

# THIS IS NOT A MEMBERSHIP APPLICATION!

## 2021 INCOME CERTIFYING LETTER

### MILLION DOLLAR ROUND TABLE

325 West Touhy Avenue, Park Ridge, IL 60068 USA

Phone: +1 847.692.6378 Website: [mdrt.org](http://mdrt.org)

This certifying letter is part of your application and is to be submitted with your membership application on or before March 1, 2021, 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.**



#### APPLICANT'S INSTRUCTIONS

Send completed certifying letter signed by the applicant.

**First-time applicants must apply using the commission or premium certifying letter(s) and may not use this certifying letter.**

Those applying for Qualifying (Q) or Qualifying & Life (QL) membership (years two through 10) may submit a self-signed certifying letter. CREDIT MUST BE REPORTED IN U.S. DOLLARS (USD). See the reverse side of this form or visit [www.mdr.org/productioncredits](http://www.mdr.org/productioncredits) for eligible credits.

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

#### THIS IS TO CERTIFY THAT

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

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

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

Address \_\_\_\_\_

City \_\_\_\_\_ State/Country \_\_\_\_\_ 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.**

**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.mdr.org/membership/MembershipRequirements.asp](http://www.mdr.org/membership/MembershipRequirements.asp) for conversion factors.)

MDRT CREDIT

#### 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, securities, financial planning fees, fees for advice, wrap accounts/asset management accounts

LIVES

# of Risk-Protection Lives or Cases \_\_\_\_\_

# of Other Lives or Cases \_\_\_\_\_

**\*All three sections below must be completed before submission.**

#### NEW BUSINESS INCOME\*

(RISK-PROTECTION OR OTHER)

USD \_\_\_\_\_ No Decimals

(Minimum required USD 30,500)

#### RISK-PROTECTION INCOME\*

(NEW BUSINESS OR RENEWALS)

USD \_\_\_\_\_ No Decimals

#### YOUR TOTAL INCOME REPORTED\*

USD \_\_\_\_\_ No Decimals

(Minimum required USD 105,000)

**QUALIFICATION PERIOD CANNOT BEGIN BEFORE JANUARY 1, 2020, AND CANNOT END BEFORE OCTOBER 31, 2020, OR AFTER DECEMBER 31, 2020**

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

The undersigned affirms the above MDRT credits and lives/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, 2020. 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) - To be signed only by applicant. No signature required by company official.**

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

\*Print or Type Member Name \_\_\_\_\_

\*Member Signature \_\_\_\_\_

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

Date \_\_\_\_\_

# 2021 ELIGIBLE PRODUCTION CREDIT FOR MDRT

## RISK-PROTECTION

### 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 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)

## OTHER CREDIT

- Health care (individual)
- Health care (group)
- Mutual funds
- Securities
- Wrap accounts/asset management accounts
- Financial planning fees/fees for advice

## PRODUCTION REQUIREMENT - Income

- Qualification under this method is based on a requirement of USD 105,000 in annual gross income from the sale of insurance and financial products and fees.
- A minimum of USD 30,500 must be income from new business (Risk-Protection or Other) generated during the production year.
- 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, would also be eligible for credit.

**The income requirement for applicants outside the United States may be found on page 7.**

## COURT OF THE TABLE REQUIREMENTS

- To qualify for 2021 Court of the Table membership with the income method requires USD 315,000 of annual gross income.
- The applicant must meet the minimums of USD 30,500 in new business (Risk-Protection or Other).
- Applicants must continue to submit proof of production via certifying letter(s) until achieving 10 years of membership at the higher level. They are eligible to declare their eligibility without certifying letters or commission/income documents when applying for the eleventh year of membership at that level.
- Court of the Table dues are required for all applicants, whether or not production documentation is required.

## TOP OF THE TABLE REQUIREMENTS

- To qualify for 2021 Top of the Table membership with the income method requires USD 630,000 of annual gross income.
- The applicant must meet the minimums of USD 30,500 in new business (Risk-Protection or Other).

- Applicants must continue to submit proof of production via certifying letter(s) verifying Top of the Table level for 10 years. Upon their 11th year of qualification, they are eligible to apply without submitting production documentation.

Top of the Table members with a minimum of 10 prior years of 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.

## DISABILITY WAIVER

Current Life members who have been declared totally disabled for six consecutive months during 2020 may petition for a waiver of payment of dues for the 2021 membership. A disability petition form and doctor's statement must be submitted by March 1, 2021, 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.

### \* MDRT ANNUAL MEETING

June 6–9, 2021 | New Orleans, Louisiana, USA

### \* MDRT GLOBAL CONFERENCE

August 29–September 1, 2021 | Marina Bay Sands, Singapore

### \* TOP OF THE TABLE ANNUAL MEETING

October 20–23, 2021 | Amelia Island, Florida, USA

### \* MDRT EDGE

November 8–10, 2021 | Philadelphia, Pennsylvania, USA

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

**\*\* The MDRT EDGE is open to members from the U.S. and Canada and requires payment of a separate registration fee.**

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