



The Premier Association of
Financial Professionals ©

MDRT

Ireland

2013 MDRT Goals Based on 2012 Production

Following are monthly goals in Euros to keep you on track for the 2013 Million Dollar Round Table, Court of the Table and Top of the Table. Track your progress toward 2013 membership during the 2012 production year.

Month	MDRT Commission	Court of the Table Commission	Top of the Table Commission	My Commission	MDRT Premium	Court of the Table Premium	Top of the Table Premium	My Premium	MDRT Income	Court of the Table Income	Top of the Table Income	My Income
January	6,750	20,250	40,500		13,500	40,500	81,000		11,550	34,650	69,300	
February	13,500	40,500	81,000		27,000	81,000	162,000		23,100	69,300	138,600	
March	20,250	60,750	121,500		40,500	121,500	243,000		34,650	103,950	207,900	
April	27,000	81,000	162,000		54,000	162,000	324,000		46,200	138,600	277,200	
May	33,750	101,250	202,500		67,500	202,500	405,000		57,750	173,250	346,500	
June	40,500	121,500	243,000		81,000	243,000	486,000		69,300	207,900	415,800	
July	47,250	141,750	283,500		94,500	283,500	567,000		80,850	242,550	485,100	
August	54,000	162,000	324,000		108,000	324,000	648,000		92,400	277,200	554,400	
September	60,750	182,250	364,500		121,500	364,500	729,000		103,950	311,850	623,700	
October	67,500	202,500	405,000		135,000	405,000	810,000		115,500	346,500	693,000	
November	74,250	222,750	445,500		148,500	445,500	891,000		127,050	381,150	762,300	
December	81,000	243,000	486,000		162,000	486,000	972,000		138,600	415,800	831,600	



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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)

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 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

Premium Credit
100% of first year premium
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
6% of first year premium
100% of first year premium

Accidental death and dismemberment (group)
Critical illness (group)
Disability income contracts (group)
Life (group)
Long-term care (group)

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

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

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

100% of all commissions
100% of first year commission

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 EUR 81,000 of eligible commissions paid is required. Of this total, a minimum of EUR 40,500 of paid commissions (50 percent of the requirement) must come from products listed in the Unlimited Credit category.
- **Premium Method**
A minimum of EUR 162,000 of eligible paid premium is required. Of this total, a minimum of EUR 81,000 of premium (50 percent of the requirement) must come from products listed in the Unlimited Credit category.
- **Income Qualification Method**
A minimum of EUR 138,600 in annual gross income from the sale of insurance and financial products is required. A minimum of EUR 40,500 must be income from new business generated during the production year. Further, a minimum of EUR 40,500 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 EUR 243,000 of eligible commissions paid or EUR 486,000 of eligible paid premium is required. At least EUR 40,500 of commission or EUR 81,000 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 EUR 415,800 of eligible annual gross income is required. The applicant must meet the minimums of EUR 40,500 in new business and EUR 40,500 in risk-protection business.

3. Top of the Table

- **Commission & Premium Method**
A minimum of EUR 486,000 of eligible commissions paid or EUR 972,000 of eligible paid premium. At least EUR 40,500 of commission or EUR 81,000 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 EUR 831,600 of eligible annual gross income is required. The applicant must meet the minimums of EUR 40,500 in new business and EUR 40,500 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.*