



**MDRT**

The Premier Association of  
Financial Professionals®

**Membership Information  
for the  
2015 Million Dollar Round Table**

*based on 2014 production*

## 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 12/30/13 at the foot of each page.

- 2015 Membership Requirements are now available. See pages 11-14.
- Dates and locations announced for the 2015 MDRT Annual Meeting and the Top of the Table Annual Meetings. See page 10.

### Table of Contents

	Page
I. Production Requirements -----	3
II. Eligibility -----	5
III. Reporting -----	5
IV. Additional Requirements -----	6
V. Clarifications -----	6
VI. Illustrations -----	9
VII. Meetings -----	10
VIII. Commission/Premium Production Requirements By Country -----	11
IX. Income Production Requirements By Country -----	13

# MEMBERSHIP INFORMATION FOR THE 2015 MILLION DOLLAR ROUND TABLE

## I. PRODUCTION REQUIREMENTS

### 1. Production Methods

Membership in the 2015 Round Table will be based on the following production methods: (See page 4 for products)

- **Commission/Fee Method**  
A minimum of USD 92,000 of eligible commissions paid is required. Of this total, a minimum of USD 46,000 of paid commissions (50 percent of the requirement) must come from products listed in the Unlimited Credit category.
- **Premium Method**  
A minimum of USD 184,000 of eligible paid premium is required. Of this total, a minimum of USD 92,000 of premium (50 percent of the requirement) must come from products listed in the Unlimited Credit category.
- **Income Qualification Method**  
A minimum of USD 158,000 in annual gross income from the sale of insurance and financial products is required. A minimum of USD 46,000 must be income from new business generated during the production year. Further, a minimum of USD 46,000 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 276,000 of eligible commissions paid or USD 552,000 of eligible paid premium is required. At least USD 46,000 of commission or USD 92,000 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 474,000 of eligible annual gross income is required. The applicant must meet the minimums of USD 46,000 in new business and USD 46,000 in risk-protection business.

### 3. Top of the Table

- **Commission & Premium Method**  
A minimum of USD 552,000 of eligible commissions paid or USD 1,104,000 of eligible paid premium. At least USD 46,000 of commission or USD 92,000 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 948,000 of eligible annual gross income is required. The applicant must meet the minimums of USD 46,000 in new business and USD 46,000 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 2015 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	6% of new money invested
Securities	100% of commission on new money invested	6% of new money invested
Wrap accounts/asset management accounts	100% of all commissions	6% of new money invested
Financial Planning Fees/Fees for Advice	100% of the net fee	100% of the gross fee

## II. ELIGIBILITY

### 1. Qualification Overview

- First-time applicants for MDRT must use either the commission or premium methods to demonstrate qualification for membership.
- 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**.

## 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, who will attach supporting documents, such as commission statements, that verify the amount claimed. Also acceptable 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 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 2015 MDRT membership will automatically be sent in November 2014 to all 2014 and 2013 MDRT members. Others may request an application by phone, fax or through the MDRT Web site at [www.mdrt.org](http://www.mdrt.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 with supporting documents attached verifying the amount claimed. Acceptable supporting documents would be:
  - 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 on our Web site at <http://www.mdr.org/membership/info.asp>.)*
- 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 TBD**

- Required dues, completed application and other required forms must be postmarked on or before March 1, 2015. 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 TBD**

- 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 TBD**

- 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 TBD**

- 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, 2014 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 2015 Membership application.*

**6. Disability Waiver**

- Life members who have been declared totally disabled for six consecutive months during 2014 may petition for a waiver of payment of dues for the 2015 Table. A disability petition form and doctor's statement must be submitted by March 1, 2015, 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 entitle credit for member year(s) missed*

**CLARIFICATIONS**

**1. Eligible Commissions, Fees**

Production credit (for commissions) will be based on eligible commissions received during 2014. Credit may include either earned or advanced (annualized) commissions or both. Advanced (annualized) or earned commissions must be paid to the applicant in 2014 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 2013 may result in production credit for 2014. The policy must be in force on December 31, 2013 but is not required to be in force as of December 31, 2014.
- 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. To be eligible, the fee must be paid by a company. Maintenance, service and other fees do not qualify. 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.

