

## Giving Back

Allan G. Hancock, CLU, ChFC



**Allan G. Hancock, CLU, ChFC**, is a 33-year MDRT member with 14 Court of the Table qualifications. As a Diamond Knight of the MDRT Foundation, his involvement has extended to 11 of its committees, and he currently serves as MDRT Foundation President. Within the industry, Hancock served as 1995 president of the National Association of Insurance and Financial Advisors. He also has been treasurer of the Life and Health Insurance Foundation for Education since 2000. In his community, he served as mayor of Altoona, Pennsylvania, from 1980 to 1983. He also has served on a number of boards for local organizations.

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**M**DRT is about knowledge... education... motivation.

We are also about inspiration. As you've witnessed over the past few days, many of the most inspirational stories are our stories. We are far more than a group of highly successful financial services professionals. There are many of us that are highly successful in life.

MDRT has a history built on the Whole Person concept - a concept that addresses the importance of not only business but also of health, family and community. In 1990, the MDRT Foundation created a program that recognized MDRT members for their success in the community part of the equation. Aptly named the Quality of Life Awards, these special awards recognize our members who are helping to improve the quality of life in their very own communities through the most precious commodity they have - their time.

A Chinese Proverb reads,

"If you want one year of prosperity, grow grain.

If you want ten years of prosperity, grow trees.

If you want one hundred years of prosperity,  
grow people".

The Quality of Life Program recognizes outstanding members who have committed themselves to the concept of growing people... of lifting others up... of providing hope to those who thought there was none. To recognize the efforts of these TRUE Balcony people, the MDRT Foundation awards a grant to their special charity.

The names you see in Attachment A represent our 2005 award winners, each of whom will receive a minimum grant of \$2,500 for their charity:

Thank you all for making a difference!

Our top Quality of Life Award for 2005 goes to a member/volunteer who is all about community involvement. In fact, the work for his charity came as a surprise even to the Executive Director of the charity. In her words, "A gentleman visited our organization and simply said tell me more about your organization, it is important to our community... and I want to help raise money".

## Giving Back *(continued)*

He began by asking for a list of what the organization needed. This was followed by regular calls announcing the items that he had arranged to be donated from local businesses. In fact, many times, he would purchase the items himself. He was described as a whirlwind, full of energy, gathering things as he went along... creating movement... creating momentum.

The purpose behind all of his efforts was to support a special organization that provides an inexpensive, safe and comfortable home-away-from home for families of critically ill patients... being treated at the Danville Regional Medical Center in Danville, Virginia. The name of this special organization is The Foundation House. And the name of this special volunteer and the recipient of our top Quality of Life Award of \$25,000 is William E.J. Mc Mann, Jr. of Danville, Virginia.

Grant awards like those you have witnessed over the past two days are made possible by your generosity and continued support. They are also made possible by the philanthropic spirit of our corporate partners who are committed to supporting an organization that their

producers support. We would especially like to thank our 2005 lead sponsors as shown on Attachment B. To each of you, we thank you for your continued support of the Foundation on behalf of your MDRT-member producers.

Your Foundation is more than just grants to charitable organizations. It is also about becoming actively involved... hands-on support... touching lives directly in areas of need.

Projects like this are just the beginning. Your MDRT Foundation is committed to providing you with opportunities to give back ... to provide hope... to touch lives in a most rewarding way. The project recently completed here in New Orleans was made possible not only by member-volunteers, but also by a tremendous partner in Prudential Financial, who helped to underwrite the project and worked side-by-side with us to change a community. The projects highlighted were done with a special organization called "Kids Around the World". All of us working together provided something that is all too easily taken for granted - the opportunity for kids to simply be kids.

# 2005 PROCEEDINGS

## Giving Back *(continued)*

### Attachment A

### 2005 Quality of Life Grant Awards

<b>MDRT Member:</b> William E. J. McMann, Jr.	<b>Charity:</b> <b>Danville Regional Health Foundation</b> <i>Danville, VA</i> provides special events, projects and programs to improve the health of families in the region	<b>Amount Granted: \$25,000.00</b>
Steve Blake, CLU, ChFC	<b>Children in Placement Connecticut</b> <i>Danbury, CT</i> finds safe homes for abused and neglected children through a court appointed advocates program	<b>Amount Granted: \$10,000.00</b>
Don F. Downing	<b>Haiti Episcopal Learning Programs (HELP)</b> <i>Prairie Village, KS</i> provides educational, medical, financial, and nutritional assistance to twelve rural communities in southern Haiti	
James V. Hunt, CLU, ChFC	<b>Nashville Zoo</b> <i>Nashville, TN</i> promotes environmental and species conservation by providing educational, cultural, scientific, and recreational experiences	<b>Amount Granted: \$5,000.00</b>
William E. Mahoney, Jr.	<b>Children's Harbor</b> <i>Springfield, MA</i> provides therapeutic case management and foster care services for abused and neglected children	
William Poe, Jr., CLU	<b>North Shore Health Centers</b> <i>Portage, IN</i> enhances the quality of life in th community by promoting healthy physical and emotional lifestyles	
Daniel S. Allen, ChFC, LUTCF	<b>Austine School for the Deaf</b> <i>Keene, NH</i> provides a comprehensive education curriculum including language development for deaf and hard of hearing children ages 3 to 22 years	<b>Amount Granted: \$2,500.00</b>
Robert L. Bateman, CFP	<b>American Red Cross - Northern Utah</b> <i>Ogden, UT</i> provides relief to victims of disaster and helps people to prevent, prepare for and respond to emergencies	
David R. Bellis, CLU, ChFC	<b>Christmas In April</b> - <i>Aurora Naperville, IL</i> rehabilitates houses for low-income, elderly, disabled and families with children	
Bryant N. Blakeslee, CLU	<b>Harvest Hope Food Bank</b> <i>Columbia, SC</i> provides for the needs of hungry people by gathering and sharing quality food with dignity, compassion and education	

