

MDRT appoints Chicago business leader to serve as its 100th President

CHICAGO – (September 1, 2025) – [MDRT](#), The Premier Association of Financial Professionals®, has appointed John F. Nichols, MSM, CLU, to serve as the 100th President of the association’s Executive Committee. As head of the leading global organization of financial and insurance advisors, Nichols will ensure that MDRT members continue to benefit from exclusive resources and events that enable them to deliver the best client service in the world.

Nichols succeeds Carol Kheng, ChFC, who has transitioned to serve as Immediate Past President. With more than 20 years of service in MDRT leadership roles, Nichols aims to continue the work of past leaders to strengthen resources and connections among the international community of MDRT members. His goal is to create a 24/7 experience, with content easily accessible through MDRT mobile and web-based platforms anywhere, and in any member’s preferred language.



John F. Nichols, MSM, CLU,
is the 100th President of MDRT.

Nichols also will lead efforts to strengthen the [MDRT Family of Brands](#), which includes MDRT and two other associations designed to support financial services professionals at every stage of their careers. The [MDRT Academy](#) helps advisors who are striving to achieve MDRT-level production, and the [MDRT Center for Field Leadership](#) supports field and home office leaders on their professional journeys. Members of all three organizations follow a stringent code of ethics, which ensures they always prioritize their clients’ well-being and best interests.

As President, Nichols will prioritize new and ongoing MDRT initiatives that provide educational and networking opportunities and best-in-class events to members, including the MDRT Annual Meeting to be held in Anaheim, California, USA, in June 2026, and the MDRT Global Conference to be held in Sydney, Australia, in August 2026. Both are members-only gatherings that facilitate shared learning, networking and cross-cultural cooperation.

“After many years of MDRT involvement, I’m honored to have the opportunity as President to give back to the profession and the organization,” said Nichols. “Though our personal and professional journeys are different, we are all connected by our shared values and desires to contribute in ways that make a difference in the lives we serve.”

Nichols is a 25-year MDRT member with 20 Court of the Table and 18 Top of the Table qualifications. He served as Global Council Member of MDRT’s Membership Division in 2020 and Chair of its Bylaws and



Ethics Committee in 2019. In 2022, he served as President of the MDRT Foundation, for which he is a Royal Order Excalibur Knight and a member of its Inner Circle Society. Nichols is the founder of Nichols Consulting LLC, a disability insurance benefits practice.

About MDRT

Founded in 1927, MDRT (Million Dollar Round Table), The Premier Association of Financial Professionals®, is a global, independent association of the world's leading life insurance and financial services professionals from more than 80 nations and territories and nearly 700 companies. MDRT members demonstrate exceptional professional knowledge, strict ethical conduct and outstanding client service. MDRT membership is recognized internationally as the standard of excellence in the life insurance and financial services business. For more information, please visit mdrt.org.

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