## 2. Eligible Premium

Production credit (for premium) will be based on eligible premium paid or new money invested during 2014. 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 2013 may result in production credit for the amount of premium paid or new money invested during 2014.
- 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 2014. 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

For additional information, contact:  
**Million Dollar Round Table**  
**Member Services Department**  
 325 West Touhy Avenue  
 Park Ridge, IL 60068 USA  
 Phone: 847.692.6378  
 Fax: 847.518.8921  
 Web site: [www.mdrt.org](http://www.mdrt.org)  
 E-mail: [membership@mdrt.org](mailto:membership@mdrt.org)

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
  - Maintenance/service fees
  - 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 4,600 eligible commissions or USD 9,200 of eligible premium or USD 7,900 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.

##### • **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.

##### • **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.

##### • **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 2015 commission requirement for the United States is USD 92,000. To qualify, the applicant must submit a minimum of USD 46,000 in commission from products listed in the Unlimited Credit category.

#### Example 1 – Eligible for MDRT membership

Applicant total Unlimited Credit	46,000
Applicant total Limited Credit	<u>100,000</u>
Total MDRT commission credit	146,000

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

Applicant total Unlimited Credit	45,999
Applicant total Limited Credit	<u>100,000</u>
Total MDRT commission credit	45,999

#### 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 156,000 in annual gross income from the sale of insurance and financial products is required.
- A minimum of USD 46,000 must be income from new business generated during the production year. Further, a minimum of USD 46,000 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	158,000
Applicant total new business	46,000
Applicant total risk-protection products	46,000

##### Example 2

Applicant annual gross income	158,000
Applicant total new business from risk-protection products*	46,000

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

#### NOT Eligible for MDRT membership

##### Example 3

Applicant annual gross income	158,000
Applicant total new business	45,999
Applicant total risk-protection products	46,000

##### Example 4

Applicant annual gross income	158,000
Applicant total new business	46,000
Applicant total risk-protection products	45,999

# MDRT Meetings - Mark Your Calendars!

## MDRT Annual Meeting\*

June 14 – 17, 2015

New Orleans, Louisiana

*Early Registration Deadline: April 20, 2015*

## Top of the Table Annual Meeting\*

October 7 – 10, 2015

Naples, Florida, USA

*\*Attendance at the MDRT Annual Meeting and Top of the Table Annual Meeting is open to approved members of the 2015 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 2015 MILLION DOLLAR ROUND TABLE

Based on 2014 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.mdr.org/membership/MembershipRequirements.asp>.)

