



## Bylaws Amendment Passes

The MDRT general membership has approved the recently proposed amendments to the *Constitution and Bylaws* concerning a change in volume requirements for membership beginning with the 1981 Table, 1980 production year.

The approved amendment will adjust the volume credit requirement annually based on cost-of-living indices.

The amendment will become effective with the 1980 production year for 1981 Round Table membership.

Using the approved production requirement of \$1.5 million for the 1980 Table as a base, the volume requirement for the 1981 and subsequent Round Tables will involve adjusting that requirement by an appropriate percentage, derived from the Consumer Price Index (CPI).

The CPI adjusted production figure will be announced three months in advance of the year to which it applies, beginning on October 1, 1979.

The special bylaws ballot was mailed

### Volume Requirement for Membership In The Round Table

**1979** ..... **\$1,250,000**

**1980** ..... **\$1,500,000**

(approved by MDRT  
membership in 1977)

**1981** ..... **\$1,500,000**

(plus or minus cost  
of living index  
percentage)

to members in August and required two-thirds of the voting membership to approve the proposal.

The amendment was developed by two special task forces and the Bylaws Committee to enable the MDRT to

keep its qualification standard meaningful and in line with the rising cost of living, rather than periodically increasing the requirement through a bylaws vote, with its attendant inefficiencies of time and money.

## Laflamme/Sullivan Top All Program Sessions



Rosanne Laflamme

The moving presentation by Rosanne Laflamme and Frank E. Sullivan, CLU, entitled "Yes, John, the Ceiling Is Truly Unlimited," was rated as the most popular general session at the Hawaii meeting according to the results of the 1978 Annual Meeting Survey.

The highly inspirational session was based on the philosophy that unlimited possibilities are available to all. Ms. Laflamme told of her ability to overcome seemingly insurmountable physical disabilities and the accompanying emotional problems as a result of a serious childhood accident. The finale of the session was an on-stage gathering of representatives of this "anything is possible" philosophy with Governor James B. Longley, CLU, John O. Todd, CLU, Ben Feldman, CLU, and Frank E. Sullivan, CLU, join-

ing Ms. Laflamme.

The attendees' selection of the Laflamme/Sullivan presentation as the most popular coincides with their most frequently stated meeting objective—to inspire and motivate.

Another inspirational general session that rated favorably was the Ron and Ginetta Barbaro presentation of "Footprints in the Sand." The third highest rated general session was Michael Weinberg's "Free Enterprise."

Reviewing the survey results for other aspects of the Annual Meeting reveals that the opening ceremony again captured the highest overall rating with a total of nearly 93% combined "excellent" and "good" designations.

Nearly 70% of the attendees brought their spouses and/or other members of their families to MDRT's first family

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## Regional Meetings Usher In National Small Business Conference

President Carter has called for a national White House Conference on Small Business to build a new awareness across the United States of the importance of small business in the national economy. The conference is scheduled for January, 1980.

In the meantime, the Small Business Administration will be conducting a series of Regional Conferences and Open Forums in every state of the union. Topics to be covered at these meetings include capital development and tax policy; government regulation and paperwork; technology and industrial innovation.

It is at these Regional Conferences and Open Forums that individual small business owners and representatives will have an opportunity to make their views known at the grass-roots level and help in formulating new small business policies. Specialized meetings at these conferences will offer an opportunity to voice specific concerns. In

addition, it is through these Regional Conferences and Open Forums, that representatives will be chosen from all areas as delegates to the 1980 Washington Conference.

United States MDRT members may take advantage of this opportunity to directly influence the role of future government and create a better awareness among the general public as to the significance and importance of small business in the U.S. economy.

The first of these meetings was held in Boston on Aug. 17-18. Other meetings include:

Boise, ID—Nov. 9  
Portland, OR—Nov. 10  
San Diego, CA—Nov. 16  
Las Vegas, NV—Nov. 17

For more information, and a schedule of the Regional Conferences and Open Forums write to: The White House Conference On Small Business, 730 Jackson Place, N.W., Washington, DC 20006.

## 1978 Membership Denials

The MDRT Membership Committee has announced that a total of 373 individuals have been denied membership in the 1978 Table.

According to Committee Chairman Wilmer S. Poynor, III, CLU, the applications were denied on the basis of six categories. These categories for membership denials are:

### 1. Late Filing

Application papers received in MDRT office postmarked after the March 1, 1978 filing deadline.

### 2. Incomplete Papers

All necessary forms were not submitted with application papers prior to March 1 deadline.

### 3. Partnership/Corporation

Denials based on criteria stated in Section 4.5 of the *Constitution and Bylaws*. This section refers to the ownership of the business and compensation received for the business that is written in or assigned to the name of the corporation.

### 4. Late Payment of Association Dues

Association dues submitted after the March 1, 1977 deadline.

### 5. Production and Lives Low

Total production or total lives submitted on application were below MDRT requirements as stated in Section 4.5 of *Constitution and Bylaws*, or, \$1.25 million of volume and minimum of 15 lives.

### 6. Ethics

Applications denied for violations of the MDRT *Code of Ethics* and *Constitution and Bylaws*.

**1978 EXECUTIVE COMMITTEE:** President, **Paul L. Oliver Jr., CLU**; Immediate Past President, **Jack L. McKewen, CLU**; First Vice President, **Millard J. Grauer, CLU**; Second Vice President, **Clune J. Walsh Jr., CLU**; Secretary, **Stanley Liss, CLU**

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## THEOS Board Elects MDRT Member Chairman

Gerald E. Rushton (John Hancock, Youngstown, OH), a Round Table life member, was elected Chairman of the Board of the THEOS Foundation at its board meeting, held in July.

THEOS (the ancient Greek word for "God") is a non-denominational fellowship organization devoted to ministering to the needs of the newly-widowed. The Million Dollar Round Table Foundation has been an active supporter of the efforts and activities of THEOS.

Rushton first became involved with THEOS after hearing a presentation by its founder, Mrs. Bea Decker, during the 1976 MDRT Annual Meeting in Boston. He saw a natural tie-in between the THEOS organization and the life insurance industry; and as public service chairman for the Youngstown Life Underwriters Association, initiated a local THEOS chapter. Eventually, Mr. Rushton was asked to join the THEOS Board of Directors and after Mrs. Decker's death in June, was elected Chairman of the Board.

Rushton plans to invite more life underwriter associations to sponsor local THEOS chapters and to promote the use of the MDRT's FamilyTime program in THEOS chapter activities.

## Laflamme/Sullivan, cont. from p. 1

meeting in eight years. The largest group of these attendees, almost 35%, were attending their first Annual Meeting.

A special "Afternoon with Ben" session with a free-wheeling discussion of sales ideas and techniques with Ben Feldman was highly rated. Over 68% of the attendees noted the presentation

as "excellent" with an additional 25% as "good."

For members who did not attend the 1978 Annual Meeting in Hawaii, but who are interested in hearing and/or seeing these presentations, tape cassettes and video tape cassettes are available for purchase from MDRT headquarters.