



MDRT

The Premier Association of
Financial Professionals®

**Membership Information
for the
2023 Million Dollar Round Table
Requirements for the U.S. and
Select Markets**

Based on 2022 production

Million Dollar Round Table

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PLEASE NOTE

This document presents the membership requirements for the following Markets: Australia, Belgium, Canada, Gibraltar, Ireland, Isle of Man, Israel, Italy, New Zealand, South Africa, United Kingdom and United States. If you need requirements for other Markets, please return to the MDRT web site and select the GLOBAL version.

Please note the following changes to previous versions of this document. Please discard any copies of this document that do not have the mark of “Non-Core – 11/8/2022” at the foot of each page.

- The Risk-Protection Credit (“core product”) requirement has been eliminated for applicants from the Markets listed above. See page 3.
- MDRT membership dues increased from 550 to 600 USD. See page 6.
- Membership dues for Life with Reduced Dues increased from 185 to 200 USD. See page 7.
- Sign-on bonuses or transition packages are ineligible for MDRT credit. See pages 7 and 8.
- The date and location for the Global Conference has been added. See page 10.
- The Market specific production requirements have been established. See pages 3 and 11-16.

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Apply for 2023 membership online at
<https://www.mdrt.org/membership-application/>

MEMBERSHIP INFORMATION FOR THE 2023 MILLION DOLLAR ROUND TABLE

I. PRODUCTION REQUIREMENTS

1. Production Methods

Membership in the 2023 Round Table will be based on the following production methods: (See page 4 for products)

- **Commission/Fee Method**
A minimum of USD 69,000 of eligible commissions paid is required.
- **Premium Method**
A minimum of USD 138,000 of eligible paid premium is required.
- **Income Qualification Method**
A minimum of USD 120,000 in annual gross income from the sale and service of insurance and financial products is required. A minimum of USD 34,500 must be income from new business generated during the production year.

2. Court of the Table

- **Commission & Premium Method**
A minimum of USD 207,000 of eligible commissions paid or USD 414,000 of eligible paid premium is required.
- **Income Method**
A minimum of USD 360,000 of eligible annual gross income is required. The applicant must meet the minimum of USD 34,500 in new business.

Top of the Table

- **Commission & Premium Method**
A minimum of USD 414,000 of eligible commissions paid or USD 828,000 of eligible paid premium.
- **Income Method**
A minimum of USD 720,000 of eligible annual gross income is required. The applicant must meet the minimum of USD 34,500 in new 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.

Elimination of the Risk-Protection/Core Credit Requirement

MDRT has eliminated the requirement that a minimum of 50 percent of an applicant's qualifying production come from Risk-Protection Credit or "core products." Applicants from the Markets below will be able to qualify using *any* MDRT eligible product in *any* combination or proportion.

Australia	Ireland	New Zealand
Belgium	Isle of Man	South Africa
Canada	Israel	United Kingdom
Gibraltar	Italy	United States

PLEASE NOTE

Applicants may not combine production credit from the methods above to attain the minimum requirement. Applicants will be approved only under one method.

The 2023 production requirements for applicants outside the United States are expressed in local currency in the tables at the end of this document. All commission, premium or income credit reported must be converted to U.S. dollars using the MDRT conversion factor listed at the end of this document.

3. Eligible Products and Credit

RISK-PROTECTION PRODUCTS

Products from life insurance companies	Commission/Fee Credit	Premium Credit
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/top up	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 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

OTHER PRODUCTS

Products	Commission/Fee Credit	Premium Credit
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/fee	6% of new money invested
Securities	100% of commission/fee on new money invested	6% of new money invested
Wrap accounts/asset management accounts	100% of all commissions/fee	6% of new money invested
Financial Planning Fees/Fees for Advice	100% of the net fee	100% of the gross fee

II. **ELIGIBILITY**

1. Qualification Overview

- First-time applicants for MDRT must use either the commission or premium methods to demonstrate qualification for membership. (See chart on page 5.)
- Any individual with prior MDRT membership is eligible to apply using the income qualification method.

2. MDRT Status Designations

Each MDRT status designation is granted for **one year only**. All members **must apply every year** to continue their affiliation with MDRT.

• **Qualifying Member**

An individual who is a first-time applicant becomes a Qualifying (Q) member when his/her application papers are approved. Until the 10th year of membership is attained, the member will be a Qualifying member.

• **Qualifying And Life Member**

An individual becomes a Qualifying and Life (QL) member when approved for the 10th year of membership. Qualifying and Life status is maintained in future years by submitting an application each year, including certifying letter(s) demonstrating qualifying production or by attesting to having met current minimum production levels, and by paying the required dues.

• **Life Member**

After Qualifying and Life membership has been attained, Applicants for Life status will declare that they did not meet the production requirement, but still wish to continue their MDRT membership. Life members **must annually submit an application and pay dues**.

Member Type	COMMISSION			Member Type	PREMIUM		
	MDRT	COT	TOT		MDRT	COT	TOT
	Total	Total	Total		Total	Total	Total
Production	\$69,000	\$207,000	\$414,000	Production	\$138,000	\$414,000	\$828,000
1st-Time Member				1st-Time Member			
Certifying letters	Required	Required	Required	Certifying letters	Required	Required	Required
Signed by	Company	Company	Company	Signed by	Company	Company	Company
2 - 10 Year Member				2 - 10 Year Member			
Certifying letters	Required	Required	Required	Certifying letters	Required	Required	Required
Signed by	Company	Company	Company	Signed by	Company	Company	Company
11+ Year Member				11+ Year Member			
Certifying letters	Not Required	Required if less than 10 COT	Required if less than 10 TOT	Certifying letters	Not Required	Required if less than 10 COT	Required if less than 10 TOT
Signed by	Not Required	Company	Company	Signed by	Not Required	Company	Company

