



MDRT

Membership Communication  
Committee Greece

# MDRT Day

in Thessaloniki, Greece

**Secure today...  
Thrive tomorrow**  
Commitment is always a choice!

**Women's Brainstorming Session:**

September 19<sup>th</sup> at The MET Hotel

**Main Event and Managers Day:**

September 20<sup>th</sup> & 21<sup>st</sup> at Porto Palace Hotel

**Thessaloniki,**

**19<sup>th</sup> - 21<sup>st</sup>**

**September 2024**

**FINAL PROGRAM**





**Women's Brainstorming Session:**  
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**Thessaloniki,**  
**19<sup>th</sup>-21<sup>st</sup>**  
**September 2024**



## WELCOME ADDRESS

Dear colleagues,  
Dear friends,

**MDRT Day in Greece**, for 17 years, has been the meeting of leading life insurance and financial advisors. The most powerful meeting in Greece that was organized to fulfill our expectations and develop our working habits.

This celebration, which is open to all insurance professionals, is attended every year by MDRT members from Greece and Europe. The sole goal on that day is to share ideas and good practices that can help the modern financial services professional.

Having in mind excellence, high productivity and integrated customer service, every year, we add knowledge and experiences, useful to develop us as a whole person and professional.

We would like to welcome you to this year's MDRT Day in Greece, in Thessaloniki, on September 19-21, 2024.

**“Secure Today... Thrive Tomorrow”**  
Commitment is always a choice!

On behalf of  
MCC MDRT Greece

## FINAL PROGRAM

Thursday, 19<sup>th</sup> September 2024

**THE MET HOTEL**  
**Maistros Hall**

16:00

**Registrations**

17:00-20:30

**WOMEN'S BRAINSTORMING**

17:00-18:00

**WOMEN MDRT SPEAKS GREECE AND CYPRUS**

Moderator: **Anna Nikiforidou**

Blazing the path to your kind of happiness

**Sofia Zervoudaki**, MDRT Member **Greece**

The road to success and the unknown paths you need to navigate

**Anna Niolaki**, MDRT Member **Greece**

24 years of professional joy

**Stavroula Epitropaki**, MDRT Member **Greece**

Long- life relationship building

**Maria Nikolaou**, MDRT Member **Greece**

Be unique. Make people talk about you

**Katerina Charalampidou**, MDRT Member **Greece**

Success-Freedom-Happiness

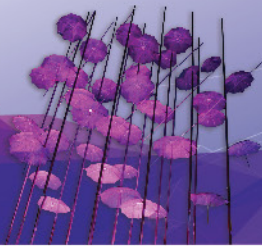
**Ourania Michalopoulou**, MDRT Member **Greece**

Turning "NO" into "ON": The secret to success from MDRT

**Mey Sotopoulou**, MDRT Member **Greece**

Our inner strength

**Margarita Mikellidou**, MDRT Member **Cyprus**



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18:00-19:00

## WOMEN MDRT SPEAKS EUROPE

Moderator: **Sofia Mystridou**

The gift of fear: embracing what scares us  
**Elaine Milne**, MDRT Zone Chair Europe **UK**

The rule of 10.000  
**Svetlana Plitin**, MDRT TOT Member **Lithuania**

The secret of Greek Amazons-Customer experience 2024  
**Edit Martonosi**, MDRT Member **Hungary**

How MDRT changed my life. And can change your life too  
**Jarmila Somolanyiova**, MDRT Member **Slovakia**

Goals -the map of dreams  
**Katarzyna Pilczuk**, MDRT Member **Poland**

Ways of increasing productivity  
**Irina Ungureanu**, **Romania**

Pay it forward concept for life insurance business talent development  
**Miglena Aneva**, **Bulgaria**

19:00-19:20

*Coffee Break*

19:20-20:30

## IDEA SEARCHING

Moderators: **Anna Nikiforidou**, **Sofia Mystridou**

Breast cancer. Prevention and protection  
**Anastasia Amanatidou**, Mammologist **Greece**

Future cancer treatments  
**Sofia Baka**, Oncologist **Greece**

Elevate your personal style in the professional environment  
**Katerina Giannakaki**, Women Power Dressing **Greece**

Self-awareness: the key to peak performance  
**Christina Pikoula**, Life Coach **Greece**

Makeup tips for professional dates  
**Marianna**, Make Up Artist **Greece**

20:30

**Closure**



**Friday, 20<sup>th</sup> September 2024**

**PORTO PALACE HOTEL**  
**Grand Pietra Hall**

Presentation: **Christina Aloupi**

**08:00 Registrations**

**09:00 - 18.40 MAIN EVENT**

**09:00-09:05 EVENT KICK OFF**

**09:05-09:11 Ioannis Tsalparas**, Country Chair **Greece 2023-2025**

**09:11-09:17 Elaine Milne**, Zone Chair **Europe 2022-2024**

**09:17-09:25 Kyriakos Chatzistefanou**, Region Chair **Europe-Oceania 2022-2024**

**09:25-10:10 Tony Gordon**, Past President MDRT **UK**

**10:10-11:10 60 MINUTES WITH TOT MEMBERS**

Moderator: **Ioannis Tsalparas**

I Care

**Zak Soussis**, MDRT TOT Member **Greece**

Artificial intelligence vs human intelligence!

