



The Premier Association of
Financial Professionals®

Israel

2013 MDRT Goals Based on 2012 Production

Following are monthly goals in Israeli new shekels to keep you on track for the 2013 Million Dollar Round Table, Court of the Table and Top of the Table. Track your progress toward 2013 membership during the 2012 production year.

Month	MDRT Commission	Court of the Table Commission	Top of the Table Commission	My Commission	MDRT Premium	Court of the Table Premium	Top of the Table Premium	My Premium	MDRT Income	Court of the Table Income	Top of the Table Income	My Income
January	24,000	72,000	144,000		48,000	144,000	288,000		41,067	123,200	246,400	
February	48,000	144,000	288,000		96,000	288,000	576,000		82,133	246,400	492,800	
March	72,000	216,000	432,000		144,000	432,000	864,000		123,200	369,600	739,200	
April	96,000	288,000	576,000		192,000	576,000	1,152,000		164,267	492,800	985,600	
May	120,000	360,000	720,000		240,000	720,000	1,440,000		205,333	616,000	1,232,000	
June	144,000	432,000	864,000		288,000	864,000	1,728,000		246,400	739,200	1,478,400	
July	168,000	504,000	1,008,000		336,000	1,008,000	2,016,000		287,467	862,400	1,724,800	
August	192,000	576,000	1,152,000		384,000	1,152,000	2,304,000		328,533	985,600	1,971,200	
September	216,000	648,000	1,296,000		432,000	1,296,000	2,592,000		369,600	1,108,800	2,217,600	
October	240,000	720,000	1,440,000		480,000	1,440,000	2,880,000		410,667	1,232,000	2,464,000	
November	264,000	792,000	1,584,000		528,000	1,584,000	3,168,000		451,733	1,355,200	2,710,400	
December	288,000	864,000	1,728,000		576,000	1,728,000	3,456,000		492,800	1,478,400	2,956,800	



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

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 ILS 288,000 of eligible commissions paid is required. Of this total, a minimum of ILS 144,000 of paid commissions (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

• Premium Method

A minimum of ILS 576,000 of eligible paid premium is required. Of this total, a minimum of ILS 288,000 of premium (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

• Income Qualification Method

A minimum of ILS 492,800 in annual gross income from the sale of insurance and financial products is required. A minimum of ILS 144,000 must be income from new business generated during the production year. Further, a minimum of ILS 144,000 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 ILS 864,000 of eligible commissions paid or ILS 1,728,000 of eligible paid premium is required. At least ILS 144,000 of commission or ILS 288,000 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 ILS 1,478,400 of eligible annual gross income is required. The applicant must meet the minimums of ILS 144,000 in new business and ILS 144,000 in risk-protection business.

3. Top of the Table

• Commission & Premium Method

A minimum of ILS 1,728,000 of eligible commissions paid or ILS 3,456,000 of eligible paid premium. At least ILS 144,000 of commission or ILS 288,000 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 ILS 2,956,800 of eligible annual gross income is required. The applicant must meet the minimums of ILS 144,000 in new business and ILS 144,000 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.*