



The Premier Association of
Financial Professionals®

MDRT

Indonesia

Sasaran-Sasaran MDRT 2013 Berdasarkan Produksi tahun 2012

Berikut ini adalah sasaran-sasaran bulanan dalam Rupiah agar anda tetap terpusat untuk Million Dollar Round Table 2013, Court of the Table dan Top of the Table. Ikuti kemajuan anda kearah keanggotaan 2013 selama tahun produksi 2012

Bulan	Komisi MDRT	Komisi Court of the Table	Komisi Top of the Table	Komisi Saya	Premi MDRT	Premi Court of the Table	Premi Top of the Table	Premi saya	Pendapatan MDRT	Pendapatan Court of the Table	Pendapatan Top of the Table	Pendapatan saya
Januari	22.152.750	66.458.250	132.916.500		44.305.500	132.916.500	265.833.000		37.905.817	113.717.450	227.434.900	
Februari	44.305.500	132.916.500	265.833.000		88.611.000	265.833.000	531.666.000		75.811.633	227.434.900	454.869.800	
Maret	66.458.250	199.374.750	398.749.500		132.916.500	398.749.500	797.499.000		113.717.450	341.152.350	682.304.700	
April	88.611.000	265.833.000	531.666.000		177.222.000	531.666.000	1.063.332.000		151.623.267	454.869.800	909.739.600	
Mei	110.763.750	332.291.250	664.582.500		221.527.500	664.582.500	1.329.165.000		189.529.083	568.587.250	1.137.174.500	
Juni	132.916.500	398.749.500	797.499.000		265.833.000	797.499.000	1.594.998.000		227.434.900	682.304.700	1.364.609.400	
Juli	155.069.250	465.207.750	930.415.500		310.138.500	930.415.500	1.860.831.000		265.340.717	796.022.150	1.592.044.300	
Agustus	177.222.000	531.666.000	1.063.332.000		354.444.000	1.063.332.000	2.126.664.000		303.246.533	909.739.600	1.819.479.200	
September	199.374.750	598.124.250	1.196.248.500		398.749.500	1.196.248.500	2.392.497.000		341.152.350	1.023.457.050	2.046.914.100	
Oktober	221.527.500	664.582.500	1.329.165.000		443.055.000	1.329.165.000	2.658.330.000		379.058.167	1.137.174.500	2.274.349.000	
November	243.680.250	731.040.750	1.462.081.500		487.360.500	1.462.081.500	2.924.163.000		416.963.983	1.250.891.950	2.501.783.900	
Desember	265.833.000	797.499.000	1.594.998.000		531.666.000	1.594.998.000	3.189.996.000		454.869.800	1.364.609.400	2.729.218.800	



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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

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)

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.)

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 commission paid

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 first year commission

100% of first year commission

100% of first year commission

100% of all commissions

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

6% of excess premium

6% of first year premium

6% of first year premium

6% of first year premium

100% of first year premium

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

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 IDR 265,833,000 of eligible commissions paid is required. Of this total, a minimum of IDR 132,916,500 of paid commissions (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

• Premium Method

A minimum of IDR 531,666,000 of eligible paid premium is required. Of this total, a minimum of IDR 265,833,000 of premium (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

• Income Qualification Method

A minimum of IDR 454,869,800 in annual gross income from the sale of insurance and financial products is required. A minimum of IDR 132,916,500 must be income from new business generated during the production year. Further, a minimum of IDR 132,916,500 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 IDR 797,499,000 of eligible commissions paid or IDR 1,594,998,000 of eligible paid premium is required. At least IDR 132,916,500 of commission or IDR 265,833,000 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 IDR 1,364,609,400 of eligible annual gross income is required. The applicant must meet the minimums of IDR 132,916,500 in new business and IDR 132,916,500 in risk-protection business.

3. Top of the Table

• Commission & Premium Method

A minimum of IDR 1,594,998,000 of eligible commissions paid or IDR 3,189,996,000 of eligible paid premium. At least IDR 132,916,500 of commission or IDR 265,833,000 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 IDR 2,729,218,800 of eligible annual gross income is required. The applicant must meet the minimums of IDR 132,916,500 in new business and IDR 132,916,500 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.*