



**MDRT**

The Premier Association of  
Financial Professionals®

**Membership Information  
for the  
2017 Million Dollar Round Table**

*based on 2016 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 5/17/2016 at the foot of each page.

- The 2017 dues amounts have been added.

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MDRT's Online Membership Approval System is available at <https://onlinemembership.mdr.org/>.

## MEMBERSHIP INFORMATION FOR THE 2017 MILLION DOLLAR ROUND TABLE

### I. PRODUCTION REQUIREMENTS

#### 1. Production Methods

Membership in the 2017 Round Table will be based on the following production methods: (See page 4 for products)

- **Commission/Fee Method**

A minimum of USD 94,000 of eligible commissions paid is required. Of this total, a minimum of USD 47,000 of paid commissions (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

- **Premium Method**

A minimum of USD 188,000 of eligible paid premium is required. Of this total, a minimum of USD 94,000 of premium (50 percent of the requirement) must come from products listed in the Unlimited Credit category.

- **Income Qualification Method**

A minimum of USD 162,000 in annual gross income from the sale of insurance and financial products is required. A minimum of USD 47,000 must be income from new business generated during the production year. Further, a minimum of USD 47,000 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 USD 282,000 of eligible commissions paid or USD 564,000 of eligible paid premium is required. At least USD 47,000 of commission or USD 94,000 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 486,000 of eligible annual gross income is required. The applicant must meet the minimums of USD 47,000 in new business and USD 47,000 in risk-protection business.

#### 3. Top of the Table

- **Commission & Premium Method**

A minimum of USD 564,000 of eligible commissions paid or USD 1,128,000 of eligible paid premium. At least USD 47,000 of commission or USD 94,000 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 972,000 of eligible annual gross income is required. The applicant must meet the minimums of USD 47,000 in new business and USD 47,000 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.

**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 2017 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

<b>Products from life insurance companies</b>	<b>Commission/Fee Credit</b>	<b>Premium Credit</b>
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

<b>Products</b>	<b>Commission/Fee Credit</b>	<b>Premium Credit</b>
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 10<sup>th</sup> 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 10<sup>th</sup> 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 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	\$47,000	\$94,000	\$47,000	\$282,000	\$47,000	\$564,000	Production	\$94,000	\$188,000	\$94,000	\$564,000	\$94,000	\$1,128,000
<b>1st-Time Member</b>	Required		Required		Required		<b>1st-Time Member</b>	Required		Required		Required	
Certifying letters Signed by	Company		Company		Company		Certifying letters Signed by	Company		Company		Company	
<b>2 - 10 Year Member</b>	Required		Required		Required		<b>2 - 10 Year Member</b>	Required		Required		Required	
Certifying letters Signed by	Company		Company		Company		Certifying letters Signed by	Company		Company		Company	
<b>11+ Year Member</b>	Not Required		Required if less than 10 COT		Required if less than 10 TOT		<b>11+ Year Member</b>	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	\$47,000	\$47,000	\$162,000	\$47,000	\$47,000	\$486,000	\$47,000	\$47,000	\$972,000	
<b>1st-Time Member</b>	Not Eligible			Not Eligible			Not Eligible			
Certifying letters Signed by										
<b>2 - 10 Year Member</b>	Required			Required			Required			
Certifying letters Signed by	Self-signed			Self-signed			Self-signed			
<b>11+ Year Member</b>	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 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 2017 MDRT membership will automatically be sent in November 2016 to all 2016 and 2015 MDRT members. Others may request an application by phone, fax or through the MDRT Web site at [www.mdr.org](http://www.mdr.org).

- 5. **Certifying Letters**

- An application for qualifying membership will be considered incomplete, and membership may be denied, unless a certifying letter **signed by an official** from the company an applicant is using for MDRT production is attached to the **membership application** when applying under the commission or premium method. **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 a Professional Association that meets all of the following criteria: (*A list of professional associations may be found Web site at <https://www.mdr.org/membership/requirements>*)
- 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 a Professional 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 &amp; 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, 2017. 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, 2016 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 2017 Membership application.*

