

**LIFE INSURANCE CORPORATION OF INDIA
CENTRAL OFFICE.**

Ref: Mktg./ZD/59/2010

Date: 31.12.2010

**ALL ZONAL MANAGERS AND SR./DIVISIONAL
MANAGERS-IN-CHARGE OF DIVISIONS.**

**Re: Million Dollar Round Table-2012
(2011-Calendar Year Production).**

We have downloaded from the MDRT site the details regarding eligibility conditions and production requirements for the membership of MDRT-2012 Table (Production Year-2011 Calendar Year). A copy of the Informative write-up is enclosed. The same can also be downloaded from the MDRT website: www.mdr.org under "Membership Information" for the 2012 Million Dollar Round Table (based on 2011 production). Please ensure that the information is made available to all the agents under your jurisdiction immediately so that they can plan their activities and fulfill the qualifying conditions for MDRT-2012 Table membership well before 31st December, 2011.

A)"First Year Commission" condition

-MDRT qualifiers	Rs. 7,89,100
-Court of the Table Qualifiers	Rs.23,67,300
-Top of the Table Qualifiers	Rs.47,34,600

Commission conversion factor : 8.8662

B)"First Year Premium" condition

-MDRT qualifiers	Rs. 31,56,400
-Court of the Tables qualifiers	Rs.94,69,200
-Top of the Table qualifiers	Rs.1,89,38,400

Premium conversion factor : 17.7325

Only the First Year Commission actually paid on or before 31.12.2011 on business completed on or before 31.12.2011 is to be taken into account for the purpose. Our Branch Offices should ensure that such first year commission is positively paid to the aspiring agents on or before 31.12.2011.

Kindly note that only such qualifiers who have earned First Year Commission exclusively on LIC's Business will be recognized as MDRT qualifier agent by LIC.

All the agents who have qualified for the MDRT-2012 are to be issued a "Certifying letter". Kindly note that while issuing the Certifying letter, if any agent has qualified jointly on the basis of LIC, GIC or any other business, the same should be given only after receipt of confirmation letter issued by other insurer in respect of credit of their business.

All the Zonal Managers are requested to furnish us the statistics of MDRT Qualifiers-2012 in respect of their zone in the following format by 31.1.2012.

Division	Total Qualifiers Including COT/TOT			Total (A+B+C)
	Commission Basis only (A)	Premium Basis only (B)	On Both Counts (C)	

All the Zonal Managers are also requested to send us No.of COT/TOT Qualifiers in the following format:

Division	No. of COTs			No. of TOTs		
	Commission Basis only	Premium Basis only	On Both Counts	Commission Basis only	Premium Basis only	On Both Counts

After furnishing the statistics, all the Zonal Managers are requested to furnish us the relevant information in the enclosed proforma marked as "Annexure-I" (in Excel Format) in respect of each of the agent qualifying for the MDRT-2012 of their Zone by 15.2.2012.

The information regarding MDRT Annual Meeting and MDRT Experience is as follows:

MDRT Annual Meeting:

10th to 14th June, 2012- Anaheim, California, USA

*** Attendance at the MDRT Annual Meeting/Top of the Table Annual Meeting requires payment of separate registration fees.**

In case the aspiring Agents require more details, clarifications, etc they may write to the Membership Director, MDRT at the following address:

**Million Dollar Round Table,
Membership Department,
325, West Touhy Avenue,
Park Ridge,
IL 60068-4265, U.S.A.**

**Phone: 847.692.6378
Fax: 847.518.8921
Web site: www.mdrt.org
E-Mail: membership@mdrt.org**

Encl: as above.


Chief (Marketing.)

