

# THIS IS NOT A MEMBERSHIP APPLICATION!

## 2022 COMMISSION AND PREMIUM CERTIFYING LETTER

MILLION DOLLAR ROUND TABLE

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This certifying letter is part of your application and is to be submitted with your membership application on or before March 1, 2022, 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.**

<b>INSTRUCTIONS</b>	<p><b>APPLICANT INSTRUCTIONS</b></p> <p>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 &amp; Life (QL) not using the Attest Method must submit a certifying letter(s).</p> <p><b>COMPANY OFFICIAL INSTRUCTIONS</b></p> <p>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. <b>CREDIT MUST BE REPORTED IN U.S. DOLLARS (USD)</b>. See the reverse side of this form or visit <a href="http://www.mdr.org/productioncredits">www.mdr.org/productioncredits</a> for eligible credits.</p>	<b>MDRT CREDIT</b>	<p><b>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).</b></p> <p><small>(See <a href="http://www.mdr.org/membership/MembershipRequirements.asp">www.mdr.org/membership/MembershipRequirements.asp</a> for conversion factors.)</small></p> <p><b>RISK-PROTECTION CREDIT</b> Life insurance, annuities, disability income, accidental death and dismemberment, long-term care, critical illness and endowments</p> <p><b>OTHER CREDIT</b> Health insurance, mutual funds, fees for advice, securities, financial planning fees, wrap accounts/asset management accounts</p>
	<p>(Please complete all information requested) <b>All returned certifying letters must be completed in English.</b></p> <p>MDRT ID Number: _____</p> <p>Applicant's Name _____</p> <p>Agency/Partnership/Corporation Name (if applicable) _____</p> <p>Address _____</p> <p>City _____ State/Country _____ ZIP/Postal Code _____</p> <p>Country/City Code or Area Code _____ Tel # _____</p> <p>E-mail _____</p> <p><b>Is entitled to the credits indicated, calculated in accordance with MDRT policies and procedures.</b></p> <p><b>QUALIFICATION PERIOD CANNOT BEGIN BEFORE JANUARY 1, 2021, AND CANNOT END BEFORE OCTOBER 31, 2021, OR AFTER DECEMBER 31, 2021.</b></p>		<p style="writing-mode: vertical-rl; transform: rotate(180deg);"><b>COMMISSION CREDIT</b></p> <p><b>RISK-PROTECTION COMMISSION</b> USD _____ <small>⊗ No Decimals</small></p> <p><b>OTHER COMMISSION</b> USD _____ <small>⊗ No Decimals</small></p> <p style="writing-mode: vertical-rl; transform: rotate(180deg);"><b>LIVES</b></p> <p># of Risk-Protection Policies or Cases _____</p> <p># of Other Policies or Cases _____</p> <p style="writing-mode: vertical-rl; transform: rotate(180deg);"><b>PREMIUM CREDIT</b></p> <p><b>RISK-PROTECTION PREMIUM</b> USD _____ <small>⊗ No Decimals</small></p> <p><b>OTHER PREMIUM</b> USD _____ <small>⊗ No Decimals</small></p>
<b>COMPLETED BY COMPANY OFFICIAL</b>	<p style="text-align: center;"><b>All returned certifying letters must be completed in English</b></p> <p>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, 2021 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. <b>(*Required field)</b></p>		
	<p>_____</p> <p>*Print or Type Name of the Company Official</p> <p>_____</p> <p>*Title</p> <p>_____</p> <p>*Company Name</p> <p>_____</p> <p>*Street Address</p> <p>_____</p> <p>*City/State or Prov./ZIP or Postal Code/Country</p>	<p>_____</p> <p>*Signature of Company Official</p> <p>_____</p> <p>Country/City Code or Area Code Telephone Ext.</p> <p>_____</p> <p>Country/City Code or Area Code Fax</p> <p>_____</p> <p>*Email</p> <p>_____</p> <p>Date</p>	

## 2022 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	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 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	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

2022 MDRT membership will be based on a minimum of USD 66,000 of eligible commissions paid or USD 132,000 of eligible paid premium credited to the agent's account. 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 2022 Court of the Table is USD 198,000 of eligible commissions paid or USD 396,000 of eligible paid premium. 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 2022 Top of the Table is USD 396,000 of eligible commissions paid or USD 792,000 of eligible paid premium. 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.

### DISABILITY WAIVER

Current Life members who have been declared totally disabled for six consecutive months during 2021 may petition for a waiver of payment of dues for 2022 membership. A disability petition form and doctor's statement must be submitted by March 1, 2022, 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 26-29, 2022 | Boston, Massachusetts, USA

#### \* MDRT GLOBAL CONFERENCE

August 28-31, 2022 | Sydney, Australia

#### \* TOP OF THE TABLE ANNUAL MEETING

October 19-22, 2022 | Santa Barbara, California, USA

#### \* MDRT EDGE

TBA

**\* 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/)**