



MDRT

The Premier Association of
Financial Professionals®

About MDRT

Founded in 1927, the Million Dollar Round Table (MDRT), The Premier Association of Financial Professionals, is an international, independent association of nearly 36,000 of the world's leading life insurance and financial services professionals from more than 430 companies in 78 countries. MDRT members demonstrate exceptional professional knowledge, strict ethical conduct and outstanding client service. MDRT membership is recognized internationally as the standard of sales excellence in the life insurance and financial services business.

Mission

To be a valued, member-driven, international network of leading insurance and investment financial services professionals/advisors who serve their clients by exemplary performance and the highest standards of ethics, knowledge, service and productivity.

History

In 1927, 32 extraordinary life insurance producers, each of whom had sold at least \$1 million of life insurance, dreamed of a forum dedicated to fostering a high-standard, professional approach to life insurance sales and service. Founded on the belief that growth is a result of exchanging ideas, the concept was: "To receive, individuals must give."

Out of this dream emerged MDRT – an international, independent association that represents the world's best sales professionals in the life insurance-based, financial services industry.

MDRT, a positive influence in the life insurance industry, has developed a rich tradition of sharing knowledge for the benefit of clients, prospects, producers and companies.

Code of Ethics

MDRT members should be ever mindful that complete compliance with and observance of the Code of Ethics of the Million Dollar Round Table shall serve to promote the highest quality standards of membership. These standards will be beneficial to the public, and the insurance and financial services profession.

Strategic Plan

MDRT has a strategic plan that it follows when developing new programs and benefits for its members. The strategic plan contains nine goals and objectives to guide the organization in helping its members better serve their clients and learn from one another.

Executive Committee

MDRT is governed and managed by a five-member Executive Committee duly elected each year by the MDRT membership.

Court of the Table and Top of the Table

Court of the Table and Top of the Table serve as additional incentives for members to increase their levels of production. Court of the Table members must earn three times the MDRT base production requirement, and Top of the Table members must earn six times the base production requirement. Both Court of the Table and Top of the Table members can

take advantage of additional member benefits provided exclusively to them.

Annual Meeting

The MDRT Annual Meeting has been described as a one-of-a-kind event, unrivaled in the world of business. Every year, approximately 4,000 of the world's top producers gather in a spirit of camaraderie for one of the greatest gatherings of financial services professionals in the world.

Annual Meeting attendees are exposed to some of the finest and most innovative sales ideas in the life insurance-based, financial services business. The meeting offers about 100 speakers during its motivational Main Platform presentations, educational Focus Sessions and insightful breakfast and evening sessions. And, perhaps most importantly, members can network with other top financial services professionals from around the world, building friendships that last a lifetime.

Top of the Table Annual Meeting

The purpose of the Top of the Table Annual Meeting is to provide an annual educational meeting for the exchange of advanced sales ideas and for the development of interpersonal relationships among leading financial producers who are Top of the Table members. During the four-day meeting, about 40 professional, nonmember and Top of the Table member speakers discuss subjects of vital concern to those in the life insurance and financial services industry.

MDRT Experience

The purpose of this event is to bring MDRT's Annual Meeting experience to producers in other countries. This event, modeled after MDRT's prestigious Annual Meeting, delivers cutting-edge sales techniques and ideas, technical information and motivational concepts for those in the life insurance and financial services business. The MDRT Experience is open to both MDRT members and nonmembers.

MDRT Foundation

The MDRT Foundation is the philanthropic arm of MDRT. Since its formation in 1959, the MDRT Foundation has granted more than USD 26 million to charitable organizations serving people in 67 countries and all 50 U.S. states.

The MDRT Foundation awards grants to charitable organizations that are empowering people in need in MDRT member communities worldwide. The grants given by the MDRT Foundation are distributed to organizations in which members have a vested interest. Grant recipients have either been endorsed by an MDRT member or receive money in honor of a member's volunteerism.

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USA www.mdr.org

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