MDRT ACADEMY

2020 COMMISSION AND PREMIUM CERTIFYING LETTER

MDRT ACADEMY®

MDRT Academy
325 West Touhy Avenue, Park Ridge, IL 60068 USA
Phone: +1 847.692.6378 Website: aboutmdrtacademy.org

This certifying letter is part of your application and is to be submitted with your MDRT Academy membership application on or before April 1, 2020.
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.

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.

THIS IS TO CERTIFY THAT

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

Applicant's Name ______________________

Agency/Partnership/Corporation Name (if applicable) ______________________

Address ______________________

City ________ State/Country ________ 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.

QUALIFICATION PERIOD CANNOT BEGIN BEFORE JANUARY 1, 2019, AND CANNOT END BEFORE OCTOBER 31, 2019, OR AFTER DECEMBER 31, 2019.

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

COMMISSION CREDIT

RISK-PROTECTION COMMISSION
USD ______________________ No Decimals

OTHER COMMISSION
USD ______________________ No Decimals

LIVES

# of Risk-Protection Lives or Cases ________
# of Other Lives or Cases ________

PREMIUM CREDIT

RISK-PROTECTION PREMIUM
USD ______________________ No Decimals

OTHER PREMIUM
USD ______________________ No Decimals

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, 2019. 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 ______________________

*Signature of Company Official ______________________

*Title ______________________

Country/City Code or Area Code ________ Telephone ________ Ext. ________

*Company Name ______________________

Country/City Code or Area Code ________ Fax ________

*Street Address ______________________

*Email ______________________

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

Date ______________________

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2020 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

To qualify for the MDRT Academy, the agent's MDRT-eligible commissions must be less than USD 97,000 AND the agent's MDRT-eligible premiums must be less than USD 194,000. Agents who exceed these amounts qualify for MDRT membership.

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