## 6. **Disability Waiver**

- Life members who have been declared totally disabled for six consecutive months during 2016 may petition for a waiver of payment of dues for the 2017 Table. A disability petition form and doctor's statement must be submitted by March 1, 2017, 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 are not required to pay back dues for years missed. If back dues are not submitted, the member is required to submit the current minimum production and current membership dues with their application. Their status will revert to "Qualifying" and they must, again, fulfill requirements to regain "Life" or "Qualifying & Life" status.
- Should Qualifying & Life or Life members fail to renew their membership, they may be reinstated 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 are required will be reduced to three years if the member submits production that satisfies the current requirement for Qualifying membership. 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 2016. Credit may include either earned or advanced (annualized) commissions or both. Advanced (annualized) or earned commissions must be paid to the applicant in 2016 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 2015 may result in production credit for 2016. The policy must be in force on December 31, 2015 but is not required to be in force as of December 31, 2016.
- 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](http://www.mdr.org)

E-mail: [membership@mdrt.org](mailto:membership@mdrt.org)

## 2. Eligible Premium

Production credit (for premium) will be based on eligible premium paid or new money invested during 2016. 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 2015 may result in production credit for the amount of premium paid or new money invested during 2016.
- 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 2016. 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 4,700 eligible commissions or USD 9,400 of eligible premium or USD 8,100 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 2017 commission requirement for the United States is USD 94,000. To qualify, the applicant must submit a minimum of USD 47,000 in commission from products listed in the Unlimited Credit category.

**Example 1 – Eligible for MDRT membership**

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

**Example 2 – NOT eligible for MDRT membership**

Applicant total Unlimited Credit	46,999
Applicant total Limited Credit	<u>100,000</u>
Total MDRT commission credit	46,999

**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 162,000 in annual gross income from the sale of insurance and financial products is required.
- A minimum of USD 47,000 must be income from new business generated during the production year. Further, a minimum of USD 47,000 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. (See Example 2 below.)

**ELIGIBLE for MDRT membership**

**Example 1**

Applicant annual gross income	162,000
Applicant total new business	47,000
Applicant total risk-protection products	47,000

**Example 2**

Applicant annual gross income	162,000
Applicant total new business from risk-protection products*	47,000

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

**NOT Eligible for MDRT membership**

**Example 3**

Applicant annual gross income	162,000
Applicant total new business	46,999
Applicant total risk-protection products	47,000

**Example 4**

Applicant annual gross income	162,000
Applicant total new business	47,000
Applicant total risk-protection products	46,999

## **MDRT Annual Meeting\***

June 4 – 7, 2017  
Orlando, Florida, USA

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

October 18 – 21, 2017  
Rancho Palos Verdes, California, USA

*\*Attendance at the MDRT Annual Meeting and  
Top of the Table Annual Meeting is open to  
approved members of the 2017 Table  
and requires payment of separate registration fees.*

**Visit [www.mdrt.org](http://www.mdrt.org) or contact MDRT at +1 847.692.6378 or email to [meetings@mdrt.org](mailto:meetings@mdrt.org)  
for meeting information or for exhibitor and sponsorship opportunities.**

