

1. MDRT RÉSUMÉ

Edit Martonosi

I was born in 1975 in Hódmezővásárhely, Hungary. My business career started in 2005. Before that, I worked as an editor-in-chief of radio stations, weekly newspapers, and advertising magazines for one of Hungary's largest media groups. I was granted the Journalism Excellence Award and received national recognition for the highest number of listeners among local radio stations. I managed an editorial team of 50 people, and as a manager, I insisted on keeping my own radio programmes. I also hosted several national gala shows and international events. In 2005, I was invited by a colleague to the business seminar of an independent financial advisory organisation, where I decided to make an immediate change and start my career in financial consultancy.

Currently, I am a top advisor of Hungary's leading independent insurance brokerage company. I specialise in risk life insurance, estate planning strategies for business operators and creating financial portfolios for large companies. In 2018, I decided to become an international sports insurance advisor in car and motorcycle sports. Today, in Hungary, all the drivers, junior drivers, and world and European champions of the entire car and motorcycle sports sector are insured by me. I have developed a career path model for athletes, and I am constantly working on developing new products.

I have won the Metlife Independent Champion Advisor Award several times in the life insurance sector. At Hungarikum Alkusz, which operates with nearly 1000 advisors, I have been generating the highest turnover in risk life insurance for years.

Every financial year, I am invited to analyse and evaluate the industry's performance and characteristics in the annual yearbook of the Hungarian insurance industry, the INSURANCE ALMANACH.

In January 2024, the Association of Hungarian Insurance Advisors was founded in Hungary, where I was elected Customer Education Committee Chair. My task is to increase the prestige of the insurance advisory profession and to develop programmes, campaigns, and communication strategies that address and provide solutions to the challenges the advisory profession faces.

I have been an MDRT member for 7 years. In Vancouver 2024, I was invited as a Top of the Table advisor to present the sales strategy I have developed in sports insurance. I owe my MDRT membership to Kyriakos Chatzistefanou, who motivated me to join the world organisation during a lecture he gave in 2018 in Hungary.

My husband is a businessman and a world-renowned networker of digital financial systems, and we are very proud of our son, Ádám, who is a player in the Hungarian basketball team.