Country	MDRT Commission	COT Commission	TOT Commission	Conversion Factor: Commission	MDRT Premium	COT Premium	TOT Premium	Conversion Factor: Premium
Anguilla	44,900	134,700	269,400	0.4880	89,800	269,400	538,800	0.4880
Antigua	139,700	419,100	838,200	1.5184	279,400	838,200	1,676,400	1.5184
Argentina	193,200	579,600	1,159,200	2.1000	386,400	1,159,200	2,318,400	2.1000
Armenia	13,533,200	40,599,600	81,199,200	147.1000	27,066,400	81,199,200	162,398,400	147.1000
Aruba	86,400	259,200	518,400	0.9391	172,800	518,400	1,036,800	0.9391
Australia	128,300	384,900	769,800	1.3945	256,600	769,800	1,539,600	1.3945
Azerbaijan	38,500	115,500	231,000	0.4184	77,000	231,000	462,000	0.4184
Bahamas	72,500	217,500	435,000	0.7880	145,000	435,000	870,000	0.7880
Bahrain	25,500	76,500	153,000	0.2771	51,000	153,000	306,000	0.2771
Bangladesh	1,168,400	3,505,200	7,010,400	12.7000	2,336,800	7,010,400	14,020,800	12.7000
Barbados	108,600	325,800	651,600	1.1804	217,200	651,600	1,303,200	1.1804
Belarus	66,994,400	200,983,200	401,966,400	728.2000	133,988,800	401,966,400	803,932,800	728.2000
Belgium	82,700	248,100	496,200	0.8989	165,400	496,200	992,400	0.8989
Belize	86,200	258,600	517,200	0.9369	172,400	517,200	1,034,400	0.9369
Bermuda	131,100	393,300	786,600	1.4250	262,200	786,600	1,573,200	1.4250
Bolivia	266,800	800,400	1,600,800	2.9000	533,600	1,600,800	3,201,600	2.9000
Bosnia-Herzegovina	45,100	135,300	270,600	0.4902	90,200	270,600	541,200	0.4902
Botswana	230,000	690,000	1,380,000	2.5000	460,000	1,380,000	2,760,000	2.5000
Brazil	110,400	331,200	662,400	1.2000	331,200	993,600	1,987,200	1.8000
British Virgin Islands	92,000	276,000	552,000	1.0000	184,000	552,000	1,104,000	1.0000
Brunei	51,800	155,400	310,800	0.5630	155,400	466,200	932,400	0.8445
Bulgaria	55,200	165,600	331,200	0.6000	110,400	331,200	662,400	0.6000
Cambodia	141,984,500	425,953,500	851,907,000	1,543.3097	567,938,000	1,703,814,000	3,407,628,000	3,086.6195
Canada	116,100	348,300	696,600	1.2619	232,200	696,600	1,393,200	1.2619
Cayman Islands	59,200	177,600	355,200	0.6434	118,400	355,200	710,400	0.6434
Channel Islands	56,000	168,000	336,000	0.6086	112,000	336,000	672,000	0.6086
Chile	28,786,800	86,360,400	172,720,800	312.9000	57,573,600	172,720,800	345,441,600	312.9000
Colombia	73,002,000	219,006,000	438,012,000	793.5000	146,004,000	438,012,000	876,024,000	793.5000
Costa Rica	18,611,600	55,834,800	111,669,600	202.3000	37,223,200	111,669,600	223,339,200	202.3000
Croatia	349,600	1,048,800	2,097,600	3.8000	699,200	2,097,600	4,195,200	3.8000
Cyprus	35,100	105,300	210,600	0.3815	70,200	210,600	421,200	0.3815
Czech Republic	1,276,100	3,828,300	7,656,600	13.8706	2,552,200	7,656,600	15,313,200	13.8706
Dominica	111,000	333,000	666,000	1.2065	222,000	666,000	1,332,000	1.2065
Dominican Republic	1,113,200	3,339,600	6,679,200	12.1000	2,226,400	6,679,200	13,358,400	12.1000
Ecuador	40,600	121,800	243,600	0.4413	81,200	243,600	487,200	0.4413
Egypt	147,200	441,600	883,200	1.6000	441,600	1,324,800	2,649,600	2.4000
El Salvador	42,200	126,600	253,200	0.4586	84,400	253,200	506,400	0.4586
Estonia	671,600	2,014,800	4,029,600	7.3000	1,343,200	4,029,600	8,059,200	7.3000
Fiji Islands	65,900	197,700	395,400	0.7163	131,800	395,400	790,800	0.7163
France	82,800	248,400	496,800	0.9000	165,600	496,800	993,600	0.9000
Georgia	64,400	193,200	386,400	0.7000	128,800	386,400	772,800	0.7000
Germany	82,800	248,400	496,800	0.9000	165,600	496,800	993,600	0.9000
Ghana	146,491,600	439,474,800	878,949,600	1,592.3000	292,983,200	878,949,600	1,757,899,200	1,592.3000
Greece	59,300	177,900	355,800	0.6445	118,600	355,800	711,600	0.6445
Grenada	162,400	487,200	974,400	1.7652	324,800	974,400	1,948,800	1.7652
Guatemala	377,200	1,131,600	2,263,200	4.1000	754,400	2,263,200	4,526,400	4.1000
Guyana	3,827,800	11,483,400	22,966,800	41.6065	7,655,600	22,966,800	45,933,600	41.6065
Honduras	616,400	1,849,200	3,698,400	6.7000	1,232,800	3,698,400	7,396,800	6.7000
Hong Kong SAR	552,000	1,656,000	3,312,000	6.0000	2,208,000	6,624,000	13,248,000	12.0000
Hungary	11,095,200	33,285,600	66,571,200	120.6000	22,190,400	66,571,200	133,142,400	120.6000
India	845,300	2,535,900	5,071,800	9.1880	3,381,200	10,143,600	20,287,200	18.3760
Indonesia	271,740,400	815,221,200	1,630,442,400	2,953.7000	543,480,800	1,630,442,400	3,260,884,800	2,953.7000
Ireland	82,800	248,400	496,800	0.9000	165,600	496,800	993,600	0.9000
Isle of Man	56,000	168,000	336,000	0.6086	112,000	336,000	672,000	0.6086
Israel	295,000	885,000	1,770,000	3.2065	590,000	1,770,000	3,540,000	3.2065
Italy	73,500	220,500	441,000	0.7989	147,000	441,000	882,000	0.7989
Jamaica West Indies	3,994,500	11,983,500	23,967,000	43.4184	7,989,000	23,967,000	47,934,000	43.4184
Japan	12,069,700	36,209,100	72,418,200	131.1923	36,209,100	108,627,300	217,254,600	196.7885