**COMMISSION AND PREMIUM PRODUCTION REQUIREMENTS FOR MEMBERSHIP  
IN THE 2017 MILLION DOLLAR ROUND TABLE**

Based on 2016 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	52,600	157,800	315,600	0.5595	105,200	315,600	631,200	0.5595
Anguilla	104,900	314,700	629,400	1.1159	209,800	629,400	1,258,800	1.1159
Antigua	158,200	474,600	949,200	1.6829	316,400	949,200	1,898,400	1.6829
Argentina	207,800	623,400	1,246,800	2.2106	415,600	1,246,800	2,493,600	2.2106
Armenia	15,651,800	46,955,400	93,910,800	166.5085	31,303,600	93,910,800	187,821,600	166.5085
Aruba	118,500	355,500	711,000	1.2606	237,000	711,000	1,422,000	1.2606
Australia	132,900	398,700	797,400	1.4138	265,800	797,400	1,594,800	1.4138
Azerbaijan	24,400	73,200	146,400	0.2595	48,800	146,400	292,800	0.2595
Bahamas	75,000	225,000	450,000	0.7978	150,000	450,000	900,000	0.7978
Bahrain	24,600	73,800	147,600	0.2617	49,200	147,600	295,200	0.2617
Bangladesh	2,042,700	6,128,100	12,256,200	21.7308	4,085,400	12,256,200	24,512,400	21.7308
Barbados	117,300	351,900	703,800	1.2478	234,600	703,800	1,407,600	1.2478
Belarus	131,000,000	393,000,000	786,000,000	1,393.6170	262,000,000	786,000,000	1,572,000,000	1,393.6170
Belgium	79,900	239,700	479,400	0.8500	159,800	479,400	958,800	0.8500
Belize	89,100	267,300	534,600	0.9478	178,200	534,600	1,069,200	0.9478
Bermuda	135,600	406,800	813,600	1.4425	271,200	813,600	1,627,200	1.4425
Bolivia	257,700	773,100	1,546,200	2.7414	515,400	1,546,200	3,092,400	2.7414
Bosnia-Herzegovina	67,100	201,300	402,600	0.7138	134,200	402,600	805,200	0.7138
Botswana	237,800	713,400	1,426,800	2.5297	475,600	1,426,800	2,853,600	2.5297
Brazil	137,700	413,100	826,200	1.4648	413,100	1,239,300	2,478,600	2.1973
British Virgin Islands	94,000	282,000	564,000	1.0000	188,000	564,000	1,128,000	1.0000
Brunei	55,900	167,700	335,400	0.5946	167,700	503,100	1,006,200	0.8920
Bulgaria	57,100	171,300	342,600	0.6074	114,200	342,600	685,200	0.6074
Cambodia	70,041,100	210,123,300	420,246,600	745.1180	280,164,400	840,493,200	1,680,986,400	1,490.2361
Canada	113,700	341,100	682,200	1.2095	227,400	682,200	1,364,400	1.2095
Cayman Islands	61,200	183,600	367,200	0.6510	122,400	367,200	734,400	0.6510
Channel Islands	65,600	196,800	393,600	0.6978	131,200	393,600	787,200	0.6978
Chile	29,765,600	89,296,800	178,593,600	316.6553	59,531,200	178,593,600	357,187,200	316.6553
Colombia	78,805,400	236,416,200	472,832,400	838.3551	157,610,800	472,832,400	945,664,800	838.3551
Costa Rica	26,040,600	78,121,800	156,243,600	277.0276	52,081,200	156,243,600	312,487,200	277.0276
Croatia	348,200	1,044,600	2,089,200	3.7042	696,400	2,089,200	4,178,400	3.7042
Curacao	67,700	203,100	406,200	0.7202	135,400	406,200	812,400	0.7202
Cyprus	37,800	113,400	226,800	0.4021	75,600	226,800	453,600	0.4021
Czech Republic	1,265,600	3,796,800	7,593,600	13.4638	2,531,200	7,593,600	15,187,200	13.4638
Dominica	119,800	359,400	718,800	1.2744	239,600	718,800	1,437,600	1.2744
Dominican Republic	1,201,700	3,605,100	7,210,200	12.7840	2,403,400	7,210,200	14,420,400	12.7840
Ecuador	42,000	126,000	252,000	0.4468	84,000	252,000	504,000	0.4468
Egypt	142,200	426,600	853,200	1.5127	426,600	1,279,800	2,559,600	2.2691
El Salvador	43,600	130,800	261,600	0.4638	87,200	261,600	523,200	0.4638
Estonia	49,400	148,200	296,400	0.5255	98,800	296,400	592,800	0.5255
Fiji Islands	71,100	213,300	426,600	0.7563	142,200	426,600	853,200	0.7563
France	79,300	237,900	475,800	0.8436	158,600	475,800	951,600	0.8436
Georgia	66,900	200,700	401,400	0.7117	133,800	401,400	802,800	0.7117
Germany	74,000	222,000	444,000	0.7872	148,000	444,000	888,000	0.7872
Ghana	56,500	169,500	339,000	0.6010	113,000	339,000	678,000	0.6010
Gibraltar	58,800	176,400	352,800	0.6255	117,600	352,800	705,600	0.6255
Greece	61,200	183,600	367,200	0.6510	122,400	367,200	734,400	0.6510
Grenada	166,500	499,500	999,000	1.7712	333,000	999,000	1,998,000	1.7712
Guatemala	364,400	1,093,200	2,186,400	3.8765	728,800	2,186,400	4,372,800	3.8765
Guyana	8,731,000	26,193,000	52,386,000	92.8829	17,462,000	52,386,000	104,772,000	92.8829
Honduras	822,600	2,467,800	4,935,600	8.7510	1,645,200	4,935,600	9,871,200	8.7510
Hong Kong SAR	533,200	1,599,600	3,199,200	5.6723	2,132,800	6,398,400	12,796,800	11.3446
Hungary	11,472,400	34,417,200	68,834,400	122.0468	22,944,800	68,834,400	137,668,800	122.0468
India	874,000	2,622,000	5,244,000	9.2978	3,496,000	10,488,000	20,976,000	18.5957
Indonesia	272,394,100	817,182,300	1,634,364,600	2,897.8095	544,788,200	1,634,364,600	3,268,729,200	2,897.8095
Ireland	80,000	240,000	480,000	0.8510	160,000	480,000	960,000	0.8510
Isle of Man	65,600	196,800	393,600	0.6978	131,200	393,600	787,200	0.6978
Israel	318,500	955,500	1,911,000	3.3882	637,000	1,911,000	3,822,000	3.3882
Italy	71,700	215,100	430,200	0.7627	143,400	430,200	860,400	0.7627

