



MDRT

The Premier Association of
Financial Professionals[®]

**Membership Information
for the
2018 Million Dollar Round Table**

Based on 2017 production

Million Dollar Round Table

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PLEASE NOTE

Please note the following changes to previous versions of this document. Please discard any copies of this document that do not have the date of 8/1/2017 at the foot of each page.

- The 2018 membership dues have been determined. See pages 6 and 7.

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Apply for 2018 membership online at <https://My.mdrt.org/OnlineMembershipApplication.aspx>.

MEMBERSHIP INFORMATION FOR THE 2018 MILLION DOLLAR ROUND TABLE

I. PRODUCTION REQUIREMENTS

1. Production Methods

Membership in the 2018 Round Table will be based on the following production methods: (See page 4 for products)

- **Commission/Fee Method**
A minimum of USD 95,000 of eligible commissions paid is required. Of this total, a minimum of USD 47,500 of paid commissions (50 percent of the requirement) must come from products listed in the Unlimited Credit category.
- **Premium Method**
A minimum of USD 190,000 of eligible paid premium is required. Of this total, a minimum of USD 95,000 of premium (50 percent of the requirement) must come from products listed in the Unlimited Credit category.
- **Income Qualification Method**
A minimum of USD 164,000 in annual gross income from the sale of insurance and financial products is required. A minimum of USD 47,500 must be income from new business generated during the production year. Further, a minimum of USD 47,500 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 USD 285,000 of eligible commissions paid or USD 570,000 of eligible paid premium is required. At least USD 47,500 of commission or USD 95,000 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 USD 492,000 of eligible annual gross income is required. The applicant must meet the minimums of USD 47,500 in new business and USD 47,500 in risk-protection business.

3. Top of the Table

- **Commission & Premium Method**
A minimum of USD 570,000 of eligible commissions paid or USD 1,140,000 of eligible paid premium. At least USD 47,500 of commission or USD 95,000 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 USD 984,000 of eligible annual gross income is required. The applicant must meet the minimums of USD 47,500 in new business and USD 47,500 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.

Please note: Applicants may not combine production credit from the methods above to attain the minimum requirement. Applicants will be approved only under one method.

The 2018 production requirements for applicants outside the United States are expressed in local currency. All commission, premium or income credit reported must be converted to U.S. dollars using the MDRT conversion factor listed at the end of this document.

4. Eligible Products and Credit

UNLIMITED CREDIT/RISK-PROTECTION PRODUCTS

Products from life insurance companies	Commission/Fee Credit	Premium Credit
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

LIMITED CREDIT

Products	Commission/Fee Credit	Premium Credit
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

II. ELIGIBILITY

1. Qualification Overview

- First-time applicants for MDRT must use either the commission or premium methods to demonstrate qualification for membership. (See chart on page 5.)
- Any individual with prior MDRT membership is eligible to apply using the income qualification method.

2. MDRT Status Designations

Each MDRT status designation is granted for **one year only**. All members **must apply every year** to continue their affiliation with MDRT.

• **Qualifying Member**

An individual who is a first-time applicant becomes a Qualifying (Q) member when his/her application papers are approved. Until the 10th year of membership is attained, the member will be a Qualifying member.

• **Qualifying And Life Member**

An individual becomes a Qualifying and Life (QL) member when approved for the 10th year of membership. The year or years during which Provisional Applicant status was/were held are counted. Qualifying and Life status is maintained in future years by submitting an application each year, including certifying letter(s) demonstrating qualifying production or by attesting to having met current minimum production levels, and by paying the required dues.

• **Life Member**

After Qualifying and Life membership has been attained, Applicants for Life status will declare that they did not meet the production requirement, but still wish to continue their MDRT membership. Life members **must annually submit an application and pay dues**.

Member Type	COMMISSION						Member Type	PREMIUM					
	MDRT		COT		TOT			MDRT		COT		TOT	
	Unlimited	Total	Unlimited	Total	Unlimited	Total		Unlimited	Total	Unlimited	Total	Unlimited	Total
Production	\$47,500	\$95,000	\$47,500	\$285,000	\$47,500	\$570,000	Production	\$95,000	\$190,000	\$95,000	\$570,000	\$95,000	\$1,140,000
1st-Time Member	Required		Required		Required		1st-Time Member	Required		Required		Required	
Certifying letters Signed by	Company		Company		Company		Certifying letters Signed by	Company		Company		Company	
2 - 10 Year Member	Required		Required		Required		2 - 10 Year Member	Required		Required		Required	
Certifying letters Signed by	Company		Company		Company		Certifying letters Signed by	Company		Company		Company	
11+ Year Member	Not Required		Required if less than 10 COT		Required if less than 10 TOT		11+ Year Member	Not Required		Required if less than 10 COT		Required if less than 10 TOT	
Certifying letters Signed by	Not Required		Company		Company		Certifying letters Signed by	Not Required		Company		Company	

Member Type	INCOME								
		MDRT			COT			TOT	
	New Bus	Unlimited	Total	New Bus	Unlimited	Total	New Bus	Unlimited	Total
Production	\$47,500	\$47,500	\$164,000	\$47,500	\$47,500	\$492,000	\$47,500	\$47,500	\$984,000
1st-Time Member	Not Eligible			Not Eligible			Not Eligible		
Certifying letters Signed by									
2 - 10 Year Member	Required			Required			Required		
Certifying letters Signed by	Self-signed			Self-signed			Self-signed		
11+ Year Member	Not Required			Required if less than 10 COT			Required if less than 10 TOT		
Certifying letters Signed by	Not Required			Self-signed			Self-signed		

III. REPORTING

1. Verifying Production

- Commission And Premium Verification**

First-time applicants must apply using **ONLY** the commission or premium methods and supply a certifying letter(s) with third party verification. Those applying for Qualifying membership (years two through 10) may submit the customary certifying letters with third party verification for commission or premium or submit a self-signed certifying letter and attach supporting documents for the income qualification method as outlined above. Certifying letters may be completed by a representative of the company/broker dealer/brokerage agency, a Certified Public Accountant (or equivalent), or a representative of the applicant's personal agency/corporation or office.

