFS

Presentation Date: Wednesday, June 15, 2016

Presentation Time: 10:00 - 11:00 a.m.

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Slide 1



Slide 2



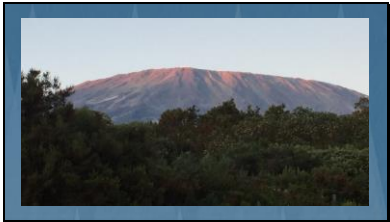
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Slide 4



Slide 5



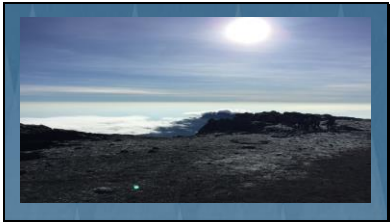
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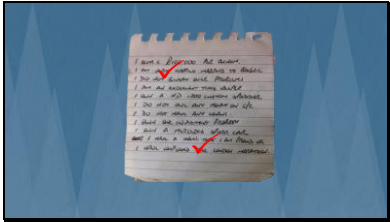
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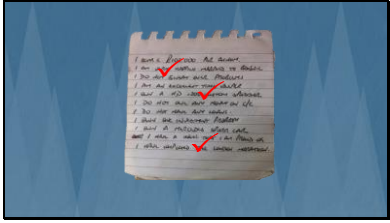
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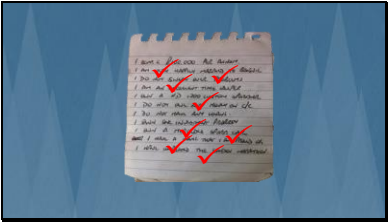
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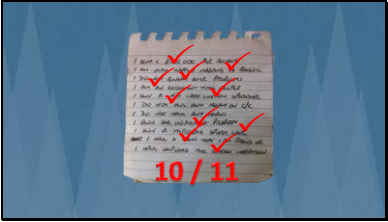
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Slide 16



Slide 17



Slide 18



Slide 19

Sales Idea

Peace of Mind Questionnaire

Slide 20

Peace of Mind Questionnaire

How much is your annual income?

\$..... \$.....

How much is your monthly take home pay?

\$..... \$.....

The figures above form the reference points for the following questions:-

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1) If your partner had died last night, how much income would you want each month to maintain your lifestyle.

\$..... \$..... ()

2) If you were off sick for a long time, would you want your income to continue until you returned to work?

YES or NO ()

3) Are you concerned about being made redundant?

YES or NO ()

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4) If you were made disabled or suffered a critical illness would you want to repay your mortgage, convert your house or car and have money in the bank for convalescing?

YES or NO ()

5) Tomorrow you start life's longest holiday (retirement) with no mortgage, how much income do you want on a monthly basis to maintain your lifestyle, and at what age do you want that holiday to start.

\$..... Age..... ()

Priority

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6) If you have children, do you want to save for their first car, university or a wedding, or a deposit on their first house.

YES or NO ()

7) Do you want to save for yourself, a dream holiday, new car.

YES or NO ()

How much of your discretionary income are you prepared to put away towards your future financial security.

5%.....50%

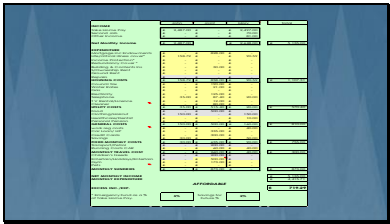
Priority

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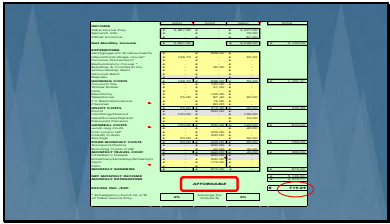
Sales Idea

Budget Planner

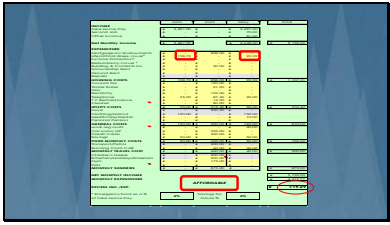
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	John	Joan	Mary	TOTAL
INCOME				
Take Home Pay	£ 2,487.00	£ -	£ 2,487.00	
Second job	£ -	£ -	£ 70.00	
Other Income	£ -	£ -	£ 81.00	
Net Monthly Income	£ 2,487.00	£ -	£ 2,548.00	£ 5,135.00
EXPENDITURE				
Mortgage Inc Endowments	£ -	£ 828.00	£ -	
Life/critical illness cover*	£ 138.72	£ -	£ 90.39	
Income Protection*	£ -	£ -	£ -	
Redundancy Cover *	£ -	£ -	£ -	
Building & Contents Ins	£ -	£ 30.00	£ -	
Stewardship Rent	£ -	£ -	£ -	
Ground Rent	£ -	£ -	£ -	
Repairs	£ -	£ -	£ -	

