

## What is the mission of the MDRT Center for Field Leadership?

The MDRT Center for Field Leadership was founded by MDRT as a membership association specifically for field and home office leaders that fosters a culture of continuous improvement and learning.

As field and home office leaders join and engage with the MDRT Center for Field Leadership, they will accelerate their growth, build an MDRT culture of excellence, increase productivity, connect with other leaders, and learn from content and tools developed specifically for them to take their teams to the next level.



### MEMBERSHIP

#### Requirements

Field or home office leaders in financial services (currently available in English only)

#### Join

Open enrollment is November 1 to April 1, annually

*"Center for Field Leadership study groups are incredibly important conversations. They're meaningful to how we do our business. It's so rewarding. I'm thankful to be a [study group] leader. Study group leaders become better managers by virtue of this role. It keeps you sharp."*

Jason C. Staas, FICS, M.S.

### Benefits to your business:

- › Effective team management gained through enhanced skills and expertise
- › Improved team morale and productivity
- › Increased retention and career satisfaction
- › Enhanced competency and confidence to spearhead and manage organizational change
- › Significant personal, professional and overall team performance
- › Global recognition as your teams achieve unique standards of excellence in pursuit of an MDRT Culture of Excellence Award

### Benefits to your leaders:

- › Expert instruction and certification through the Harvard ManageMentor® platform
- › Recognition based on high-level team performance, while achieving global standards of excellence in business and community
- › Best-in-class toolkits and learning resources to guide and facilitate your team leaders' journeys
- › Close-knit learning communities and study groups with peers to help increase productivity and persistency
- › Exposure to the greater MDRT membership community and thought leaders while attending the MDRT Annual Meeting or MDRT Global Conference

### Exclusive content:

MDRT Center for Field Leadership members have access to articles, videos and Webcasts to guide them along their leadership journeys, as well as the monthly Leadership Checklist that allows them to organize and focus on monthly goals to maintain consistent growth.

*"I would encourage anyone who is in a leadership position to join the MDRT Center for Field Leadership and engage with Harvard ManageMentor®. It will act as a booster for senior management in the current environment and will provide guidance for new leaders facing challenges retaining talent."*

Mohamad Manmohan Abdullah, ChFC, CLU

# The MDRT Family of Brands

Equips financial services professionals to **Rise. Excel. Lead.** Throughout every stage of their career journey.



## MORE ABOUT MDRT'S ADDITIONAL SERVICES:



### What is the mission of MDRT Academy?

The MDRT Academy was built with a singular focus: helping your advisors go further than they ever thought, faster than they ever imagined, while becoming finer at their craft. With the culture, member expertise and best practices of MDRT behind the offerings, producers can achieve sustainable levels of production and attain MDRT status.

**Master best practices from the best in the business.**



Visit [mdrtacademy.org](http://mdrtacademy.org) to see why the MDRT Academy is where good advisors become great.



**MDRT**  
The Premier Association  
of Financial Professionals®

### What is the mission of MDRT?

A community of continued excellence dedicated to aiming higher and achieving more, MDRT is where financial services professionals surround themselves with the best in the business – and where they're inspired to continue learning, achieving and celebrating each level of success.

MDRT offers proven methods and best practices for growth from top-tier advisors around the world. By collaborating daily with advisors who uphold exceptional professional knowledge, client service and ethical standards, your advisors will refine their skill sets, bring more value back to your organization and inspire collective success.

**MDRT is the Premier Association of Financial Professionals®.**



Visit [mdrt.org](http://mdrt.org) to learn why MDRT is the association for professionals who aspire for more.