

Baker Becomes President of MDRT

*Looks forward to advancing member productivity and work-life balance,
promoting financial literacy*

Key Messages:

- Guy E. Baker, managing director of BTA Advisory Group, Irvine, Calif., becomes president of the Million Dollar Round Table (MDRT) for 2009-2010. He succeeds the outgoing 2008-2009 president, Walton Rogers, manager of W. Rogers & Associates of Annapolis, Md.
- MDRT is the premiere association of financial professionals with more than 31,000 members from 84 countries.
- Baker looks forward to continuing MDRT's priorities, including promoting mentoring among financial advisors, helping members learn how to balance their lives with highly successful careers and increasing the financial literacy of a public rebounding from recession.

Park Ridge, Ill., September 1, 2009 – [Guy E. Baker, MSFS, CLU](#), managing director of BTA Advisory Group, Irvine, Calif., has become president of [The Million Dollar Round Table \(MDRT\)](#), the premier association of financial professionals. He succeeds Walton W. Rogers, CLU, ChFC, manager of W. Rogers & Associates, Annapolis, Md., who will complete his five-year term on the Executive Committee as immediate past president.

Baker, 64, will lead the 31,000-member international association for a one-year term beginning Sept. 1, 2009. He has been a member of MDRT for 39 years and has achieved the highest level of membership, [Top of the Table](#), 31 times.

"MDRT has been at the core of my growth and success and I am honored to serve as president," said Baker. "The present economic climate presents unique challenges and opportunities and MDRT will continue to be the leading source of educational programming and resources to help members extend their trajectory of accomplishment well into the future."

Baker is a four-year member of the MDRT Executive Committee, which maintains the governance of the organization, in addition to setting priorities for the leadership year. For 2009-2010, these priorities include promoting mentoring among life insurance and financial services professionals and helping members through the Whole Person initiative to achieve a better work-life balance.

"Creating mentoring relationships is one of the greatest gifts we can give to the profession," Baker explained. "Not only does the incoming generation of advisors benefit from being mentored, those who mentor see their own businesses grow as a result of the interactions."

"We also want to help our members learn how to balance their lives while leading successful careers in life insurance and financial services," he continued. "As I have traveled the world visiting members, I have found becoming a 'whole person' is one of the most valued benefits of MDRT and we remain fully committed to it."

In the upcoming year, Baker said MDRT will begin a national program to emphasize the importance of financial literacy among a public rebounding from recession. Members will be equipped to hold educational seminars on basic financial concepts in conjunction with the FDIC.

“We have a distinctive opportunity to impact history,” he explained. “The recession has focused attention on the need to help future generations learn the basic tools of financial literacy. MDRT is committed to supporting financial education and is offering members resources to teach their communities about being Money Smart. It’s a service that will help society and promote the value of sound financial advice.”

Baker began his career in 1966 with Pacific Mutual. Twenty years later, he founded the BTA Advisory Group, a collection of five financial services companies focused on the needs of wealthy business owners. He also has served as a member of the board of directors of the Association for Advanced Life Underwriting (AALU) and the Orange County Association of Insurance and Financial Advisors.

An accomplished speaker and author, he earned a Bachelor of Arts degree in economics from Claremont McKenna College, Claremont, Calif., and an MBA in Finance from the University of Southern California, Los Angeles. He has a masters of science in financial services (MSFS) and an MSM in Management. He also carries designations as a chartered life underwriter (CLU), chartered financial consultant (ChFC), registered health underwriter (RHU), and certified financial planner (CFP). He was honored by the National Association of Estate Planners and Councils as a Distinguished Accredited Estate Planner for 2005.

Baker will serve on the 2009-2010 MDRT Executive Committee among four other MDRT members. Immediate Past President [Walton W. Rogers, CLU, ChFC](#) of Annapolis, Md. is a 35-year MDRT member with three Court of the Table honors. First Vice President [Julian H. Good Jr., CLU, ChFC](#) of New Orleans, La. is a 26-year MDRT member with three Court of the Table and two Top of the Table honors. Second Vice President [Jennifer A. Borislow, CLU](#) of Methuen, Mass. is a 21-year MDRT member with one Court of the Table and 11 Top of the Table honors. And, Secretary [D. Scott Brennan](#) of South Bend, Ind. is a 26-year MDRT member with five Court of the Table and one Top of the Table honors.

About MDRT

MDRT is The Premier Association of Financial Professionals. Founded in 1927, MDRT is an international, independent association of more than 31,000, or less than 1 percent, of the world's best life insurance and financial services professionals. With membership from 84 nations and territories, MDRT members demonstrate exceptional professional knowledge, strict ethical conduct and outstanding client service. MDRT membership is recognized internationally as the standard of sales excellence in the life insurance and financial services industry.

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