



The Premier Association of  
Financial Professionals ©

Ελλάδα

## Στόχοι MDRPT 2012 Βάσει της παραγωγής του 2011

Ακολουθούν οι μηνιαίοι στόχοι σε Ευρώ για να συμβαδίσετε με το Million Dollar Round Table, Court of the Table και το Top of the Table του 2012. Δείτε την πρόσοδό σας σχετικά με τα μέλη του 2012 κατά τη διάρκεια του έτους παραγωγής 2011.

Μήνας	Προμήθεια MDRT	Προμήθεια Court of the Table	Προμήθεια Top of the Table	Η Προμηθειά μου	Ασφάλιστρα MDRT	Ασφάλιστρα Court of the Table	Ασφάλιστρα Top of the Table	Τα ασφάλιστρά μου	Εισόδημα MDRT	Εισόδημα Court of the Table	Εισόδημα Top of the Table	Το εισόδημά μου
Ιανουάριος	4.308	12.925	25.850		8.617	25.850	51.700		7.375	22.125	44.250	
Φεβρουάριος	8.617	25.850	51.700		17.233	51.700	103.400		14.750	44.250	88.500	
Μάρτιος	12.925	38.775	77.550		25.850	77.550	155.100		22.125	66.375	132.750	
Απρίλιος	17.233	51.700	103.400		34.467	103.400	206.800		29.500	88.500	177.000	
Μάιος	21.542	64.625	129.250		43.083	129.250	258.500		36.875	110.625	221.250	
Ιούνιος	25.850	77.550	155.100		51.700	155.100	310.200		44.250	132.750	265.500	
Ιούλιος	30.158	90.475	180.950		60.317	180.950	361.900		51.625	154.875	309.750	
Αύγουστος	34.467	103.400	206.800		68.933	206.800	413.600		59.000	177.000	354.000	
Σεπτέμβριος	38.775	116.325	232.650		77.550	232.650	465.300		66.375	199.125	398.250	
Οκτώβριος	43.083	129.250	258.500		86.167	258.500	517.000		73.750	221.250	442.500	
Νοέμβριος	47.392	142.175	284.350		94.783	284.350	568.700		81.125	243.375	486.750	
Δεκέμβριος	51.700	155.100	310.200		103.400	310.200	620.400		88.500	265.500	531.000	



**MDRT**  
The Premier Association of  
Financial Professionals®

## 2013 Million Dollar Round Table

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

### PRODUCTION CREDIT

#### UNLIMITED CREDIT/RISK-PROTECTION PRODUCTS

##### 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 endowment rider  
Long-term care (individual)

**Commission/Fee Credit**  
100% of first year commission  
100% of first year commission  
100% of first year commission  
100% of first year commission  
100% of first year commission  
100% of commission paid  
100% of first year commission  
100% of first year commission  
100% of first year commission  
100% of first year commission

**Premium Credit**  
100% of first year premium  
100% of first year premium  
100% of first year premium  
100% of first year premium  
100% of first year premium  
6% of excess premium  
6% of first year premium  
6% of first year premium  
6% of first year premium  
6% of first year premium  
100% of first year premium

Accidental death and dismemberment (group)  
Critical illness (group)  
Disability income contracts (group)  
Life (group)  
Long-term care (group)

100% of first year commission  
100% of first year commission  
100% of first year commission  
100% of first year commission  
100% of first year commission

10% of first year premium  
10% of first year premium  
10% of first year premium  
10% of first year premium  
10% of first year premium

Annuities (individual and group)  
Single premium and/or short-term endowment (max 15 yrs.)

100% of all commissions  
100% of first year commission

6% of new money invested  
6% of first year premium

#### LIMITED CREDIT

##### Products

Health care (individual)  
Health care (group)  
Mutual funds  
Securities  
Wrap accounts/asset management accounts  
Financial Planning Fees/Fees for Advice

**Commission/Fee Credit**  
100% of first year commission  
100% of first year commission  
100% of all commissions  
100% of commission on new money invested  
100% of all commissions  
100% of the net fee

**Premium Credit**  
100% of first year premium  
10% of first year premium  
6% of new money invested  
6% of new money invested  
6% of new money invested  
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 EUR 51,700 of eligible commissions paid is required. Of this total, a minimum of EUR 25,850 of paid commissions (50 percent of the requirement) must come from products listed in the Unlimited Credit category.
- **Premium Method**  
A minimum of EUR 103,400 of eligible paid premium is required. Of this total, a minimum of EUR 51,700 of premium (50 percent of the requirement) must come from products listed in the Unlimited Credit category.
- **Income Qualification Method**  
A minimum of EUR 88,500 in annual gross income from the sale of insurance and financial products is required. A minimum of EUR 25,850 must be income from new business generated during the production year. Further, a minimum of EUR 25,850 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 EUR 155,100 of eligible commissions paid or EUR 310,200 of eligible paid premium is required. At least EUR 25,850 of commission or EUR 51,700 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 EUR 265,500 of eligible annual gross income is required. The applicant must meet the minimums of EUR 25,850 in new business and EUR 25,850 in risk-protection business.

##### 3. Top of the Table

- **Commission & Premium Method**  
A minimum of EUR 310,200 of eligible commissions paid or EUR 620,400 of eligible paid premium. At least EUR 25,850 of commission or EUR 51,700 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 EUR 531,000 of eligible annual gross income is required. The applicant must meet the minimums of EUR 25,850 in new business and EUR 25,850 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.*