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Running Costs CAR	£ -	£ 40.00	£ 40.00	
MONTHLY TRAVEL COST	£ -	£ 40.00	£ 40.00	£ 80.00
Children's meals	£ -	£ 200.00	£ -	
Entertain/Holidays/Entertain	£ -	£ 500.00	£ -	
Gym	£ -	£ 175.00	£ -	
Rent	£ -	£ -	£ -	
MONTHLY SUNDRIES	£ -	£ 875.00	£ -	£ 875.00
NET MONTHLY INCOME	£ -	£ -	£ -	£ 5,135.00
MONTHLY EXPENDITURE	£ -	£ -	£ -	£ 9,415.00
EXCESS INC./EXP.	£ -	£ -	£ -	£ 719.29
* Emergency Fund as a % of Take Home Pay.				
	5%	Savings for Future %	2%	

Slide 30

Running Costs CAR	£ -	£ 40.00	£ 40.00	
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* Emergency Fund as a % of Take Home Pay.				
	5%	Savings for Future %	2%	

Slide 31

The screenshot shows a software interface with a table. Two rows in the table are highlighted with red circles. The first circle is around a row with a value of 10. The second circle is around a row with a value of 20. The table has multiple columns, including what appears to be a date column and a numerical column.

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The screenshot shows a software interface with a table. A row in the table is highlighted with a red circle. To the right of the table, red text indicates a mobile cost: **Mobile £37.40** and **\$425.00**.

Slide 33

The screenshot shows a software interface with a table. A row in the table is highlighted with a red circle. To the right of the table, red text indicates a cleaner cost: **Cleaner £30.00** and **\$315.00**.

Slide 34

Running Costs CAR	£	40.00	£	40.00	
MONTHLY TRAVEL COST	£	200.00	£	40.00	£ 930.00
Children's Meals	£	200.00	£	-	
Entertain/Holidays/Entertain	£	500.00	£	-	
Gym	£	173.00	£	-	
Rent	£	873.00	£	-	
MONTHLY SUNDRIES	£	873.00	£	-	£ 873.00
NET MONTHLY INCOME	£	-	£	135.00	
MONTHLY EXPENDITURE	£	-	£	4,455.00	
EXCESS INC./EXP.	£	-	£	719.29	

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Running Costs CAR	£	40.00	£	40.00	
MONTHLY TRAVEL COST	£	200.00	£	40.00	£ 930.00
Children's Meals	£	200.00	£	-	
Entertain/Holidays/Entertain	£	500.00	£	-	
Gym	£	173.00	£	-	
Rent	£	873.00	£	-	
MONTHLY SUNDRIES	£	873.00	£	-	£ 873.00
NET MONTHLY INCOME	£	-	£	135.00	
MONTHLY EXPENDITURE	£	-	£	4,455.00	
EXCESS INC./EXP.	£	-	£	719.29	

Slide 36

Running Costs CAR	£	40.00	£	40.00	
MONTHLY TRAVEL COST	£	200.00	£	40.00	£ 930.00
Children's Meals	£	200.00	£	-	
Entertain/Holidays/Entertain	£	500.00	£	-	
Gym	£	173.00	£	-	
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Slide 38



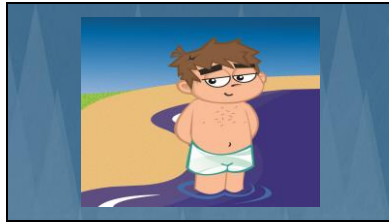
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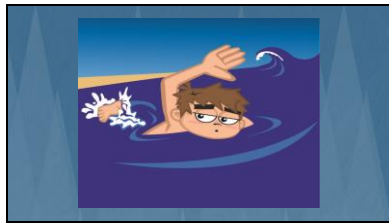
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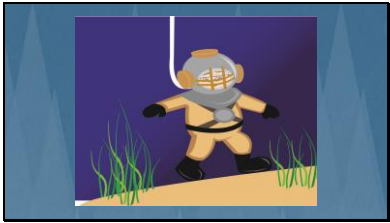
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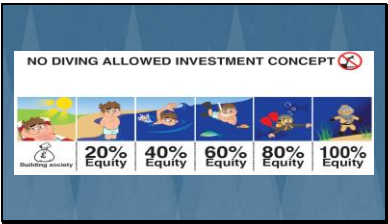
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Slide 45



