



# Membership Information for the 2021 MDRT Academy

*Based on 2020 production*

**The MDRT Academy®**

325 West Touhy Avenue, Park Ridge, Illinois USA | Phone: +1 847.692.6378 | Fax: +1 847.518.8921 |  
Email: [info@mdrtacademy.org](mailto:info@mdrtacademy.org)

## PLEASE NOTE

This document presents the membership requirements for the MDRT Academy in the UNITED STATES, AUSTRALIA, CANADA, HONG KONG, INDIA, JAMAICA, MALAYSIA, THE PHILIPPINES, SINGAPORE, THE UNITED KINGDOM AND NEW ZEALAND.

Please note the following changes to previous versions of this document. Please discard any copies of this document that do not have the mark of 7/28/2020 at the foot of each page.

## TABLE OF CONTENTS

	Page
Production Requirements -----	3
Eligibility -----	5
Additional Requirements -----	6
Clarifications -----	6
Meetings -----	8

Apply for 2021 membership in the MDRT Academy at [www.mdrtacademy.org](http://www.mdrtacademy.org).

# MEMBERSHIP INFORMATION FOR THE 2021 MDRT ACADEMY

## PRODUCTION REQUIREMENTS

### 1. Production Methods

Membership in the 2021 MDRT Academy from the United States will be based on the following production methods: (See Page 5 for products.)

#### **Commission/Fee Method**

A maximum of USD 60,999 of eligible commissions paid

#### **Premium Method**

A maximum of USD 121,999 of eligible premiums paid

#### **Production Requirements Expressed in Local Currency**

Membership in the 2021 MDRT Academy, expressed in local currency, will be based on the production methods listed for each country below (see Page 5 for products).

Production credit must be reported in U.S. dollars (Local currency divided by the conversion/standardization factor = MDRT Academy eligibility in U.S. dollars). Conversion/standardization factors have no relationship to currency exchange rates and are used only to standardize MDRT processing.

COUNTRY	MAXIMUM ELIGIBLE COMMISSIONS PAID	CONVERSION FACTOR	MAXIMUM ELIGIBLE PREMIUMS PAID	CONVERSION FACTOR
Australia	94,999	1.5573	189,999	1.5573
Canada	78,899	1.2934	157,799	1.2934
Hong Kong	409,799	6.718	1,639,199	13.436
India	734,699	12.0442	2,938,799	24.0885
Jamaica	2,771,999	45.4426	5,543,999	45.4426
Malaysia	111,199	1.8229	333,599	2.7344
New Zealand	99,299	1.6278	198,599	1.6278
The Philippines	1,111,699	18.2245	2,223,399	18.2245
Singapore	69,899	1.1459	209,699	1.7188
United Kingdom	42,399	.695	84,799	.695

PLEASE NOTE

- a) **Membership in the MDRT Academy is eligible to those who do not qualify for membership in the Million Dollar Round Table.** One cannot be a member of both organizations. If someone joins the MDRT Academy and subsequently finds they are eligible for MDRT membership for the same year, the MDRT Academy membership will be terminated, and a refund for the MDRT Academy dues will be issued.
- b) **Applicants for the MDRT Academy should not combine production credit from the methods above.** Commission and premium production are calculated independently.
- c) **Elimination of the Risk Protection Credit Requirement for Australia, Canada, New Zealand, the United Kingdom and the United States:** MDRT has eliminated the requirement that a minimum of 50 percent of an applicant's qualifying production come from products in the Risk-Protection category. Applicants from these countries are able to qualify using any MDRT eligible product in any combination or proportion. The change in the requirement applies to qualification using the Commission and Premium methods.

## 2. Eligible Products and Credit

### RISK-PROTECTION PRODUCTS

#### **Products from life insurance companies**

	<i>Commission/Fee Credit</i>	<i>Premium Credit</i>
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

<b>Products</b>	<i>Commission/Fee Credit</i>	<i>Premium Credit</i>
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

## ELIGIBILITY

### 1. Eligibility Overview

Applicants for the MDRT Academy must use either the commission or premium methods to demonstrate eligibility for membership.

### 2. Duration of Membership

MDRT Academy membership is granted for **one year only**. All members **must apply every year** to continue their affiliation with the MDRT Academy. Membership will initiate when the person's application is approved. Membership concludes on December 31 of the year for which membership

is approved. Applicants can join anytime.