Country	MDRT Commission	COT Commission	TOT Commission	Conversion Factor: Commission	MDRT Premium	COT Premium	TOT Premium	Conversion Factor: Premium
Jamaica West Indies	3,900,600	11,701,800	23,403,600	41.4957	7,801,200	23,403,600	46,807,200	41.4957
Japan	11,659,300	34,977,900	69,955,800	124.0351	34,977,900	104,933,700	209,867,400	186.0526
Jordan	22,800	68,400	136,800	0.2425	45,600	136,800	273,600	0.2425
Kazakhstan	5,011,100	15,033,300	30,066,600	53.3095	10,022,200	30,066,600	60,133,200	53.3095
Kenya	2,917,400	8,752,200	17,504,400	31.0361	5,834,800	17,504,400	35,008,800	31.0361
Kuwait	26,600	79,800	159,600	0.2829	53,200	159,600	319,200	0.2829
Latvia	32,100	96,300	192,600	0.3414	64,200	192,600	385,200	0.3414
Lebanon	120,377,100	361,131,300	722,262,600	1,280.6074	240,754,200	722,262,600	1,444,525,200	1,280.6074
Lithuania	124,400	373,200	746,400	1.3234	248,800	746,400	1,492,800	1.3234
Luxembourg	85,900	257,700	515,400	0.9138	171,800	515,400	1,030,800	0.9138
Macao	414,600	1,243,800	2,487,600	4.4106	1,658,400	4,975,200	9,950,400	8.8212
Macedonia	1,717,700	5,153,100	10,306,200	18.2734	3,435,400	10,306,200	20,612,400	18.2734
Malaysia	155,800	467,400	934,800	1.6574	467,400	1,402,200	2,804,400	2.4861
Malta	23,700	71,100	142,200	0.2521	47,400	142,200	284,400	0.2521
Mauritius	1,416,900	4,250,700	8,501,400	15.0734	2,833,800	8,501,400	17,002,800	15.0734
Mexico	691,500	2,074,500	4,149,000	7.3563	1,383,000	4,149,000	8,298,000	7.3563
Montenegro	5,500	16,500	33,000	0.0585	11,000	33,000	66,000	0.0585
Montserrat	73,100	219,300	438,600	0.7776	146,200	438,600	877,200	0.7776
Mozambique	1,427,700	4,283,100	8,566,200	15.1882	2,855,400	8,566,200	17,132,400	15.1882
Namibia	418,800	1,256,400	2,512,800	4.4553	837,600	2,512,800	5,025,600	4.4553
Nepal	1,255,700	3,767,100	7,534,200	13.3585	3,767,100	11,301,300	22,602,600	20.0377
Netherlands	80,000	240,000	480,000	0.8510	160,000	480,000	960,000	0.8510
New Zealand	141,900	425,700	851,400	1.5095	283,800	851,400	1,702,800	1.5095
Nigeria	5,459,500	16,378,500	32,757,000	58.0797	10,919,000	32,757,000	65,514,000	58.0797
Norway	818,000	2,454,000	4,908,000	8.7021	1,636,000	4,908,000	9,816,000	8.7021
Oman	17,800	53,400	106,800	0.1893	35,600	106,800	213,600	0.1893
P.R. China	188,900	566,700	1,133,400	2.0095	566,700	1,700,100	3,400,200	3.0143
Pakistan	1,568,300	4,704,900	9,409,800	16.6840	3,136,600	9,409,800	18,819,600	16.6840
Panama	53,100	159,300	318,600	0.5648	106,200	318,600	637,200	0.5648
Peru	134,500	403,500	807,000	1.4308	269,000	807,000	1,614,000	1.4308
Philippines	1,217,600	3,652,800	7,305,600	12.9530	2,435,200	7,305,600	14,611,200	12.9530
Poland	170,600	511,800	1,023,600	1.8148	341,200	1,023,600	2,047,200	1.8148
Portugal	62,200	186,600	373,200	0.6617	186,600	559,800	1,119,600	0.9925