Country	MDRT Commission	COT Commission	TOT Commission	Conversion Factor: Commission	MDRT Premium	COT Premium	TOT Premium	Conversion Factor: Premium
Jordan	27,600	82,800	165,600	0.3000	55,200	165,600	331,200	0.3000
Kazakhstan	4,544,800	13,634,400	27,268,800	49.4000	9,089,600	27,268,800	54,537,600	49.4000
Kenya	3,293,600	9,880,800	19,761,600	35.8000	6,587,200	19,761,600	39,523,200	35.8000
Kuwait	27,500	82,500	165,000	0.2989	55,000	165,000	330,000	0.2989
Latvia	27,600	82,800	165,600	0.3000	55,200	165,600	331,200	0.3000
Lebanon	124,614,000	373,842,000	747,684,000	1,354.5000	249,228,000	747,684,000	1,495,368,000	1,354.5000
Lithuania	128,800	386,400	772,800	1.4000	257,600	772,800	1,545,600	1.4000
Luxembourg	94,800	284,400	568,800	1.0304	189,600	568,800	1,137,600	1.0304
Macau	429,200	1,287,600	2,575,200	4.6652	1,716,800	5,150,400	10,300,800	9.3304
Macedonia	1,803,200	5,409,600	10,819,200	19.6000	3,606,400	10,819,200	21,638,400	19.6000
Malaysia	161,300	483,900	967,800	1.7532	483,900	1,451,700	2,903,400	2.6298
Malta	21,900	65,700	131,400	0.2380	43,800	131,400	262,800	0.2380
Mauritius	1,039,600	3,118,800	6,237,600	11.3000	2,079,200	6,237,600	12,475,200	11.3000
Mexico	688,400	2,065,200	4,130,400	7.4826	1,376,800	4,130,400	8,260,800	7.4826
Montenegro	4,500	13,500	27,000	0.0489	9,000	27,000	54,000	0.0489
Mozambique	488,800	1,466,400	2,932,800	5.3130	977,600	2,932,800	5,865,600	5.3130
Namibia	248,400	745,200	1,490,400	2.7000	496,800	1,490,400	2,980,800	2.7000
Nepal	1,214,400	3,643,200	7,286,400	13.2000	3,643,200	10,929,600	21,859,200	19.8000
Netherlands	82,800	248,400	496,800	0.9000	165,600	496,800	993,600	0.9000
Netherlands Antilles	62,700	188,100	376,200	0.6815	125,400	376,200	752,400	0.6815
New Zealand	146,900	440,700	881,400	1.5967	293,800	881,400	1,762,800	1.5967
Nigeria	5,667,200	17,001,600	34,003,200	61.6000	11,334,400	34,003,200	68,006,400	61.6000
Norway	883,200	2,649,600	5,299,200	9.6000	1,766,400	5,299,200	10,598,400	9.6000
Oman	18,400	55,200	110,400	0.2000	36,800	110,400	220,800	0.2000
P.R. China	175,000	525,000	1,050,000	1.9021	525,000	1,575,000	3,150,000	2.8532
Pakistan	1,516,700	4,550,100	9,100,200	16.4858	3,033,400	9,100,200	18,200,400	16.4858
Panama	55,000	165,000	330,000	0.5978	110,000	330,000	660,000	0.5978
Peru	138,000	414,000	828,000	1.5000	276,000	828,000	1,656,000	1.5000
Philippines	1,177,600	3,532,800	7,065,600	12.8000	2,355,200	7,065,600	14,131,200	12.8000
Poland	165,000	495,000	990,000	1.7934	330,000	990,000	1,980,000	1.7934
Portugal	64,400	193,200	386,400	0.7000	193,200	579,600	1,159,200	1.0500