- Income Verification**

Verification of eligible production under the income qualification method will be accomplished via a certifying letter signed by the applicant. All applications submitted under the income method are subject to a random production verification audit at a later date. If selected, the individual will need to supply supporting documents, such as commission statements, that verify the amounts claimed. Other acceptable supporting documents would be a statement of income signed by a representative of the company/broker dealer/brokerage agency, a Certified Public Accountant (or equivalent), or a representative of the applicant's personal agency/corporation/office. Tax documents may also be used.

- **Simplified Reporting for Qualifying & Life and Life Members**

Once eligibility for Life status has been attained, members who have achieved Qualifying and Life or Life status are eligible to submit an application each year, including certifying letter(s) demonstrating qualifying production or by attesting to having met current minimum production levels, and by paying the required dues. Proof of production (i.e. certifying letters or commission/income documents) will not be required beginning in the eleventh year. Applicants for Life status will declare that they did not meet the production requirement, but still wish to continue their MDRT membership.

- 2. **Court of the Table**

- Applicants must continue to submit proof of production via certifying letter(s) until achieving 10 years of membership at the higher level. They may declare their eligibility without certifying letters or income documents when applying for the eleventh year of membership at Court of the Table level.

- 3. **Top of the Table**

- Applicants must continue to submit proof of production via certifying letter(s) until achieving 10 years of membership at the higher level. They may declare their eligibility without certifying letters or income documents when applying for the eleventh year of membership at Top of the Table level.

- 4. **Application Forms**

- Applications for 2018 MDRT membership will automatically be sent in November 2017 to all 2017 and 2016 MDRT members. Others may request an application by phone, fax or through the MDRT Web site at www.mdr.org.

- 5. **Certifying Letters**

- A certifying letter **signed by an official** from the company an applicant is using for MDRT qualification is required when applying under the commission or premium method. Otherwise, the application will be considered incomplete and membership may be denied. **These companies may include life** insurance companies, agencies, brokerage companies, broker/dealers, banks or mutual fund companies. Also acceptable would be a certifying letter completed by a representative of the company/broker dealer/brokerage agency, a Certified Public Accountant (or equivalent), or a representative of the applicant's personal agency/corporation or office.
- A Certified Public Accountant (CPA) or the equivalent may sign certifying letters for financial planning fees/fees for advice that are paid directly to the producer when applying under the commission or premium method.
- Brokerage companies are defined as third party wholesalers of insurance and investment products that are provided to agents on behalf of insurance and investment companies. Should an applicant be an official of a brokerage company, the product provider who pays the commissions must sign the certifying letter unless applying under the income qualification method.

- Income certifying letters are self-reported, signed by the applicant. If selected for a production verification audit, the individual will need to supply supporting documents to verify the amounts claimed, such as:
 - commission statements
 - a statement of income signed by a representative of the company/broker dealer/ brokerage agency, a Certified Public Accountant (or equivalent), or a representative of the applicant's personal agency/corporation/office
 - Tax documents

- 6. **Honor Roll**

- Individuals who have reported at least 15 years of Qualifying membership shall be designated as members of the "Honor Roll."

IV. ADDITIONAL REQUIREMENTS

- 1. **Professional Association Membership Requirement**

- When applying for MDRT membership, applicants from the countries listed below must be members in good standing of an association that meets all of the following criteria: (*A list of associations that meet the criteria may be found Web site at <https://www.mdr.org/assoc/>*)
- The association must be an individual membership organization, open to participation without regard to company affiliation, one of the focuses of which is insurance or financial services.
 - The association must have been in existence at least two years and must have 100 or more members.
 - The association must be a nonprofit organization.
 - The association must have a code of ethics and an effective means of dealing with breaches of its code.
- Membership in an association is required of applicants from the following countries:

<i>Australia</i>	<i>Ireland</i>	<i>Philippines</i>
<i>Bahamas</i>	<i>Israel</i>	<i>Singapore</i>
<i>Canada</i>	<i>Jamaica</i>	<i>Thailand</i>
<i>Greece</i>	<i>Japan</i>	<i>Trinidad & Tobago</i>
<i>Hong Kong</i>	<i>Malaysia</i>	<i>United States</i>
	<i>New Zealand</i>	

- 2. **Annual Membership Dues: USD 550**

- Required dues, completed application and other required forms must be postmarked on or before March 1, 2018. Applications postmarked after March 1 will be considered only if accompanied by an additional fee of USD 200.

- 3. **Court of the Table Dues: USD 50**

- In addition to remitting regular MDRT dues, a Court of the Table applicant must remit the required Court of the Table dues.

- 4. **Top of the Table Dues: USD 550**

- In addition to remitting regular MDRT membership dues, a Top of the Table applicant must remit the required Top of the Table dues. Top of the Table membership dues includes Court of the Table dues.

5. **Life, Reduced Dues: USD 185**

- Life members who meet **all four of the criteria below** are eligible to pay a reduced dues amount. Those eligible for reduced dues are not required to be members of a professional association.
 - a **Life** or a **Qualifying & Life** member, and
 - applying as a Life member, and
 - 65 years of age by December 31, 2017 and
 - have either 25 years of membership **OR** 20 years of membership with production

Online payment options are now available. For more information, please refer to your 2018 Membership application.

6. **Disability Waiver**

- Life members who have been declared totally disabled for six consecutive months during 2017 may petition for a waiver of payment of dues for the 2018 Table. A disability petition form and doctor's statement must be submitted by March 1, 2018, with the membership application. Each petition will be judged on its own merit. Those approved for the disability waiver are not required to be members of a professional association.