Qatar	220,900	662,700	1,325,400	2.3500	441,800	1,325,400	2,650,800	2.3500
Republic of Korea	73,450,800	220,352,400	440,704,800	781.3914	183,627,000	550,881,000	1,101,762,000	976.7393
Romania	128,700	386,100	772,200	1.3691	257,400	772,200	1,544,400	1.3691
Russia	1,181,900	3,545,700	7,091,400	12.5734	2,954,800	8,864,400	17,728,800	15.7170
Saudi Arabia	257,700	773,100	1,546,200	2.7414	515,400	1,546,200	3,092,400	2.7414
Serbia	2,916,500	8,749,500	17,499,000	31.0265	5,833,000	17,499,000	34,998,000	31.0265
Singapore	124,100	372,300	744,600	1.3202	372,300	1,116,900	2,233,800	1.9803
Slovakia	54,500	163,500	327,000	0.5797	109,000	327,000	654,000	0.5797
Slovenia	69,000	207,000	414,000	0.7340	138,000	414,000	828,000	0.7340
South Africa	268,100	804,300	1,608,600	2.8521	536,200	1,608,600	3,217,200	2.8521
Spain	71,100	213,300	426,600	0.7563	142,200	426,600	853,200	0.7563
Sri Lanka	2,483,500	7,450,500	14,901,000	26.4202	4,967,000	14,901,000	29,802,000	26.4202
St Kitts and Nevis	162,400	487,200	974,400	1.7276	324,800	974,400	1,948,800	1.7276
St Lucia	167,700	503,100	1,006,200	1.7840	335,400	1,006,200	2,012,400	1.7840
St Maarten	67,700	203,100	406,200	0.7202	135,400	406,200	812,400	0.7202
St Vincent	155,600	466,800	933,600	1.6553	311,200	933,600	1,867,200	1.6553
Suriname	18,276,000	54,828,000	109,656,000	194.4255	36,552,000	109,656,000	219,312,000	194.4255
Sweden	831,700	2,495,100	4,990,200	8.8478	1,663,400	4,990,200	9,980,400	8.8478
Switzerland	130,900	392,700	785,400	1.3925	261,800	785,400	1,570,800	1.3925
Taiwan R.O.C.	1,864,500	5,593,500	11,187,000	19.8351	3,729,000	11,187,000	22,374,000	19.8351
Thailand	1,146,400	3,439,200	6,878,400	12.1957	2,292,800	6,878,400	13,756,800	12.1957
Tonga	125,600	376,800	753,600	1.3361	251,200	753,600	1,507,200	1.3361
Trinidad & Tobago	406,800	1,220,400	2,440,800	4.3276	813,600	2,440,800	4,881,600	4.3276
Turkey	72,700	218,100	436,200	0.7734	145,400	436,200	872,400	0.7734
Turks & Caicos	103,400	310,200	620,400	1.1000	206,800	620,400	1,240,800	1.1000
UK	58,800	176,400	352,800	0.6255	117,600	352,800	705,600	0.6255
Ukraine	205,900	617,700	1,235,400	2.1904	411,800	1,235,400	2,470,800	2.1904
United Arab Emirates	303,000	909,000	1,818,000	3.2234	606,000	1,818,000	3,636,000	3.2234
Uruguay	1,131,800	3,395,400	6,790,800	12.0404	2,263,600	6,790,800	13,581,600	12.0404
USA	94,000	282,000	564,000	1.0000	188,000	564,000	1,128,000	1.0000
Venezuela	117,586,500	352,759,500	705,519,000	1,250.9202	235,173,000	705,519,000	1,411,038,000	1,250.9202
Vietnam	317,292,000	951,876,000	1,903,752,000	3,375.4468	634,584,000	1,903,752,000	3,807,504,000	3,375.4468
Zambia	240,800	722,400	1,444,800	2.5617	481,600	1,444,800	2,889,600	2.5617
Zimbabwe	1,473,200	4,419,600	8,839,200	15.6723	2,946,400	8,839,200	17,678,400	15.6723

