



The Premier Association of  
Financial Professionals®

China

## 2013年MDRT目标

### 基于2012年业绩要求

为了确保您正朝着 2013 年百万圆桌会员、超级会员、顶尖会员的目标前进，以下是月度目标（单位是人民币）协助您在 2012 业务年中定期

月份	MDRT佣金要求	超级会员佣金要求	顶尖会员佣金要求	我的佣金	MDRT 保费要求	超级会员保费要求	顶尖会员保费要求	我的保费	MDRT 收入要求	超级会员收入要求	顶尖会员收入要求	我的收入
1月	14,250	42,750	85,500		42,750	128,250	256,500	24,383	73,150	146,300		
2月	28,500	85,500	171,000		85,500	256,500	513,000	48,767	146,300	292,600		
3月	42,750	128,250	256,500		128,250	384,750	769,500	73,150	219,450	438,900		
4月	57,000	171,000	342,000		171,000	513,000	1,026,000	97,533	292,600	585,200		
5月	71,250	213,750	427,500		213,750	641,250	1,282,500	121,917	365,750	731,500		
6月	85,500	256,500	513,000		256,500	769,500	1,539,000	146,300	438,900	877,800		
7月	99,750	299,250	598,500		299,250	897,750	1,795,500	170,683	512,050	1,024,100		
8月	114,000	342,000	684,000		342,000	1,026,000	2,052,000	195,067	585,200	1,170,400		
9月	128,250	384,750	769,500		384,750	1,154,250	2,308,500	219,450	658,350	1,316,700		
10月	142,500	427,500	855,000		427,500	1,282,500	2,565,000	243,833	731,500	1,463,000		
11月	156,750	470,250	940,500		470,250	1,410,750	2,821,500	268,217	804,650	1,609,300		
12月	171,000	513,000	1,026,000		513,000	1,539,000	3,078,000	292,600	877,800	1,755,600		



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## 2013 Million Dollar Round Table

(Abridged version. For more detailed information on membership requirements, go to [www.mdrt.org](http://www.mdrt.org).)

### PRODUCTION CREDIT

#### UNLIMITED CREDIT/RISK-PROTECTION PRODUCTS

##### Products from life insurance companies

	<u>Commission/Fee Credit</u>	<u>Premium Credit</u>
Accidental death and dismemberment (individual)	100% of first year commission	100% of first year premium
Critical illness (individual)	100% of first year commission	100% of first year premium
Disability income contracts (individual)	100% of first year commission	100% of first year premium
Life (individual)		
Up to annual premium/target premium	100% of first year commission	100% of first year premium
Deposits in excess of annual/target premium	100% of commission paid	6% of excess premium
Single premium (whole life and investment)	100% of first year commission	6% of first year premium
Short-term endowment rider (max 15 yrs)	100% of first year commission	6% of first year premium
Long-term endowment rider	100% of first year commission	6% of first year premium
Long-term care (individual)	100% of first year commission	100% of first year premium
Accidental death and dismemberment (group)	100% of first year commission	10% of first year premium
Critical illness (group)	100% of first year commission	10% of first year premium
Disability income contracts (group)	100% of first year commission	10% of first year premium
Life (group)	100% of first year commission	10% of first year premium
Long-term care (group)	100% of first year commission	10% of first year premium
Annuities (individual and group)	100% of all commissions	6% of new money invested
Single premium and/or short-term endowment (max 15 yrs.)	100% of first year commission	6% of first year premium

#### LIMITED CREDIT

##### Products

	<u>Commission/Fee Credit</u>	<u>Premium Credit</u>
Health care (individual)	100% of first year commission	100% of first year premium
Health care (group)	100% of first year commission	10% of first year premium
Mutual funds	100% of all commissions	6% of new money invested
Securities	100% of commission on new money invested	6% of new money invested
Wrap accounts/asset management accounts	100% of all commissions	6% of new money invested
Financial Planning Fees/Fees for Advice	100% of the net fee	100% of the gross fee

#### PRODUCTION REQUIREMENTS

##### 1. Production Methods

Membership in the 2013 Round Table will be based on the following production methods:

##### • Commission/Fee Method

A minimum of RMB 171,000 of eligible commissions paid is required. Of this total, a minimum of RMB 85,500 of paid commissions (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

##### • Premium Method

A minimum of RMB 513,000 of eligible paid premium is required. Of this total, a minimum of RMB 256,500 of premium (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

##### • Income Qualification Method

A minimum of RMB 292,600 in annual gross income from the sale of insurance and financial products is required. A minimum of RMB 85,500 must be income from new business generated during the production year. Further, a minimum of RMB 85,500 must be derived from income associated with risk-protection products (products eligible for Unlimited Credit under the commission or premium methods). It is possible that the same business, for example the sale of new life insurance policies, could satisfy both requirements.

##### 2. Court of the Table

##### • Commission & Premium Method

A minimum of RMB 513,000 of eligible commissions paid or RMB 1,539,000 of eligible paid premium is required. At least RMB 85,500 of commission or RMB 256,500 of premium (50 percent of the entry-level MDRT requirement) must come from products listed in the Unlimited Credit category before an applicant can use any credit from policies listed under the Limited Credit category.

##### • Income Method

A minimum of RMB 877,800 of eligible annual gross income is required. The applicant must meet the minimums of RMB 85,500 in new business and RMB 85,500 in risk-protection business.

##### 3. Top of the Table

##### • Commission & Premium Method

A minimum of RMB 1,026,000 of eligible commissions paid or RMB 3,078,800 of eligible paid premium. At least RMB 85,500 of commission or RMB 256,500 of premium (50 percent of the entry-level MDRT requirement) must come from products listed in the Unlimited Credit category before an applicant can use any credit from policies listed under the Limited Credit category.

##### • Income Method

A minimum of RMB 1,755,600 of eligible annual gross income is required. The applicant must meet the minimums of RMB 85,500 in new business and RMB 85,500 in risk-protection business.

##### • Top of the Table Waivers

Top of the Table members with a minimum of 10 years of Top of the Table membership who do not meet the required minimum production level may apply under the Top of the Table waiver provision, but must submit required Top of the Table dues.

#### MDRT MEETINGS

##### \*MDRT Annual Meeting

10-13 June 2012  
Anaheim, California, USA

9-12 June 2013

Philadelphia, Pennsylvania, USA

##### \*Top of the Table Annual Meeting

10-13 October 2012  
Amelia Island, Florida, USA

*\*Attendance at the MDRT Annual Meeting and Top of the Table Annual Meeting is open to approved members of the 2012 Table and requires payment of separate registration fees.*

##### \*MDRT Experience

21-23 February 2013  
Hyderabad, India

*\*The MDRT Experience meeting is open to MDRT members and nonmembers.*