7. **Former Life Member Options**

- Former Life and Qualifying & Life members who wish to rejoin MDRT have two options:
- **Option One:** They may choose not to pay back dues for the years missed and submit the current minimum production and current membership dues with their application. Their member status will revert to Qualifying and they must again fulfill the requirements to attain Life or Qualifying & Life status, which includes accumulating an additional 9 years of Qualifying membership.
- **Option Two:** They may retain Life or Qualifying & Life member status by paying back dues for the number of years missed, not to exceed a maximum of five years, and by meeting the then current requirements for Life membership. The maximum number of years for which back dues may be required will be reduced to three years if the member submits qualifying production for the current year. The amount of back dues will be based upon the current dues at the time of reinstatement. *Please note: Payment of back dues does not provide credit for member year(s) missed.*

V. **CLARIFICATIONS**

1. **Eligible Commissions, Fees**

Production credit (for commissions) will be based on eligible commissions received during 2017. Credit may include either earned or advanced (annualized) commissions or both. Advanced (annualized) or earned commissions must be paid to the applicant in 2017 to be eligible for MDRT credit. Please note:

- Commissions paid on a levelized basis may be reported using the present value of up to the first five years' commission discounted at 10 percent per year, not to exceed 55 percent of first-year premium.
- Annualized commissions may be reported for credit if paid, but any chargeback of annualized commissions in a subsequent production year will result in a reduction of that year's production credit.

- If commissions are paid as earned, a policy effective in 2016 may result in production credit for 2017. The policy must be in force on December 31, 2016 but is not required to be in force as of December 31, 2017.
- Commission credit for pensions is based on the product used to fund the pension (life insurance, annuities, mutual funds, etc.) which determines whether it receives Unlimited or Limited Credit.
- Commissions that are part of a deferred compensation program may be claimed up front for MDRT credit, provided that they are not claimed again in later years.
- Life insurance policies that exceed the annual premium or target premium are eligible for credit. First year commission credit may be given in the Unlimited Credit category for the commission paid on the amount up to the annual/target premium. If the annual/target premium is exceeded, (sometimes referred to as a "top up") commission credit may be given in the Unlimited Credit category for the commission paid on the amount that exceeded the annual/target premium.
- Override commissions, training allowances, bonuses and other sales or expense allowances do not qualify under the commission/premium method.
- Fees paid for the placement of a product are eligible for credit toward the commission requirement, as are asset management fees for mutual funds and wrap/asset management accounts. The type of product placed determines the type of credit the product receives (Unlimited or Limited).
- Financial Planning Fees/Fees for Advice are eligible for Limited Credit for the net fee paid to the agent/advisor. Fees must be documented by certifying letter signed by a company official, a broker dealer official, or a Certified Public Accountant (or equivalent) for qualifying members.
- Group health insurance commissions are eligible in the first year of the policy only. Additions to the group policy in subsequent years are not eligible for credit.
- Single premium and/or short-term endowment commissions are only eligible in the first year of the policy. Short-term endowment riders (max 15 years) to life insurance policies are eligible for 100 percent of first-year commissions in the Unlimited Credit category.
- Long-term endowment commissions are only eligible in the first year of the policy. Long-term endowment riders (16 or more years) to life insurance policies are eligible for 100 percent of first-year commissions in the Unlimited Credit category.

For additional information, contact:

**Million Dollar Round Table
Member Services Department**

325 West Touhy Avenue
Park Ridge, IL 60068 USA

Phone: +1 847.692.6378

Fax: +1 847.518.8921

Web site: www.mdr.org

E-mail: membership@mdrt.org

2. Eligible Premium

Production credit (for premium) will be based on eligible premium paid or new money invested during 2017. Please note:

- If commissions are paid as earned, premium credit should be given only for the amount of premium actually received during the production year.
- If commissions are annualized, the premium credit should also be annualized. Any chargeback of annualized commissions should also result in a reduction of that year's premium credit.
- A policy that becomes effective in 2016 may result in production credit for the amount of premium paid or new money invested during 2017.
- Life insurance policies that exceed the annual premium or target premium are eligible for credit. First year premium credit may be given in the Unlimited Credit category up to the amount of the annual/target premium. If the annual/target premium is exceeded, (sometimes referred to as a "top up") premium credit may be given in the Unlimited Credit category for 6 percent of the amount that exceeded the annual/target premium.
- Financial Planning Fees/Fees for Advice are eligible for Limited Credit for the gross fee paid to the company, broker dealer or individual agent/advisor. Fees must be documented by certifying letter signed by a company official, a broker dealer official, or a Certified Public Accountant (or equivalent) for qualifying members.
- Group health insurance premium is eligible for credit in the first year of the policy only. Additions to the group policy in subsequent years are not eligible for credit.
- Single premium and/or short-term endowment premium is only eligible in the first year of the policy. Short-term endowment riders (max 15 years) to life insurance policies are eligible for 6 percent of first year premium credit.
- Long-term endowment premium is only eligible in the first year of the policy. Long-term endowment riders (16 or more years) to life insurance policies are eligible for 100 percent of first-year premium credit in the Unlimited Credit category.
- Premium credit for pensions is based on the product used to fund the pension (life insurance, annuities, mutual funds, etc.) which determines whether it receives Unlimited or Limited Credit.

3. Eligible Income

Production credit is based on annual gross income paid during 2017. Please note:

- See chart on page 4 for eligible products.
- Under this model, income is defined as first-year, trail and renewal commissions, as well as fees for product placement, asset management fees and fees for advice.
- Other production-based compensation, such as salaries and production-based bonuses, are also eligible for credit.
- Income contributed as part of a deferred compensation plan is eligible for credit. Credit should be taken during the production year when the deferred income was earned.
- Override commissions are eligible only for personal production.