**INCOME PRODUCTION REQUIREMENTS FOR MEMBERSHIP  
IN THE 2017 MILLION DOLLAR ROUND TABLE**

Based on 2016 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 162,000 in annual gross income from insurance and financial products. A minimum of USD 47,000 must be income from new business generated during the production year. Further, a minimum of USD 47,000 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 web site at <http://www.mdr.org/membership/MembershipRequirements.asp>.)

Country	MDRT Income	COT Income	TOT Income	Conversion Factor: Income
Angola	90,300	270,900	541,800	0.5574
Anguilla	180,300	540,900	1,081,800	1.1129
Antigua	272,000	816,000	1,632,000	1.6790
Argentina	357,500	1,072,500	2,145,000	2.2067
Armenia	26,921,100	80,763,300	161,526,600	166.1796
Aruba	203,800	611,400	1,222,800	1.2580
Australia	228,600	685,800	1,371,600	1.4111
Azerbaijan	42,000	126,000	252,000	0.2592
Bahamas	129,000	387,000	774,000	0.7962
Bahrain	42,400	127,200	254,400	0.2617
Bangladesh	3,514,200	10,542,600	21,085,200	21.6925
Barbados	201,700	605,100	1,210,200	1.2450
Belarus	225,319,800	675,959,400	1,351,918,800	1,390.8629
Belgium	137,400	412,200	824,400	0.8481
Belize	153,300	459,900	919,800	0.9462
Bermuda	233,200	699,600	1,399,200	1.4395
Bolivia	443,200	1,329,600	2,659,200	2.7358
Bosnia-Herzegovina	115,400	346,200	692,400	0.7123
Botswana	409,000	1,227,000	2,454,000	2.5246
Brazil	236,800	710,400	1,420,800	1.4617
British Virgin Islands	161,600	484,800	969,600	0.9975
Brunei	96,100	288,300	576,600	0.5932
Bulgaria	98,200	294,600	589,200	0.6061
Cambodia	120,470,600	361,411,800	722,823,600	743.6456
Canada	195,600	586,800	1,173,600	1.2074
Cayman Islands	105,200	315,600	631,200	0.6493
Channel Islands	112,800	338,400	676,800	0.6962
Chile	51,196,800	153,590,400	307,180,800	316.0296
Colombia	135,545,200	406,635,600	813,271,200	836.6987
Costa Rica	44,789,900	134,369,700	268,739,400	276.4808
Croatia	598,900	1,796,700	3,593,400	3.6969
Curacao	116,300	348,900	697,800	0.7179
Cyprus	65,200	195,600	391,200	0.4024
Czech Republic	2,176,800	6,530,400	13,060,800	13.4370
Dominica	206,000	618,000	1,236,000	1.2716
Dominican Republic	2,066,800	6,200,400	12,400,800	12.7580
Ecuador	72,200	216,600	433,200	0.4456
Egypt	244,600	733,800	1,467,600	1.5098
El Salvador	75,000	225,000	450,000	0.4629
Estonia	85,000	255,000	510,000	0.5246
Fiji Islands	122,300	366,900	733,800	0.7549
France	136,400	409,200	818,400	0.8419
Georgia	115,100	345,300	690,600	0.7104
Germany	127,300	381,900	763,800	0.7858
Ghana	97,200	291,600	583,200	0.6000
Gibraltar	101,100	303,300	606,600	0.6240
Greece	105,300	315,900	631,800	0.6500
Grenada	286,400	859,200	1,718,400	1.7679
Guatemala	626,800	1,880,400	3,760,800	3.8691
Guyana	15,017,400	45,052,200	90,104,400	92.7000
Honduras	1,414,900	4,244,700	8,489,400	8.7339
Hong Kong SAR	917,100	2,751,300	5,502,600	5.6611
Hungary	20,477,000	61,431,000	122,862,000	126.4012
India	1,503,300	4,509,900	9,019,800	9.2796
Indonesia	468,517,900	1,405,553,700	2,811,107,400	2,892.0858
Ireland	137,600	412,800	825,600	0.8493
Isle of Man	112,800	338,400	676,800	0.6962
Israel	547,800	1,643,400	3,286,800	3.3814
Italy	123,300	369,900	739,800	0.7611

