



The Premier Association of  
Financial Professionals ©

Thailand

# เป้าหมาย MDRT 2556 บนฐานการผลิตในปี 2555

จากเป้าหมายรายเดือนเป็นเงินบาท เพื่อให้ท่านได้ติดตาม Million Dollar Round Table  
2556, Court of the Table และ Top of the Table  
ติดตามความคืบหน้าของท่านสู่เป้าหมาย 2556 ในระหว่างปีการผลิต 2555

เดือน	ค่านายหน้า MDRT	ค่านายหน้า Court of the Table	ค่านายหน้า Top of the Table	ค่านายหน้าขอ งเงิน	เบี้ยประกันสั ย MDRT	เบี้ยประกันภัย Court of the Table	เบี้ยประกันภัย Top of the Table	เบี้ยประกัน ภัยของเงิน	รายได้ MDRT	รายได้ Court of the Table	รายได้ Top of the Table	รายได้ขอ งเงิน
มกราคม	96,750	290,250	580,500		193,500	580,500	1,161,000		165,550	496,650	993,300	
กุมภาพันธ์	193,500	580,500	1,161,000		387,000	1,161,000	2,322,000		331,100	993,300	1,986,600	
มีนาคม	290,250	870,750	1,741,500		580,500	1,741,500	3,483,000		496,650	1,489,950	2,979,900	
เมษายน	387,000	1,161,000	2,322,000		774,000	2,322,000	4,644,000		662,200	1,986,600	3,973,200	
พฤษภาคม	483,750	1,451,250	2,902,500		967,500	2,902,500	5,805,000		827,750	2,483,250	4,966,500	
มิถุนายน	580,500	1,741,500	3,483,000		1,161,000	3,483,000	6,966,000		993,300	2,979,900	5,959,800	
กรกฎาคม	677,250	2,031,750	4,063,500		1,354,500	4,063,500	8,127,000		1,158,850	3,476,550	6,953,100	
สิงหาคม	774,000	2,322,000	4,644,000		1,548,000	4,644,000	9,288,000		1,324,400	3,973,200	7,946,400	
กันยายน	870,750	2,612,250	5,224,500		1,741,500	5,224,500	10,449,000		1,489,950	4,469,850	8,939,700	
ตุลาคม	967,500	2,902,500	5,805,000		1,935,000	5,805,000	11,610,000		1,655,500	4,966,500	9,933,000	
พฤศจิกายน	1,064,250	3,192,750	6,385,500		2,128,500	6,385,500	12,771,000		1,821,050	5,463,150	10,926,300	
ธันวาคม	1,161,000	3,483,000	6,966,000		2,322,000	6,966,000	13,932,000		1,986,600	5,959,800	11,919,600	



**MDRT**  
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## 2013 Million Dollar Round Table

(Abridged version. For more detailed information on membership requirements, go to [www.mdrt.org](http://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)

**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)

**Commission/Fee Credit**  
100% of first year commission

**Premium Credit**  
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 THB 1,161,000 of eligible commissions paid is required. Of this total, a minimum of THB 580,500 of paid commissions (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

##### • Premium Method

A minimum of THB 2,322,000 of eligible paid premium is required. Of this total, a minimum of THB 1,161,000 of premium (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

##### • Income Qualification Method

A minimum of THB 1,986,600 in annual gross income from the sale of insurance and financial products is required. A minimum of THB 580,500 must be income from new business generated during the production year. Further, a minimum of THB 580,500 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 THB 3,483,000 of eligible commissions paid or THB 6,966,000 of eligible paid premium is required. At least THB 580,500 of commission or THB 1,161,000 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 THB 5,959,800 of eligible annual gross income is required. The applicant must meet the minimums of THB 580,500 in new business and THB 580,500 in risk-protection business.

##### 3. Top of the Table

##### • Commission & Premium Method

A minimum of THB 6,966,000 of eligible commissions paid or THB 13,932,000 of eligible paid premium. At least THB 580,500 of commission or THB 1,161,000 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 THB 11,919,600 of eligible annual gross income is required. The applicant must meet the minimums of THB 580,500 in new business and THB 580,500 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 September 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.*