- Income considered **INELIGIBLE** for MDRT credit includes:
 - Training bonuses/allowances
 - Sales/expense allowances
 - Overrides derived from the production of others.
 - Non-cash compensation, such as incentive trips
 - Income from property and casualty insurance and general insurance (fire, home, auto, etc.)
 - Income from the sale of mortgages.
 - Life settlements
 - Money market accounts

4. Credit for Coverage Written on the Applicant, Spouse or Dependents

- Any business written on the applicant, applicant's spouse or dependents may not exceed a **maximum** of 5 percent of the current year's MDRT production requirement (USD 4,750 eligible commissions or USD 9,500 of eligible premium or USD 8,200 of eligible income) if any of the premiums are paid, directly or indirectly, by the applicant or spouse.

5. Replacements

- Credit for individual life insurance policies may be claimed only for the amount of first-year commissions or premium on the new policy that exceeds the first-year commissions or premium for the policy being replaced. If the amount is not known, then the amount of commissions being replaced shall be calculated by multiplying the current commission times the appropriate premium for the policy being replaced. Premium credit can be determined by subtracting the replaced premium from the new premium.
- Conversion of a permanent product to a permanent product is to be treated as a replacement for MDRT purposes. This applies only to replacement of individual life insurance policies.

6. Definitions And Interpretations

• **Business Paid for and Underwritten**

Business to be credited shall be paid for during the MDRT qualification period (January 1 through December 31). Business shall be considered to have been paid for as of the date when the coverage first became fully effective with home office approval from the standpoint of payment of the claim (regardless of company practice or the distance between home and field office). However, no credit shall be allowed until the home office has finally accepted the premium and also until the first-year commissions have been paid or credited to the agent's account without any right reserved to the insurance company to recover same, except in case of recall under the contestable provisions of the contract. On joint, partnership, corporate and/or brokerage business, MDRT credit shall be given for only that portion of the business on which the applicant has been compensated, either by first-year commission or the equivalent.

• **Health Insurance**

Includes policies that relate to the health of the body. Dental, vision, etc., are eligible for credit. See page 4 for specifics.

6. Definitions and Interpretations (Cont'd)

• Policy and Case Definitions

A policy shall be defined as an individual contract covering one or more lives as contrasted with a group policy, a pension, profit sharing trust or a salary savings plan. Under a qualified pension or profit sharing trust or a salary savings plan, each individual policy shall count as one (1) policy for the purpose of computing total eligible policies. For purposes of production, an employer-sponsored group life plan, franchise life plan and group annuity plan and mutual fund transaction with one (1) investor shall be considered one (1) case regardless of the number of lives or funds involved.

• In Force Requirement

Credited business shall include only business which has not been terminated on or before the last day of the MDRT qualification period (December 31) except for business terminated by death or term conversion.

• Securities

Includes stocks, bonds or other equities. See page 4 for specifics.

VI. ILLUSTRATIONS

Clarification of Unlimited and Limited Credit

- At least one-half (50 percent) of the production requirement must come from products listed in the Unlimited Credit Category. (See section I, 4)
- This serves as a threshold that must be crossed before an applicant can use any credit from the Limited Credit category.
- Once crossing the threshold, applicants may use **all** of the credits from Limited Credit products to meet the MDRT requirement.
- The 2018 commission requirement for the United States is USD 95,000. To qualify, the applicant must submit a minimum of USD 47,500 in commission from products listed in the Unlimited Credit category.

Example 1 – Eligible for MDRT membership

Applicant total Unlimited Credit	47,500
Applicant total Limited Credit	<u>100,000</u>
Total MDRT commission credit	147,500

Example 2 – NOT eligible for MDRT membership

Applicant total Unlimited Credit	47,499
Applicant total Limited Credit	<u>100,000</u>
Total MDRT commission credit	47,499

Please note:

The 50 percent threshold applies regardless of whether commission or premium is used to qualify for membership.

Clarification of Income Qualification

- A minimum of USD 164,000 in annual gross income from the sale of insurance and financial products is required.
- A minimum of USD 47,500 must be income from new business generated during the production year. Further, a minimum of USD 47,500 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. (See Example 2 below.)

ELIGIBLE for MDRT membership

Example 1

Applicant annual gross income	164,000
Applicant total new business	47,500
Applicant total risk-protection products	47,500

Example 2

Applicant annual gross income	164,000
Applicant total new business from risk-protection products*	47,500

*Satisfies both new business and risk-protection products minimums.

NOT Eligible for MDRT membership

Example 3

Applicant annual gross income	164,000
Applicant total new business	47,499
Applicant total risk-protection products	47,500

Example 4

Applicant annual gross income	164,000
Applicant total new business	47,500
Applicant total risk-protection products	47,499



MDRT Annual Meeting*

24 – 27 June 2018

Los Angeles, California, USA

Top of the Table Annual Meeting*

3 – 6 October 2018

Kohala Coast, Hawaii, USA

MDRT Experience and Global Conference

8 – 10 February 2018

Bangkok, Thailand

**Attendance at the MDRT Annual Meeting and
Top of the Table Annual Meeting is open to
approved members of the 2018 Table
and requires payment of separate registration fees.*

Visit www.mdr.org or contact MDRT at +1 847.692.6378 or email to meetings@mdrt.org
for meeting information or for exhibitor and sponsorship opportunities.

**COMMISSION AND PREMIUM PRODUCTION REQUIREMENTS FOR MEMBERSHIP
IN THE 2018 MILLION DOLLAR ROUND TABLE**

Based on 2017 Production, Expressed in Local Currency

Production credit must be reported in U.S. dollars on Certifying Letters

(Local currency divided by the conversion/standardization factor = MDRT requirement in U.S. dollars)

Production requirements are set independently for each country. Conversion/standardization factors have no relationship to currency exchange rates and are used only to standardize MDRT processing.

(For a complete list of country requirements, see the MDRT web site at <http://www.mdrt.org/membership/MembershipRequirements.asp>.)