Member Type	INCOME					
	MDRT		COT		TOT	
	New Business	Total	New Business	Total	New Business	Total
Production	\$34,500	\$120,000	\$34,500	\$360,000	\$34,500	\$720,000
1st-Time Member	Not Eligible		Not Eligible		Not Eligible	
Certifying letters	Not Eligible		Not Eligible		Not Eligible	
Signed by	Not Eligible		Not Eligible		Not Eligible	
2 - 10 Year Member	Required		Required		Required	
Certifying letters	Self-signed		Self-signed		Self-signed	
Signed by	Self-signed		Self-signed		Self-signed	
11+ Year Member	Not Required		Required if less than 10 COT		Required if less than 10 TOT	
Certifying letters	Not Required		Self-signed		Self-signed	
Signed by	Not Required		Self-signed		Self-signed	

III. REPORTING

1. Verifying Production

- Commission And Premium Verification**

First-time applicants must apply using **ONLY** the commission or premium methods and supply a certifying letter(s) with third party verification. Those applying for Qualifying membership (years two through 10) may submit the customary certifying letters with third party verification for commission or premium or submit a self-signed certifying letter and attach supporting documents for the income qualification method as outlined above. Certifying letters may be completed by a representative of the company/broker dealer/brokerage agency, a Certified Public Accountant (or equivalent), or a representative of the applicant's personal agency/corporation or office.

- Income Verification**

Verification of eligible production under the income qualification method will be accomplished via a certifying letter signed by the applicant. All applications submitted under the income method are subject to a random production verification audit at a later date. If selected, the individual will need to supply supporting documents, such as commission statements, that verify the amounts claimed. Other acceptable supporting documents would be a statement of income signed by a representative of the company/broker dealer/brokerage agency, a Certified Public Accountant (or equivalent), or a representative of the applicant's personal agency/corporation/office. Tax documents may also be used.

- **Simplified Reporting for Qualifying & Life and Life Members**

Once eligibility for Life status has been attained, members who have achieved Qualifying and Life or Life status are eligible to submit an application each year, including certifying letter(s) demonstrating qualifying production or by attesting to having met current minimum production levels, and by paying the required dues. Proof of production (i.e. certifying letters or commission/income documents) will not be required beginning in the eleventh year. Applicants for Life status will declare that they did not meet the production requirement, but still wish to continue their MDRT membership.

- 2. **Court of the Table**

- Applicants must continue to submit proof of production via certifying letter(s) until achieving 10 years of membership at the higher level. They may declare their eligibility without certifying letters or income documents when applying for the eleventh year of membership at Court of the Table level.

- 3. **Top of the Table**

- Applicants must continue to submit proof of production via certifying letter(s) until achieving 10 years of membership at the higher level. They may declare their eligibility without certifying letters or income documents when applying for the eleventh year of membership at Top of the Table level.

- 4. **Application Forms**

- Applications for 2023 MDRT membership will be available on November 1, 2022. Applicants may complete an online application or download a paper application at www.mdr.org. A paper application may also be requested by phone, fax or email at memberrelations@mdrt.org.

- 5. **Certifying Letters**

- A certifying letter **signed by an official** from the company an applicant is using for MDRT qualification is required when applying under the commission or premium method. Otherwise, the application will be considered incomplete and membership may be denied. **These companies may include life** insurance companies, agencies, brokerage companies, broker/dealers, banks or mutual fund companies. Also acceptable would be a certifying letter completed by a representative of the company/broker dealer/brokerage agency, a Certified Public Accountant (or equivalent), or a representative of the applicant's personal agency/corporation or office.
- A Certified Public Accountant (CPA) or the equivalent may sign certifying letters for financial planning fees/fees for advice that are paid directly to the producer when applying under the commission or premium method.
- Brokerage companies are defined as third party wholesalers of insurance and investment products that are provided to agents on behalf of insurance and investment companies. Should an applicant be an official of a brokerage company, the product provider who pays the commissions must sign the certifying letter unless applying under the income qualification method.

- Income certifying letters are self-reported, signed by the applicant. If selected for a production verification audit, the individual will need to supply supporting documents to verify the amounts claimed, such as:
 - commission statements
 - a statement of income signed by a representative of the company/broker dealer/ brokerage agency, a Certified Public Accountant (or equivalent), or a representative of the applicant's personal agency/corporation/office
 - Tax documents

- 6. **Honor Roll**

Individuals with at least 15 years of qualifying membership (qualification by production) shall be designated as members of the "Honor Roll."

IV. ADDITIONAL REQUIREMENTS

- 1. **Professional Association Membership Requirement**

- When applying for MDRT membership, applicants from the Markets listed below must be members in good standing of an association that meets all of the criteria below. (*A list of associations that meet the criteria may be found on our web site at <https://www.mdr.org/join/member-requirements/>*.)
- The association must be an individual membership organization, open to participation without regard to company affiliation, one of the focuses of which is insurance or financial services.
 - The association must have been in existence at least two years and must have 100 or more members.
 - The association must be a nonprofit organization.
 - The association must have a code of ethics and an effective means of dealing with breaches of its code.
- Applicants using a disability waiver, as well as members with 50 or more years of membership, are exempt from the professional association requirement.
- Membership in an association is required of applicants from the following Markets:

<i>Australia</i>	<i>Ireland</i>	<i>Philippines</i>
<i>Bahamas</i>	<i>Israel</i>	<i>Singapore</i>
<i>Canada</i>	<i>Jamaica</i>	<i>Thailand</i>
<i>Greece</i>	<i>Japan</i>	<i>Trinidad & Tobago</i>
<i>Hong Kong</i>	<i>Malaysia</i>	<i>United States</i>
	<i>New Zealand</i>	

- 2. **Annual Membership Dues: USD 600**

- Required dues, completed application and other required forms must be postmarked on or before March 1, 2023. Applications postmarked after March 1 will be considered only if accompanied by an additional fee of USD 200.
- Members with 50 or more years of membership are exempt from the MDRT-level dues. They must, however, pay Court or Top of the Table dues.

- 3. **Court of the Table Dues: USD 50**

- In addition to remitting regular MDRT dues, a Court of the Table applicant must remit the required Court of the Table dues.

4. **Top of the Table Dues: USD 550**

- In addition to remitting regular MDRT membership dues, a Top of the Table applicant must remit the required Top of the Table dues. Top of the Table membership dues includes Court of the Table dues.