# 2005 PROCEEDINGS

## Giving Back *(continued)*

### Attachment A

### 2005 Quality of Life Grant Awards

MDRT Member:	Charity:	Amount Granted: \$2,500.00
Donald E. Burns, CLU	<b>Elmcrest Children's Center</b> <i>East Syracuse, NY</i> provides services for troubled youth ranging from community-based prevention to long-term residential treatment and education programs	
Thomas J. Cohn, CLU, ChFC	<b>St. Louis Psychoanalytic Institute</b> <i>St. Louis, MO</i> promotes mental health through psychoanalytic education, treatment and investigation	
Walter King Corbett	<b>Youth and Family Services</b> <i>Oklahoma City, OK</i> provides emergency shelter, care and professional counseling services for troubled youth	
Samuel T. Cornwell, CLU	<b>Brookstone Schools of Mecklenburg County</b> <i>Charlotte, NC</i> an urban elementary school that provides education for economically disadvantaged children	
Gary L. Fleming, CLU, ChFC	<b>Achieva</b> <i>Sewickley, PA</i> provides comprehensive services and support for people with disabilities and their families	
Fred A. Gawlick, CLU, ChFC	<b>HOPE Services</b> <i>San Jose, CA</i> assists individuals with developmental disabilities to participate in the community while achieving their maximum potential as independent and productive citizens	
William Heyburn, II	<b>Cedar Lake Lodge</b> <i>Louisville, KY</i> provides residential options, housing, services and support to people with mental retardation and other developmental disabilities	
Anthony P. John, CLU, ChFC	<b>Valley Santa</b> <i>Bear Creek, PA</i> provides and distributes holiday gifts to underprivileged children	
Lynn G. Kenworthy, CLU	<b>Big Brothers/Big Sisters of Jackson</b> <i>Jackson, MI</i> County provides children with professionally supervised and supported volunteer mentors to assist in their social, emotional and character growth	
Thomas A. Polenzani, CLU, ChFC	<b>Foothill Vocational Opportunities</b> <i>Pasadena, CA</i> maximizes the personal and economic potential of disabled individuals by creating meaningful employment opportunities	
Derek J. Reed	<b>Pathways for Children</b> <i>Gloucester, MA</i> provides child care needs and other social services for children of low-income families outside of the school day	

# 2005 PROCEEDINGS

## Giving Back *(continued)*

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MDRT Member:	Charity:	Amount Granted: \$2,500.00
Clifford P. Ryan, CLU, ChFC	<b>Southern Maine Agency on Aging</b> <i>South Portland, ME</i> provides the support necessary for the elderly to maintain their independence in the community	
Richard M. Schmidt	<b>St. Charles Hospital Foundation</b> <i>Melville, NY</i> provides acute care and comprehensive rehabilitation for children and adults, including specialized stroke rehabilitation and traumatic brain injury services	
Allen L. Snyder, III, CLU, ChFC	<b>Massachusetts Prostate Cancer Coalition</b> <i>Boston, MA</i> provides information and education on prostate cancer for newly diagnosed individuals, survivors and their families, and health care professionals	
William Milton Weimer, CLU, ChFC	<b>Habitat for Humanity of Hanover</b> <i>Mechanicsville, VA</i> rehabilitates and builds simple, decent, affordable, houses in partnership with those in need of adequate shelter	
Gary L. Wright	<b>Charity's Best of South Orange County</b> <i>Irvine, CA</i> supports and provides community-based programs in southern Orange County which aid the abused, handicapped, at-risk youth and the elderly	

**Giving Back** *(continued)*

Attachment B

## Event Partners



**AXA FOUNDATION**

2005  
PROCEEDINGS

**Giving Back** *(continued)*

Attachment B

## Silver Partners



**AMERICAN NATIONAL INSURANCE COMPANY**



## Giving Back

Attachment B

## Gold Partners



# Prudential Financial