



2024 MDRT Goals Based on 2023 Production

Hong Kong, China

Following are monthly goals in Hong Kong dollars to keep you on track for the 2024 Million Dollar Round Table, Court of the Table and Top of the Table. Track your progress toward 2024 membership during the 2023 production year.

Month	COMMISSION			PREMIUM			INCOME		
	MDRT	Court of the Table	Top of the Table	MDRT	Court of the Table	Top of the Table	MDRT	Court of the Table	Top of the Table
January	37,033	111,100	222,200	148,133	444,400	888,800	64,142	192,425	384,850
February	74,067	222,200	444,400	296,267	888,800	1,777,600	128,283	384,850	769,700
March	111,100	333,300	666,600	444,400	1,333,200	2,666,400	192,425	577,275	1,154,550
April	148,133	444,400	888,800	592,533	1,777,600	3,555,200	256,567	769,700	1,539,400
May	185,167	555,500	1,111,000	740,667	2,222,000	4,444,000	320,708	962,125	1,924,250
June	222,200	666,600	1,333,200	888,800	2,666,400	5,332,800	384,850	1,154,550	2,309,100
July	259,233	777,700	1,555,400	1,036,933	3,110,800	6,221,600	448,992	1,346,975	2,693,950
August	296,267	888,800	1,777,600	1,185,067	3,555,200	7,110,400	513,133	1,539,400	3,078,800
September	333,300	999,900	1,999,800	1,333,200	3,999,600	7,999,200	577,275	1,731,825	3,463,650
October	370,333	1,111,000	2,222,000	1,481,333	4,444,000	8,888,000	641,417	1,924,250	3,848,500
November	407,367	1,222,100	2,444,200	1,629,467	4,888,400	9,776,800	705,558	2,116,675	4,233,350
December	444,400	1,333,200	2,666,400	1,777,600	5,332,800	10,665,600	769,700	2,309,100	4,618,200



2024 Million Dollar Round Table

(Abridged version. For more detailed information on membership requirements, go to www.mdr.org.)

PRODUCTION 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/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

<u>Products</u>	<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/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

PRODUCTION REQUIREMENTS

1. Production Methods

Membership in the 2024 Round Table will be based on the following production methods:

- **Commission/Fee Method**
A minimum of USD 74,000 of eligible commissions paid is required. Of this total, a minimum of USD 37,000 of paid commissions (50 percent of the requirement) must come from products listed in the Risk-Protection category.
- **Premium Method**
A minimum of USD 148,000 of eligible paid premium is required. Of this total, a minimum of USD 74,000 of premium (50 percent of the requirement) must come from products listed in the Risk-Protection category.
- **Income Qualification Method**
A minimum of USD 128,200 in annual gross income from the sale of insurance and financial products is required. A minimum of USD 37,000 must be income from new business generated during the production year. Further, a minimum of USD 37,000 must be derived from income associated with products in the Risk-Protection category. 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 USD 222,000 of eligible commissions paid or USD 444,000 of eligible paid premium is required. At least USD 37,000 of commission or USD 74,000 of premium (50 percent of the entry-level MDRT requirement) must come from products listed in the Risk-Protection category before an applicant can use any credit from policies listed under the Other Products category.
- **Income Method**
A minimum of USD 384,600 of eligible annual gross income is required. The applicant must meet the minimums of USD 37,000 in new business and USD 37,000 in risk-protection business.

3. Top of the Table

- **Commission & Premium Method**
A minimum of USD 444,000 of eligible commissions paid or USD 888,000 of eligible paid premium. At least USD 37,000 of commission or USD 74,000 of premium (50 percent of the entry-level MDRT requirement) must come from products listed in the Risk-Protection category before an applicant can use any credit from policies listed under the Other Products category.
- **Income Method**
A minimum of USD 769,200 of eligible annual gross income is required. The applicant must meet the minimums of USD 37,000 in new business and USD 37,000 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**
June 25-28, 2023
Nashville, Tennessee, USA

***Top of the Table Annual Meeting**
October 11-14, 2023
Naples, Florida, USA

***MDRT Global Conference**
August 27-30, 2023
Singapore

** Attendance at the MDRT Annual Meeting, MDRT Global Conference, EDGE Meeting and Top of the Table Annual Meeting are open to approved members of the 2023 Table and requires payment of separate registration fees.*