

**THIS IS NOT A MEMBERSHIP APPLICATION!**

**2024 COMMISSION AND PREMIUM CERTIFYING LETTER**

**MILLION DOLLAR ROUND TABLE**

325 West Touhy Avenue, Park Ridge, IL 60068 USA

Phone: +1 847.692.6378 Website: mdrt.org



This certifying letter is part of your application and is to be submitted with your membership application on or before March 1, 2024, to avoid paying an additional required fee of USD 200. First-time applicants may apply using **ONLY** the commission or premium methods with certifying letter(s).

**ALL APPLICATIONS ARE SUBJECT TO PRODUCTION VERIFICATION.**

**INSTRUCTIONS**

**APPLICANT INSTRUCTIONS**

Send certifying letter with your contact information completed to the appropriate official of the company that paid the MDRT credit. The official will enter your production, sign the certifying letter, and return it to you. When you receive the signed copy, attach it to your application and forward to MDRT in one complete package. Retain a copy for your records. Applicants for Qualifying (Q) or Qualifying & Life (QL) not using the Attest Method must submit a certifying letter(s).

**COMPANY OFFICIAL INSTRUCTIONS**

Verify the production credits and enter them in the sections to the right. This certifying letter must be signed by the official who can verify the MDRT credit paid to the applicant and should be returned to the applicant. **CREDIT MUST BE REPORTED IN U.S. DOLLARS (USD)**. See the reverse side of this form or visit [www.mdrt.org/productioncredits](http://www.mdrt.org/productioncredits) for eligible credits.

**THIS IS TO CERTIFY THAT**

(Please complete all information requested) **All returned certifying letters must be completed in English.**

MDRT ID Number: \_\_\_\_\_

Applicant's Name \_\_\_\_\_

Agency/Partnership/Corporation Name (if applicable) \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State/Country/Territory \_\_\_\_\_ ZIP/Postal Code \_\_\_\_\_

Country/City Code or Area Code \_\_\_\_\_ Tel # \_\_\_\_\_

E-mail \_\_\_\_\_

**Is entitled to the credits indicated, calculated in accordance with MDRT policies and procedures.**

**QUALIFICATION PERIOD CANNOT BEGIN BEFORE JANUARY 1, 2023, AND CANNOT END BEFORE OCTOBER 31, 2023, OR AFTER DECEMBER 31, 2023.**

**COMPLETED BY COMPANY OFFICIAL**

**All returned certifying letters must be completed in English**

The undersigned affirms the above MDRT credits and policies/cases are true and correct to the best of his/her knowledge and belief, and that this business was in force as of December 31, 2023. Further, it does not include business resulting from the cancellation or surrender of any existing policy, except for that portion of any such MDRT credit which exceeds the MDRT credit of such cancelled or surrendered policy or policies. **(\*Required field)**

\_\_\_\_\_  
\*Print or Type Name of the Company Official

\_\_\_\_\_  
\*Signature of Company Official

\_\_\_\_\_  
\*Title

\_\_\_\_\_  
Country/City Code or Area Code Telephone Ext.

\_\_\_\_\_  
\*Company Name

\_\_\_\_\_  
Country/City Code or Area Code Fax

\_\_\_\_\_  
\*Street Address

\_\_\_\_\_  
\*Email

\_\_\_\_\_  
\*City/State or Prov./ZIP or Postal Code/Country

\_\_\_\_\_  
Date

**MDRT CREDIT**

**MUST BE CONVERTED TO U.S. DOLLARS (USD) rounded to the nearest whole dollar based on the official MDRT conversion factor (divide local currency by the conversion factor).**

(See [www.mdrt.org/membership/MembershipRequirements.asp](http://www.mdrt.org/membership/MembershipRequirements.asp) for conversion factors.)

**RISK-PROTECTION CREDIT**

Life insurance, annuities, disability income, accidental death and dismemberment, long-term care, critical illness and endowments

**OTHER CREDIT**

Health insurance, mutual funds, fees for advice, securities, financial planning fees, wrap accounts/asset management accounts

**COMMISSION CREDIT**

**RISK-PROTECTION COMMISSION**

**USD** \_\_\_\_\_ ⊙ No Decimals

Risk-Protection minimum USD 37,000  
Total premium required USD 74,000

**OTHER COMMISSION**

**USD** \_\_\_\_\_ ⊙ No Decimals

**LIVES**

# of Risk-Protection Policies \_\_\_\_\_

# of Other Policies \_\_\_\_\_

**PREMIUM CREDIT**

**RISK-PROTECTION PREMIUM**

**USD** \_\_\_\_\_ ⊙ No Decimals

Risk-Protection minimum USD 74,000  
Total premium required USD 148,000

**OTHER PREMIUM**

**USD** \_\_\_\_\_ ⊙ No Decimals

# 2024 ELIGIBLE PRODUCTION CREDIT FOR MDRT

RISK-PROTECTION CREDIT	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 CREDIT	Products	Commission/Fee Credit	Premium Credit
	Health Insurance (individual)	100% of first-year commission	100% of first-year premium
	Health Insurance (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 REQUIREMENT – Commission and Premium

2024 MDRT membership will be based on a minimum of USD 74,000 of eligible commissions paid or USD 148,000 of eligible paid premium credited to the agent's account. A minimum of USD 37,000 of commission or USD 74,000 of premium (50 percent of the requirement) must come from products listed in the Risk-Protection Credit category before an applicant can use any credit from policies listed under the Other Credit category. The requirement for applicants outside the United States can be found on page 6.

**Applicants must qualify exclusively with either commission credit OR premium credit; the two types of credit cannot be combined.**

## COURT OF THE TABLE – Commission and Premium

The production requirement to qualify for the 2024 Court of the Table is USD 222,000 of eligible commissions paid or USD 444,000 of eligible paid premium. A minimum of 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 Other Credit category. The requirement for applicants outside the United States can be found on page 6.

## TOP OF THE TABLE – Commission and Premium

The production requirement to qualify for the 2024 Top of the Table is USD 444,000 of eligible commissions paid or USD 888,000 of eligible paid premium. A minimum of 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 Credit category. The requirement for applicants outside the United States can be found on page 6.

Top of the Table members with a minimum of 10 years of prior Top of the Table membership may apply without production under the Top of the Table waiver provision, but must submit required Top of the Table dues.

## POLICY DEFINITION

A policy is defined as an individual contract covering one or more persons. A contract covering an individual should be credited and reported to MDRT as one policy. Similarly, a contract covering a group of people should also be counted as one policy, regardless of the number of people covered under the policy.

## DISABILITY WAIVER

Current Life members who have been declared totally disabled for six consecutive months during 2023 may petition for a waiver of payment of dues for 2024 membership. A disability petition form and doctor's statement must be submitted by March 1, 2024, 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 an MDRT-recognized professional association. Any applicable back dues would need to be satisfied prior to approval under the disability waiver.

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