



# MDRT

The Premier Association  
of Financial Professionals®

## 2023 MDRT Goals Based on 2022 Production

Singapore

Following are monthly goals in Singapore 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.

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	6,033	18,100	36,200	18,100	54,300	108,600	10,450	31,350	62,700
February	12,067	36,200	72,400	36,200	108,600	217,200	20,900	62,700	125,400
March	18,100	54,300	108,600	54,300	162,900	325,800	31,350	94,050	188,100
April	24,133	72,400	144,800	72,400	217,200	434,400	41,800	125,400	250,800
May	30,167	90,500	181,000	90,500	271,500	543,000	52,250	156,750	313,500
June	36,200	108,600	217,200	108,600	325,800	651,600	62,700	188,100	376,200
July	42,233	126,700	253,400	126,700	380,100	760,200	73,150	219,450	438,900
August	48,267	144,800	289,600	144,800	434,400	868,800	83,600	250,800	501,600
September	54,300	162,900	325,800	162,900	488,700	977,400	94,050	282,150	564,300
October	60,333	181,000	362,000	181,000	543,000	1,086,000	104,500	313,500	627,000
November	66,367	199,100	398,200	199,100	597,300	1,194,600	114,950	344,850	689,700
December	<b>72,400</b>	<b>217,200</b>	<b>434,400</b>	<b>217,200</b>	<b>651,600</b>	<b>1,303,200</b>	<b>125,400</b>	<b>376,200</b>	<b>752,400</b>



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## 2023 Million Dollar Round Table

(Abridged version. For more detailed information on membership requirements, go to [www.mdrtd.org](http://www.mdrtd.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 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 34,500 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 34,500 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 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.