

**THIS IS NOT A MEMBERSHIP APPLICATION!**

**2024 INCOME CERTIFYING LETTER**

**MILLION DOLLAR ROUND TABLE**

325 West Touhy Avenue, Park Ridge, IL 60068 USA

Phone: +1 847.692.6378 Website: mdrt.org



This certifying letter is part of your application and is to be submitted with your membership application on or before March 1, 2024, to avoid paying an additional required fee of USD 200. First-time applicants may apply using **ONLY** the commission or premium methods with certifying letter(s).

**ALL APPLICATIONS ARE SUBJECT TO PRODUCTION VERIFICATION.**

**APPLICANT'S INSTRUCTIONS**

Send completed certifying letter signed by the applicant.

**First-time applicants must apply using the commission or premium certifying letter(s) and may not use this certifying letter.**

Those applying for Qualifying (Q) or Qualifying & Life (QL) membership (years two through 10) may submit a self-signed certifying letter. CREDIT MUST BE REPORTED IN U.S. DOLLARS (USD). See the reverse side of this form or visit [www.mdr.org/productioncredits](http://www.mdr.org/productioncredits) for eligible credits.

(Please complete all information requested) **All returned certifying letters must be completed in English.**

**THIS IS TO CERTIFY THAT**

MDRT ID Number: \_\_\_\_\_

Applicant's Name \_\_\_\_\_

Agency/Partnership/Corporation Name (if applicable) \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State/Country/Territory \_\_\_\_\_ ZIP/Postal Code \_\_\_\_\_

Country/City Code or Area Code \_\_\_\_\_ Tel. # \_\_\_\_\_

E-mail \_\_\_\_\_

**Is entitled to the credits indicated, calculated in accordance with MDRT policies and procedures.**

**MUST BE CONVERTED TO U.S. DOLLARS (USD) rounded to the nearest whole dollar based on the official MDRT conversion factor (divide local currency by the conversion factor).**

(See [www.mdr.org/membership/MembershipRequirements.asp](http://www.mdr.org/membership/MembershipRequirements.asp) for conversion factors.)

**RISK-PROTECTION CREDIT**

Life insurance, annuities, disability income, accidental death and dismemberment, long-term care, critical illness and endowments

**OTHER CREDIT**

Health insurance, mutual funds, securities, financial planning fees, fees for advice, wrap accounts/asset management accounts

MDRT CREDIT

LIVES

# of Risk-Protection Policies \_\_\_\_\_

# of Other Policies \_\_\_\_\_

**\*All three sections below must be completed before submission.**

**RISK-PROTECTION INCOME\***

(NEW BUSINESS OR RENEWALS)

USD \_\_\_\_\_ © No Decimals

(Minimum required USD 37,000)

**NEW BUSINESS INCOME\***

(RISK-PROTECTION OR OTHER CREDIT)

USD \_\_\_\_\_ © No Decimals

(Minimum required USD 37,000)

**YOUR TOTAL INCOME REPORTED\***

USD \_\_\_\_\_ © No Decimals

(Minimum required USD 128,000)

INCOME QUALIFICATION

**QUALIFICATION PERIOD CANNOT BEGIN BEFORE JANUARY 1, 2023, AND CANNOT END BEFORE OCTOBER 31, 2023, OR AFTER DECEMBER 31, 2023**

**All returned certifying letters must be completed in English**

The undersigned affirms the above MDRT credits and policies/cases are true and correct to the best of his/her knowledge and belief, and that this business was in force as of December 31, 2023. Further, it does not include business resulting from the cancellation or surrender of any existing policy, except for that portion of any such MDRT credit which exceeds the MDRT credit of such cancelled or surrendered policy or policies.

**(\*Required field) - To be signed only by applicant. No signature required by company official.**

\*MDRT ID Number: \_\_\_\_\_

\*Print or Type Member Name \_\_\_\_\_

\*Member Signature \_\_\_\_\_

\*Email \_\_\_\_\_

Date \_\_\_\_\_

# 2024 ELIGIBLE PRODUCTION CREDIT FOR MDRT

## RISK-PROTECTION CREDIT

### Products From Life Insurance Companies

- Accidental death and dismemberment (individual)
- Critical illness (individual)
- Disability income contracts (individual)
- Life (individual)
  - Up to annual premium/target premium
  - Deposits in excess of annual/target premium/top up
  - Single premium (whole life and investment)
  - Short-term endowment rider (max. 15 yrs)
- Long-term care (individual)
- Accidental death and dismemberment (group)
- Critical illness (group)
- Disability income contracts (group)
- Life (group)
- Long-term care (group)
- Annuities (individual and group)
- Single premium and/or short-term endowment (max. 15 yrs)

## OTHER CREDIT

- Health Insurance (individual)
- Health Insurance (group)
- Mutual funds
- Securities
- Wrap accounts/asset management accounts
- Financial planning fees/fees for advice

## PRODUCTION REQUIREMENT - Income

- Qualification under this method is based on a requirement of USD 128,000 in annual gross income from the sale of insurance and financial products and fees.
- A minimum of USD 37,000 must be income from new business (Risk-Protection Credit or Other Credit) generated during the production year. Further, a minimum of USD 37,000 must be derived from income associated with risk-protection products (new or renewal/trail, products eligible for Risk-Protection Credit under the commission or premium methods). It is possible that the same business, such as the sale of new life insurance policies, could satisfy both requirements.
- 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, would also be eligible for credit.

**The income requirement for applicants outside the United States may be found on page 7.**

## COURT OF THE TABLE REQUIREMENTS

- To qualify for 2024 Court of the Table membership with the income method requires USD 384,000 of annual gross income.
- The applicant must meet the minimums of USD 37,000 in new business (Risk-Protection Credit or Other Credit) and USD 37,000 in risk-protection business (New Business or Renewals).
- Applicants must continue to submit proof of production via certifying letter(s) until achieving 10 years of membership at the higher level. They are eligible to declare their eligibility without certifying letters or commission/income documents when applying for the eleventh year of membership at that level.
- Court of the Table dues are required for all applicants, whether or not production documentation is required.

## TOP OF THE TABLE REQUIREMENTS

- To qualify for 2024 Top of the Table membership with the income method requires USD 768,000 of annual gross income.
- The applicant must meet the minimums of USD 37,000 in new business (Risk-Protection Credit or Other Credit) and USD 37,000 in Risk-protection business (New Business or Renewals).
- Applicants must continue to submit proof of production via certifying letter(s) verifying Top of the Table level for 10 years. Upon their 11th year of qualification, they are eligible to apply without submitting production documentation.

Top of the Table members with a minimum of 10 prior years of Top of the Table membership may apply without production under the Top of the Table waiver provision, but must submit required Top of the Table dues.

## POLICY DEFINITION

A policy is defined as an individual contract covering one or more persons. A contract covering an individual should be credited and reported to MDRT as one policy. Similarly, a contract covering a group of people should also be counted as one policy, regardless of the number of people covered under the policy.

## DISABILITY WAIVER

Current Life members who have been declared totally disabled for six consecutive months during 2023 may petition for a waiver of payment of dues for the 2024 membership. A disability petition form and doctor's statement must be submitted by March 1, 2024, 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 an MDRT recognized professional association. Any applicable back dues would need to be satisfied prior to approval under the disability waiver.

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