



MDRT

The Premier
Association of Financial
Professionals®

NEWS

For Immediate Release

Massachusetts Business Woman Becomes President of MDRT

Jennifer A. Borislow, CLU, heads premier association of financial professionals

Key Messages:

- Jennifer A. Borislow, CLU, of Borislow Insurance Agency in Methuen, Mass., becomes the 2011-2012 president of the [Million Dollar Round Table \(MDRT\)](#).
- Borislow will lead MDRT as it continues to provide members tools and resources to enhance their personal and professional lives, expanding opportunities to help grow their businesses and best serve their clients.
- Borislow demonstrates the value of giving back through active participation in the [MDRT Foundation](#) and service as Vice Chair of the board of trustees for [Kimball Union Academy](#) and a board member of the [Merrimack YMCA](#).
- MDRT is the premier association of financial professionals with nearly 36,000 members from 78 countries.

Park Ridge, Ill. (Sept. 1, 2011) – [Jennifer A. Borislow, CLU](#), of Borislow Insurance Agency in Methuen, Mass., is the new president of [The Million Dollar Round Table \(MDRT\)](#), the Premier Association of Financial Professionals. Borislow will be the 86th president of the nearly 36,000-member international association for a one-year term, effective Sept. 1, 2011. She has been a member of MDRT for 23 years, achieving each of the organization's top honors of [Court of the Table](#) and [Top of the Table](#) 14 and 13 times, respectively.

Borislow's business, [Borislow Insurance Agency](#), is a benefits solutions firm working to help clients build long-term financial strategies to save time and money. The agency was recently recognized by the [Boston Business Journal \(BBJ\)](#) as one of the "Best Places to Work in Massachusetts" and one of the "Healthiest Employer" in 2011. Borislow and her business partner, Mark S. Gaunya, encourage professional development in the workplace and lead by example, co-authoring the book, [Bend the Healthcare Trend](#). Additionally, Borislow encourages work-life balance, as well as active participation and involvement in professional associations.

"MDRT has played a significant role in shaping my personal and professional life, and I've been fortunate to learn and network with the leading financial services professionals from around the world," said Borislow. "I'm proud to lead MDRT in its mission to be a valued member-driven association that supports financial advisors who serve their clients with the highest standards of ethics, knowledge, service and productivity."

Borislow is a four-year member of the MDRT Executive Committee, which governs the organization in addition to setting priorities for the year ahead, having started as secretary in 2008. As president, Borislow plans to guide the Committee in its goal to ensure MDRT remains a thriving association providing member benefits to enhance advisors' personal and professional lives. The Committee will continue to offer and expand opportunities with products and services that allow members to broaden their expertise and grow their businesses.



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When it comes to giving back, Borislow truly leads by example. Borislow is Vice Chair of the board of trustees for [Kimball Union Academy](#), having served on the board for the last 19 years. She is also a board member of the [Merrimack Valley YMCA](#) and played an integral part in bringing the organization to her local community.

Additionally, Borislow is an [Excalibur Knight](#) of the [MDRT Foundation](#) and has volunteered for a variety of efforts on behalf of the organization, including Habitat for Humanity and the Million Meal Challenge. Most recently, Borislow participated in Soles4Souls events at this year's MDRT Annual Meeting, helping to raise funds and collect shoes for people in need across the world.

Borislow carries a designation as a chartered life underwriter (CLU).

About MDRT:

Founded in 1927, the [Million Dollar Round Table \(MDRT\)](#), The Premier Association of Financial Professionals, is an international, independent association of nearly 36,000 of the world's leading life insurance and financial services professionals from more than 430 companies in 78 countries. 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 business.

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Caption for photo: Jennifer A. Borislow, CLU, is the 86th president of MDRT, the nearly 36,000-member international premier association of financial professionals.

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Twitter post:

J. Borislow to expand professional development opportunities and resources for MDRT members as 2011-2012 president: <http://bit.ly/ptvwnS>

Facebook post:

Jennifer A. Borislow, CLU, of [Borislow Insurance Agency](#), is 2011-2012 president of the [Million Dollar Round Table \(MDRT\)](#). A 23-year MDRT member, she aims to lead the Executive Committee in broadening personal and professional development opportunities for its nearly 36,000 members.



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A strong advocate of work-life balance and giving back, Borislow serves as Vice Chair of the board of trustees for [Kimball Union Academy](#) and board member for the [Merrimack Valley YMCA](#). She is an Excalibur Knight of the [MDRT Foundation](#) and has participated in several philanthropic projects on behalf of the organization.

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