**Please note that individuals may only attain membership in the MDRT Academy for an aggregate of eight years. Once an individual's membership eligibility expires, they are no longer eligible to join.**

## ADDITIONAL REQUIREMENTS

### 1. **Annual Membership Dues**

Annual dues of \$275 and a completed application are required to join.

## CLARIFICATIONS

### 1. **Eligible Commissions, Fees**

Production credit (for commissions) will be based on eligible commissions received during 2020. Credit may include either earned or advanced (annualized) commissions or both. Advanced (annualized) or earned commissions must be paid to the applicant in 2020 to be eligible for MDRT credit. Please note:

- a) Commissions paid on a levelized basis may be reported using the present value of up to the first five years' commission discounted at 10 percent per year, not to exceed 55 percent of first-year premium.
- b) Annualized commissions may be reported for credit if paid, but any chargeback of annualized commissions in a subsequent production year will result in a reduction of that year's production credit.
- c) If commissions are paid as earned, a policy effective in 2019 may result in production credit for 2020. The policy must be in force on December 31, 2019 but is not required to be in force as of December 31, 2020.
- d) Commission credit for pensions is based on the product used to fund the pension (life insurance, annuities, mutual funds, etc.).
- e) Commissions that are part of a deferred compensation program may be claimed up front for MDRT credit, provided that they are not claimed again in later years.
- f) Life insurance policies that exceed the annual premium or target premium are eligible for credit. First year commission credit may be given in the Risk-Protection category for the commission paid on the amount up to the annual/target premium. If the annual/target premium is exceeded, (sometimes referred to as a "top up") commission credit may be given in the Risk-Protection category for the commission paid on the amount that exceeded the annual/target premium.
- g) Override commissions, training allowances, bonuses and other sales or expense allowances do not qualify under the commission/premium method.
- h) Fees paid for the placement of a product are eligible for credit toward the commission requirement, as are asset management fees for mutual funds and wrap/asset management accounts. The type of product placed determines the type of credit the product receives.
- i) Financial Planning Fees/Fees for Advice are eligible for Other Product credit for the net fee paid to the agent/advisor.
- j) Group health insurance commissions are eligible in the first year of the policy only. Additions to the group policy in subsequent years are not eligible for credit.
- k) Single premium and/or short-term endowment commissions are only eligible in the first year of the policy. Short-term endowment riders (max 15 years) to life insurance policies are eligible for 100 percent of first-year commissions in the Risk-Protection category.
- l) Long-term endowment commissions are only eligible in the first year of the policy. Long-term endowment riders (16 or more years) to life insurance policies are eligible for 100 percent of first-year commission in the Risk-Protection category.

## 2. **Eligible Premium**

Production credit (for premium) will be based on eligible premium paid or new money invested during 2020. Please note:

- a) If commissions are paid as earned, premium credit should be given only for the amount of premium actually received during the production year.
- b) If commissions are annualized, the premium credit should also be annualized. Any chargeback of annualized commissions should also result in a reduction of that year's premium credit.
- c) A policy that becomes effective in 2019 may result in production credit for the amount of premium paid or new money invested during 2020.
- d) Life insurance policies that exceed the annual premium or target premium are eligible for credit. First year premium credit may be given in the Risk-Protection category up to the amount of the annual/target premium. If the annual/target premium is exceeded, (sometimes referred to as a "top up") premium credit may be given in the Risk-Protection category for 6 percent of the amount that exceeded the annual/target premium.
- e) Financial Planning Fees/Fees for Advice are eligible for Other Product credit for the gross fee paid to the company, broker dealer or individual agent/advisor.
- f) Group health insurance premium is eligible for credit in the first year of the policy only. Additions to the group policy in subsequent years are not eligible for credit.
- g) Single premium and/or short-term endowment premium is only eligible in the first year of the policy. Short-term endowment riders (max 15 years) to life insurance policies are eligible for 6 percent of first year premium credit in the Risk-Protection category.
- h) Long-term endowment premium is only eligible in the first year of the policy. Long-term endowment riders (16 or more years) to life insurance policies are eligible for 100 percent of first-year premium credit in the Risk-Protection category.
- i) Premium credit for pensions is based on the product used to fund the pension (life insurance, annuities, mutual funds, etc.).

