



MDRT
The Premier Association of
Financial Professionals®

focused

ON YOUR SUCCESS

2017 MDRT Goals Based on 2016 Production

Lebanon

Following are monthly goals in Lebanese pounds 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	10,031,425	30,094,275	60,188,550	20,062,850	60,188,550	120,377,100	17,254,050	51,762,150	103,524,300
February	20,062,850	60,188,550	120,377,100	40,125,700	120,377,100	240,754,200	34,508,100	103,524,300	207,048,600
March	30,094,275	90,282,825	180,565,650	60,188,550	180,565,650	361,131,300	51,762,150	155,286,450	310,572,900
April	40,125,700	120,377,100	240,754,200	80,251,400	240,754,200	481,508,400	69,016,200	207,048,600	414,097,200
May	50,157,125	150,471,375	300,942,750	100,314,250	300,942,750	601,885,500	86,270,250	258,810,750	517,621,500
June	60,188,550	180,565,650	361,131,300	120,377,100	361,131,300	722,262,600	103,524,300	310,572,900	621,145,800
July	70,219,975	210,659,925	421,319,850	140,439,950	421,319,850	842,639,700	120,778,350	362,335,050	724,670,100
August	80,251,400	240,754,200	481,508,400	160,502,800	481,508,400	963,016,800	138,032,400	414,097,200	828,194,400
September	90,282,825	270,848,475	541,696,950	180,565,650	541,696,950	1,083,393,900	155,286,450	465,859,350	931,718,700
October	100,314,250	300,942,750	601,885,500	200,628,500	601,885,500	1,203,771,000	172,540,500	517,621,500	1,035,243,000
November	110,345,675	331,037,025	662,074,050	220,691,350	662,074,050	1,324,148,100	189,794,550	569,383,650	1,138,767,300
December	120,377,100	361,131,300	722,262,600	240,754,200	722,262,600	1,444,525,200	207,048,600	621,145,800	1,242,291,600



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2017 Million Dollar Round Table

(Abridged version. For more detailed information on membership requirements, go to 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.