



Membership Information for the 2022 MDRT Academy

Based on 2021 production

MDRT Academy®

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PLEASE NOTE

This document presents the membership requirements for the MDRT Academy in Australia; Canada; Hong Kong, China; India; Indonesia; Jamaica West Indies; Malaysia; New Zealand; the Philippines; Singapore; the U.K.; the U.S.; and Vietnam.

Please note the following changes to previous versions of this document. Please discard any copies of this document that do not have 8/30/2021 in the footer of each page.

TABLE OF CONTENTS

	Page
Production Thresholds-----	3
Eligibility -----	5
Additional Requirements-----	6
Clarifications -----	6
Meetings-----	8
MDRT Mentoring Program -----	9

Apply for 2022 membership in the MDRT Academy at mdrtacademy.org.

MEMBERSHIP INFORMATION FOR THE 2022 MDRT ACADEMY

PRODUCTION THRESHOLD

Membership in the MDRT Academy is eligible to those who do not qualify for membership in the Million Dollar Round Table (MDRT). One cannot be a member of both organizations.

1. Production Methods

Membership in the 2022 MDRT Academy from the U. S. will be based on the following production methods: (See Page 5 for products.)

Commission/Fee Method

Between USD 0 and a maximum of USD 65,999 of eligible commissions paid

Premium Method

Between USD 0 and a maximum of USD 131,999 of eligible premiums paid

Production Thresholds Expressed in Local Currency

Membership in the 2022 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	101,799	1.5424	203,599	1.5424
Canada	82,299	1.2469	164,599	1.2469
Hong Kong, China	419,999	6.3636	1,679,999	12.7272
India	734,199	11.1242	2,936,799	22.2484
Indonesia	241,666,899	3661.6196	438,333,799	3661.6196
Jamaica West Indies	3,235,099	49.0166	6,470,199	49.0166
Malaysia	109,299	1.656	327,900	2.484
New Zealand	103,599	1.5696	207,199	1.5696
Philippines	1,061,199	16.0787	2,122,399	16.0787
Singapore	78,999	1,1969	236,999	1.7954
U.K.	42,999	0.6515	85,999	0.6515
Vietnam	302,594,199	4584.7606	605,188,399	4584.7606

PLEASE NOTE

- a) **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.** MDRT Academy dues are otherwise nonrefundable.
- 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 U.K. and the U.S.:** MDRT has eliminated the requirement that a minimum of 50% 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

Products	<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. Advisors joining the MDRT Academy for the first time are eligible for prorated dues if applying after March 31. The prorated dues schedule is below. **Please note that only first-time MDRT Academy members are eligible for prorated dues.**

JOIN DATE	DUES	NOTES
Jan–Mar	\$275	Membership expires Dec. 31
Apr–Jun	\$225	Membership expires Dec. 31
July–Sep	\$150	Membership expires Dec. 31
Oct	\$75	Membership expires Dec. 31
Nov–Dec	\$275	Next year's membership begins

CLARIFICATIONS

1. **Eligible Commissions, Fees**

Production credit (for commissions) will be based on eligible commissions received during 2021. Credit may include either earned or advanced (annualized) commissions or both. Advanced (annualized) or earned commissions must be paid to the applicant in 2021 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% per year, not to exceed 55% 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 2020 may result in production credit for 2021. The policy must be in force on December 31, 2020, but is not required to be in force as of December 31, 2021.
- 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 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% 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% 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 2021. 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 2020 may result in production credit for the amount of premium paid or new money invested during 2021.
- 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% 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% 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% 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, 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% of eligible commissions paid or 50% 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% of eligible commissions paid or 75% 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. 2022 MDRT Meetings

MDRT Annual Meeting*

June 26–29, 2022

Boston, Massachusetts, USA

MDRT Global Conference*

August 28–31, 2022

Sydney, Australia

*Attendance at the MDRT Annual Meeting and MDRT Global Conference requires payment of separate registration fees. Visit mdrt.org or contact MDRT at +1 (847) 692-6378 or email meetings@mdrt.org for meeting information.

MDRT MENTORING PROGRAM

1. Eligibility

The MDRT Mentoring Program is now part of the MDRT Academy, effective January 1, 2022.

After joining the MDRT Academy, advisors who want an MDRT member mentor can go to the MDRT Mentoring Platform (mdrt.org/mentorship) to fill out an application to become a mentee. If they receive a match, they will begin a 12-month mentoring relationship facilitated through the MDRT mentoring platform. The change affects mentees in regions where the MDRT Academy is currently available: Australia; Canada; Hong Kong, China; India; Indonesia; Jamaica West Indies; Malaysia; New Zealand; the Philippines; Singapore; the U.K.; the U.S.; and Vietnam. In 2023, this change will start taking place in additional countries.