

# ROUND the TABLE

OFFICIAL PUBLICATION OF THE MILLION DOLLAR ROUND TABLE

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## FINDING YOUR NICHE

The advantages of homing in on the right clients. Page 20



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Keeping it simple for yourself and your clients Page 32



## Jenkins reaches finals

**Heleen A. Jenkins, Dip PFS**

was among an elite group of women named for the 2017 Asia & Oceania Financial Planning Awards as the Top 100 Best Women in Financial Planning. Jenkins was named the 2017 Best Financial Planner. This award recognizes financial services professionals who have demonstrated exceptional leadership and innovation in the industry, and who are committed to the needs of their clients. Jenkins is a 27-year member from the City of Williams



## Ciennik garners honors

**James J. Ciennik, FIC, LUChF,**

**ChFC** was named a recipient of

the 2017 Best Mover Award

by the National Association

of Insurance and Financial

Advisors (NAIFA) in the

category. The award is

presented annually to an

advisor who has provided

exceptional service to the

profession, the association

and the community. Ciennik

also received the Martin J.

Mullerberg Distinguished

Service Award. Ciennik is a

14-year MDRT member from

Spring Heights, Michigan.



## Honorees ranked as best and brightest

**Colin L.J. Ong, CLU, ChFC**, and **Divya Tusnial** won awards at the Asia Trusted Life Agents & Advisers Awards 2017 gala in Singapore. Ong and Tusnial were honored for contributions to their communities and insurance markets, and for their exceptional professionalism, knowledge and commitment to the financial services industry.

Ong, a 22-year member from Singapore, won in the Inspirational Agent/Leader of the Year category. Tusnial, an eight-year member from Kolkata, India, was named "Insurance Agent of the Year." She is the first Indian to receive this honor.

Both were chosen from among 350 entrants by a panel of 23 judges. The awards recognize the best and brightest financial professionals in Asia.



**Mitsuharu Sanohe, FIC**

Osaka, Japan

Age: 41, MDRT: 10 years

**Victor Sherman, CLU**

Osney, Texas, USA

Age: 55, MDRT: 10 years

**William F. Tracy Jr., CLU**

Alpine, New York

Age: 55, MDRT: 43 years

MDRT has made a donation

to the MDRT Foundation in

memory of the members

above.

## Submit your news items

Won an award? Been recognized in your community? Share your news with us, and we'll share it in the pages of *Round the Table*. Email us at [editor@mdrt.org](mailto:editor@mdrt.org). Make sure to include a photo!