

# Obiettivi MDRT per il 2013 sulla base della produzione 2012

Qui di seguito vi sono gli obiettivi mensili in euro per raggiungere i livelli Million Dollar Round Table, Court of the Table e Top of the Table per il 2013. Tieni traccia del tuo progresso durante l'anno di produzione 2012 per l'iscrizione 2013.

Mese	Commissione MDRT	Commissione Court of the Table	Commissione Top of the Table	La mia Commissione	Premio MDRT	Premio Court of the Table	Premio Top of the Table	Il mio premio	Reddito MDRT	Reddito Court of the Table	Reddito Top of the Table	Il mio reddito
Gennaio	5.992	17.975	35.950		11.983	35.950	71.900		10.250	30.750	61.500	
Febbraio	11.983	35.950	71.900		23.967	71.900	143.800		20.500	61.500	123.000	
Marzo	17.975	53.925	107.850		35.950	107.850	215.700		30.750	92.250	184.500	
Aprile	23.967	71.900	143.800		47.933	143.800	287.600		41.000	123.000	246.000	
Maggio	29.958	89.875	179.750		59.917	179.750	359.500		51.250	153.750	307.500	
Giugno	35.950	107.850	215.700		71.900	215.700	431.400		61.500	184.500	369.000	
Luglio	41.942	125.825	251.650		83.883	251.650	503.300		71.750	215.250	430.500	
Agosto	47.933	143.800	287.600		95.867	287.600	575.200		82.000	246.000	492.000	
Settembre	53.925	161.775	323.550		107.850	323.550	647.100		92.250	276.750	553.500	
Ottobre	59.917	179.750	359.500		119.833	359.500	719.000		102.500	307.500	615.000	
Novembre	65.908	197.725	395.450		131.817	395.450	790.900		112.750	338.250	676.500	
Dicembre	71.900	215.700	431.400		143.800	431.400	862.800		123.000	369.000	738.000	



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

## 2013 Million Dollar Round Table

(Abridged version. For more detailed information on membership requirements, go to [www.mdrt.org](http://www.mdrt.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 EUR 71,900 of eligible commissions paid is required. Of this total, a minimum of EUR 35,950 of paid commissions (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

###### • Premium Method

A minimum of EUR 143,800 of eligible paid premium is required. Of this total, a minimum of EUR 71,900 of premium (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

###### • Income Qualification Method

A minimum of EUR 123,000 in annual gross income from the sale of insurance and financial products is required. A minimum of EUR 35,950 must be income from new business generated during the production year. Further, a minimum of EUR 35,950 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 215,700 of eligible commissions paid or EUR 431,400 of eligible paid premium is required. At least EUR 35,950 of commission or EUR 71,900 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 369,000 of eligible annual gross income is required. The applicant must meet the minimums of EUR 35,950 in new business and EUR 35,950 in risk-protection business.

##### 3. Top of the Table

###### • Commission & Premium Method

A minimum of EUR 431,400 of eligible commissions paid or EUR 862,800 of eligible paid premium. At least EUR 35,950 of commission or EUR 71,900 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 738,000 of eligible annual gross income is required. The applicant must meet the minimums of EUR 35,950 in new business and EUR 35,950 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.