**Simeon Makedos**, MDRT TOT Member **Greece**

Our mind objections

**George Theodosiou**, MDRT TOT Member **Greece**

Walking to the success

**Doros Lipertis**, MDRT TOT Member **Cyprus**

**11:10-11:15 Sandro Forte**, MDRT Foundation President **UK 2025**

Climbing the hard trail

**Thomas Poulidas**, MDRT Member **Greece** and Hyper Marathon Runner

**11:35-12:05 Coffee Break**

**12:05-12:15 KEYNOTE SPEAKER**

Prospecting for the High-Net-Worth (HNW) clients

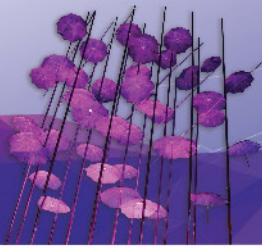
**Marta Borbala Kiraly**, MDRT TOT Member **Hungary**

The transformational impact of technology

**Mike Szewczyk**, Solution Specialist, Business Apps & Platform Microsoft

My journey of writing the bestseller book

**Pawel Skotnicki**, MDRT TOT Member **Poland**



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13:15-13:35

Drawing your way to TOT  
**Sarah Hogan**, MDRT TOT Member **UK**

13:35-13:55

Mastering the art of connection: how top professionals elevate success through exceptional communication  
**Apostolos Koumarinos**, Public Speaking Champion,  
Founder theSPEAKERS **Greece**

13:55-14:55

*Lunch Break*

14:55-15:25

**KEYNOTE SPEAKER**

15:25-16:05

**40 MINUTES WITH THE PAST COUNTRY CHAIRS IN GREECE**

Moderator: **Karolos Markouzos**

**Lampros Apostoliotis**, Country Chair **Greece 2014-2016**

**Kyriakos Chatzistefanou**, Country Chair **Greece 2013-2014 & 2016-2018**

**Giannis Hatzakis**, Country Chair **Greece 2008-2011**

**Karolos Markouzos**, Country Chair **Greece 2018-2020**

**Nicos Mettouris**, Country Chair **Cyprus 2023-2025**

**Sofia Zervoudaki**, Country Chair **Greece 2020-2023**

**Dimosthenis Sykovaris**, Country Chair **Greece 2011-2013**

**Ioannis Tsalparas**, Country Chair **Greece 2023-2025**

16:05-16:25

Objection management  
**Dinos Kyriakou**, MDRT TOT Member **Cyprus**

16:25-17:10

**PANEL OF SPEAKERS CEO COMMERCIAL COMPANIES OF THE GREEK MARKET**

Moderator: **Dimitrios Lakasas**

**Dimitrios Lakasas**, CEO Olympia Electronics, **Greece**

**Vassilios Vardakas**, Co-founder Key Books, **Greece**

**Panagiotis-Leonidas Gofas**, Quaestor EESC, **Greece**

**Nikolaos Dimitriadis**, Applied Neuroscience Expert, Author,  
Researcher, **Greece**

17:10-17:40

*Coffee Break*

17:40-18:10

Ideas to achieve MDRT and Top of the Table  
**Caroline Banks**, Past President MDRT **UK**

18:10-18:40

**KEYNOTE SPEAKER**

18:40

**Closure**

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Thessaloniki,  
19<sup>th</sup>-21<sup>st</sup>  
September 2024



**Saturday, 21<sup>st</sup> September 2024**

**PORTO PALACE HOTEL  
Crystal Hall**

Presentation: **Christina Aloupi**

**08:00 Registrations**

**09:00 - 12:35 MANAGERS DAY**

**09:00-09:30 MDRT ACADEMY SESSION**

Moderator: **Karolos Markouizos, Greece**

**09:30-10:00 MDRT CENTER FOR FIELD LEADERSHIP SESSION & MANAGERS**

**Kinga Czerlikowska, Poland**

**Ana Daniela Morosanu, Romania**

**Avraam Pekris, Cyprus**

**Tomas Skultety, Slovakia**

**Tomas Skvarenina, Slovakia**

**Remus Ungureanu, Romania**

**Wojciech Bochra, Poland**

**10:00-10:55 DISCUSSION WITH THE HEAD OF SALES**

Moderator: **Ioannis Tsalparas**

**Tasos Iliakopoulos, CCO INTERAMERICAN, Greece**

**Stefanos Malachias, CCO Allianz European Reliance, Greece**

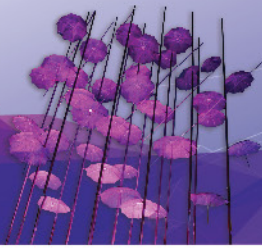
**Dionysis Nodaros, CSO NN HELLAS, Greece**

