



The Premier Association of
Financial Professionals®

Peru

2013 MDRT Goals Based on 2012 Production

Following are monthly goals in Peruvian nuevos soles 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	11,250	33,750	67,500		22,500	67,500	135,000		19,250	57,750	115,500	
February	22,500	67,500	135,000		45,000	135,000	270,000		38,500	115,500	231,000	
March	33,750	101,250	202,500		67,500	202,500	405,000		57,750	173,250	346,500	
April	45,000	135,000	270,000		90,000	270,000	540,000		77,000	231,000	462,000	
May	56,250	168,750	337,500		112,500	337,500	675,000		96,250	288,750	577,500	
June	67,500	202,500	405,000		135,000	405,000	810,000		115,500	346,500	693,000	
July	78,750	236,250	472,500		157,500	472,500	945,000		134,750	404,250	808,500	
August	90,000	270,000	540,000		180,000	540,000	1,080,000		154,000	462,000	924,000	
September	101,250	303,750	607,500		202,500	607,500	1,215,000		173,250	519,750	1,039,500	
October	112,500	337,500	675,000		225,000	675,000	1,350,000		192,500	577,500	1,155,000	
November	123,750	371,250	742,500		247,500	742,500	1,485,000		211,750	635,250	1,270,500	
December	135,000	405,000	810,000		270,000	810,000	1,620,000		231,000	693,000	1,386,000	



MDRT

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2013 Million Dollar Round Table

(Abridged version. For more detailed information on membership requirements, go to 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 PEN 135,000 of eligible commissions paid is required. Of this total, a minimum of PEN 67,500 of paid commissions (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

• Premium Method

A minimum of PEN 270,000 of eligible paid premium is required. Of this total, a minimum of PEN 135,000 of premium (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

• Income Qualification Method

A minimum of PEN 231,000 in annual gross income from the sale of insurance and financial products is required. A minimum of PEN 67,500 must be income from new business generated during the production year. Further, a minimum of PEN 67,500 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 PEN 405,000 of eligible commissions paid or PEN 810,000 of eligible paid premium is required. At least PEN 67,500 of commission or PEN 135,000 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 PEN 693,000 of eligible annual gross income is required. The applicant must meet the minimums of PEN 67,500 in new business and PEN 67,500 in risk-protection business.

3. Top of the Table

• Commission & Premium Method

A minimum of PEN 810,000 of eligible commissions paid or PEN 1,620,000 of eligible paid premium. At least PEN 67,500 of commission or PEN 135,000 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 PEN 1,386,000 of eligible annual gross income is required. The applicant must meet the minimums of PEN 67,500 in new business and PEN 67,500 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.*