



The Premier Association of
Financial Professionals®

Magyarország

Az MDRT 2013-es céljai A 2012-es termelés

A következőkben a magyar forinttal kapcsolatos havi célokat ismertettük annak érdekében, hogy tisztában legyen a következőkkel: 2013 Million Dollar Round Table, Court of the Table és a Top of the Table. Kövesse nyomon előmenetelét a 2013-es tagság irányába a 2012-es termelési év során.

Hónap	MDRT jutalék	Court of the Table jutalék	Top of the Table jutalék	Jutalékom	MDRT díj	Court of the Table díj	Top of the Table díj	Díjam	MDRT bevétel	Court of the Table bevétel	Top of the Table bevétel	Bevételem
Január	904 500	2 713 500	5 427 000		1 809 000	5 427 000	10 854 000		1 547 700	4 643 100	9 286 200	
Február	1 809 000	5 427 000	10 854 000		3 618 000	10 854 000	21 708 000		3 095 400	9 286 200	18 572 400	
Március	2 713 500	8 140 500	16 281 000		5 427 000	16 281 000	32 562 000		4 643 100	13 929 300	27 858 600	
Április	3 618 000	10 854 000	21 708 000		7 236 000	21 708 000	43 416 000		6 190 800	18 572 400	37 144 800	
Május	4 522 500	13 567 500	27 135 000		9 045 000	27 135 000	54 270 000		7 738 500	23 215 500	46 431 000	
Június	5 427 000	16 281 000	32 562 000		10 854 000	32 562 000	65 124 000		9 286 200	27 858 600	55 717 200	
Július	6 331 500	18 994 500	37 989 000		12 663 000	37 989 000	75 978 000		10 833 900	32 501 700	65 003 400	
Augusztus	7 236 000	21 708 000	43 416 000		14 472 000	43 416 000	86 832 000		12 381 600	37 144 800	74 289 600	
Szeptember	8 140 500	24 421 500	48 843 000		16 281 000	48 843 000	97 686 000		13 929 300	41 787 900	83 575 800	
Október	9 045 000	27 135 000	54 270 000		18 090 000	54 270 000	108 540 000		15 477 000	46 431 000	92 862 000	
November	9 949 500	29 848 500	59 697 000		19 899 000	59 697 000	119 394 000		17 024 700	51 074 100	102 148 200	
December	10 854 000	32 562 000	65 124 000		21 708 000	65 124 000	130 248 000		18 572 400	55 717 200	111 434 400	



MDRT
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2013 Million Dollar Round Table

(Abridged version. For more detailed information on membership requirements, go to www.mdr.org.)

PRODUCTION CREDIT

UNLIMITED CREDIT/RISK-PROTECTION PRODUCTS

Products from life insurance companies

Accidental death and dismemberment (individual)

Critical illness (individual)

Disability income contracts (individual)

Life (individual)

Up to annual premium/target premium

Deposits in excess of annual/target premium

Single premium (whole life and investment)

Short-term endowment rider (max 15 yrs)

Long-term endowment rider

Long-term care (individual)

Accidental death and dismemberment (group)

Critical illness (group)

Disability income contracts (group)

Life (group)

Long-term care (group)

Annuities (individual and group)

Single premium and/or short-term endowment (max 15 yrs.)

Commission/Fee Credit

100% of first year commission

100% of first year commission

100% of first year commission

100% of first year commission

100% of commission paid

100% of first year commission

100% of first year commission

100% of first year commission

100% of first year commission

100% of first year commission

100% of first year commission

100% of first year commission

100% of first year commission

100% of all commissions

100% of first year commission

Premium Credit

100% of first year premium

100% of first year premium

100% of first year premium

100% of first year premium

6% of excess premium

6% of first year premium

6% of first year premium

6% of first year premium

100% of first year premium

10% of first year premium

10% of first year premium

10% of first year premium

10% of first year premium

10% of first year premium

6% of new money invested

6% of first year premium

LIMITED CREDIT

Products

Health care (individual)

Health care (group)

Mutual funds

Securities

Wrap accounts/asset management accounts

Financial Planning Fees/Fees for Advice

Commission/Fee Credit

100% of first year commission

100% of first year commission

100% of all commissions

100% of commission on new money invested

100% of all commissions

100% of the net fee

Premium Credit

100% of first year premium

10% of first year premium

6% of new money invested

6% of new money invested

6% of new money invested

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 HUF 10,854,000 of eligible commissions paid is required. Of this total, a minimum of HUF 5,427,000 of paid commissions (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

• Premium Method

A minimum of HUF 21,708,000 of eligible paid premium is required. Of this total, a minimum of HUF 10,854,000 of premium (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

• Income Qualification Method

A minimum of HUF 18,572,400 in annual gross income from the sale of insurance and financial products is required. A minimum of HUF 5,427,000 must be income from new business generated during the production year. Further, a minimum of HUF 5,427,000 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 HUF 35,562,000 of eligible commissions paid or HUF 65,124,000 of eligible paid premium is required. At least HUF 5,427,000 of commission or HUF 10,854,000 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 HUF 55,717,200 of eligible annual gross income is required. The applicant must meet the minimums of HUF 5,427,000 in new business and HUF 5,427,000 in risk-protection business.

3. Top of the Table

• Commission & Premium Method

A minimum of HUF 65,124,000 of eligible commissions paid or HUF 130,248,000 of eligible paid premium. At least HUF 5,427,000 of commission or HUF 10,854,000 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 HUF 111,434,400 of eligible annual gross income is required. The applicant must meet the minimums of HUF 5,427,000 in new business and HUF 5,427,000 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.*