

# MDRT

The MDRT Mentoring Program provides counseling, guidance and encouragement from a committed MDRT member to an aspiring MDRT qualifier. The two work together to advance the aspirant to MDRT-level production and membership. In turn, the Mentoring Program re-motivates MDRT members, inspiring them to increase their own productivity and further their careers.



**MDRT**

The Premier Association  
of Financial Professionals®

# Mentoring Program

## MENTORING MISSION

To facilitate mentoring relationships between MDRT members and aspirants, leading to:

- Consistent MDRT-level production for the aspirant
- Increased enthusiasm, commitment and productivity for the MDRT member
- Increased new agent retention

## BENEFITS

### FOR THE MENTOR

- MDRT research shows members who participated in mentoring experienced an increase in production during the program
- Renewed enthusiasm for your business
- Exposure to new prospects and new markets
- The opportunity to find a junior partner or successor

### FOR THE ASPIRANT

- A fast track to MDRT membership
- An opportunity to learn from one of the best in the insurance and financial services industry
- Resources to instill a mindset of lifetime career success
- Enhanced efficiency and productivity

## RESOURCES

MDRT's Mentoring Resources on [mdrt.org](http://mdrt.org) offers resources for participants in the Mentoring Program.

The MDRT Resource Zone provides multimedia resources to help improve productivity and run your business more efficiently.

Aspirants will also have a MyMDRT account where they can track productivity, access industry insights and find useful tools to help them succeed.

*Empower your growth*

# Frequently Asked Questions

## **Who can become an aspirant?**

Anyone in the financial services profession can participate, as long as they have not been an MDRT member for more than one year and are not achieving MDRT-level production.

## **Who can become a mentor?**

Mentors must be current MDRT members willing and able to enter into a committed mentoring relationship to best guide an aspirant. A mentor may take on as many aspirants as they wish, from any company or country.

## **How can I enroll in the Mentoring Program?**

Enrollment is open year round. Enrollment forms and other information are available online at [mdrt.org](http://mdrt.org). You may contact the mentoring department at MDRT headquarters by emailing [mentoring@mdrt.org](mailto:mentoring@mdrt.org).

## **How much does the Mentoring Program cost?**

There is no cost to enroll in the MDRT Mentoring Program.

## **How long can I be an aspirant?**

Aspirants may be enrolled in the program for up to four years. If an aspirant reaches MDRT production at any point, they may submit an application for MDRT membership.

## **What are the production requirements to become an aspirant?**

There are no production requirements to enroll. However, all aspirants are required to report their year-end production to MDRT by March 1 of the following year. This enables MDRT to track aspirant performance and provide the appropriate resources and support.

## **How do I find a mentor?**

MDRT encourages those seeking mentors to talk to their agency managers, leaders in the field and home office. Independent agents are encouraged to attend networking events and talk to as many people as possible.

## **As a mentor, what do I gain from engaging in the MDRT Mentoring Program?**

A recent MDRT study shows 2013 mentors who continued mentoring in 2014 and 2015 saw their average commission increase by 17.1%.

## **Do mentoring teams have to live in the same city, state or country?**

Participants in mentoring teams can form from all over the world, as long as all parties agree to be accountable and committed to the agreements formed between them.

For more  
information

contact **MDRT** at  
[mentoring@mdrt.org](mailto:mentoring@mdrt.org)