5. **Life, Reduced Dues: USD 200**

- Life members who meet **all four of the criteria below** are eligible to pay a reduced dues amount. Those eligible for reduced dues are not required to be members of a professional association.
 - a **Life** or a **Qualifying & Life** member, and
 - applying as a Life member, and
 - 65 years of age by December 31, 2022 and
 - have either 25 years of membership **OR** 20 years of membership with production

Online payment options are available. For more information, please refer to your 2023 Membership application.

6. **Disability Waiver**

- Life members who have been declared totally disabled for six consecutive months during 2022 may petition for a waiver of payment of dues for the 2023 Table. A disability petition form and doctor's statement must be submitted by March 1, 2023, with the membership application. Each petition will be judged on its own merit. Those approved for the disability waiver are not required to be members of a professional association.

7. **Former Life Member Options**

- Former Life and Qualifying & Life members who wish to rejoin MDRT have two options:
- **Option One:** They may choose not to pay back dues for the years missed and submit the current minimum production and current membership dues with their application. Their member status will revert to Qualifying and they must again fulfill the requirements to attain Life or Qualifying & Life status, which includes accumulating an additional 9 years of Qualifying membership.
- **Option Two:** They may retain Life or Qualifying & Life member status by paying back dues for the number of years missed, not to exceed a maximum of five years, and by meeting the then current requirements for Life membership. The maximum number of years for which back dues may be required will be reduced to three years if the member submits qualifying production for the current year. The amount of back dues will be based upon the current dues at the time of reinstatement. *Please note: Payment of back dues does not provide credit for member year(s) missed.*

For additional information, contact:
**Million Dollar Round Table
Member Relations Department**
325 West Touhy Avenue
Park Ridge, IL 60068 USA
Phone: +1 847.692.6378
Fax: +1 847.518.8921
Web site: <https://www.mdrt.org>
E-mail: memberrelations@mdrt.org

V. CLARIFICATIONS

1. **Eligible Commissions, Fees**

Production credit (for commissions) will be based on eligible commissions received during 2022. Credit may include either earned or advanced (annualized) commissions or both. Advanced (annualized) or earned commissions must be paid to the applicant in 2022 to be eligible for MDRT credit. Please note:

- Commissions paid on a levelized basis may be reported using the present value of up to the first five years' commission discounted at 10 percent per year, not to exceed 55 percent of first-year premium.
- Annualized commissions may be reported for credit if paid, but any chargeback of annualized commissions in a subsequent production year will result in a reduction of that year's production credit.
- If commissions are paid as earned, a policy effective in 2021 may result in production credit for 2022. The policy must be in force on December 31, 2021 but is not required to be in force as of December 31, 2022.
- Commission credit for pensions is based on the product used to fund the pension (life insurance, annuities, mutual funds, etc.) which determines whether it receives Risk-Protection or Other Products credit.
- Commissions that are part of a deferred compensation program may be claimed up front for MDRT credit, provided that they are not claimed again in later years.
- Life insurance policies that exceed the annual premium or target premium are eligible for credit. First year commission credit may be given Risk-Protection category for the commission paid on the amount up to the annual/target premium. If the annual/target premium is exceeded, (sometimes referred to as a "top up") commission credit may be given in the Risk-Protection category for the commission paid on the amount that exceeded the annual/target premium.
- Override commissions, training allowances, transition packages, training or sign-on bonuses and other sales or expense allowances do NOT qualify under the commission/premium method.
- Fees paid for the placement of a product are eligible for credit toward the commission requirement, as are asset management fees for mutual funds and wrap/asset management accounts. The type of product placed determines the type of credit the product receives (Risk-Protection or Other).
- Financial Planning Fees/Fees for Advice are eligible for Other Products credit for the net fee paid to the agent/advisor. Fees must be documented by certifying letter signed by a company official, a broker dealer official, or a Certified Public Accountant (or equivalent) for qualifying members.
- Group health insurance commissions are eligible in the first year of the policy only. Additions to the group policy in subsequent years are not eligible for credit.
- Single premium and/or short-term endowment commissions are only eligible in the first year of the policy. Short-term endowment riders (max 15 years) to life insurance policies are eligible for 100 percent of first-year commissions in the Risk-Protection category.
- Long-term endowment commissions are only eligible in the first year of the policy. Long-term endowment riders (16 or more years) to life insurance policies are eligible for 100 percent of first-year commissions in the Risk-Protection category.

2. Eligible Premium

Production credit (for premium) will be based on eligible premium paid or new money invested during 2022. Please note:

- If commissions are paid as earned, premium credit should be given only for the amount of premium actually received during the production year.
- If commissions are annualized, the premium credit should also be annualized. Any chargeback of annualized commissions should also result in a reduction of that year's premium credit.
- A policy that becomes effective in 2021 may result in production credit for the amount of premium paid or new money invested during 2022.
- Life insurance policies that exceed the annual premium or target premium are eligible for credit. First year premium credit may be given in the Risk-Protection category up to the amount of the annual/target premium. If the annual/target premium is exceeded, (sometimes referred to as a "top up") premium credit may be given in the Risk-Protection category for 6 percent of the amount that exceeded the annual/target premium.
- Financial Planning Fees/Fees for Advice are eligible for Other Products credit for the gross fee paid to the company, broker dealer or individual agent/advisor. Fees must be documented by certifying letter signed by a company official, a broker dealer official, or a Certified Public Accountant (or equivalent) for qualifying members.
- Group health insurance premium is eligible for credit in the first year of the policy only. Additions to the group policy in subsequent years are not eligible for credit.
- Single premium and/or short-term endowment premium is only eligible in the first year of the policy. Short-term endowment riders (max 15 years) to life insurance policies are eligible for 6 percent of first year premium credit.
- Long-term endowment premium is only eligible in the first year of the policy. Long-term endowment riders (16 or more years) to life insurance policies are eligible for 100 percent of first-year premium credit in the Risk-Protection category.
- Premium credit for pensions is based on the product used to fund the pension (life insurance, annuities, mutual funds, etc.) which determines whether it receives Risk-Protection or Other Products credit.