**Koulis Savvides, Sales Director Universal Life, Cyprus**

**Sofia Sikotaki, General Manager Apollon SA, Greece**

**10:55-11:15 Coffee Break**





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11:15-11:20

### SPECIAL AWARDS

To: **Mr. Dimitrios Rouchotas**, Magazine Asfalistiki Agora, **Greece** for his long-term cooperation with MCC MDRT Greece

To: **Mr. Nikolaos Morakis**, Media Morax, **Greece** for his support to MCC MDRT Greece

11:20-12:15

### DISCUSSION WITH CEOs

Moderator: **Kyriakos Chatzistefanou**

**Vassilis Christidis**, CEO Allianz European Reliance, **Greece**

**Asta Grabinskė**, CEO Allianz Lithuania, **Lithuania**

**Giannis Kantoros**, CEO INTERAMERICAN, **Greece**

**Monika Kulińska**, Chief Sales Officer/Board Member Allianz, **Poland**

**Dimitris Mazarakis**, CEO Ethniki Asfalistiki, **Greece**

**Philippa Michali**, Chairwoman of the Board & CEO NN Hellas, **Greece**

12:15-12:35

### KEYNOTE SPEAKER

12:35

### Closure

# SPEAKERS/ MODERATORS

## A

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Amanatidou Anastasia	Mammologist, Greece
Aneva Miglena	Head of Agency Metlife Bulgaria, Bulgaria
Apostoliotis Lampros	Country Chair Greece (2014-2016), 26 years MDRT Member, Greece

## B

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Baka Sofia	Oncologist, Greece
Banks Caroline	Past President MDRT, 35 years MDRT Member, 30 years MDRT TOT Member, UK
Borbala Kiraly Marta	8 years MDRT Member, 4 years MDRT TOT Member, Hungary
Bochra Wojciech	Member of MDRT Center for FIELD LEADERSHIP, Poland

## C

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Charalampidou Katerina	6 years MDRT Member, Greece
Chatzistefanou Kyriakos	Region Chair Europe-Oceania (2022-2024), 17 years MDRT Member, Greece
Christidis Vassilis	CEO Allianz European Reliance, Greece
Czerlikowska Kinga	Member of MDRT Center for FIELD LEADERSHIP, Poland

## D

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Dimitriadis Nikolaos	Applied Neuroscience Expert, Author, Researcher, Greece
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## Speakers / Moderators

### E

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Epitropaki Stavroula

24 years MDRT Member, Greece

### F

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Forte Sandro

President of MDRT Foundation (2025),  
27 years MDRT Member,  
27 years MDRT TOT Member, UK

### G

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Giannakaki Katerina

Women Power Dressing, Greece

Gofas Panagiotis Leonidas

Quaestor EESC, Greece

Gordon Tony

Past President MDRT,  
47 years MDRT Member,  
46 years MDRT TOT Member, UK

Grabinskė Asta

CEO Allianz Lithuania, Lithuania

Hatzakis Giannis

Country Chair Greece (2008-2011),  
26 years MDRT Member, Greece

Hogan Sarah

Chair of UK MCC (2020-2022),  
7 years MDRT Member,  
6 years MDRT TOT Member, UK

### I

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Iliakopoulos Tasos

CCO INTERAMERICAN, Greece

### K

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Kantoros Giannis

CEO INTERAMERICAN, Greece

Koumarinos Apostolos

Public Speaking Champion,  
Founder theSPEAKERS, Greece

## Speakers / Moderators

Kulińska Monika Chief Sales Officer, Board Member Allianz, Poland

Kyriakou Dinos 17 years MDRT Member,  
6 years MDRT TOT Member, Cyprus

### L

Lakasas Dimitrios CEO Olympia Electronics, Greece

Lipertis Doros 5 years MDRT Member,  
5 years MDRT TOT Member, Cyprus

### M

Makedos Simeon 13 years MDRT Member,  
2 years MDRT TOT Member, Greece

Malachias Stefanos CCO Allianz European Reliance, Greece

Markouizos Karolos Country Chair Greece (2018-2020),  
25 years MDRT Member, Greece

