



MDRT (Million Dollar Round Table)

Acronyms and abbreviations

COT (Court of the Table): Members will be eligible for 2019 Court of the Table if they bring in three times the production requirement this year. Specific production requirements increase annually, and members must reapply each year.

DVP (Divisional Vice President): A leaders who has excelled, frequently as part of multiple committees or task forces, and oversees and attends all meetings for an entire division of these groups.

EDGE (Engage, Develop, Grow, Empower) Meeting: A new face-to-face growth opportunity for MDRT members from the United States and Canada to connect with one another through experiential learning. The new regional meeting helps members learn new skills to run and grow their practices, find solutions for clients and be in front of industry change.

ExCom (Executive Committee): A five-member group (President, Immediate Past President, First Vice President, Second Vice President and Secretary), possessing decades of experience within the organization, oversees and manages MDRT. Each year, a new member (the Nominee) is chosen by the Nominating Committee and elected during the Annual Meeting. The Nominee then replaces the Immediate Past President on the committee.

GCM (Global Council Member): Committee Chairs who excel (usually with more than one committee or task force) may be considered to serve as one of nine Global Council Members (GCMs). Most GCMs are responsible for an entire division of committees and task forces — usually three or four — and are members of the Global Council which, along with the Executive Committee, constitute MDRT's governing body. GCMs attend all their division's committee and task force meetings. The only exception is the Program Development Global Council Member, who oversees four divisions, each with a DVP and between two and three committees in the division.

LVDC (Leadership and Volunteer Development Committee): As one of MDRT's advisory committees, this committee identifies and offers recommendations for new DVPs and Chairs. In January, these recommendations are compiled, along with staff recommendations, and measured against requirements. The Director, Strategic Engagement and President-elect submit a final list of the recommendations to ExCom for approval.

MarCom (Marketing and Communications): Refers to MDRT's Marketing and Communications department and function, which guide MDRT's public relations programs and policies to present and promote the MDRT image favorably, accurately, positively and informatively.

MCC (Member Communication Committee): The Member Communication Committee often provides the first step in members volunteering with MDRT. The MCC advances communication between MDRT members and the companies' leaders, sharing information, promoting the organization and monitoring the industry on local and global levels.

PDC (Program Development Committee): The Program Development Committee is responsible for planning and developing the content for the assigned program, with assistance from staff, by selecting topics and speakers that benefit MDRT's global membership and assisting speakers in the preparation of their content. The Annual Meeting, Global Conference, MDRT EDGE and Top of the Table Annual Meeting each has a Program Development Committee assigned to its respective meeting. Beginning with the 2019 organizational year, there will be five Program Development Committees.

PDD (Program Development Division): The overarching governance for the Annual Meeting and Global Conference Program Development Divisions and PGA divisions.

PGA (Program General Arrangements) Division: The Program General Arrangements Division supports members at the meetings by directing foot traffic, assisting in the store and registration area, checking badges at sessions, serving as speaker hosts and managing other logistics for the Annual Meeting and Global Conference. These member volunteers are an essential part of the meeting, and excellence in this committee may lead to an invitation to serve in a leadership position or on other committees. There are two PGA Divisions, one for the Annual Meeting and one for the Global Conference. The Annual Meeting usually has 700 to 900 volunteers serving on 10 task forces; the Global Conference has eight task forces and about 500 volunteers.

RTT (Round The Table) magazine: MDRT's bi-monthly magazine features articles by members and industry experts, as well as timely and practical information members can use to improve their businesses.

TOT (Top of the Table): The highest level of MDRT qualification, members become eligible for 2019 Top of the Table after generating six times the production requirement this year. Specific production requirements increase annually, and members must reapply each year.