3. Eligible Income

Production credit is based on annual gross income paid during 2022. Please note:

- See chart on page 4 for eligible products.
- Under this model, income is defined as first-year, trail and renewal commissions, as well as fees for product placement, asset management fees and fees for advice.
- Other production-based compensation, such as salaries and production-based bonuses, are also eligible for credit.
- Income contributed as part of a deferred compensation plan is eligible for credit. Credit should be taken during the production year when the deferred income was earned.
- Override commissions are eligible only for personal production.

- Income considered **INELIGIBLE** for MDRT credit includes:
 - Training bonuses/allowances
 - Sales/expense allowances
 - Sign-on bonuses or transition packages
 - Overrides derived from the production of others.
 - Non-cash compensation, such as incentive trips
 - Income from property and casualty insurance and general insurance (fire, home, auto, etc.)
 - Income from the sale of mortgages.
 - Life settlements
 - Money market accounts

4. Credit for Coverage Written on the Applicant, Spouse or Dependents

- Any business written on the applicant, applicant's spouse or dependents may not exceed a **maximum** of 5 percent of the current year's MDRT production requirement (USD 3,450 eligible commissions or USD 6,900 of eligible premium or USD 6,000 of eligible income) if any of the premiums are paid, directly or indirectly, by the applicant or spouse.

5. Replacements

- Credit for individual life insurance policies may be claimed only for the amount of first-year commissions or premium on the new policy that exceeds the first-year commissions or premium for the policy being replaced. If the amount is not known, then the amount of commissions being replaced shall be calculated by multiplying the current commission times the appropriate premium for the policy being replaced. Premium credit can be determined by subtracting the replaced premium from the new premium.
- Conversion of a permanent product to a permanent product is to be treated as a replacement for MDRT purposes. This applies only to replacement of individual life insurance policies.

6. Definitions And Interpretations

• **Business Paid for and Underwritten**

Business to be credited shall be paid for during the MDRT qualification period (January 1 through December 31). Business shall be considered to have been paid for as of the date when the coverage first became fully effective with home office approval from the standpoint of payment of the claim (regardless of company practice or the distance between home and field office). However, no credit shall be allowed until the home office has finally accepted the premium and also until the first-year commissions have been paid or credited to the agent's account without any right reserved to the insurance company to recover same, except in case of recall under the contestable provisions of the contract. On joint, partnership, corporate and/or brokerage business, MDRT credit shall be given for only that portion of the business on which the applicant has been compensated, either by first-year commission or the equivalent.

• **Health Insurance**

Includes policies that relate to the health of the body. Dental, vision, etc., are eligible for credit. See page 4 for specifics.

6. Definitions and Interpretations (Cont'd)

• Policy and Case Definitions

A policy shall be defined as an individual contract covering one or more lives as contrasted with a group policy, a pension, profit sharing trust or a salary savings plan. Under a qualified pension or profit-sharing trust or a salary savings plan, each individual policy shall count as one (1) policy for the purpose of computing total eligible policies. For purposes of production, an employer-sponsored group life plan, franchise life plan and group annuity plan and mutual fund transaction with one (1) investor shall be considered one (1) case regardless of the number of lives or funds involved.

• In Force Requirement

Credited business shall include only business which has not been terminated on or before the last day of the MDRT qualification period (December 31) except for business terminated by death or term conversion.

• Securities

Includes stocks, bonds or other equities. See page 4 for specifics.

VI. ILLUSTRATION

Clarification of Income Qualification

- A minimum of USD 120,000 in annual gross income from the sale or service of insurance and financial products is required.
- A minimum of USD 34,500 must be income from new business generated during the production year.

ELIGIBLE for MDRT membership

Example 1

Applicant annual gross income	120,000
Applicant total new business	34,500

NOT Eligible for MDRT membership

Example 2

Applicant annual gross income	120,000
Applicant total new business	34,499

MDRT Annual Meeting*

25 – 28 June 2023
Nashville, Tennessee, USA

MDRT Global Conference*

27 – 30 August 2023
Marina Bay Sands, Singapore

Top of the Table Annual Meeting**

11 – 14 October 2023
Naples, Florida, USA

MDRT EDGE Meeting***

2023
TBA

**Attendance at the MDRT Annual Meeting and MDRT Global Conference is open to approved 2023 members and requires payment of separate registration fees.*

***Attendance at the Top of the Table Annual Meeting is open to approved 2023 TOT members and requires payment of separate registration fees.*

****MDRT EDGE Meeting is open to approved 2023 members from the U.S. and Canada and requires payment of separate registration fees.*

Visit www.mdrt.org or contact MDRT at +1 847.692.6378 or email meetings@mdrt.org for meeting information or for exhibitor and sponsorship opportunities.

**COMMISSION AND PREMIUM PRODUCTION REQUIREMENTS FOR MEMBERSHIP
IN THE 2023 MILLION DOLLAR ROUND TABLE**

Based on 2022 Production, Expressed in Local Currency

Production credit must be reported in U.S. dollars on Certifying Letters

(Local currency divided by the conversion/standardization factor = MDRT requirement in U.S. dollars)

Production requirements are set independently for each Market. Conversion/standardization factors have no relationship to
currency exchange rates and are used only to standardize MDRT processing.

(For a complete list of Market requirements, see the MDRT web site at <https://www.mdr.org/join/member-requirements/>.)

