



The Premier Association of
Financial Professionals®

Philippines

2013 MDRT Goals Based on 2012 Production

Following are monthly goals in Philippine pesos 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	96,000	288,000	576,000		192,000	576,000	1,152,000		164,267	492,800	985,600	
February	192,000	576,000	1,152,000		384,000	1,152,000	2,304,000		328,533	985,600	1,971,200	
March	288,000	864,000	1,728,000		576,000	1,728,000	3,456,000		492,800	1,478,400	2,956,800	
April	384,000	1,152,000	2,304,000		768,000	2,304,000	4,608,000		657,067	1,971,200	3,942,400	
May	480,000	1,440,000	2,880,000		960,000	2,880,000	5,760,000		821,333	2,464,000	4,928,000	
June	576,000	1,728,000	3,456,000		1,152,000	3,456,000	6,912,000		985,600	2,956,800	5,913,600	
July	672,000	2,016,000	4,032,000		1,344,000	4,032,000	8,064,000		1,149,867	3,449,600	6,899,200	
August	768,000	2,304,000	4,608,000		1,536,000	4,608,000	9,216,000		1,314,133	3,942,400	7,884,800	
September	864,000	2,592,000	5,184,000		1,728,000	5,184,000	10,368,000		1,478,400	4,435,200	8,870,400	
October	960,000	2,880,000	5,760,000		1,920,000	5,760,000	11,520,000		1,642,667	4,928,000	9,856,000	
November	1,056,000	3,168,000	6,336,000		2,112,000	6,336,000	12,672,000		1,806,933	5,420,800	10,841,600	
December	1,152,000	3,456,000	6,912,000		2,304,000	6,912,000	13,824,000		1,971,200	5,913,600	11,827,200	



MDRT

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2013 Million Dollar Round Table

(Abridged version. For more detailed information on membership requirements, go to www.mdrt.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 PHP 1,152,000 of eligible commissions paid is required. Of this total, a minimum of PHP 576,000 of paid commissions (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

• Premium Method

A minimum of PHP 2,304,000 of eligible paid premium is required. Of this total, a minimum of PHP 1,152,000 of premium (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

• Income Qualification Method

A minimum of PHP 1,971,200 in annual gross income from the sale of insurance and financial products is required. A minimum of PHP 576,000 must be income from new business generated during the production year. Further, a minimum of PHP 576,000 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 PHP 3,456,000 of eligible commissions paid or PHP 6,912,000 of eligible paid premium is required. At least PHP 576,000 of commission or PHP 1,152,000 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 PHP 5,913,600 of eligible annual gross income is required. The applicant must meet the minimums of PHP 576,000 in new business and PHP 576,000 in risk-protection business.

3. Top of the Table

• Commission & Premium Method

A minimum of PHP 6,912,000 of eligible commissions paid or PHP 13,824,000 of eligible paid premium. At least PHP 576,000 of commission or PHP 1,152,000 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 PHP 11,827,200 of eligible annual gross income is required. The applicant must meet the minimums of PHP 576,000 in new business and PHP 576,000 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.*