



**Thomas Ensign**, Membership Services / International Director  
Million Dollar Round Table (MDRT)

# MDRT

*t*alks about MCI



## Interview from Thomas Ensign

Membership Services / International Director  
Million Dollar Round Table (MDRT)

**When did you first hear about / meet MCI?**

We found MCI through an environmental scan in 2002, when MDRT was looking at ways to get into Europe.

**What was your first impression?**

Very *positive. Strong. Well organised.*

**When and why did you choose to work with MCI?**

For the same reasons.

**What has changed for you since your collaboration with MCI has started?**

MDRT has experienced stronger brand penetration, as well as membership and annual conference growth.

**Over the years, how have you seen this collaboration evolved?**

We have developed strong synergies. MCI better understands MDRT.

**Today, how would you qualify your relationship with MCI?**

Terrific.

**What is your impression of MCI today?**

An expanding organisation, dedicated to quality.

**What is your most memorable moment with MCI?**

Matteo Pederzoli is a delight. Every moment with him is memorable.

**Thinking about future, what do you consider to be the key elements for a long-term collaboration?**

A win-win relationship.

**What do you consider as the main opportunities for your association?**

A continuing brand expansion and membership growth.

**How would you rate your overall collaboration with MCI?**

Superb.



## Insider's view

**Matteo Pederzoli**  
Regional Director, MDRT Europe  
Client Director, MCI Brussels



**What are the key elements for a successful relationship?**

Understanding and reciprocity.

**What do you like the most in your job?**

What is yet to come.

**How do you manage a good balance between personal and professional?**

By planning meticulously.

**How would you qualify your client, MDRT?**

The Olympics of Financial Services.

**What is your most memorable moment with MDRT?**

My first visit to HQ and our first European business development ambassadorship at a life insurance company's annual sales conference, which helped me gain insight into the client's industry and community.