Country	MDRT Commission	COT Commission	TOT Commission	Conversion Factor: Commission	MDRT Premium	COT Premium	TOT Premium	Conversion Factor: Premium
Angola	52,800	158,400	316,800	0.5557	105,600	316,800	633,600	0.5557
Anguilla	105,500	316,500	633,000	1.1105	211,000	633,000	1,266,000	1.1105
Antigua	159,200	477,600	955,200	1.6757	318,400	955,200	1,910,400	1.6757
Argentina	214,900	644,700	1,289,400	2.2621	429,800	1,289,400	2,578,800	2.2621
Armenia	15,958,200	47,874,600	95,749,200	167.9810	31,916,400	95,749,200	191,498,400	167.9810
Aruba	119,700	359,100	718,200	1.26000	239,400	718,200	1,436,400	1.2600
Australia	134,300	402,900	805,800	1.4136	268,600	805,800	1,611,600	1.4136
Azerbaijan	24,100	72,300	144,600	0.2536	48,200	144,600	289,200	0.2536
Bahamas	77,600	232,800	465,600	0.8168	155,200	465,600	931,200	0.8168
Bahrain	23,800	71,400	142,800	0.2505	47,600	142,800	285,600	0.2505
Bangladesh	2,070,500	6,211,500	12,423,000	21.7947	4,141,000	12,423,000	24,846,000	21.7947
Barbados	121,300	363,900	727,800	1.2768	242,600	727,800	1,455,600	1.2768
Belarus	135,454,000	406,362,000	812,724,000	1,425.8315	270,908,000	812,724,000	1,625,448,000	1,425.8315
Belgium	79,500	238,500	477,000	0.8368	159,000	477,000	954,000	0.8368
Belize	92,100	276,300	552,600	0.9694	184,200	552,600	1,105,200	0.9694
Bermuda	140,200	420,600	841,200	1.4757	280,400	841,200	1,682,400	1.4757
Bolivia	248,900	746,700	1,493,400	2.6200	497,800	1,493,400	2,986,800	2.6200
Bosnia-Herzegovina	67,500	202,500	405,000	0.7105	135,000	405,000	810,000	0.7105
Botswana	245,900	737,700	1,475,400	2.5884	491,800	1,475,400	2,950,800	2.5884
Brazil	175,700	527,100	1,054,200	1.8494	527,100	1,581,300	3,162,600	2.7742
British Virgin Islands	95,000	285,000	570,000	1.0000	190,000	570,000	1,140,000	1.0000
Brunei	57,800	173,400	346,800	0.6084	173,400	520,200	1,040,400	0.9126
Bulgaria	59,000	177,000	354,000	0.6210	118,000	354,000	708,000	0.6210
Cambodia	72,422,500	217,267,500	434,535,000	762.3421	289,690,000	869,070,000	1,738,140,000	1,524.6842
Canada	114,900	344,700	689,400	1.2094	229,800	689,400	1,378,800	1.2094
Cayman Islands	63,300	189,900	379,800	0.6663	126,600	379,800	759,600	0.6663
Channel Islands	66,000	198,000	396,000	0.6947	132,000	396,000	792,000	0.6947
Chile	30,777,600	92,332,800	184,665,600	323.9747	61,555,200	184,665,600	369,331,200	323.9747
Colombia	81,484,800	244,454,400	488,908,800	857.7347	162,969,600	488,908,800	977,817,600	857.7347
Costa Rica	26,504,500	79,513,500	159,027,000	278.9947	53,009,000	159,027,000	318,054,000	278.9947
Croatia	347,100	1,041,300	2,082,600	3.6536	694,200	2,082,600	4,165,200	3.6536
Curacao	70,000	210,000	420,000	0.7368	140,000	420,000	840,000	0.7368
Cyprus	39,100	117,300	234,600	0.4115	78,200	234,600	469,200	0.4115
Czech Republic	1,266,900	3,800,700	7,601,400	13.3357	2,533,800	7,601,400	15,202,800	13.3357
Dominica	123,900	371,700	743,400	1.3042	247,800	743,400	1,486,800	1.3042
Dominican Republic	1,242,600	3,727,800	7,455,600	13.0800	2,485,200	7,455,600	14,911,200	13.0800
Ecuador	43,400	130,200	260,400	0.4568	86,800	260,400	520,800	0.4568
Egypt	137,400	412,200	824,400	1.4463	412,200	1,236,600	2,473,200	2.1694
El Salvador	44,900	134,700	269,400	0.4726	89,800	269,400	538,800	0.4726
Estonia	49,900	149,700	299,400	0.5252	99,800	299,400	598,800	0.5252
Fiji Islands	73,500	220,500	441,000	0.7736	147,000	441,000	882,000	0.7736
France	79,100	237,300	474,600	0.8326	158,200	474,600	949,200	0.8326
Georgia	67,800	203,400	406,800	0.7136	135,600	406,800	813,600	0.7136
Germany	74,600	223,800	447,600	0.7852	149,200	447,600	895,200	0.7852
Ghana	58,400	175,200	350,400	0.6147	116,800	350,400	700,800	0.6147
Gibraltar	56,800	170,400	340,800	0.5978	113,600	340,800	681,600	0.5978
Greece	59,500	178,500	357,000	0.6263	119,000	357,000	714,000	0.6263
Grenada	169,000	507,000	1,014,000	1.7789	338,000	1,014,000	2,028,000	1.7789
Guatemala	352,000	1,056,000	2,112,000	3.7052	704,000	2,112,000	4,224,000	3.7052
Guyana	8,761,700	26,285,100	52,570,200	92.2284	17,523,400	52,570,200	105,140,400	92.2284
Honduras	847,000	2,541,000	5,082,000	8.9157	1,694,000	5,082,000	10,164,000	8.9157
Hong Kong SAR	522,300	1,566,900	3,133,800	5.9978	2,089,200	6,267,600	12,535,200	10.9957
Hungary	11,862,500	35,587,500	71,175,000	124.8684	23,725,000	71,175,000	142,350,000	124.8684
India	903,700	2,711,100	5,422,200	9.5126	3,614,800	10,844,400	21,688,800	19.0252
Indonesia	271,286,300	813,858,900	1,627,717,800	2,855.6452	542,572,600	1,627,717,800	3,255,435,600	2,855.6452
Ireland	79,500	238,500	477,000	0.8368	159,000	477,000	954,000	0.8368
Isle of Man	66,000	198,000	396,000	0.6947	132,000	396,000	792,000	0.6947
Israel	329,300	987,900	1,975,800	3.4663	658,600	1,975,800	3,951,600	3.4663
Italy	71,800	215,400	430,800	0.7557	143,600	430,800	861,600	0.7557

