



2016 MDRT Annual Meeting e-Handout Material

Title: Who Are You and Why Should They Care?

Speaker: Adam McCann, CFP

Presentation Date: Wednesday, June 15, 2016

Presentation Time: 11:30 a.m. - 12:30 p.m.

The Million Dollar Round Table® (MDRT) does not guarantee the accuracy of tax and legal matters and is not liable for errors and omissions. You are urged to check with tax and legal professionals in your state, province or country. MDRT also suggests you consult local insurance and security regulations and your company's compliance department pertaining to the use of any new sales materials with your clients. The information contained in this handout is unedited; errors, omissions and misspellings may exist. Content may be altered during the delivery of this presentation.

© 2016 Million Dollar Round Table

Million Dollar Round Table
325 West Touhy Ave.
Park Ridge, IL 60068 USA

Slide 1



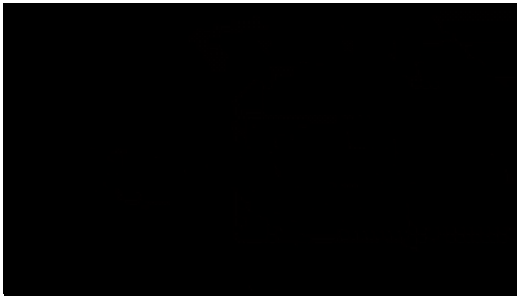
Slide 2



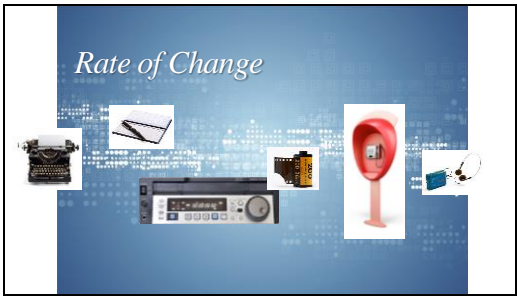
Slide 3



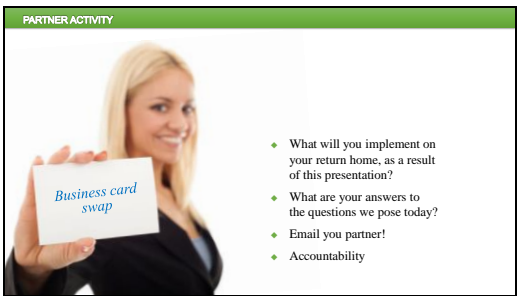
Slide 4



Slide 5



Slide 6



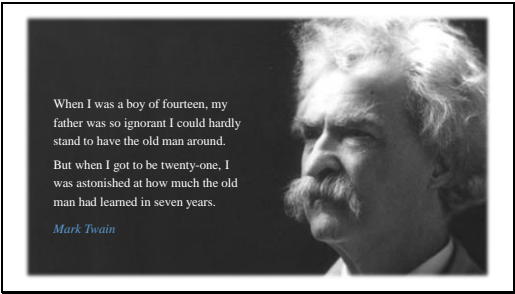
Slide 7



Slide 8



Slide 9



Slide 10

Telemachus and Mentor

In Greek mythology Ulysses of Ithaca went to fight in the Trojan War and entrusted the care of his son, Telemachus, to an older and wiser friend, Mentor.

Telemachus and Mentor developed a strong relationship built on the foundations of guidance and support.


The word mentor has become synonymous with teacher, counsellor, coach, facilitator, motivator and friend.



Slide 11

PARTNER ACTIVITY

Who is your balcony person?




Slide 12

Unique Ability

“You have inside you an incredible force called Unique Ability. It’s a combination of your personal talents, passions, and skills.

You’ve always had this ability, but you may never have stopped to clearly identify it. Few people do. When you begin to figure out this important foundation of who you are, you’ll understand what you do best in life, what you love doing most, and what makes the most difference for the most people. You’ll also be able to focus on doing more of what works in your life and stay away from what doesn’t work.”

Dan Sullivan (2003), Unique Ability: Creating the Life You Want




Slide 13

PARTNER ACTIVITY

Find your Unique Ability

- What do you like doing?
- What do you not like doing?
- What are you going to spend more time doing?
- What are you going to stop doing?



Slide 14



Slide 15

Ideal Client			
Medical Specialist	40-50yrs	Income \$500k	Married with dependents

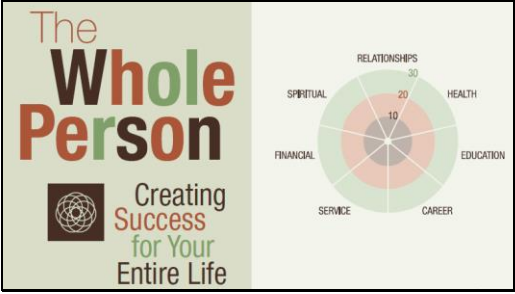
Slide 16



Slide 17



Slide 18



Slide 19



Slide 20

PARTNER ACTIVITY

Can you think of a good outcome story to share?

What is the take home message of this story?

Slide 21



Slide 22



Slide 23




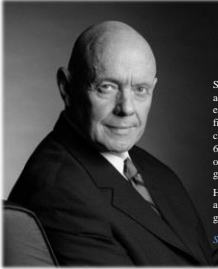
Slide 24

PARTNER ACTIVITY

Recap

- ◆ Number one idea to implement in your business?
- ◆ Who is your balcony person and why?
- ◆ What is your unique ability?
 - What do you like doing?
 - What don't you like doing?
 - What are you going to do more of?
 - What are you going to stop doing?
- ◆ Tell a good outcome story.
 - What is the motivating factor?





Suppose you have 80% chance of achieving any particular goal with excellence. Add a second goal to that first goal, and research shows your chances of achieving both goals drop to 64%. ... Juggle five goals at once and you only have a 33% chance of actually getting excellent results on all of them.

How vital it is then, to focus diligently and intensely on only a few crucial goals.

Stephen Covey
