

A Moment in Time

Walton W. Rogers, CLU, ChFC



Walton W. Rogers, CLU, ChFC, a 31-year MDRT member with one Court of the Table qualification, is the nominee to the 2006 Executive Committee. Rogers has served on Management Council once and as a Chair or member of numerous committees, as well as speaking at five MDRT Annual Meetings. A Platinum Knight of the MDRT Foundation, Rogers currently serves as its Vice President. A business and community leader, he has served twice as president of the Annapolis Association of Insurance and Financial Advisors. Rogers also served twice on his company's Agents Advisory Council and is a 12-time recipient of the Agency Leader Award. His articles have appeared in *Life Insurance Selling* and the *NYLIC Review*. In his community, he has served as president of both the Annapolis Rotary Club and the Annapolis Woodworker's Guild. Rogers is a veteran of six years with the Maryland Air National Guard and currently serves on the board of the United Cerebral Palsy of Southern Maryland Inc.

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Wow! This is cool... really cool... "Yes, I graciously and carefully accept your nomination to join the Executive Committee as your Secretary".

I am thrilled, and the thrill began for me 31 years ago when I walked into a room much like this one in San Francisco, Calif. for my first Round Table meeting. It was up on Nob Hill at the Masonic Temple. As I came in through the big double doors, a friend of mine from Annapolis, Maryland grabbed me by the arm and said, "Let me introduce you to Frank Nathan." Frank Nathan! This was one of my heroes. I had read every article he had written. I had listened to all of his tapes. He was the gentleman from the west. He was my mentor, before we began using the word. And here he was, coming to an Annual Meeting, just like me, to learn and grow. I could barely speak!

Later that afternoon, I went to an afternoon session on estate planning. Back home I had asked a senior agent to help me with a case about estate planning and I needed to learn more about the rules and the process; so I got to the session early and sat down front. The session started and I looked to my left and there was Tom Wolfe, taking notes! Tom had developed a selling system called "Capital Needs Analysis" and it was that very system that had helped me qualify for my first meeting! And there he was taking notes, learning and growing, just like me!

The magic of this place had begun for me. This room, this meeting, you the members, were introducing me to a way of life and a way of doing business that would influence me forever.

You were giving me scripts,
Telling me about products,
Teaching me about tax laws,
Inspiring me,
Showing me mentors,
And raising the bar to make sure that I stayed
over my head!
The sharing and giving blew me away!

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Your standards were set high. You preached an attitude of excellence, and you insisted on ethical behavior. This is the path that I wanted to take and you said to me, "We will lead you and we will walk with you." What more could I ask?

But I did ask for more... I wanted to be connected to you during the year,

So I joined an MDRT study group,

The Diamond Cutters,

I Volunteered for PGA committees,

I Worked Foundation phonathons,

And I served on various standing committees.

You gave me more responsibility and, at most meetings, you slipped me a sales idea or two, just to make sure I continued to grow.

The MDRT you introduced me to in 1975 was then, and I expect always will be:

- A Place of Excellence
- A Place of Ethics
- A Place For Sharing
- A Place For Growth
- And A Place Filled With Magic

That's my Vision. Share yours with me from time to time and together we will make a difference by keeping the Round Table relevant, not only in our lives, but in all the Lives We Touch!

Thank you so much.