Qatar	228,700	686,100	1,372,200	2.4858	457,400	1,372,200	2,744,400	2.4858
Republic of Korea	73,029,600	219,088,800	438,177,600	793.8000	182,574,000	547,722,000	1,095,444,000	992.2500
Romania	37,000	111,000	222,000	0.4021	74,000	222,000	444,000	0.4021
Russia	1,094,800	3,284,400	6,568,800	11.9000	2,737,000	8,211,000	16,422,000	14.8750
Saudi Arabia	266,800	800,400	1,600,800	2.9000	533,600	1,600,800	3,201,600	2.9000
Serbia	2,502,400	7,507,200	15,014,400	27.2000	5,004,800	15,014,400	30,028,800	27.2000
Singapore	128,500	385,500	771,000	1.3967	385,500	1,156,500	2,313,000	2.0951
Slovakia	56,400	169,200	338,400	0.6130	112,800	338,400	676,800	0.6130
Slovenia	71,400	214,200	428,400	0.7760	142,800	428,400	856,800	0.7760
South Africa	248,400	745,200	1,490,400	2.7000	496,800	1,490,400	2,980,800	2.7000
Spain	73,600	220,800	441,600	0.8000	147,200	441,600	883,200	0.8000
Sri Lanka	2,300,600	6,901,800	13,803,600	25.0065	4,601,200	13,803,600	27,607,200	25.0065
St Kitts and Nevis	130,200	390,600	781,200	1.4152	260,400	781,200	1,562,400	1.4152
St Lucia	165,100	495,300	990,600	1.7945	330,200	990,600	1,981,200	1.7945
St Vincent	165,100	495,300	990,600	1.7945	330,200	990,600	1,981,200	1.7945
Suriname	19,790,100	59,370,300	118,740,600	215.1097	39,580,200	118,740,600	237,481,200	215.1097
Sweden	883,200	2,649,600	5,299,200	9.6000	1,766,400	5,299,200	10,598,400	9.6000
Switzerland	165,600	496,800	993,600	1.8000	331,200	993,600	1,987,200	1.8000
Taiwan R.O.C.	1,930,100	5,790,300	11,580,600	20.9793	3,860,200	11,580,600	23,161,200	20.9793
Thailand	1,186,800	3,560,400	7,120,800	12.9000	2,373,600	7,120,800	14,241,600	12.9000
Tonga	104,900	314,700	629,400	1.1402	209,800	629,400	1,258,800	1.1402
Trinidad & Tobago	421,100	1,263,300	2,526,600	4.5771	842,200	2,526,600	5,053,200	4.5771
Turkey	70,000	210,000	420,000	0.7608	140,000	420,000	840,000	0.7608
Turks & Caicos	25,400	76,200	152,400	0.2760	50,800	152,400	304,800	0.2760
UK	55,200	165,600	331,200	0.6000	110,400	331,200	662,400	0.6000
Ukraine	101,200	303,600	607,200	1.1000	202,400	607,200	1,214,400	1.1000
United Arab Emirates	313,700	941,100	1,882,200	3.4097	627,400	1,882,200	3,764,400	3.4097
Uruguay	1,085,600	3,256,800	6,513,600	11.8000	2,171,200	6,513,600	13,027,200	11.8000
USA	92,000	276,000	552,000	1.0000	184,000	552,000	1,104,000	1.0000
Venezuela	121,725,200	365,175,600	730,351,200	1,323.1000	243,450,400	730,351,200	1,460,702,400	1,323.1000
Vietnam	293,926,100	881,778,300	1,763,556,600	3,194.8489	587,852,200	1,763,556,600	3,527,113,200	3,194.8489
Zimbabwe	1,508,800	4,526,400	9,052,800	16.4000	3,017,600	9,052,800	18,105,600	16.4000

