



The Premier Association of
Financial Professionals®

Россия

2013 МДРТ Цели Основанные на Результатах 2012 года

Ниже приведены Ежемесячные Цели в российских рублях, которые помогут Вам контролировать свою продуктивность для участия в 2013 Million Dollar Round Table, Court of the Table (COT) и Top of the Table (TOT). Контролируйте свои результаты в течении 2012 года для того чтобы стать членом в 2013 году.

Месяц	МДРТ Комиссия	COT Комиссия	TOT Комиссия	Моя Комиссия	МДРТ Премия	COT Премия	TOT Премия	Моя Премия	МДРТ Доход	COT Доход	TOT Доход	Мой Доход
Январь	89,250	267,750	535,500		223,125	669,375	1,338,750		152,717	458,150	916,300	
Февраль	178,500	535,500	1,071,000		446,250	1,338,750	2,677,500		305,433	916,300	1,832,600	
Март	267,750	803,250	1,606,500		669,375	2,008,125	4,016,250		458,150	1,374,450	2,748,900	
Апрель	357,000	1,071,000	2,142,000		892,500	2,677,500	5,355,000		610,867	1,832,600	3,665,200	
Май	446,250	1,338,750	2,677,500		1,115,625	3,346,875	6,693,750		763,583	2,290,750	4,581,500	
Июнь	535,500	1,606,500	3,213,000		1,338,750	4,016,250	8,032,500		916,300	2,748,900	5,497,800	
Июль	624,750	1,874,250	3,748,500		1,561,875	4,685,625	9,371,250		1,069,017	3,207,050	6,414,100	
Август	714,000	2,142,000	4,284,000		1,785,000	5,355,000	10,710,000		1,221,733	3,665,200	7,330,400	
Сентябрь	803,250	2,409,750	4,819,500		2,008,125	6,024,375	12,048,750		1,374,450	4,123,350	8,246,700	
Октябрь	892,500	2,677,500	5,355,000		2,231,250	6,693,750	13,387,500		1,527,167	4,581,500	9,163,000	
Ноябрь	981,750	2,945,250	5,890,500		2,454,375	7,363,125	14,726,250		1,679,883	5,039,650	10,079,300	
Декабрь	1,071,000	3,213,000	6,426,000		2,677,500	8,032,500	16,065,000		1,832,600	5,497,800	10,995,600	



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

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 RUB 1,071,000 of eligible commissions paid is required. Of this total, a minimum of RUB 535,500 of paid commissions (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

• Premium Method

A minimum of RUB 2,677,500 of eligible paid premium is required. Of this total, a minimum of RUB 1,338,750 of premium (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

• Income Qualification Method

A minimum of RUB 1,832,600 in annual gross income from the sale of insurance and financial products is required. A minimum of RUB 535,500 must be income from new business generated during the production year. Further, a minimum of RUB 535,500 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 RUB 3,213,000 of eligible commissions paid or RUB 8,032,500 of eligible paid premium is required. At least RUB 535,500 of commission or RUB 1,338,750 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 RUB 5,497,800 of eligible annual gross income is required. The applicant must meet the minimums of RUB 535,500 in new business and RUB 535,500 in risk-protection business.

3. Top of the Table

• Commission & Premium Method

A minimum of RUB 6,426,000 of eligible commissions paid or RUB 16,065,000 of eligible paid premium. At least RUB 535,500 of commission or RUB 1,338,750 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 RUB 10,995,600 of eligible annual gross income is required. The applicant must meet the minimums of RUB 535,500 in new business and RUB 535,500 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.*