Country	MDRT Income	COT Income	TOT Income	Conversion Factor: Income
Jamaica West Indies	6,709,100	20,127,300	40,254,600	41.4141
Japan	20,054,000	60,162,000	120,324,000	123.7901
Jordan	39,200	117,600	235,200	0.2419
Kazakhstan	8,619,100	25,857,300	51,714,600	53.2043
Kenya	5,017,900	15,053,700	30,107,400	30.9746
Kuwait	45,800	137,400	274,800	0.2827
Latvia	55,200	165,600	331,200	0.3407
Lebanon	207,048,600	621,145,800	1,242,291,600	1,278.0777
Lithuania	213,900	641,700	1,283,400	1.3203
Luxembourg	147,800	443,400	886,800	0.9123
Macau	713,100	2,139,300	4,278,600	4.4018
Macedonia	2,954,400	8,863,200	17,726,400	18.2370
Malaysia	267,900	803,700	1,607,400	1.6537
Malta	40,800	122,400	244,800	0.2518
Mauritius	2,437,100	7,311,300	14,622,600	15.0438
Mexico	1,189,300	3,567,900	7,135,800	7.3413
Montenegro	9,400	28,200	56,400	0.0580
Montserrat	125,700	377,100	754,200	0.7759
Mozambique	2,456,200	7,368,600	14,737,200	15.1617
Namibia	720,300	2,160,900	4,321,800	4.4462
Nepal	2,159,800	6,479,400	12,958,800	13.3320
Netherlands	137,600	412,800	825,600	0.8493
New Zealand	244,100	732,300	1,464,600	1.5067
Nigeria	9,390,400	28,171,200	56,342,400	57.9654
Norway	1,407,000	4,221,000	8,442,000	8.6851
Oman	30,600	91,800	183,600	0.1888
P.R. China	324,900	974,700	1,949,400	2.0055
Pakistan	2,697,500	8,092,500	16,185,000	16.6512
Panama	91,300	273,900	547,800	0.5635
Peru	231,400	694,200	1,388,400	1.4283
Philippines	2,094,300	6,282,900	12,565,800	12.9277
Poland	293,400	880,200	1,760,400	1.8111
Portugal	107,000	321,000	642,000	0.6604
Qatar	380,000	1,140,000	2,280,000	2.3456
Republic of Korea	126,335,400	379,006,200	758,012,400	779.8481
Romania	221,300	663,900	1,327,800	1.3660
Russia	2,032,900	6,098,700	12,197,400	12.5487
Saudi Arabia	443,200	1,329,600	2,659,200	2.7358
Serbia	5,016,400	15,049,200	30,098,400	30.9654
Singapore	213,400	640,200	1,280,400	1.3172
Slovakia	93,700	281,100	562,200	0.5783
Slovenia	118,700	356,100	712,200	0.7327
South Africa	461,100	1,383,300	2,766,600	2.8462
Spain	122,300	366,900	733,800	0.7549
Sri Lanka	4,271,600	12,814,800	25,629,600	26.3679
St Kitts and Nevis	279,100	837,300	1,674,600	1.7228
St Lucia	288,500	865,500	1,731,000	1.7808
St Maarten	116,300	348,900	697,800	0.7179
St Vincent	267,700	803,100	1,606,200	1.6524
Suriname	31,434,800	94,304,400	188,608,800	194.0419
Sweden	1,430,500	4,291,500	8,583,000	8.8302
Switzerland	225,100	675,300	1,350,600	1.3895
Taiwan R.O.C.	3,207,000	9,621,000	19,242,000	19.7962
Thailand	1,971,800	5,915,400	11,830,800	12.1716
Tonga	216,000	648,000	1,296,000	1.3333
Trinidad & Tobago	699,700	2,099,100	4,198,200	4.3191
Turkey	125,000	375,000	750,000	0.7716
Turks & Caicos	177,900	533,700	1,067,400	1.0981
UK	101,100	303,300	606,600	0.6240
Ukraine	354,100	1,062,300	2,124,600	2.1858
United Arab Emirates	521,200	1,563,600	3,127,200	3.2172
Uruguay	1,946,600	5,839,800	11,679,600	12.0160
USA	162,000	486,000	972,000	1.0000
Venezuela	202,248,700	606,746,100	1,213,492,200	1,248.4487
Vietnam	545,742,300	1,637,226,900	3,274,453,800	3,368.7796
Zambia	414,100	1,242,300	2,484,600	2.5561
Zimbabwe	2,533,900	7,601,700	15,203,400	15.6413