## INCOME PRODUCTION REQUIREMENTS FOR MEMBERSHIP IN THE 2015 MILLION DOLLAR ROUND TABLE

Based on 2014 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 158,000 in annual gross income from insurance and financial products. A minimum of USD 46,000 must be income from new business generated during the production year. Further, a minimum of USD 46,000 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.mdrt.org/membership/MembershipRequirements.asp>.)

Country	MDRT Income	COT Income	TOT Income	Income Conv Factor
Anguilla	77,200	231,600	463,200	0.4886
Antigua	240,300	720,900	1,441,800	1.5208
Argentina	332,300	996,900	1,993,800	2.1031
Armenia	23,277,100	69,831,300	139,662,600	147.3234
Aruba	148,600	445,800	891,600	0.9405
Australia	220,700	662,100	1,324,200	1.3968
Azerbaijan	66,200	198,600	397,200	0.4189
Bahamas	124,700	374,100	748,200	0.7892
Bahrain	43,900	131,700	263,400	0.2778
Bangladesh	2,009,600	6,028,800	12,057,600	12.7180
Barbados	186,800	560,400	1,120,800	1.1822
Belarus	115,230,400	345,691,200	691,382,400	729.3063
Belgium	142,200	426,600	853,200	0.9000
Belize	148,300	444,900	889,800	0.9386
Bermuda	225,500	676,500	1,353,000	1.4272
Bolivia	458,900	1,376,700	2,753,400	2.9044
Bosnia-Herzegovina	77,600	232,800	465,600	0.4911
Botswana	395,600	1,186,800	2,373,600	2.5037
Brazil	189,900	569,700	1,139,400	1.2018
British Virgin Islands	158,200	474,600	949,200	1.0012
Brunei	89,100	267,300	534,600	0.5639
Bulgaria	94,900	284,700	569,400	0.6006
Cambodia	244,213,300	732,639,900	1,465,279,800	1,545.6538
Canada	199,700	599,100	1,198,200	1.2639
Cayman Islands	101,800	305,400	610,800	0.6443
Channel Islands	96,300	288,900	577,800	0.6094
Chile	49,513,300	148,539,900	297,079,800	313.3753
Colombia	125,563,400	376,690,200	753,380,400	794.7050
Costa Rica	32,012,000	96,036,000	192,072,000	202.6075
Croatia	601,300	1,803,900	3,607,800	3.8056
Cyprus	60,400	181,200	362,400	0.3822
Czech Republic	2,194,900	6,584,700	13,169,400	13.8917
Dominica	190,900	572,700	1,145,400	1.2082
Dominican Republic	1,914,700	5,744,100	11,488,200	12.1183
Ecuador	69,800	209,400	418,800	0.4417
Egypt	253,200	759,600	1,519,200	1.6025
El Salvador	72,600	217,800	435,600	0.4594
Estonia	1,155,200	3,465,600	6,931,200	7.3113
Fiji Islands	113,300	339,900	679,800	0.7170
France	142,400	427,200	854,400	0.9012
Georgia	110,800	332,400	664,800	0.7012
Germany	142,400	427,200	854,400	0.9012
Ghana	251,965,600	755,896,800	1,511,793,600	1,594.7190
Greece	102,000	306,000	612,000	0.6455
Grenada	279,300	837,900	1,675,800	1.7677
Guatemala	648,800	1,946,400	3,892,800	4.1063
Guyana	6,583,800	19,751,400	39,502,800	41.6696
Honduras	1,060,200	3,180,600	6,361,200	6.7101
Hong Kong SAR	949,400	2,848,200	5,696,400	6.0088
Hungary	19,803,700	59,411,100	118,822,200	125.3398
India	1,453,900	4,361,700	8,723,400	9.2018
Indonesia	467,393,500	1,402,180,500	2,804,361,000	2,958.1867
Ireland	142,400	427,200	854,400	0.9012
Isle of Man	96,300	288,900	577,800	0.6094
Israel	507,400	1,522,200	3,044,400	3.2113
Italy	126,400	379,200	758,400	0.8000

