



**MDRT** The Premier Association of  
Financial Professionals®

*focused*

ON YOUR SUCCESS

Malaysia

## 2017 MDRT Goals Based on 2016 Production

Following are monthly goals in Malaysian ringgits to keep you on track for the 2017 Million Dollar Round Table, Court of the Table and Top of the Table. Track your progress toward 2017 membership during the 2016 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   | 12,983     | 38,950             | 77,900           | 38,950  | 116,850            | 233,700          | 22,325  | 66,975             | 133,950          |
| February  | 25,967     | 77,900             | 155,800          | 77,900  | 233,700            | 467,400          | 44,650  | 133,950            | 267,900          |
| March     | 38,950     | 116,850            | 233,700          | 116,850 | 350,550            | 701,100          | 66,975  | 200,925            | 401,850          |
| April     | 51,933     | 155,800            | 311,600          | 155,800 | 467,400            | 934,800          | 89,300  | 267,900            | 535,800          |
| May       | 64,917     | 194,750            | 389,500          | 194,750 | 584,250            | 1,168,500        | 111,625 | 334,875            | 669,750          |
| June      | 77,900     | 233,700            | 467,400          | 233,700 | 701,100            | 1,402,200        | 133,950 | 401,850            | 803,700          |
| July      | 90,883     | 272,650            | 545,300          | 272,650 | 817,950            | 1,635,900        | 156,275 | 468,825            | 937,650          |
| August    | 103,867    | 311,600            | 623,200          | 311,600 | 934,800            | 1,869,600        | 178,600 | 535,800            | 1,071,600        |
| September | 116,850    | 350,550            | 701,100          | 350,550 | 1,051,650          | 2,103,300        | 200,925 | 602,775            | 1,205,550        |
| October   | 129,833    | 389,500            | 779,000          | 389,500 | 1,168,500          | 2,337,000        | 223,250 | 669,750            | 1,339,500        |
| November  | 142,817    | 428,450            | 856,900          | 428,450 | 1,285,350          | 2,570,700        | 245,575 | 736,725            | 1,473,450        |
| December  | 155,800    | 467,400            | 934,800          | 467,400 | 1,402,200          | 2,804,400        | 267,900 | 803,700            | 1,607,400        |



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## 2017 Million Dollar Round Table

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

### PRODUCTION CREDIT

#### UNLIMITED 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   |

#### LIMITED CREDIT

##### 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 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

##### 1. Production Methods

Membership in the 2017 Round Table will be based on the following production methods:

##### • 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.

#### MDRT MEETINGS

##### \*MDRT Annual Meeting

June 12-15, 2016  
Vancouver, BC, Canada

June 4-7, 2017  
Orlando, Florida, USA

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

September 21-24, 2016  
Quebec City, QC, Canada

*\*Attendance at the MDRT Annual Meeting and Top of the Table Annual Meeting is open to approved members of the 2016 Table and requires payment of separate registration fees.*