Country	MDRT Commission	COT Commission	TOT Commission	Conversion Factor: Commission	MDRT Premium	COT Premium	TOT Premium	Conversion Factor: Premium
Jamaica West Indies	4,033,200	12,099,600	24,199,200	42.4547	8,066,400	24,199,200	48,398,400	42.4547
Japan	11,262,900	33,788,700	67,577,400	118.5568	33,788,700	101,366,100	202,732,200	177.8352
Jordan	22,800	68,400	136,800	0.2400	45,600	136,800	273,600	0.2400
Kazakhstan	4,971,800	14,915,400	29,830,800	52.3347	9,943,600	29,830,800	59,661,600	52.3347
Kenya	3,016,600	9,049,800	18,099,600	31.7536	6,033,200	18,099,600	36,199,200	31.7536
Kuwait	25,700	77,100	154,200	0.2705	51,400	154,200	308,400	0.2705
Latvia	33,200	99,600	199,200	0.3494	66,400	199,200	398,400	0.3494
Lebanon	116,284,300	348,852,900	697,705,800	1,224.0452	232,568,600	697,705,800	1,395,411,600	1,224.0452
Lithuania	120,200	360,600	721,200	1.2652	240,400	721,200	1,442,400	1.2652
Luxembourg	86,100	258,300	516,600	0.9063	172,200	516,600	1,033,200	0.9063
Macau	400,500	1,201,500	2,403,000	4.2157	1,602,000	4,806,000	9,612,000	8.4315
Macedonia	1,739,300	5,217,900	10,435,800	18.3084	3,478,600	10,435,800	20,871,600	18.3084
Malaysia	150,500	451,500	903,000	1.5842	451,500	1,354,500	2,709,000	2.3763
Malta	24,500	73,500	147,000	0.2578	49,000	147,000	294,000	0.2578
Mauritius	1,440,400	4,321,200	8,642,400	15.1621	2,880,800	8,642,400	17,284,800	15.1621
Mexico	702,500	2,107,500	4,215,000	7.3947	1,405,000	4,215,000	8,430,000	7.3947
Montenegro	5,700	17,100	34,200	0.0600	11,400	34,200	68,400	0.0600
Montserrat	73,500	220,500	441,000	0.7736	147,000	441,000	882,000	0.7736
Mozambique	1,427,300	4,281,900	8,563,800	15.0242	2,854,600	8,563,800	17,127,600	15.0242
Namibia	425,800	1,277,400	2,554,800	4.4821	851,600	2,554,800	5,109,600	4.4821
Nepal	1,298,400	3,895,200	7,790,400	13.6673	3,895,200	11,685,600	23,371,200	20.5010
Netherlands	78,500	235,500	471,000	0.8263	157,000	471,000	942,000	0.8263
New Zealand	139,000	417,000	834,000	1.4631	278,000	834,000	1,668,000	1.4631
Nigeria	5,474,200	16,422,600	32,845,200	57.6231	10,948,400	32,845,200	65,690,400	57.6231
Norway	828,800	2,486,400	4,972,800	8.7242	1,657,600	4,972,800	9,945,600	8.7242
Oman	17,200	51,600	103,200	0.1810	34,400	103,200	206,400	0.1810
P.R. China	195,300	585,900	1,171,800	2.0557	585,900	1,757,700	3,515,400	3.0836
Pakistan	1,621,600	4,864,800	9,729,600	17.0694	3,243,200	9,729,600	19,459,200	17.0694
Panama	51,300	153,900	307,800	0.5400	102,600	307,800	615,600	0.5400
Peru	136,400	409,200	818,400	1.4357	272,800	818,400	1,636,800	1.4357
Philippines	1,259,000	3,777,000	7,554,000	13.2526	2,518,000	7,554,000	15,108,000	13.2526
Poland	172,700	518,100	1,036,200	1.8178	345,400	1,036,200	2,072,400	1.8178
Portugal	60,100	180,300	360,600	0.6326	180,300	540,900	1,081,800	0.9489
Qatar	213,400	640,200	1,280,400	2.2463	426,800	1,280,400	2,560,800	2.2463
Republic of Korea	74,405,600	223,216,800	446,433,600	783.2168	186,014,000	558,042,000	1,116,084,000	979.0210
Romania	133,100	399,300	798,600	1.4010	266,200	798,600	1,597,200	1.4010
Russia	1,222,100	3,666,300	7,332,600	12.8642	3,055,250	9,165,750	18,331,500	16.0802
Saudi Arabia	248,900	746,700	1,493,400	2.6200	497,800	1,493,400	2,986,800	2.6200
Serbia	2,960,300	8,880,900	17,761,800	31.1610	5,920,600	17,761,800	35,523,600	31.1610
Singapore	119,900	359,700	719,400	1.2621	359,700	1,079,100	2,158,200	1.8931
Slovakia	52,600	157,800	315,600	0.5536	105,200	315,600	631,200	0.5536
Slovenia	66,700	200,100	400,200	0.7021	133,400	400,200	800,400	0.7021
South Africa	277,200	831,600	1,663,200	2.9178	554,400	1,663,200	3,326,400	2.9178
Spain	68,700	206,100	412,200	0.7231	137,400	412,200	824,400	0.7231
Sri Lanka	2,567,900	7,703,700	15,407,400	27.0305	5,135,800	15,407,400	30,814,800	27.0305
St Kitts and Nevis	164,400	493,200	986,400	1.7305	328,800	986,400	1,972,800	1.7305
St Lucia	169,800	509,400	1,018,800	1.7873	339,600	1,018,800	2,037,600	1.7873
St Maarten	70,000	210,000	420,000	0.7368	140,000	420,000	840,000	0.7368
St Vincent	157,300	471,900	943,800	1.6557	314,600	943,800	1,887,600	1.6557
Suriname	17,654,600	52,963,800	105,927,600	185.8378	35,309,200	105,927,600	211,855,200	185.8378
Sweden	848,800	2,546,400	5,092,800	8.9347	1,697,600	5,092,800	10,185,600	8.9347
Switzerland	127,800	383,400	766,800	1.3452	255,600	766,800	1,533,600	1.3452
Taiwan R.O.C.	1,801,100	5,403,300	10,806,600	18.9589	3,602,200	10,806,600	21,613,200	18.9589
Thailand	1,107,400	3,322,200	6,644,400	11.6568	2,214,800	6,644,400	13,288,800	11.6568
Tonga	126,700	380,100	760,200	1.3336	253,400	760,200	1,520,400	1.3336
Trinidad & Tobago	393,000	1,179,000	2,358,000	4.1368	786,000	2,358,000	4,716,000	4.1368
Turkey	75,200	225,600	451,200	0.7915	150,400	451,200	902,400	0.7915
Turks & Caicos	104,500	313,500	627,000	1.1000	209,000	627,000	1,254,000	1.1000
UK	60,100	180,300	360,600	0.6326	120,200	360,600	721,200	0.6326
Ukraine	212,900	638,700	1,277,400	2.2410	425,800	1,277,400	2,554,800	2.2410
United Arab Emirates	292,700	878,100	1,756,200	3.0810	585,400	1,756,200	3,512,400	3.0810
Uruguay	1,166,200	3,498,600	6,997,200	12.2757	2,332,400	6,997,200	13,994,400	12.2757
USA	95,000	285,000	570,000	1.0000	190,000	570,000	1,140,000	1.0000
Venezuela	113,588,600	340,765,800	681,531,600	1,195.6694	227,177,200	681,531,600	1,363,063,200	1,195.6694
Vietnam	328,079,900	984,239,700	1,968,479,400	3,453.4726	656,159,800	1,968,479,400	3,936,958,800	3,453.4726
Zambia	232,600	697,800	1,395,600	2.4484	465,200	1,395,600	2,791,200	2.4484
Zimbabwe	1,423,100	4,269,300	8,538,600	14.9800	2,846,200	8,538,600	17,077,200	14.9800