Market	MDRT Commission	COT Commission	TOT Commission	Commission Conv Factor	MDRT Premium	COT Premium	TOT Premium	Premium Conv Factor
Angola	39,800	119,400	238,800	0.5768	79,600	238,800	477,600	0.5768
Anguilla	79,100	237,300	474,600	1.1463	158,200	474,600	949,200	1.1463
Antigua	120,800	362,400	724,800	1.7507	241,600	724,800	1,449,600	1.7507
Argentina	254,500	763,500	1,527,000	3.6884	509,000	1,527,000	3,054,000	3.6884
Armenia	11,428,100	34,284,300	68,568,600	165.6246	22,856,200	68,568,600	137,137,200	165.6246
Aruba	80,600	241,800	483,600	1.1681	161,200	483,600	967,200	1.1681
Australia	101,600	304,800	609,600	1.4724	203,200	609,600	1,219,200	1.4724
Azerbaijan	21,000	63,000	126,000	0.3043	42,000	126,000	252,000	0.3043
Bahamas	61,500	184,500	369,000	0.8913	123,000	369,000	738,000	0.8913
Bahrain	14,300	42,900	85,800	0.2072	28,600	85,800	171,600	0.2072
Bangladesh	1,766,400	5,299,200	10,598,400	25.6000	3,532,800	10,598,400	21,196,800	25.6000
Barbados	100,100	300,300	600,600	1.4507	200,200	600,600	1,201,200	1.4507
Belarus	91,582,600	274,747,800	549,495,600	1,327.2840	183,165,200	549,495,600	1,098,991,200	1,327.2840
Belgium	52,300	156,900	313,800	0.7579	104,600	313,800	627,600	0.7579
Belize	72,400	217,200	434,400	1.0492	144,800	434,400	868,800	1.0492
Bermuda	104,800	314,400	628,800	1.5188	209,600	628,800	1,257,600	1.5188
Bolivia	185,400	556,200	1,112,400	2.6869	370,800	1,112,400	2,224,800	2.6869
Bosnia-Herzegovina	46,300	138,900	277,800	0.6710	92,600	277,800	555,600	0.6710
Botswana	227,700	683,100	1,366,200	3.3000	455,400	1,366,200	2,732,400	3.3000
Brazil	151,300	453,900	907,800	2.1927	453,900	1,361,700	2,723,400	3.2891
British Virgin Islands	70,100	210,300	420,600	1.0159	140,200	420,600	841,200	1.0159
Brunei	44,200	132,600	265,200	0.6405	132,600	397,800	795,600	0.9608
Bulgaria	47,200	141,600	283,200	0.6840	94,400	283,200	566,400	0.6840
Cambodia	69,101,500	207,304,500	414,609,000	1,001.4710	276,406,000	829,218,000	1,658,436,000	2,002.9420
Cameroon	16,579,400	49,738,200	99,476,400	240.2811	33,158,800	99,476,400	198,952,800	240.2811
Canada	82,700	248,100	496,200	1.1985	165,400	496,200	992,400	1.1985
Cayman Islands	55,700	167,100	334,200	0.8072	111,400	334,200	668,400	0.8072
Channel Islands	48,000	144,000	288,000	0.6956	96,000	288,000	576,000	0.6956
Chile	26,599,200	79,797,600	159,595,200	385.4956	53,198,400	159,595,200	319,190,400	385.4956
China	198,500	595,500	1,191,000	2.8768	595,500	1,786,500	3,573,000	4.3152
Colombia	72,416,300	217,248,900	434,497,800	1,049.5115	144,832,600	434,497,800	868,995,600	1,049.5115
Costa Rica	23,459,200	70,377,600	140,755,200	339.9884	46,918,400	140,755,200	281,510,400	339.9884
Côte d'Ivoire	18,013,900	54,041,700	108,083,400	261.0710	36,027,800	108,083,400	216,166,800	261.0710
Croatia	225,000	675,000	1,350,000	3.2608	450,000	1,350,000	2,700,000	3.2608
Curacao	60,800	182,400	364,800	0.8811	121,600	364,800	729,600	0.8811
Cyprus	33,800	101,400	202,800	0.4898	67,600	202,800	405,600	0.4898
Czech Republic	854,700	2,564,100	5,128,200	12.3869	1,709,400	5,128,200	10,256,400	12.3869
Denmark	460,500	1,381,500	2,763,000	6.6739	921,000	2,763,000	5,526,000	6.6739
Dominica	107,500	322,500	645,000	1.5579	215,000	645,000	1,290,000	1.5579
Dominican Republic	1,115,700	3,347,100	6,694,200	16.1695	2,231,400	6,694,200	13,388,400	16.1695
Ecuador	35,300	105,900	211,800	0.5115	70,600	211,800	423,600	0.5115
Egypt	139,800	419,400	838,800	2.0260	419,400	1,258,200	2,516,400	3.0391
El Salvador	31,300	93,900	187,800	0.4536	62,600	187,800	375,600	0.4536
Estonia	37,200	111,600	223,200	0.5391	74,400	223,200	446,400	0.5391
Fiji	55,300	165,900	331,800	0.8014	110,600	331,800	663,600	0.8014
France	51,000	153,000	306,000	0.7391	102,000	306,000	612,000	0.7391
Georgia	57,000	171,000	342,000	0.8260	114,000	342,000	684,000	0.8260
Germany	50,800	152,400	304,800	0.7362	101,600	304,800	609,600	0.7362
Ghana	68,800	206,400	412,800	0.9971	137,600	412,800	825,600	0.9971
Gibraltar	44,100	132,300	264,600	0.6391	88,200	264,600	529,200	0.6391
Greece	38,200	114,600	229,200	0.5536	76,400	229,200	458,400	0.5536
Grenada	115,000	345,000	690,000	1.6666	230,000	690,000	1,380,000	1.6666
Guatemala	269,700	809,100	1,618,200	3.9086	539,400	1,618,200	3,236,400	3.9086
Guyana	6,618,100	19,854,300	39,708,600	95.9144	13,236,200	39,708,600	79,417,200	95.9144
Honduras	718,800	2,156,400	4,312,800	10.4173	1,437,600	4,312,800	8,625,600	10.4173
Hong Kong, China	419,800	1,259,400	2,518,800	6.0840	1,679,200	5,037,600	10,075,200	12.1681
Hungary	9,654,900	28,964,700	57,929,400	139.9260	19,309,800	57,929,400	115,858,800	139.9260
India	795,900	2,387,700	4,775,400	11.5347	3,183,600	9,550,800	19,101,600	23.0695
Indonesia	261,966,900	785,900,700	1,571,801,400	3,796.6217	523,933,800	1,571,801,400	3,143,602,800	3,796.6217

