



# MDRT

The Premier Association  
of Financial Professionals®

## 2021 MDRT Goals Based on 2020 Production

India

Adjusted in response to COVID-19

Following are monthly goals in Indian rupees to keep you on track for the 2021 Million Dollar Round Table, Court of the Table and Top of the Table. Track your progress toward 2021 membership during the 2020 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	61,225	183,675	367,350	244,900	734,700	1,469,400	106,042	318,125	636,250
February	122,450	367,350	734,700	489,800	1,469,400	2,938,800	212,083	636,250	1,272,500
March	183,675	551,025	1,102,050	734,700	2,204,100	4,408,200	318,125	954,375	1,908,750
April	244,900	734,700	1,469,400	979,600	2,938,800	5,877,600	424,167	1,272,500	2,545,000
May	306,125	918,375	1,836,750	1,224,500	3,673,500	7,347,000	530,208	1,590,625	3,181,250
June	367,350	1,102,050	2,204,100	1,469,400	4,408,200	8,816,400	636,250	1,908,750	3,817,500
July	428,575	1,285,725	2,571,450	1,714,300	5,142,900	10,285,800	742,292	2,226,875	4,453,750
August	489,800	1,469,400	2,938,800	1,959,200	5,877,600	11,755,200	848,333	2,545,000	5,090,000
September	551,025	1,653,075	3,306,150	2,204,100	6,612,300	13,224,600	954,375	2,863,125	5,726,250
October	612,250	1,836,750	3,673,500	2,449,000	7,347,000	14,694,000	1,060,417	3,181,250	6,362,500
November	673,475	2,020,425	4,040,850	2,693,900	8,081,700	16,163,400	1,166,458	3,499,375	6,998,750
December	<b>734,700</b>	<b>2,204,100</b>	<b>4,408,200</b>	<b>2,938,800</b>	<b>8,816,400</b>	<b>17,632,800</b>	<b>1,272,500</b>	<b>3,817,500</b>	<b>7,635,000</b>



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## 2021 Million Dollar Round Table

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

### PRODUCTION 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

#### OTHER PRODUCTS

##### 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/fee 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 2021 Round Table will be based on the following production methods:

###### • Commission/Fee Method

A minimum of USD 61,000 of eligible commissions paid is required. Of this total, a minimum of USD 30,500 of paid commissions (50 percent of the requirement) must come from products listed in the Risk-Protection category.

###### • Premium Method

A minimum of USD 122,000 of eligible paid premium is required. Of this total, a minimum of USD 61,000 of premium (50 percent of the requirement) must come from products listed in the Risk-Protection category.

###### • Income Qualification Method

A minimum of USD 105,000 in annual gross income from the sale of insurance and financial products is required. A minimum of USD 30,500 must be income from new business generated during the production year. Further, a minimum of USD 30,500 must be derived from income associated with products in the Risk-Protection category. 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 183,000 of eligible commissions paid or USD 366,000 of eligible paid premium is required. At least USD 30,500 of commission or USD 61,000 of premium (50 percent of the entry-level MDRT requirement) must come from products listed in the Risk-Protection category before an applicant can use any credit from policies listed under the Other Products category.

###### • Income Method

A minimum of USD 315,000 of eligible annual gross income is required. The applicant must meet the minimums of USD 30,500 in new business and USD 30,500 in risk-protection business.

##### 3. Top of the Table

###### • Commission & Premium Method

A minimum of USD 366,000 of eligible commissions paid or USD 732,000 of eligible paid premium. At least USD 30,500 of commission or USD 61,000 of premium (50 percent of the entry-level MDRT requirement) must come from products listed in the Risk-Protection category before an applicant can use any credit from policies listed under the Other Products category.

###### • Income Method

A minimum of USD 630,000 of eligible annual gross income is required. The applicant must meet the minimums of USD 30,500 in new business and USD 30,500 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 Virtual Event  
August 3-7, 2020

MDRT Annual Meeting 2021  
June 6-9, 2021  
New Orleans, Louisiana, USA

\*Top of the Table Annual Meeting  
September 25-28, 2019  
Austin, Texas, USA

\*Attendance at the MDRT Virtual Event and Top of the Table Annual Meeting is open to approved members of the 2020 Table and requires payment of separate registration fees.



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## 2021 Million Dollar Round Table

### Special Rules for 2019 and 2020 MDRT Members

The following special rules apply only to those who were MDRT members in 2019 or 2020.

- The production requirement for eligibility has been waived. They may join without having met the published requirement.
- Members may apply at a level up to the highest level achieved during either 2019 or 2020 without demonstrating qualifying production. Example: If the member achieved Court of the Table membership in either 2019 or 2020, they may join Court of the Table again without demonstrating qualifying production or having met the published requirement.
- If they apply at a level of membership higher than they achieved during either 2019 or 2020, they must demonstrate qualifying production at the published 2021 production requirement. Example: If the member achieved Court of the Table membership in either 2019 or 2020 and wants to join Top of the Table in 2021, they must submit qualifying 2021 production for Top of the Table.
- Additional examples of the above and related questions are addressed in the FAQs on MDRT's Focus Center at [MDRT.org](https://www.mdrt.org).