



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

Australia

## 2020 MDRT Goals Based on 2019 Production

Following are monthly goals in Australian dollars to keep you on track for the 2020 Million Dollar Round Table, Court of the Table and Top of the Table. Track your progress toward 2020 membership during the 2019 production year.

Month	COMMISSION			PREMIUM			INCOME		
	MDRT	Court of the Table	Top of the Table	MDRT	Court of the Table	Top of the Table	MDRT	Court of the Table	Top of the Table
January	11,783	35,350	70,700	23,567	70,700	141,400	20,408	61,225	122,450
February	23,567	70,700	141,400	47,133	141,400	282,800	40,817	122,450	244,900
March	35,350	106,050	212,100	70,700	212,100	424,200	61,225	183,675	367,350
April	47,133	141,400	282,800	94,267	282,800	565,600	81,633	244,900	489,800
May	58,917	176,750	353,500	117,833	353,500	707,000	102,042	306,125	612,250
June	70,700	212,100	424,200	141,400	424,200	848,400	122,450	367,350	734,700
July	82,483	247,450	494,900	164,967	494,900	989,800	142,858	428,575	857,150
August	94,267	282,800	565,600	188,533	565,600	1,131,200	163,267	489,800	979,600
September	106,050	318,150	636,300	212,100	636,300	1,272,600	183,675	551,025	1,102,050
October	117,833	353,500	707,000	235,667	707,000	1,414,000	204,083	612,250	1,224,500
November	129,617	388,850	777,700	259,233	777,700	1,555,400	224,492	673,475	1,346,950
December	<b>141,400</b>	<b>424,200</b>	<b>848,400</b>	<b>282,800</b>	<b>848,400</b>	<b>1,696,800</b>	<b>244,900</b>	<b>734,700</b>	<b>1,469,400</b>



## 2020 Million Dollar Round Table

(Abridged version. For more detailed information on membership requirements, go to [www.mdrt.org](http://www.mdrt.org).)

### PRODUCTION 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/top up	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 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

#### OTHER PRODUCTS

##### 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/fee	6% of new money invested
Securities	100% of commission/fee on new money invested	6% of new money invested
Wrap accounts/asset management accounts	100% of all commissions/fee	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 2020 Round Table will be based on the following production methods:

###### • Commission/Fee Method

A minimum of USD 97,000 of eligible commissions paid is required. Of this total, a minimum of USD 48,500 of paid commissions (50 percent of the requirement) must come from products listed in the Risk-Protection category.

###### • Premium Method

A minimum of USD 194,000 of eligible paid premium is required. Of this total, a minimum of USD 97,000 of premium (50 percent of the requirement) must come from products listed in the Risk-Protection category.

###### • Income Qualification Method

A minimum of USD 168,000 in annual gross income from the sale of insurance and financial products is required. A minimum of USD 48,500 must be income from new business generated during the production year. Further, a minimum of USD 48,500 must be derived from income associated with products in the Risk-Protection category. 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 USD 291,000 of eligible commissions paid or USD 582,000 of eligible paid premium is required. At least USD 48,500 of commission or USD 97,000 of premium (50 percent of the entry-level MDRT requirement) must come from products listed in the Risk-Protection category before an applicant can use any credit from policies listed under the Other Products category.

###### • Income Method

A minimum of USD 504,000 of eligible annual gross income is required. The applicant must meet the minimums of USD 48,500 in new business and USD 48,500 in risk-protection business.

##### 3. Top of the Table

###### • Commission & Premium Method

A minimum of USD 582,000 of eligible commissions paid or USD 1,164,000 of eligible paid premium. At least USD 48,500 of commission or USD 97,000 of premium (50 percent of the entry-level MDRT requirement) must come from products listed in the Risk-Protection category before an applicant can use any credit from policies listed under the Other Products category.

###### • Income Method

A minimum of USD 1,008,000 of eligible annual gross income is required. The applicant must meet the minimums of USD 48,500 in new business and USD 48,500 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

June 9-12, 2019  
Miami Beach, Florida, USA

June 2020  
TBD, USA

##### \*Top of the Table Annual Meeting

September 25-28, 2019  
Austin, Texas, USA

##### \*MDRT Global Conference

September 1-4, 2019  
Sydney, Australia

*\*Attendance at the MDRT Annual Meeting, MDRT Global Conference and Top of the Table Annual Meeting is open to approved members of the 2019 Table and requires payment of separate registration fees.*