



## **2016 MDRT Annual Meeting e-Handout Material**

**Title:** Building Your Book of Business by Reaping What You Sow

**Speaker:** Justin J. Deges, FICF, LUTCF

**Presentation Date:** Tuesday, June 14, 2016

**Presentation Time:** 10:00 - 11:30 a.m.

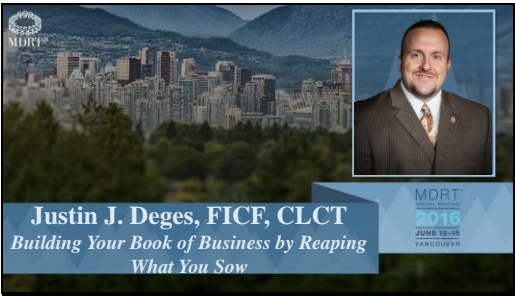
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Million Dollar Round Table  
325 West Touhy Ave.  
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Slide 1



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Slide 2



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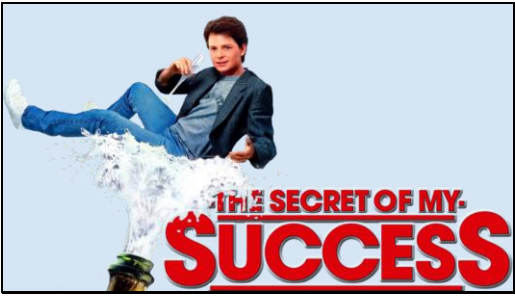
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Slide 3



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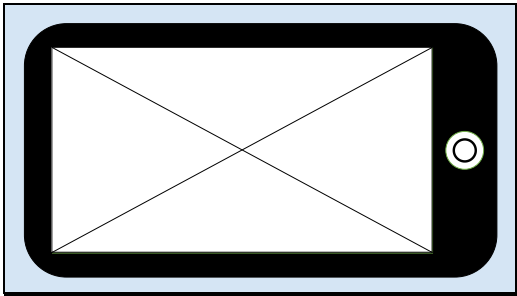
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Slide 4



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Slide 5



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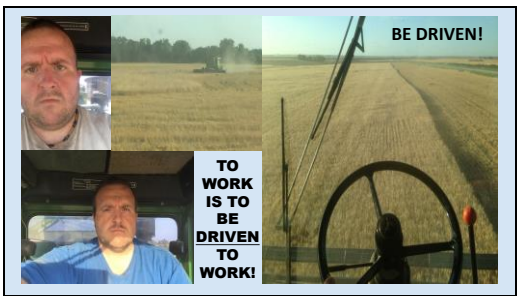
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Slide 6



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Slide 7



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Slide 10



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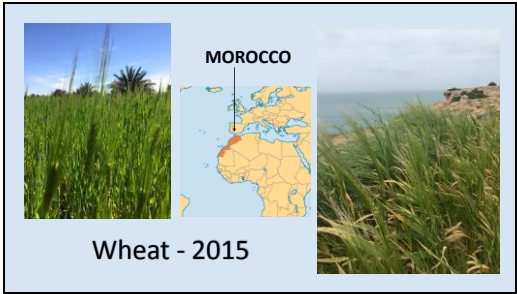
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Slide 11



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Slide 12



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Slide 16



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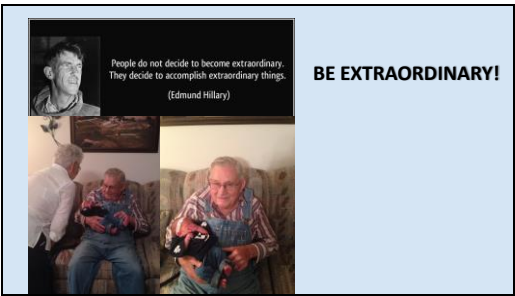
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Slide 17



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Slide 18



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Slide 19

### Handwritten Envelope



Dear Jessica:

Since the date of January 09 marks an important day in your life, I want to take a moment to wish you an especially pleasant day.

Best wishes for a very productive and happiness filled future.

Sincerely,

John G. Sample, PEET, CLTC, NDEET (owner of the Future)

12/12/12

Add Handwritten Correspondence

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Slide 20



John G. Sample

Happy Birthday! Hope you had a great one!

Like Comment

John G. Sample

Happy Birthday!

Like Comment

John G. Sample

Happy Birthday! Hope you had a blessed day!

Like Comment

John G. Sample

Happy Birthday! Hope you had a blessed day!

Like Comment

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Slide 21



(Remember...To Keep Planting Cockleburs....And Be Patient, they will sprout!)

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Slide 22



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Slide 23



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Slide 24



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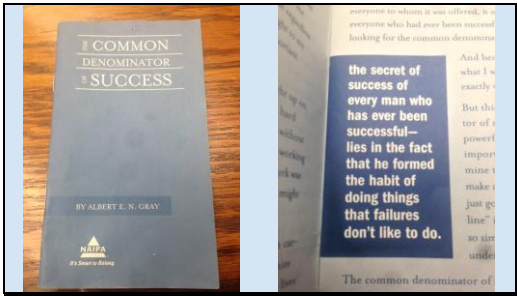
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Slide 25



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Slide 26



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Slide 27



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Slide 28

So in order to build your business by reaping what you so, you must:

- **BE EFFICIENT!**
- **BE DRIVEN!**
- **BE CREATIVE → STAND OUT!**
- **BE GENUINE!**
- **BE CONSIDERATE & THOUGHTFUL!**
- **BE GIVING!**
- **BE EXTRA-ORDINARY!**
- **BE PASSIONATE!!!**

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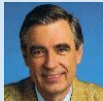
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Slide 29

"If you could only sense how important you are to the lives of those you meet; how important you can be to the people you may never even dream of. There is something of yourself that you leave at every meeting with another person." – Fred Rogers



"I hope you're proud of yourself for the times you've said "yes," when all it meant was extra work for you ...and was seemingly helpful only to someone else." – Fred Rogers

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Slide 30



**"Real Strength Has To Do With Helping Others!"**



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Slide 31



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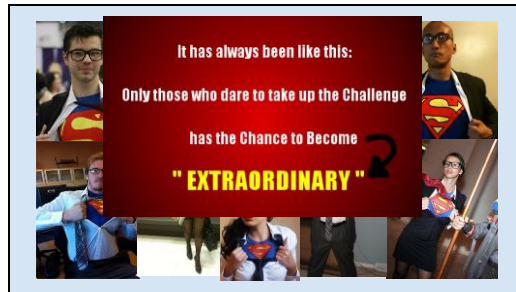
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Slide 32



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