Market	MDRT Commission	COT Commission	TOT Commission	Commission Conv Factor	MDRT Premium	COT Premium	TOT Premium	Premium Conv Factor
Ireland	54,600	163,800	327,600	0.7913	109,200	327,600	655,200	0.7913
Isle of Man	47,500	142,500	285,000	0.6884	95,000	285,000	570,000	0.6884
Israel	253,100	759,300	1,518,600	3.6681	506,200	1,518,600	3,037,200	3.6681
Italy	46,300	138,900	277,800	0.6710	92,600	277,800	555,600	0.6710
Jamaica West Indies	3,506,800	10,520,400	21,040,800	50.8231	7,013,600	21,040,800	42,081,600	50.8231
Japan	7,133,900	21,401,700	42,803,400	103.3898	21,401,700	64,205,100	128,410,200	155.0847
Jordan	19,500	58,500	117,000	0.2826	39,000	117,000	234,000	0.2826
Kazakhstan	5,399,300	16,197,900	32,395,800	78.2507	10,798,600	32,395,800	64,791,600	78.2507
Kenya	2,815,700	8,447,100	16,894,200	40.8072	5,631,400	16,894,200	33,788,400	40.8072
Kuwait	14,700	44,100	88,200	0.2130	29,400	88,200	176,400	0.2130
Laos	202,963,700	608,891,100	1,217,782,200	2,941.5028	405,927,400	1,217,782,200	2,435,564,400	2,941.5028
Latvia	29,300	87,900	175,800	0.4246	58,600	175,800	351,600	0.4246
Lebanon	56,208,000	168,624,000	337,248,000	814.6086	112,416,000	337,248,000	674,496,000	814.6086
Lithuania	31,400	94,200	188,400	0.4550	62,800	188,400	376,800	0.4550
Luxembourg	58,900	176,700	353,400	0.8536	117,800	353,400	706,800	0.8536
Macau, China	300,200	900,600	1,801,200	4.3507	1,200,800	3,602,400	7,204,800	8.7014
Macedonia	1,303,600	3,910,800	7,821,600	18.8927	2,607,200	7,821,600	15,643,200	18.8927
Malaysia	110,300	330,900	661,800	1.5985	330,900	992,700	1,985,400	2.3978
Malta	20,100	60,300	120,600	0.2913	40,200	120,600	241,200	0.2913
Mauritius	1,144,400	3,433,200	6,866,400	16.5855	2,288,800	6,866,400	13,732,800	16.5855
Mexico	600,800	1,802,400	3,604,800	8.7072	1,201,600	3,604,800	7,209,600	8.7072
Montenegro	4,800	14,400	28,800	0.0695	9,600	28,800	57,600	0.0695
Montserrat	56,000	168,000	336,000	0.8115	112,000	336,000	672,000	0.8115
Mozambique	1,408,200	4,224,600	8,449,200	20.4086	2,816,400	8,449,200	16,898,400	20.4086
Myanmar	22,684,400	68,053,200	136,106,400	328.7594	45,368,800	136,106,400	272,212,800	328.7594
Namibia	368,000	1,104,000	2,208,000	5.3333	736,000	2,208,000	4,416,000	5.3333
Nepal	1,264,100	3,792,300	7,584,600	18.3202	3,792,300	11,376,900	22,753,800	27.4804
Netherlands	53,500	160,500	321,000	0.7753	107,000	321,000	642,000	0.7753
New Zealand	98,400	295,200	590,400	1.4260	196,800	590,400	1,180,800	1.4260
Nicaragua	757,800	2,273,400	4,546,800	10.9826	1,515,600	4,546,800	9,093,600	10.9826
Nigeria	5,235,500	15,706,500	31,413,000	75.8768	10,471,000	31,413,000	62,826,000	75.8768
Norway	662,800	1,988,400	3,976,800	9.6057	1,325,600	3,976,800	7,953,600	9.6057
Oman	12,100	36,300	72,600	0.1753	24,200	72,600	145,200	0.1753
Pakistan	1,614,600	4,843,800	9,687,600	23.4000	3,229,200	9,687,600	19,375,200	23.4000
Panama	34,400	103,200	206,400	0.4985	68,800	206,400	412,800	0.4985
Peru	109,200	327,600	655,200	1.5826	218,400	655,200	1,310,400	1.5826
Philippines	1,150,300	3,450,900	6,901,800	16.6710	2,300,600	6,901,800	13,803,600	16.6710
Poland	120,700	362,100	724,200	1.7492	241,400	724,200	1,448,400	1.7492
Portugal	39,200	117,600	235,200	0.5681	117,600	352,800	705,600	0.8521
Qatar	156,500	469,500	939,000	2.2681	313,000	939,000	1,878,000	2.2681
Republic of Korea	59,710,700	179,132,100	358,264,200	865.3724	149,276,800	447,830,400	895,660,800	1,081.7159
Romania	115,500	346,500	693,000	1.6739	231,000	693,000	1,386,000	1.6739
Saudi Arabia	147,300	441,900	883,800	2.1347	294,600	883,800	1,767,600	2.1347
Serbia	2,580,000	7,740,000	15,480,000	37.3913	5,160,000	15,480,000	30,960,000	37.3913
Singapore	72,400	217,200	434,400	1.0492	217,200	651,600	1,303,200	1.5739
Slovakia	36,000	108,000	216,000	0.5217	72,000	216,000	432,000	0.5217
Slovenia	38,800	116,400	232,800	0.5623	77,600	232,800	465,600	0.5623
South Africa	255,400	766,200	1,532,400	3.7014	510,800	1,532,400	3,064,800	3.7014
Spain	43,100	129,300	258,600	0.6246	86,200	258,600	517,200	0.6246
Sri Lanka	2,430,400	7,291,200	14,582,400	35.2231	4,860,800	14,582,400	29,164,800	35.2231
St. Kitts and Nevis	114,100	342,300	684,600	1.6536	228,200	684,600	1,369,200	1.6536
St. Lucia	130,300	390,900	781,800	1.8884	260,600	781,800	1,563,600	1.8884
St. Maarten	63,500	190,500	381,000	0.9202	127,000	381,000	762,000	0.9202
St. Vincent	108,500	325,500	651,000	1.5724	217,000	651,000	1,302,000	1.5724
Suriname	236,700	710,100	1,420,200	3.4304	473,400	1,420,200	2,840,400	3.4304
Sweden	609,600	1,828,800	3,657,600	8.8347	1,219,200	3,657,600	7,315,200	8.8347
Switzerland	80,000	240,000	480,000	1.1594	160,000	480,000	960,000	1.1594
Taiwan Area	1,265,700	3,797,100	7,594,200	18.3434	2,531,400	7,594,200	15,188,400	18.3434
Tanzania	49,894,800	149,684,400	299,368,800	723.1130	99,789,600	299,368,800	598,737,600	723.1130
Thailand	866,600	2,599,800	5,199,600	12.5594	1,733,200	5,199,600	10,399,200	12.5594
Togo	16,346,800	49,040,400	98,080,800	236.9101	32,693,600	98,080,800	196,161,600	236.9101
Tonga	110,500	331,500	663,000	1.6014	221,000	663,000	1,326,000	1.6014
Trinidad & Tobago	273,400	820,200	1,640,400	3.9623	546,800	1,640,400	3,280,800	3.9623
Turkey	72,700	218,100	436,200	1.0536	145,400	436,200	872,400	1.0536
Turks & Caicos	71,300	213,900	427,800	1.0333	142,600	427,800	855,600	1.0333
Uganda	89,804,500	269,413,500	538,827,000	1,301.5144	179,609,000	538,827,000	1,077,654,000	1,301.5144