Country	MDRT Income	COT Income	TOT Income	Income Conv Factor
Jamaica West Indies	6,870,600	20,611,800	41,223,600	43.4848
Japan	20,759,900	62,279,700	124,559,400	131.3917
Jordan	47,500	142,500	285,000	0.3006
Kazakhstan	7,817,100	23,451,300	46,902,600	49.4753
Kenya	5,665,000	16,995,000	33,990,000	35.8544
Kuwait	47,300	141,900	283,800	0.2993
Latvia	47,500	142,500	285,000	0.3006
Lebanon	214,336,100	643,008,300	1,286,016,600	1,356.5576
Lithuania	221,500	664,500	1,329,000	1.4018
Luxembourg	163,100	489,300	978,600	1.0322
Macau	738,200	2,214,600	4,429,200	4.6721
Macedonia	3,101,500	9,304,500	18,609,000	19.6297
Malaysia	277,400	832,200	1,664,400	1.7556
Malta	37,700	113,100	226,200	0.2386
Mauritius	1,788,100	5,364,300	10,728,600	11.3170
Mexico	1,184,000	3,552,000	7,104,000	7.4936
Montenegro	7,700	23,100	46,200	0.0487
Mozambique	840,700	2,522,100	5,044,200	5.3208
Namibia	427,200	1,281,600	2,563,200	2.7037
Nepal	2,088,800	6,266,400	12,532,800	13.2202
Netherlands	142,400	427,200	854,400	0.9012
Netherlands Antilles	107,800	323,400	646,800	0.6822
New Zealand	252,700	758,100	1,516,200	1.5993
Nigeria	9,747,600	29,242,800	58,485,600	61.6936
Norway	1,519,100	4,557,300	9,114,600	9.6145
Oman	31,600	94,800	189,600	0.2000
P.R. China	301,000	903,000	1,806,000	1.9050
Pakistan	2,608,700	7,826,100	15,652,200	16.5107
Panama	94,600	283,800	567,600	0.5987
Peru	237,400	712,200	1,424,400	1.5025
Philippines	2,025,500	6,076,500	12,153,000	12.8196
Poland	283,800	851,400	1,702,800	1.7962
Portugal	110,800	332,400	664,800	0.7012
Qatar	393,400	1,180,200	2,360,400	2.4898
Republic of Korea	125,610,900	376,832,700	753,665,400	795.0057
Romania	63,600	190,800	381,600	0.4025
Russia	1,883,100	5,649,300	11,298,600	11.9183
Saudi Arabia	458,900	1,376,700	2,753,400	2.9044
Serbia	4,304,100	12,912,300	25,824,600	27.2411
Singapore	221,000	663,000	1,326,000	1.3987
Slovakia	97,000	291,000	582,000	0.6139
Slovenia	122,800	368,400	736,800	0.7772
South Africa	427,200	1,281,600	2,563,200	2.7037
Spain	126,600	379,800	759,600	0.8012
Sri Lanka	3,957,000	11,871,000	23,742,000	25.0443
St Kitts and Nevis	223,900	671,700	1,343,400	1.4170
St Lucia	284,000	852,000	1,704,000	1.7974
St Vincent	284,000	852,000	1,704,000	1.7974
Suriname	34,039,000	102,117,000	204,234,000	215.4367
Sweden	1,519,100	4,557,300	9,114,600	9.6145
Switzerland	284,800	854,400	1,708,800	1.8025
Taiwan R.O.C.	3,319,800	9,959,400	19,918,800	21.0113
Thailand	2,041,300	6,123,900	12,247,800	12.9196
Tonga	180,400	541,200	1,082,400	1.1417
Trinidad & Tobago	724,300	2,172,900	4,345,800	4.5841
Turkey	120,400	361,200	722,400	0.7620
Turks & Caicos	43,700	131,100	262,200	0.2765
UK	94,900	284,700	569,400	0.6006
Ukraine	174,100	522,300	1,044,600	1.1018
United Arab Emirates	539,600	1,618,800	3,237,600	3.4151
Uruguay	1,867,200	5,601,600	11,203,200	11.8177
USA	158,000	474,000	948,000	1.0000
Venezuela	209,367,300	628,101,900	1,256,203,800	1,325.1095
Vietnam	505,552,900	1,516,658,700	3,033,317,400	3,199.7019
Zimbabwe	2,595,100	7,785,300	15,570,600	16.4246