

Insurance Times: New York Life again leads with most MDRT qualifiers
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NEW YORK — For a record-breaking 48th consecutive year, New York Life Insurance Co. is the dominant leader of the Million Dollar Round Table (MDRT), an association of leading sales professionals in the life insurance industry.

With 2,066 New York Life MDRT members, the gap between the company and its nearest competitor is 638 agents, nearly 31%. In addition, New York Life International has produced 426 members, an increase of over 100% from last year.

"After 48 consecutive years as the MDRT leader, it's clear that our agents are the best in the business," says Phillip J. Hildebrand, CLU, executive vice president and chief distribution officer of New York Life. "New York Life's unwavering commitment to our field force, combined with our superb product offerings have translated into another winning year."

New York Life is the "Triple Crown" winner, leading all three levels of the MDRT including its two highest performance tiers, the Top of the Table and the Court of the Table with 57 and 176 members, respectively. To qualify domestically for the 2002 MDRT, applicants must have submitted proof of production equal to or greater than \$63,000 of MDRT-eligible commissions or \$126,000 of MDRT-eligible premiums and have been a member of their local life underwriters association.