

2023 Top of the Table Annual Meeting Call for Speakers

Instructions to submit a successful speaker proposal

Each year, MDRT hosts an Annual Meeting exclusive to Top of the Table members. The most unique value of this meeting is that it provides an exclusive opportunity for attendees to learn from Top of the Table member experts who want to share their insights and success directly with their peers.

If you qualify for 2023 Top of the Table membership and join Top of the Table in 2023, you are eligible to submit a speaker proposal to be considered to speak at the 2023 Top of the Table Annual Meeting.

Here is everything you need to know, prior to completing your submission.

Member Speaker Requirements and Expectations

1. Speaker must be able to deliver their presentation in English
2. Speaker must register for the 2023 Top of the Table Annual Meeting. MDRT does not cover the registration fee, housing, or travel expenses for Member speakers. Travel expenses are defined as airfare, hotel room and tax, meals, and ground transportation.
3. Speakers must register for the 2023 Top of the Table Annual Meeting. MDRT does not provide a stipend for the registration fee, housing or travel expenses for member speakers
4. Speakers will be required to submit a presentation title and description by May 2023. Draft transcripts and Power Point slides will be due in July 2023.
5. All selected speakers will be assigned a speaker liaison from the Program Committee who will work with you to fine tune your presentation and keep you on track with deadlines.
6. 5. Speakers must adhere to MDRT's policy prohibiting self and/or company promotion. MDRT does not allow the promotion of company, products or services during the Speaker's session, nor the use of company logos/branding in presentation slides or electronic handouts.

Session Types

Speakers may apply for multiple session types by recording one video if the proposed topic is the same. Please detail the session(s) of interest in your video. If, however, Speaker would like to propose more than one topic; please submit a separate video and form for each.

TOT Speaks

Fast-paced five-minute presentations by Top of the Table members sharing innovative and creative business concepts on the Main Platform stage.

Focus Sessions

45-minute sessions that are more technical in nature, offering educational content to help members stay on top of their game, professionally and personally. Focus Sessions offer a variety of presentation formats for optimal engagement. Some alternative format examples include:

Member Spotlight

Join a fellow Top of the Table member to share your insights in a fast-paced, friendly, debate-style format. Each speaker can present the same topic, with alternative views or you can choose two different, but complimentary topics. If you would like to apply for this session style each member should submit their own video and list the name of the other participant in your video. Your video should outline each speaker's intended involvement in the flow.

Open Sessions

These sessions offer an environment to brainstorm and share best industry practices in a relaxed conversation-style setting. Topics vary and this session format does not require a formal presentation. The speaker acts as a facilitator of the conversation during a round table discussion or workshop style theme.

Deeper Dive

Deliver expanded content from the Main Platform. The speaker must prepare a five-minute presentation for Main Platform, and then a 45-minute presentation that dives deeper into the subject. Only one proposal video is required for this session type.

Entrepreneurial Series

Focused on the unique needs and challenges of entrepreneurs, these consist of three- to four-person panels or pair non-member industry experts with a member who is knowledgeable of the expert's services. Individual speaker sessions also are allowed. If interested in this session type, please detail the anticipated format, and names of any additional speakers. *

* The Program Committee will determine if proposal videos are required from the additional speakers.

Other

If there is a presentation style not listed that you would like to propose, please provide the details in your proposal video.

Content Tracks

Your session topic must fit within one of the following content tracks and you will be required to mention this in your video:

Advising Clients

The application of products and planning to minimize risk and increase clients' assets for the future. Insurance solutions, financial planning, Retirement planning, Fact-finding, Wealth management

Marketing

Processes and activities that promote professionals, products, and services for specific markets. Prospecting, Referrals, Branding, Centers of influence, Communication techniques, Objections, Target marketing, social media

Practice Management

Best practices for hiring and managing staff, case management, servicing, record keeping, and other activities associated with business operations. Staffing, Business processes, Client service, Study groups, Regulatory compliance, Time management, Charging fees, Technology, Coaching, Business planning and continuity Whole Person

The elements that, when in balance, enable financial services professionals to lead a full and enriching life. Balanced living, MDRT Foundation, Motivation

Video Instructions

Please record a 3- to 5-minute video and upload it to YouTube, Vimeo, Dropbox, etc. A video recorded using a home camera or smart phone is acceptable.

Videos from previous MDRT conferences or videos of a member speaking at another organization will not be accepted. Your video must be new and recorded for the purpose of being considered to speak at the 2023 Top of the Table Annual Meeting.

Your video should include:

- An introduction with your name and where you are from.
- Names of additional speakers to be included in your session (if applicable).
- The title of your proposed presentation

- The Content Track you have selected.
- A summary of your proposed presentation and the value attendees will take away.
- A brief explanation of how you intend to engage attendees during your presentation (i.e. self-reflection, provide time for discussion, journal notes, worksheets).

Ready to proceed?

Just select the button below to start and complete your submission. Your video must be ready to share, and you must take the time to start and complete the form. You will not have the ability to save your work and return to it.

<http://imdr.org/tot-request-to-speak/>