



The Premier Association of
Financial Professionals®

Turkey

2013 MDRT Goals Based on 2012 Production

Following are monthly goals in Turkish new lira 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	5,108	15,325	30,650		10,217	30,650	61,300		8,742	26,225	52,450	
February	10,217	30,650	61,300		20,433	61,300	122,600		17,483	52,450	104,900	
March	15,325	45,975	91,950		30,650	91,950	183,900		26,225	78,675	157,350	
April	20,433	61,300	122,600		40,867	122,600	245,200		34,967	104,900	209,800	
May	25,542	76,625	153,250		51,083	153,250	306,500		43,708	131,125	262,250	
June	30,650	91,950	183,900		61,300	183,900	367,800		52,450	157,350	314,700	
July	35,758	107,275	214,550		71,517	214,550	429,100		61,192	183,575	367,150	
August	40,867	122,600	245,200		81,733	245,200	490,400		69,933	209,800	419,600	
September	45,975	137,925	275,850		91,950	275,850	551,700		78,675	236,025	472,050	
October	51,083	153,250	306,500		102,167	306,500	613,000		87,417	262,250	524,500	
November	56,192	168,575	337,150		112,383	337,150	674,300		96,158	288,475	576,950	
December	61,300	183,900	367,800		122,600	367,800	735,600		104,900	314,700	629,400	



MDRT

The Premier Association of
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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 TRY 61,300 of eligible commissions paid is required. Of this total, a minimum of TRY 30,650 of paid commissions (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

• Premium Method

A minimum of TRY 122,600 of eligible paid premium is required. Of this total, a minimum of TRY 61,300 of premium (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

• Income Qualification Method

A minimum of TRY 104,900 in annual gross income from the sale of insurance and financial products is required. A minimum of TRY 30,650 must be income from new business generated during the production year. Further, a minimum of TRY 30,650 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 TRY 183,900 of eligible commissions paid or TRY 367,800 of eligible paid premium is required. At least TRY 30,650 of commission or TRY 61,300 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 TRY 314,700 of eligible annual gross income is required. The applicant must meet the minimums of TRY 30,650 in new business and TRY 30,650 in risk-protection business.

3. Top of the Table

• Commission & Premium Method

A minimum of TRY 367,800 of eligible commissions paid or TRY 735,600 of eligible paid premium. At least TRY 30,650 of commission or TRY 61,300 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 TRY 629,400 of eligible annual gross income is required. The applicant must meet the minimums of TRY 30,650 in new business and TRY 30,650 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.*