



Glenda Miro Antonio

Location: Cebu City, Philippines

Membership stats: 6-year MDRT member

MDRT involvement: Pre- and Post-Retirement Committee



In MDRT, if we grow because of someone, we move forward to help someone else grow as well.

How do you describe your practice?

I do comprehensive financial planning services with a focus on leading people and organizations to attain ultimate financial sustainability. I am also involved with philanthropic consulting for donors and benefactors through the creation of charitable planning programs. This allows them to sustain their giving to chosen charities. It has also extended my service to faith-based organizations and church groups in coaching them to be ready to receive donations and develop initiatives for their mission.

What is your best marketing tip?

Keep sincere and genuine service as the core value of your profession. It is essential to connect with the niche market attracted to the passion of what you do.

What do you find most fascinating about our profession?

Believing what we do provides a better life for the people and organizations entrusted in our care fuels our passion to do more. What we do becomes a solution for the very moment when everything else stops. It fascinates me that, aside from a career, this is a very noble calling to serve and impact humanity.

How do you stay motivated month to month?

I always bear in mind that motivation has to come from within. What keeps me motivated is that, for me, this work is a calling to serve. I have been blessed with clients referred one after the other, and I cannot help but stay motivated to be there for them when they need me to prepare their future. I find it an honor to be in this profession.

What is the main benefit of attending an MDRT meeting?

Attending an MDRT meeting always makes me renew and refresh everything I had been doing professionally. The impact and inspiration of connecting to the right people attending the meeting can only be described when you are physically there. That sense of connectedness, the opportunity to meet fellow MDRT members, the chance to share innovations and ideas to keep us moving forward, and that acknowledgment that every success is truly possible is not just wishful thinking. In MDRT, if we grow because of someone, we move forward to help someone else grow as well.

What tips would you give to new advisors?

Stay focused and invest in learning for professional growth. This will further enhance one's profession. Aim for excellence, and make it to the MDRT Annual Meeting year after year. Develop one's niche market – the type of clientele who can truly benefit and align with the passion of what you do.

What are your interests outside of business?

I have an interest in music, and I direct and organize stage productions for a local charity.

Where do you see yourself in 10 years?

I see myself staying very connected with my husband and daughter, as well as maintaining my professional service to more clients who entrust their future to me. I also will continue to be involved with MDRT. **KT**

Contact Glenda Antonio at glendaantonio@yahoo.com.