**INCOME PRODUCTION REQUIREMENTS FOR MEMBERSHIP
IN THE 2018 MILLION DOLLAR ROUND TABLE**

Based on 2017 Production, Expressed in Local Currency

Production credit must be reported in U.S. dollars on certifying letters

Production requirements are set independently for each country. Conversion (Conv) factors have no relationship to currency exchange rates and are used only to standardize MDRT processing. (Local currency divided by the income conversion = U.S. MDRT requirement)

Qualification under this method is based on a requirement of USD 164,000 in annual gross income from insurance and financial products. A minimum of USD 47,500 must be income from new business generated during the production year. Further, a minimum of USD 47,500 must be derived from income associated with risk-protection products (products eligible for Unlimited Credit under the commission or premium methods). (For a complete list of country requirements, see the MDRT website at <http://www.mdrt.org/membership/MembershipRequirements.asp>.)

Country	MDRT Income	COT Income	TOT Income	Conversion Factor: Income
Angola	90,700	272,100	544,200	0.5530
Anguilla	181,300	543,900	1,087,800	1.1054
Antigua	273,700	821,100	1,642,200	1.6689
Argentina	369,700	1,109,100	2,218,200	2.2542
Armenia	27,448,100	82,344,300	164,688,600	167.3664
Aruba	205,900	617,700	1,235,400	1.2554
Australia	231,000	693,000	1,386,000	1.4085
Azerbaijan	41,400	124,200	248,400	0.2524
Bahamas	133,500	400,500	801,000	0.8140
Bahrain	41,000	123,000	246,000	0.2500
Bangladesh	3,562,000	10,686,000	21,372,000	21.7195
Barbados	208,600	625,800	1,251,600	1.2719
Belarus	232,980,700	698,942,100	1,397,884,200	1,420.6140
Belgium	136,700	410,100	820,200	0.8335
Belize	158,500	475,500	951,000	0.9664
Bermuda	241,200	723,600	1,447,200	1.4707
Bolivia	428,100	1,284,300	2,568,600	2.6103
Bosnia-Herzegovina	116,100	348,300	696,600	0.7079
Botswana	422,900	1,268,700	2,537,400	2.5786
Brazil	302,200	906,600	1,813,200	1.8426
British Virgin Islands	163,400	490,200	980,400	0.9963
Brunei	99,400	298,200	596,400	0.6060
Bulgaria	101,400	304,200	608,400	0.6182
Cambodia	124,566,600	373,699,800	747,399,600	759.5524
Canada	197,600	592,800	1,185,600	1.2048
Cayman Islands	108,900	326,700	653,400	0.6640
Channel Islands	113,500	340,500	681,000	0.6920
Chile	52,937,500	158,812,500	317,625,000	322.7896
Colombia	140,153,800	420,461,400	840,922,800	854.5963
Costa Rica	45,587,800	136,763,400	273,526,800	277.9743
Croatia	597,000	1,791,000	3,582,000	3.6402
Curacao	120,200	360,600	721,200	0.7329
Cyprus	67,400	202,200	404,400	0.4109
Czech Republic	2,179,100	6,537,300	13,074,600	13.2871
Dominica	213,100	639,300	1,278,600	1.2993
Dominican Republic	2,137,200	6,411,600	12,823,200	13.0317
Ecuador	74,600	223,800	447,600	0.4548
Egypt	236,300	708,900	1,417,800	1.4408
El Salvador	77,200	231,600	463,200	0.4707
Estonia	85,800	257,400	514,800	0.5231
Fiji Islands	126,400	379,200	758,400	0.7707
France	136,000	408,000	816,000	0.8292
Georgia	116,600	349,800	699,600	0.7109
Germany	128,300	384,900	769,800	0.7823
Ghana	100,400	301,200	602,400	0.6121
Gibraltar	97,700	293,100	586,200	0.5957
Greece	102,300	306,900	613,800	0.6237
Grenada	290,700	872,100	1,744,200	1.7725
Guatemala	605,500	1,816,500	3,633,000	3.6920
Guyana	15,070,200	45,210,600	90,421,200	91.8914
Honduras	1,456,800	4,370,400	8,740,800	8.8829
Hong Kong SAR	898,300	2,694,900	5,389,800	5.4774
Hungary	21,173,200	63,519,600	127,039,200	129.1048
India	1,554,300	4,662,900	9,325,800	9.4774
Indonesia	466,612,400	1,399,837,200	2,799,674,400	2,845.1975
Ireland	136,700	410,100	820,200	0.8335
Isle of Man	113,500	340,500	681,000	0.6920
Israel	566,300	1,698,900	3,397,800	3.4530
Italy	123,500	370,500	741,000	0.7530

