

THIS IS NOT A MEMBERSHIP APPLICATION!
2022 COMMISSION AND PREMIUM 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, 2022, 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.

INSTRUCTIONS

APPLICANT INSTRUCTIONS
 Send certifying letter with your contact information completed to the appropriate official of the company that paid the MDRT credit. The official will enter your production, sign the certifying letter, and return it to you. When you receive the signed copy, attach it to your application and forward to MDRT in one complete package. Retain a copy for your records. Applicants for Qualifying (Q) or Qualifying & Life (QL) not using the Attest Method must submit a certifying letter(s).

COMPANY OFFICIAL INSTRUCTIONS
 Verify the production credits and enter them in the sections to the right. This certifying letter must be signed by the official who can verify the MDRT credit paid to the applicant and should be returned to the applicant. **CREDIT MUST BE REPORTED IN U.S. DOLLARS (USD)**. See the reverse side of this form or visit www.mdrt.org/productioncredits for eligible credits.

MDRT CREDIT

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.mdrt.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, fees for advice, securities, financial planning fees, wrap accounts/asset management accounts

THIS IS TO CERTIFY THAT

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

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.

COMMISSION CREDIT

RISK-PROTECTION COMMISSION
USD _____
 Risk-Protection minimum USD 33,000 No Decimals
 Total commission required USD 66,000

OTHER COMMISSION
USD _____
No Decimals

LIVES

of Risk-Protection Policies or Cases _____

of Other Policies or Cases _____

PREMIUM CREDIT

RISK-PROTECTION PREMIUM
USD _____
 Risk-Protection minimum USD 66,000 No Decimals
 Total premium required USD 132,000

OTHER PREMIUM
USD _____
No Decimals

QUALIFICATION PERIOD CANNOT BEGIN BEFORE JANUARY 1, 2021, AND CANNOT END BEFORE OCTOBER 31, 2021, OR AFTER DECEMBER 31, 2021.

COMPLETED BY COMPANY OFFICIAL

All returned certifying letters must be completed in English

The undersigned affirms the above MDRT credits and lives/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, 2021. 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)**

*Print or Type Name of the Company Official

*Title

*Company Name

*Street Address

*City/State or Prov./ZIP or Postal Code/Country

*Signature of Company Official

Country/City Code or Area Code Telephone Ext.

Country/City Code or Area Code Fax

*Email

Date

2022 ELIGIBLE PRODUCTION CREDIT FOR MDRT

RISK PROTECTION CREDIT	Products From Life Insurance Companies	Commission/Fee Credit	Premium Credit
	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	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 CREDIT	Products	Commission/Fee Credit	Premium Credit
	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	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	6% of new money invested
	Financial planning fees/fees for advice	100% of the net fee	100% of the gross fee

PRODUCTION REQUIREMENT – Commission and Premium

2022 MDRT membership will be based on a minimum of USD 66,000 of eligible commissions paid or USD 132,000 of eligible paid premium credited to the agent's account. A minimum of USD 33,000 of commission or USD 66,000 of premium (50 percent of the requirement) must come from products listed in the Risk-Protection Credit category before an applicant can use any credit from policies listed under the Other Credit category. The requirement for applicants outside the United States can be found on page 6. **Applicants must qualify exclusively with either commission credit OR premium credit; the two types of credit cannot be combined.**

COURT OF THE TABLE – Commission and Premium

The production requirement to qualify for the 2022 Court of the Table is USD 198,000 of eligible commissions paid or USD 396,000 of eligible paid premium. A minimum of USD 33,000 of commission or USD 66,000 of premium (50 percent of the entry-level MDRT requirement) must come from products listed in the Other Credit category. The requirement for applicants outside the United States can be found on page 6.

TOP OF THE TABLE – Commission and Premium

The production requirement to qualify for the 2022 Top of the Table is USD 396,000 of eligible commissions paid or USD 792,000 of eligible paid premium. A minimum of USD 33,000 of commission or USD 66,000 of premium (50 percent of the entry-level MDRT requirement) must come from products listed in the Risk-Protection Credit category. The requirement for applicants outside the United States can be found on page 6.

Top of the Table members with a minimum of 10 years of prior 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.

DISABILITY WAIVER

Current Life members who have been declared totally disabled for six consecutive months during 2021 may petition for a waiver of payment of dues for 2022 membership. A disability petition form and doctor's statement must be submitted by March 1, 2022, 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.

* MDRT ANNUAL MEETING

June 26–29, 2022 | Boston, Massachusetts, USA

* MDRT GLOBAL CONFERENCE

August 28–31, 2022 | Sydney, Australia

* TOP OF THE TABLE ANNUAL MEETING

October 19-22, 2022 | Santa Barbara, California, USA

*** Attendance at the MDRT Annual Meeting, Top of the Table Annual Meeting and MDRT Global Conference are open to approved 2022 members, and each require payment of separate registration fees.**

For more detailed information on membership requirements, go to www.mdrt.org/membership/requirements/