



The Premier Association of
Financial Professionals®

Brasil

Metas 2013 MDRT Com Produção base de

Segue abaixo as metas mensais em reais, Brasil, para mantê-lo no caminho certo para a Tabela 2013 de Million Dollar Round Table, Mesa da Corte e Mesa dos Top Produtores. Acompanhe seu progresso rumo à associação 2013 durante a produção anual de 2012.

Mês	MDRT Comissão	Mesa da Corte Comissão	Produtores Top Comissão	Minha Comissão	MDRT Prêmio	Mesa da Corte Prêmio	Produtores Top Prêmio	Meu Prêmio	MDRT Provento ou Renda	Mesa da Corte Provento ou Renda	Produtores Top Provento ou Renda	Meu Provento ou Renda
Janeiro	9,000	27,000	54,000		27,000	81,000	162,000		15,400	46,200	92,400	
Fevereiro	18,000	54,000	108,000		54,000	162,000	324,000		30,800	92,400	184,800	
Março	27,000	81,000	162,000		81,000	243,000	486,000		46,200	138,600	277,200	
Abril	36,000	108,000	216,000		108,000	324,000	648,000		61,600	184,800	369,600	
Mai	45,000	135,000	270,000		135,000	405,000	810,000		77,000	231,000	462,000	
Junho	54,000	162,000	324,000		162,000	486,000	972,000		92,400	277,200	554,400	
Julho	63,000	189,000	378,000		189,000	567,000	1,134,000		107,800	323,400	646,800	
Agosto	72,000	216,000	432,000		216,000	648,000	1,296,000		123,200	369,600	739,200	
Setembro	81,000	243,000	486,000		243,000	729,000	1,458,000		138,600	415,800	831,600	
Outubro	90,000	270,000	540,000		270,000	810,000	1,620,000		154,000	462,000	924,000	
Novembro	99,000	297,000	594,000		297,000	891,000	1,782,000		169,400	508,200	1,016,400	
Dezembro	108,000	324,000	648,000		324,000	972,000	1,944,000		184,800	554,400	1,108,800	



MDRT

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2013 Million Dollar Round Table

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

PRODUCTION CREDIT

UNLIMITED 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	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 endowment rider	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

LIMITED CREDIT

Products

	<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	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 REQUIREMENTS

1. Production Methods

Membership in the 2013 Round Table will be based on the following production methods:

• Commission/Fee Method

A minimum of BRL 108,000 of eligible commissions paid is required. Of this total, a minimum of BRL 54,000 of paid commissions (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

• Premium Method

A minimum of BRL 324,000 of eligible paid premium is required. Of this total, a minimum of BRL 162,000 of premium (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

• Income Qualification Method

A minimum of BRL 184,800 in annual gross income from the sale of insurance and financial products is required. A minimum of BRL 54,000 must be income from new business generated during the production year. Further, a minimum of BRL 54,000 must be derived from income associated with risk-protection products (products eligible for Unlimited Credit under the commission or premium methods). 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 BRL 324,000 of eligible commissions paid or BRL 972,000 of eligible paid premium is required. At least BRL 54,000 of commission or BRL 162,000 of premium (50 percent of the entry-level MDRT requirement) must come from products listed in the Unlimited Credit category before an applicant can use any credit from policies listed under the Limited Credit category.

• Income Method

A minimum of BRL 554,400 of eligible annual gross income is required. The applicant must meet the minimums of BRL 54,000 in new business and BRL 54,000 in risk-protection business.

3. Top of the Table

• Commission & Premium Method

A minimum of BRL 648,000 of eligible commissions paid or BRL 1,944,000 of eligible paid premium. At least BRL 54,000 of commission or BRL 162,000 of premium (50 percent of the entry-level MDRT requirement) must come from products listed in the Unlimited Credit category before an applicant can use any credit from policies listed under the Limited Credit category.

• Income Method

A minimum of BRL 1,108,800 of eligible annual gross income is required. The applicant must meet the minimums of BRL 54,000 in new business and BRL 54,000 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

10-13 June 2012
Anaheim, California, USA

9-12 June 2013

Philadelphia, Pennsylvania, USA

*Top of the Table Annual Meeting

10-13 October 2012
Amelia Island, Florida, USA

**Attendance at the MDRT Annual Meeting and Top of the Table Annual Meeting is open to approved members of the 2012 Table and requires payment of separate registration fees.*

*MDRT Experience

21-23 February 2013
Hyderabad, India

**The MDRT Experience meeting is open to MDRT members and nonmembers.*