



2024 MDRT Goals Based on 2023 Production

United States

Following are monthly goals in U.S. dollars to keep you on track for the 2024 Million Dollar Round Table, Court of the Table and Top of the Table. Track your progress toward 2024 membership during the 2023 production year.

Month	COMMISSION			PREMIUM			INCOME		
	MDRT	Court of the Table	Top of the Table	MDRT	Court of the Table	Top of the Table	MDRT	Court of the Table	Top of the Table
January	\$6,167	\$18,500	\$37,000	\$12,333	\$37,000	\$74,000	\$10,683	\$32,050	\$64,100
February	\$12,333	\$37,000	\$74,000	\$24,667	\$74,000	\$148,000	\$21,367	\$64,100	\$128,200
March	\$18,500	\$55,500	\$111,000	\$37,000	\$111,000	\$222,000	\$32,050	\$96,150	\$192,300
April	\$24,667	\$74,000	\$148,000	\$49,333	\$148,000	\$296,000	\$42,733	\$128,200	\$256,400
May	\$30,833	\$92,500	\$185,000	\$61,667	\$185,000	\$370,000	\$53,417	\$160,250	\$320,500
June	\$37,000	\$111,000	\$222,000	\$74,000	\$222,000	\$444,000	\$64,100	\$192,300	\$384,600
July	\$43,167	\$129,500	\$259,000	\$86,333	\$259,000	\$518,000	\$74,783	\$224,350	\$448,700
August	\$49,333	\$148,000	\$296,000	\$98,667	\$296,000	\$592,000	\$85,467	\$256,400	\$512,800
September	\$55,500	\$166,500	\$333,000	\$111,000	\$333,000	\$666,000	\$96,150	\$288,450	\$576,900
October	\$61,667	\$185,000	\$370,000	\$123,333	\$370,000	\$740,000	\$106,833	\$320,500	\$641,000
November	\$67,833	\$203,500	\$407,000	\$135,667	\$407,000	\$814,000	\$117,517	\$352,550	\$705,100
December	\$74,000	\$222,000	\$444,000	\$148,000	\$444,000	\$888,000	\$128,200	\$384,600	\$769,200



2024 Million Dollar Round Table

(Abridged version. For more detailed information on membership requirements, go to www.mdr.org.)

PRODUCTION CREDIT

RISK-PROTECTION PRODUCTS

Products from life insurance companies

	<u>Commission/Fee Credit</u>	<u>Premium Credit</u>
Accidental death and dismemberment (individual)	100% of first year commission	100% of first year premium
Critical illness (individual)	100% of first year commission	100% of first year premium
Disability income contracts (individual)	100% of first year commission	100% of first year premium
Life (individual)		
Up to annual premium/target premium	100% of first year commission	100% of first year premium
Deposits in excess of annual/target premium/top up	100% of commission paid	6% of excess premium
Single premium (whole life and investment)	100% of first year commission	6% of first year premium
Short-term endowment rider (max 15 yrs)	100% of first year commission	6% of first year premium
Long-term care (individual)	100% of first year commission	100% of first year premium
Accidental death and dismemberment (group)	100% of first year commission	10% of first year premium
Critical illness (group)	100% of first year commission	10% of first year premium
Disability income contracts (group)	100% of first year commission	10% of first year premium
Life (group)	100% of first year commission	10% of first year premium
Long-term care (group)	100% of first year commission	10% of first year premium
Annuities (individual and group)	100% of all commissions	6% of new money invested
Single premium and/or short-term endowment (max 15 yrs.)	100% of first year commission	6% of first year premium

OTHER PRODUCTS

Products

	<u>Commission/Fee Credit</u>	<u>Premium Credit</u>
Health care (individual)	100% of first year commission	100% of first year premium
Health care (group)	100% of first year commission	10% of first year premium
Mutual funds	100% of all commissions/fee	6% of new money invested
Securities	100% of commission/fee on new money invested	6% of new money invested
Wrap accounts/asset management accounts	100% of all commissions/fee	6% of new money invested
Financial Planning Fees/Fees for Advice	100% of the net fee	100% of the gross fee

PRODUCTION REQUIREMENTS

- Production Methods**
Membership in the 2024 Round Table will be based on the following production methods:
 - Commission/Fee Method**
A minimum of USD 74,000 of eligible commissions paid is required.
 - Premium Method**
A minimum of USD 148,000 of eligible paid premium is required.
 - Income Qualification Method**
A minimum of USD 128,200 in annual gross income from the sale and service of insurance and financial products is required. A minimum of USD 37,000 must be income from new business generated during the production year.
- Court of the Table**
 - Commission & Premium Method**
A minimum of USD 222,000 of eligible commissions paid or USD 444,000 of eligible paid premium is required.
 - Income Method**
A minimum of USD 384,600 of eligible annual gross income is required. The applicant must meet the minimums of USD 37,000 in new business.
- Top of the Table**
 - Commission & Premium Method**
A minimum of USD 444,000 of eligible commissions paid or USD 888,000 of eligible paid premium.
 - Income Method**
A minimum of USD 769,200 of eligible annual gross income is required. The applicant must meet the minimums of USD 37,000 in new business.
 - Top of the Table Waivers**
Top of the Table members with a minimum of 10 years of Top of the Table membership who do not meet the required minimum production level may apply under the Top of the Table waiver provision, but must submit required Top of the Table dues.

MDRT MEETINGS

***MDRT Annual Meeting**
June 25-28, 2023
Nashville, Tennessee, USA

***Top of the Table Annual Meeting**
October 11-14, 2023
Naples, Florida, USA

***EDGE Meeting**
November 2023
TBD

***MDRT Global Conference**
August 27-30, 2023
Singapore

**Attendance at the MDRT Annual Meeting, MDRT Global Conference, EDGE Meeting and Top of the Table Annual Meeting are open to approved members of the 2023 Table and requires payment of separate registration fees.*

Elimination of the Unlimited Credit Requirement for the United States

MDRT has eliminated the requirement that a minimum of 50 percent of an applicant's qualifying production come from Unlimited Credit or "core products." Beginning with the 2019 membership year, applicants from the United States will be able to qualify using **any** MDRT eligible product in **any** combination or proportion.

The change in the requirement applies to qualification using the Commission, Premium and Income methods and is designed to ensure compliance with the fiduciary rule established by the U.S. Department of Labor.