Country	MDRT Income	COT Income	TOT Income	Conversion Factor: Income
Jamaica West Indies	6,937,200	20,811,600	41,623,200	42.3000
Japan	19,372,200	58,116,600	116,233,200	118.1231
Jordan	39,200	117,600	235,200	0.2390
Kazakhstan	8,551,500	25,654,500	51,309,000	52.1432
Kenya	5,188,600	15,565,800	31,131,600	31.6378
Kuwait	44,200	132,600	265,200	0.2695
Latvia	57,100	171,300	342,600	0.3481
Lebanon	200,009,000	600,027,000	1,200,054,000	1,219.5670
Lithuania	206,700	620,100	1,240,200	1.2603
Luxembourg	148,100	444,300	888,600	0.9030
Macau	688,800	2,066,400	4,132,800	4.2000
Macedonia	2,991,600	8,974,800	17,949,600	18.2414
Malaysia	258,800	776,400	1,552,800	1.5780
Malta	42,200	126,600	253,200	0.2573
Mauritius	2,477,500	7,432,500	14,865,000	15.1067
Mexico	1,208,300	3,624,900	7,249,800	7.3676
Montenegro	9,800	29,400	58,800	0.0597
Montserrat	126,400	379,200	758,400	0.7707
Mozambique	2,455,500	7,366,500	14,733,000	14.9725
Namibia	732,400	2,197,200	4,394,400	4.4658
Nepal	2,233,300	6,699,900	13,399,800	13.6176
Netherlands	135,000	405,000	810,000	0.8231
New Zealand	239,100	717,300	1,434,600	1.4579
Nigeria	9,415,600	28,246,800	56,493,600	57.4121
Norway	1,425,500	4,276,500	8,553,000	8.6920
Oman	29,500	88,500	177,000	0.1798
P.R. China	335,900	1,007,700	2,015,400	2.0481
Pakistan	2,789,100	8,367,300	16,734,600	17.0067
Panama	88,200	264,600	529,200	0.5378
Peru	234,600	703,800	1,407,600	1.4304
Philippines	2,165,500	6,496,500	12,993,000	13.2042
Poland	297,000	891,000	1,782,000	1.8109
Portugal	103,400	310,200	620,400	0.6304
Qatar	367,100	1,101,300	2,202,600	2.2384
Republic of Korea	127,977,600	383,932,800	767,865,600	780.3512
Romania	228,900	686,700	1,373,400	1.3957
Russia	2,102,100	6,306,300	12,612,600	12.8176
Saudi Arabia	428,100	1,284,300	2,568,600	2.6103
Serbia	5,091,700	15,275,100	30,550,200	31.0469
Singapore	206,200	618,600	1,237,200	1.2573
Slovakia	90,500	271,500	543,000	0.5518
Slovenia	114,700	344,100	688,200	0.6993
South Africa	476,800	1,430,400	2,860,800	2.9073
Spain	118,200	354,600	709,200	0.7207
Sri Lanka	4,416,800	13,250,400	26,500,800	26.9317
St Kitts and Nevis	282,600	847,800	1,695,600	1.7231
St Lucia	292,100	876,300	1,752,600	1.7810
St Maarten	120,200	360,600	721,200	0.7329
St Vincent	270,600	811,800	1,623,600	1.6500
Suriname	30,366,000	91,098,000	182,196,000	185.1585
Sweden	1,459,900	4,379,700	8,759,400	8.9018
Switzerland	219,800	659,400	1,318,800	1.3402
Taiwan R.O.C.	3,097,900	9,293,700	18,587,400	18.8896
Thailand	1,904,700	5,714,100	11,428,200	11.6140
Tonga	217,900	653,700	1,307,400	1.3286
Trinidad & Tobago	676,000	2,028,000	4,056,000	4.1219
Turkey	129,300	387,900	775,800	0.7884
Turks & Caicos	179,800	539,400	1,078,800	1.0963
UK	103,300	309,900	619,800	0.6298
Ukraine	366,200	1,098,600	2,197,200	2.2329
United Arab Emirates	503,500	1,510,500	3,021,000	3.0701
Uruguay	2,005,800	6,017,400	12,034,800	12.2304
USA	164,000	492,000	984,000	1.0000
Venezuela	195,372,400	586,117,200	1,172,234,400	1,191.2951
Vietnam	564,297,500	1,692,892,500	3,385,785,000	3,440.8384
Zambia	400,000	1,200,000	2,400,000	2.4390
Zimbabwe	2,447,700	7,343,100	14,686,200	14.9250