Market	MDRT Commission	COT Commission	TOT Commission	Commission Conv Factor	MDRT Premium	COT Premium	TOT Premium	Premium Conv Factor
United Arab Emirates	175,000	525,000	1,050,000	2.5362	350,000	1,050,000	2,100,000	2.5362
United Kingdom	46,600	139,800	279,600	0.6753	93,200	279,600	559,200	0.6753
United States	69,000	207,000	414,000	1.0000	138,000	414,000	828,000	1.0000
Uruguay	1,084,500	3,253,500	6,507,000	15.7173	2,169,000	6,507,000	13,014,000	15.7173
Venezuela	548,994	1,646,982	3,293,964	7.9564	1,098,000	3,294,000	6,588,000	7.9565
Vietnam	328,012,100	984,036,300	1,968,072,600	4,753.7985	656,024,200	1,968,072,600	3,936,145,200	4,753.7985
Zambia	204,700	614,100	1,228,200	2.9666	409,400	1,228,200	2,456,400	2.9666
Zimbabwe	1,001,600	3,004,800	6,009,600	14.5159	2,003,200	6,009,600	12,019,200	14.5159

**INCOME PRODUCTION REQUIREMENTS FOR MEMBERSHIP
IN THE 2023 MILLION DOLLAR ROUND TABLE**

Based on 2022 Production, Expressed in Local Currency

Production credit must be reported in U.S. dollars on certifying letters Production requirements are set independently for each Market. Conversion (Conv) factors have no relationship to currency exchange rates and are used only to standardize MDRT processing. (Local currency divided by the income conversion = U.S. MDRT requirement.) Qualification under this method is based on a requirement of USD 120,000 in annual gross income from insurance and financial products. A minimum of USD 34,500 must be income from new business generated during the production year. (For a complete list of Market requirements, see the MDRT website at <https://www.mdr.org/join/member-requirements/>.)

Market	MDRT Income	COT Income	TOT Income	Income Conv Factor
Angola	69,000	207,000	414,000	0.5750
Anguilla	136,900	410,700	821,400	1.1408
Antigua	209,200	627,600	1,255,200	1.7433
Argentina	440,700	1,322,100	2,644,200	3.6725
Armenia	19,793,000	59,379,000	118,758,000	164.9416
Aruba	139,600	418,800	837,600	1.1633
Australia	176,000	528,000	1,056,000	1.4666
Azerbaijan	36,400	109,200	218,400	0.3033
Bahamas	106,500	319,500	639,000	0.8875
Bahrain	24,800	74,400	148,800	0.2066
Bangladesh	3,059,300	9,177,900	18,355,800	25.4941
Barbados	173,400	520,200	1,040,400	1.4450
Belarus	158,617,300	475,851,900	951,703,800	1,321.8108
Belgium	90,600	271,800	543,600	0.7550
Belize	125,400	376,200	752,400	1.0450
Bermuda	181,500	544,500	1,089,000	1.5125
Bolivia	321,100	963,300	1,926,600	2.6758
Bosnia-Herzegovina	80,300	240,900	481,800	0.6691
Botswana	394,300	1,182,900	2,365,800	3.2858
Brazil	262,000	786,000	1,572,000	2.1833
British Virgin Islands	121,400	364,200	728,400	1.0116
Brunei	76,600	229,800	459,600	0.6383
Bulgaria	81,700	245,100	490,200	0.6808
Cambodia	119,681,000	359,043,000	718,086,000	997.3416
Cameroon	28,713,000	86,139,000	172,278,000	239.2750
Canada	143,200	429,600	859,200	1.1933
Cayman Islands	96,500	289,500	579,000	0.8041
Channel Islands	83,200	249,600	499,200	0.6933
Chile	46,068,600	138,205,800	276,411,600	383.9050
China	343,900	1,031,700	2,063,400	2.8658
Colombia	125,422,000	376,266,000	752,532,000	1,045.1833
Costa Rica	40,630,400	121,891,200	243,782,400	338.5866
Cote d' Ivoire	31,199,300	93,597,900	187,195,800	259.9941
Croatia	389,700	1,169,100	2,338,200	3.2475
Curacao	105,300	315,900	631,800	0.8775
Cyprus	58,500	175,500	351,000	0.4875
Czech Republic	1,480,300	4,440,900	8,881,800	12.3358
Denmark	797,600	2,392,800	4,785,600	6.6466
Dominica	186,200	558,600	1,117,200	1.5516
Dominican Republic	1,932,400	5,797,200	11,594,400	16.1033
Ecuador	61,100	183,300	366,600	0.5091
Egypt	242,200	726,600	1,453,200	2.0183
El Salvador	54,200	162,600	325,200	0.4516
Estonia	64,400	193,200	386,400	0.5366
Fiji	95,800	287,400	574,800	0.7983
France	88,300	264,900	529,800	0.7358
Georgia	98,700	296,100	592,200	0.8225
Germany	88,000	264,000	528,000	0.7333
Ghana	119,100	357,300	714,600	0.9925
Gibraltar	76,000	228,000	456,000	0.6333
Greece	66,100	198,300	396,600	0.5508
Grenada	199,200	597,600	1,195,200	1.6600
Guatemala	467,100	1,401,300	2,802,600	3.8925
Guyana	11,462,300	34,386,900	68,773,800	95.5191
Honduras	1,244,900	3,734,700	7,469,400	10.3741
Hong Kong, China	727,100	2,181,300	4,362,600	6.0591
Hungary	16,721,900	50,165,700	100,331,400	139.3491
India	1,378,500	4,135,500	8,271,000	11.4875
Indonesia	453,715,900	1,361,147,700	2,722,295,400	3,780.9658