## 3. **Replacements**

- a) Credit for individual life insurance policies may be claimed only for the amount of first-year commissions or premium on the new policy that exceeds the first-year commissions or premium for the policy being replaced. If the amount is not known, then the amount of commissions being replaced shall be calculated by multiplying the current commission times the appropriate premium for the policy being replaced. Premium credit can be determined by subtracting the replaced premium from the new premium.
- b) Conversion of a permanent product to a permanent product is to be treated as a replacement for MDRT purposes. This applies only to replacement of individual life insurance policies.

## 4. **Definitions and Interpretations**

### **a) Business Paid for and Underwritten**

Business to be credited shall be paid for during the MDRT Academy qualification period (January 1 through December 31). Business shall be considered to have been paid for as of the date when the coverage first became fully effective with home office approval from the standpoint of payment of the claim (regardless of company practice or the distance between home and field office). However, no credit shall be allowed until the home office has finally accepted the premium and also until the first-year commissions have been paid or credited to the agent's account without any right reserved to the insurance company to recover same, except in case of recall under the contestable provisions of the contract. On joint, partnership, corporate and/or brokerage business, MDRT credit shall be given for only that portion of the business on which the applicant has been compensated, either by first-year commission or the equivalent.

### **b) Health Insurance**

Includes policies that relate to the health of the body. Dental, vision, etc., are eligible for credit. See Page 5 for specifics.

**c) Policy and Case Definitions**

A policy shall be defined as an individual contract covering one or more lives as contrasted with a group policy, a pension, profit sharing trust or a salary savings plan. Under a qualified pension or profit sharing trust or a salary savings plan, each individual policy shall count as one (1) policy for the purpose of computing total eligible policies. For purposes of production, an employer-sponsored group life plan, franchise life plan and group annuity plan and mutual fund transaction with one (1) investor shall be considered one (1) case regardless of the number of lives or funds involved.

**d) In Force Requirement**

Credited business shall include only business which has not been terminated on or before the last day of the MDRT Academy qualification period (December 31) except for business terminated by death or term conversion.

**e) Securities**

Includes stocks, bonds or other equities. See Page 5 for specifics.

## MEETINGS

**1. Eligibility**

MDRT Academy members will have the opportunity to attend the MDRT Annual Meeting or MDRT Global Conference, space permitting, if the following criteria is met:

- a) The advisor may attend a maximum of two meetings while a member of the MDRT Academy. The MDRT Academy member can only attend one meeting in a calendar year.
- b) If an advisor has ever attended an MDRT meeting as an MDRT member, they are no longer permitted to attend as an MDRT Academy member.
- c) The advisor must be a member of the MDRT Academy by March 31 of the meeting year.
- d) To attend the first meeting, the MDRT Academy member must meet a threshold of 50 percent of eligible commissions paid or 50 percent of eligible premiums paid (based on the previous year's production).
- e) To attend the second meeting, the MDRT Academy member must meet a threshold of 75 percent of eligible commissions paid or 75 percent of eligible premiums paid (based on the previous year's production).
- f) If production is submitted on a data file submitted by the company, then no certifying letter is required for validation. If the MDRT Academy member is submitting production individually, a certifying letter signed by an official of the company is required.
- g) MDRT Academy members will pay the same registration fee as MDRT members.

**2. 2021 MDRT Meetings**

MDRT Annual Meeting\*

June 6–9, 2021

New Orleans, Louisiana, USA

MDRT Global Conference\*

August 29–September 1, 2021

Marina Bay Sands, Singapore

\*Attendance at the MDRT Annual Meeting and MDRT Global Conference requires payment of separate registration fees. Visit [www.mdrt.org](http://www.mdrt.org) or contact MDRT at +1 847.692.6378 or email [meetings@mdrt.org](mailto:meetings@mdrt.org) for meeting information.



For additional information, contact:

**Million Dollar Round Table**

**Member Services Department**

325 West Touhy Avenue

Park Ridge, IL 60068 USA

Phone: +1 847.692.6378

Fax: +1 847.518.8921

Website: [www.mdrtacademy.org](http://www.mdrtacademy.org)

Email: [memberrelations@mdrt.org](mailto:memberrelations@mdrt.org)