



The Premier Association of
Financial Professionals®

México

Metas de MDRT 2013 Con base en la Producción 2012

A continuación, las metas mensuales en pesos mexicanos para no perder el rumbo hacia MDRT 2013, Court of the Table y Top of the Table. Rastrea tu avance hacia la membresía de 2013 durante el año de producción 2012.

Mes	Comisiones para MDRT	Comisiones para Court of the Table	Comisiones para Top of the Table	Mis Comisiones	Primas para MDRT	Primas para Court of the Table	Primas para Top of the Table	Mis Primas	Ingresos para MDRT	Ingresos para Court of the Table	Ingresos para Top of the Table	Mis Ingresos
Enero	53,308	159,925	319,850		106,617	319,850	639,700		91,217	273,650	547,300	
Febrero	106,617	319,850	639,700		213,333	639,700	1,279,400		182,433	547,300	1,094,600	
Marzo	159,925	479,775	959,550		319,850	959,550	1,919,100		273,650	820,950	1,641,900	
Abril	213,233	639,700	1,279,400		426,467	1,279,400	2,558,800		364,867	1,094,600	2,189,200	
Mayo	266,542	799,625	1,599,250		533,083	1,599,250	3,198,500		456,083	1,368,250	2,736,500	
Junio	319,850	959,550	1,919,100		639,700	1,919,100	3,838,200		547,300	1,641,900	3,283,800	
Julio	373,158	1,119,475	2,238,950		746,317	2,238,950	4,477,900		638,517	1,915,550	3,831,100	
Agosto	426,467	1,279,400	2,558,800		852,933	2,558,800	5,117,600		729,733	2,189,200	4,378,400	
Septiembre	479,775	1,439,325	2,878,650		959,550	2,878,650	5,757,300		820,950	2,462,850	4,925,700	
Octubre	533,083	1,599,250	3,198,500		1,066,167	3,198,500	6,397,000		912,167	2,736,500	5,473,000	
Noviembre	586,392	1,759,175	3,518,350		1,172,783	3,518,350	7,036,700		1,003,383	3,010,150	6,020,300	
Diciembre	639,700	1,919,100	3,838,200		1,279,400	3,838,200	7,676,400		1,094,600	3,283,800	6,567,600	



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

	<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 MXN 639,700 of eligible commissions paid is required. Of this total, a minimum of MXN 319,850 of paid commissions (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

• Premium Method

A minimum of MXN 1,279,400 of eligible paid premium is required. Of this total, a minimum of MXN 639,700 of premium (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

• Income Qualification Method

A minimum of MXN 1,094,600 in annual gross income from the sale of insurance and financial products is required. A minimum of MXN 319,850 must be income from new business generated during the production year. Further, a minimum of MXN 319,850 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 MXN 1,919,100 of eligible commissions paid or MXN 3,838,200 of eligible paid premium is required. At least MXN 319,850 of commission or MXN 599,200 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 MXN 3,283,800 of eligible annual gross income is required. The applicant must meet the minimums of MXN 319,850 in new business and MXN 319,850 in risk-protection business.

3. Top of the Table

• Commission & Premium Method

A minimum of MXN 3,838,200 of eligible commissions paid or MXN 7,676,400 of eligible paid premium. At least MXN 319,850 of commission or MXN 599,200 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 MXN 6,567,600 of eligible annual gross income is required. The applicant must meet the minimums of MXN 319,850 in new business and MXN 319,850 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.*