MDRT
The Premier Association of Financial Professionals®

Hong Kong, China

2023 MDRT Goals
Based on 2022 Production

Following are monthly goals in Hong Kong dollars to keep you on track for the 2023 Million Dollar Round Table, Court of the Table and Top of the Table. Track your progress toward 2023 membership during the 2022 production year.

	COMMISSION			PREMIUM			INCOME		
Month	**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	34,983	104,950	209,900	139,933	419,800	839,600	60,592	181,775	363,550
February	69,967	209,900	419,800	279,867	839,600	1,679,200	121,183	363,550	727,100
March	104,950	314,850	629,700	419,800	1,259,400	2,518,800	181,775	545,325	1,090,650
April	139,933	419,800	839,600	559,733	1,679,200	3,358,400	242,367	727,100	1,454,200
May	174,917	524,750	1,049,500	699,667	2,099,000	4,198,000	302,958	908,875	1,817,750
June	209,900	629,700	1,259,400	839,600	2,518,800	5,037,600	363,550	1,090,650	2,181,300
July	244,883	734,650	1,469,300	979,533	2,938,600	5,877,200	424,142	1,272,425	2,544,850
August	279,867	839,600	1,679,200	1,119,467	3,358,400	6,716,800	484,733	1,454,200	2,908,400
September	314,850	944,550	1,889,100	1,259,400	3,778,200	7,556,400	545,325	1,635,975	3,271,950
October	349,833	1,049,500	2,099,000	1,399,333	4,198,000	8,396,000	605,917	1,817,750	3,635,500
November	384,817	1,154,450	2,308,900	1,539,267	4,617,800	9,235,600	666,508	1,999,525	3,999,050
December	**419,800**	**1,259,400**	**2,518,800**	**1,679,200**	**5,037,600**	**10,075,200**	**727,100**	**2,181,300**	**4,362,600**

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2023 Million Dollar Round Table

(Abridged version. For more detailed information on membership requirements, go to www.mdrt.org.)

PRODUCTION CREDIT

RISK-PROTECTION PRODUCTS

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/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	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/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 2023 Round Table will be based on the following production methods:

- **Commission/Fee Method**
A minimum of USD 69,000 of eligible commissions paid is required. Of this total, a minimum of USD 34,500 of paid commissions (50 percent of the requirement) must come from products listed in the Risk-Protection category.
- **Premium Method**
A minimum of USD 138,000 of eligible paid premium is required. Of this total, a minimum of USD 69,000 of premium (50 percent of the requirement) must come from products listed in the Risk-Protection category.
- **Income Qualification Method**
A minimum of USD 120,000 in annual gross income from the sale of insurance and financial products is required. A minimum of USD 34,500 must be income from new business generated during the production year. Further, a minimum of USD 34,500 must be derived from income associated with products in the Risk-Production 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 207,000 of eligible commissions paid or USD 414,000 of eligible paid premium is required. At least USD 34,500 of commission or USD 69,000 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 360,000 of eligible annual gross income is required. The applicant must meet the minimums of USD 34,5000 in new business and USD 34,500 in risk-protection business.

3. **Top of the Table**

- **Commission & Premium Method**
A minimum of USD 414,000 of eligible commissions paid or USD 828,000 of eligible paid premium. At least USD 34,5000 of commission or USD 69,000 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 720,000 of eligible annual gross income is required. The applicant must meet the minimums of USD 34,500 in new business and USD 34,500 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 Annual Meeting**
June 26-29, 2022
Boston, Massachusetts, USA

June 25-28, 2023
Nashville, Tennessee, USA

***Top of the Table Annual Meeting**
October 19-22, 2022
Santa Barbara, California, USA

***MDRT Global Conference**
August 28-31, 2022
Sydney, Australia

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