Martonosi Edit 7 years MDRT Member, Hungary

Mazarakis Dimitris CEO Ethniki Asfalistiki, Greece

Mettouris Nicos Country Chair Cyprus (2023-2025),  
10 years MDRT Member,  
3 years MDRT TOT Member, Cyprus

Michali Philippa Chairwoman of the Board  
& CEO NN Hellas, Greece

Michalopoulou Ourania 2 years MDRT Member Greece

Mikellidou Margarita 7 years MDRT Member,  
MDRT TOT Member, Cyprus

Milne Elaine Zone Chair Europe (2022-2024),  
16 years MDRT Member,  
7 years MDRT TOT Member, UK

Morosanu Ana Daniela Member of MDRT Center  
for FIELD LEADERSHIP, Romania

Mystridou Sofia MDRT Member, Greece

## Speakers / Moderators

### N

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Nikiforidou Anna	MDRT Member, Greece
Nikolaou Maria	15 years MDRT Member, Greece
Niolaki Anna	MDRT Member, Greece
Nodaros Dionysis	CSO NN HELLAS, Greece

### P

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Pekris Avraam	Member of MDRT Center for FIELD LEADERSHIP, Cyprus
Pikoula Christina	Life Coach, Greece
Pilczuk Katarzyna	7 years MDRT Member, Poland
Plitin Svetlana	8 years MDRT Member, 2 years MDRT TOT Member, Lithuania
Pourlidas Thomas	Hyper Marathon Runner, 8 years MDRT Member, Greece

### S

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Savvides Koulis	Sales Director Universal Life, Cyprus
Sikotaki Sofia	General Manager Apollon SA, Greece
Skotnicki Pawel	9 years MDRT Member, 1 year MDRT TOT Member, Poland
Skultety Tomas	Managing Director in Partners Group Bulgaria and Slovakia, Slovakia
Skvarenina Tomas	Partner in Partners Group, Slovakia
Somolanyiova Jarmila	3 years MDRT Member, Slovakia



## Speakers / Moderators

Sotopoulou Mey	MDRT Member, Greece
Soussis Zak	30 years MDRT Member, 12 years MDRT TOT Member, Greece
Sykovaris Dimosthenis	Country Chair Greece (2011-2013), 18 years MDRT Member, Greece
Szewczyk Mike	Solution Specialist, Business Apps & Platform Microsoft

## T

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Theodosiou George	13 years MDRT Member, 3 years MDRT TOT Member Greece
Tsalparas Ioannis	Country Chair Greece (2023-2025), 3 years MDRT Member, Greece

## U

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Ungureanu Irina	3 years MDRT Member, Romania
Ungureanu Remus	Member of MDRT Center for FIELD LEADERSHIP, Romania

## V

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Vardakas Vassilios	Co-founder Key Books, Greece
Vlasidou Marianna	Make up Artist, Owner Make Up Concepts Academy, 4 years MDRT Member, Greece

## Z

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Zervoudaki Sofia	Country Chair Greece (2020-2023), 16 years MDRT Member, Greece
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## ACKNOWLEDGEMENTS

The Organizing Committee would like to acknowledge the success of the Meeting to the following companies

## SPONSORS



[allianz.it](https://allianz.it) | [allianz.pl](https://allianz.pl) | [allianz.gr](https://allianz.gr)



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## TECHNOLOGY PARTNER



TechIns

## COMMUNICATION PARTNERS



## GENERAL INFORMATION

### Date and Venue

September 19th-21st, 2024

### September 19th, 2024

The MET Hotel, Thessaloniki, Greece  
(48, 26th Octovriou Avenue, T. +30 2310 017000, F. +30 2310 540384, [www.themethotel.gr](http://www.themethotel.gr))

**\*Attendance only by women**

### September 20th-21st, 2024

Porto Palace Hotel, Thessaloniki, Greece  
(65, 26th Octovriou Avenue, T. +30 2310 504504, F. +30 2310 540384, [www.portopalace.gr](http://www.portopalace.gr))

### Official language

Greek and English will be the official languages of the Meeting.  
Simultaneous translation will be provided.

### Meeting badge

Delegates are obliged to show their congress badge at the entrance of conference hall for their attendance time to be registered.

### Presentations

Available visual equipment for all presentations will be through power point presentation. Presentations must be submitted to the technical secretariat 1 hour prior to the presentation.

The use of personal computers will not be feasible.

### Registration fees

Registration Type	Cost
Regular Registration	125€

\*Above mentioned fees do not include VAT 24%

**For more information please visit the official website**

[www.mdrtdaygreece.gr](http://www.mdrtdaygreece.gr)

### Meeting Secretariat:



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