Market	MDRT Income	COT Income	TOT Income	Income Conv Factor
Ireland	94,500	283,500	567,000	0.7875
Isle of Man	82,300	246,900	493,800	0.6858
Israel	438,400	1,315,200	2,630,400	3.6533
Italy	80,200	240,600	481,200	0.6683
Jamaica West Indies	6,073,700	18,221,100	36,442,200	50.6141
Japan	12,355,700	37,067,100	74,134,200	102.9641
Jordan	33,800	101,400	202,800	0.2816
Kazakhstan	9,351,400	28,054,200	56,108,400	77.9283
Kenya	4,876,700	14,630,100	29,260,200	40.6391
Kuwait	25,500	76,500	153,000	0.2125
Laos	351,127,200	1,053,381,600	2,106,763,200	2,926.0600
Latvia	50,700	152,100	304,200	0.4225
Lebanon	97,349,800	292,049,400	584,098,800	811.2483
Lithuania	54,400	163,200	326,400	0.4533
Luxembourg	102,000	306,000	612,000	0.8500
Macau, China	520,000	1,560,000	3,120,000	4.3333
Macedonia	2,257,700	6,773,100	13,546,200	18.8141
Malaysia	191,100	573,300	1,146,600	1.5925
Malta	34,800	104,400	208,800	0.2900
Mauritius	1,982,100	5,946,300	11,892,600	16.5175
Mexico	1,040,600	3,121,800	6,243,600	8.6716
Montenegro	8,300	24,900	49,800	0.0691
Montserrat	97,000	291,000	582,000	0.8083
Mozambique	2,439,000	7,317,000	14,634,000	20.3250
Myanmar	39,288,400	117,865,200	235,730,400	327.4033
Namibia	637,400	1,912,200	3,824,400	5.3116
Nepal	2,189,400	6,568,200	13,136,400	18.2450
Netherlands	92,600	277,800	555,600	0.7716
New Zealand	170,500	511,500	1,023,000	1.4208
Nicaragua	1,312,500	3,937,500	7,875,000	10.9375
Nigeria	9,067,700	27,203,100	54,406,200	75.5641
Norway	1,148,000	3,444,000	6,888,000	9.5666
Oman	21,000	63,000	126,000	0.1750
Pakistan	2,796,400	8,389,200	16,778,400	23.3033
Panama	59,600	178,800	357,600	0.4966
Peru	189,200	567,600	1,135,200	1.5766
Philippines	1,992,300	5,976,900	11,953,800	16.6025
Poland	209,000	627,000	1,254,000	1.7416
Portugal	67,900	203,700	407,400	0.5658
Qatar	271,000	813,000	1,626,000	2.2583
Republic of Korea	103,416,400	310,249,200	620,498,400	861.8033
Romania	200,100	600,300	1,200,600	1.6675
Saudi Arabia	255,200	765,600	1,531,200	2.1266
Serbia	4,468,500	13,405,500	26,811,000	37.2375
Singapore	125,400	376,200	752,400	1.0450
Slovakia	62,300	186,900	373,800	0.5191
Slovenia	67,200	201,600	403,200	0.5600
South Africa	442,300	1,326,900	2,653,800	3.6858
Spain	74,600	223,800	447,600	0.6216
Sri Lanka	4,209,400	12,628,200	25,256,400	35.0783
St. Kitts and Nevis	197,600	592,800	1,185,600	1.6466
St. Lucia	225,700	677,100	1,354,200	1.8808
St. Maarten	110,000	330,000	660,000	0.9166
St. Vincent	187,900	563,700	1,127,400	1.5658
Suriname	410,000	1,230,000	2,460,000	3.4166
Sweden	1,055,700	3,167,100	6,334,200	8.7975
Switzerland	138,600	415,800	831,600	1.1550
Taiwan Area	2,192,200	6,576,600	13,153,200	18.2683
Tanzania	86,415,700	259,247,100	518,494,200	720.1308
Thailand	1,500,900	4,502,700	9,005,400	12.5075
Togo	28,312,200	84,936,600	169,873,200	235.9350
Tonga	191,400	574,200	1,148,400	1.5950
Trinidad & Tobago	473,500	1,420,500	2,841,000	3.9458
Turkey	125,900	377,700	755,400	1.0491
Turks & Caicos	123,500	370,500	741,000	1.0291
Uganda	155,537,700	466,613,100	933,226,200	1,296.1475
Ukraine	420,800	1,262,400	2,524,800	3.5066
United Arab Emirates	303,000	909,000	1,818,000	2.5250

Market	MDRT Income	COT Income	TOT Income	Income Conv Factor
United Kingdom	80,700	242,100	484,200	0.6725
United States	120,000	360,000	720,000	1.0000
Uruguay	1,878,300	5,634,900	11,269,800	15.6525
Venezuela	950,800	2,852,400	5,704,800	7.9233
Vietnam	568,103,400	1,704,310,200	3,408,620,400	4,734.1950
Zambia	354,500	1,063,500	2,127,000	2.9541
Zimbabwe	1,734,700	5,204,100	10,408,200	14.4558