Slide 46



Slide 47

- Put Family time in your diary FIRST
 - Get Some Sales Ideas
 - Set some GOALS – do it now
 - Work Hard
 - Earn Money
 - Go on great adventures
 - Take more photos

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Slide 50



ENQUIRY FORM Email to

Date		Source		Previous Address History	
Surname					
First Name					
Mothers Maiden Name		Mothers Maiden Name			
Address		Date moved in			
Rented/Provided/Mortgaged/Parents/Other					
Rent Paid £					
Tel:H		H		Dependents	
Tel:W		W			
Tel:M		M			
Email					
Email					
D.O.B.	Smoker Yes/No	D.O.B.	Smoker Yes/No	Additional Information Have you made a will Y/N	
Occupation		Occupation			
Employer Name		Employer Name			
Job Start Date		Job Start Date			
No. Of Children					
Gross Annual Basic Pay	£	£			
Other Income	£	£			
TOTAL PAY	£	£			
Net Take Home Pay	£	£			
Tax Rate	0% / 20% / 40% / 45%	Tax Rate	0% / 20% / 40% / 45%		
PURCHASE		CURRENT / REMORTGAGE		Buy To Let:	
Purchase Price £		Valuation £		Rent:	
Offer Accepted: Yes/No When?		Lender		£.....	
New Address:		Mortgage Outstanding £		Solicitor:	
		Monthly Payment £			
		Type: C&I / IO / Part & Part			
Mortgage Required £		Mortgage Start Date			
Estate Agent:		Term Remaining			
		Redemption Penalty:			
		New Mortgage £			
		Purpose			
LOANS / HP / CREDIT CARDS					
Type of debt	Balance O/S	Term Outstanding	Credit Limit	M/P	Notes
	(1) £		(1) £	(1) £	
	(2) £		(2) £	(2) £	
	(3) £		(3) £	(3) £	
	(4) £		(4) £	(4) £	
	(5) £		(5) £	(5) £	
	(6) £		(6) £	(6) £	
	(7) £		(7) £	(7) £	
Adverse Credit Details					
Existing Quotes	Yes / No	Best Quote			Fee
Solicitor Quote reqd	Yes / No				
Monthly Budget £					£.....

Appointment Date/Time/Venue
Background Notes:
Meeting Requirements: LOA <input type="checkbox"/> Fee Agreement £..... <input type="checkbox"/> LOA Policy Chase Sheet <input type="checkbox"/> Express Consent <input type="checkbox"/> PTFS Risk Profiler <input type="checkbox"/> Goals & Objectives & Risk Tolerance Questionnaires <input type="checkbox"/> Budget Planner <input type="checkbox"/> Lender Declaration <input type="checkbox"/> Factfind (IAO) <input type="checkbox"/> Switch Policy Form <input type="checkbox"/> Lifestyle Financial Planning <input type="checkbox"/> Adviser Assist <input type="checkbox"/>

Peace of Mind Questionnaire

How much is your annual income? \$..... \$.....

How much is your monthly take home pay? \$..... \$.....

The figures above form the reference points for the following questions:-

Priority

1. If your partner had died last night, how much income would you want each month to maintain your lifestyle. Do you want that income to keep pace with inflation?
\$..... \$..... ()
2. If you were off sick for a long time, would you want your income to continue until you returned to work? **YES** or **NO** ()
3. Are you concerned about being made redundant? **YES** or **NO** ()
4. If you were made disabled or suffered a critical illness would you want to repay your mortgage, convert your house or car and have money in the bank for convalescing?
YES or **NO** ()
5. Tomorrow you start life's longest holiday (retirement) with no mortgage, how much income do you want on a monthly basis to maintain your lifestyle, and at what age do you want that holiday to start. \$..... **Age**..... ()
6. If you have children, do you want to save for their first car, university or a wedding, or a deposit on their first house. **YES** or **NO** ()
7. Do you want to save for yourself, a dream holiday, new car.
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