



Columbus Life
Insurance Company

A member of Western & Southern Financial Group

NEVIS, WEST INDIES

EXCELLENCE ELEVATED

PRESIDENT'S LEADERSHIP FORUM
FOUR SEASONS RESORT® | MAY 12-15, 2019



GRAND CAYMAN

EXCELLENCE ELEVATED

NATIONAL PRODUCER CONFERENCE
THE RITZ-CARLTON® | JULY 11-14, 2019



A Caribbean oasis awaits you in Grand Cayman and Nevis — where you can explore nature’s splendor by hiking through lush tropical forests, cruising the sea by kayak or swimming with enchanted sea life. When you’re ready to unwind, experience rejuvenation at the spa, relax in a beachfront cabana, or simply kick back poolside and take in the breathtaking views.

JOIN US IN THE CARIBBEAN ... WHERE EXCELLENCE IS ELEVATED!

For more information on how to qualify, contact the Columbus Life Sales Desk at **800.677.9696, Option 4.**



PRESIDENT’S LEADERSHIP FORUM FOUR SEASONS RESORT® NEVIS, WEST INDIES | MAY 12–15, 2019

As a premier qualifier, you and your spouse will be rewarded with true serenity on the island of Nevis, nestled in the heart of the Caribbean. The unparalleled Four Seasons experience extends far beyond your room — this five-star resort offers exquisite “farm-to-fork” restaurants, an award-winning spa and three infinity-edge pools just steps from the Nevis shore. This tropical getaway is canopied by swaying palms and surrounded by a spectacular golf course and sweeping views of the iconic Nevis Peak. Discover equal parts tranquility and adventure as we celebrate success together in Nevis.



NATIONAL PRODUCER CONFERENCE THE RITZ-CARLTON®, GRAND CAYMAN | JULY 11–14, 2019

Experience true excellence as you join us for four days and three nights at The Ritz-Carlton, Grand Cayman. During your stay, enjoy the resort’s luxurious amenities, admire miles of pristine beaches from a floating water hammock, and sink your teeth into something decadent at one of the resort’s five restaurants. When you’re ready for more, take in a round of golf at a Greg Norman course or introduce yourself to nocturnal sea turtles during an evening snorkel. Whether you do everything or nothing at all, you and your immediate family are sure to create unforgettable memories in Grand Cayman.

PRODUCTION THRESHOLDS AND INVITATION GUIDELINES

National Producer Conference | GRAND CAYMAN

Tier 1: \$75,000

Producer Only Accommodations Only
First-Time Producer and Guest Accommodations and Transportation

Tier 2: \$100,000

Producer Only Accommodations and Transportation

Tier 3: \$125,000

Producer and Guest Accommodations and Transportation

Tier 4: \$175,000

Producer and Guest Accommodations and Transportation,
Plus a Bonus Night’s Stay

Tier 5: \$300,000

Office Head and Guest Accommodations and Transportation,
Plus a Bonus Night’s Stay

President’s Leadership Forum | NEVIS, WEST INDIES

Producer Tier: \$300,000

Producer and Guest Accommodations and Transportation

Agency Tier: \$600,000

Office Head and Guest Accommodations and Transportation

LIFE PREMIUM

Counts as 100 percent of Annualized First Year Target Life Premium. Excess Life Premium Credit counts at 10 percent of premium payments in excess of target toward Production Thresholds.

ANNUITY PREMIUM

Counts at 10 percent of new annuity sales deposits toward Production Thresholds. Ten percent of annuity sales deposits on producer’s own life or that of their family members will be included in the \$5,000 life premium limit listed below.

MINIMUM LIVES

Five or more paid lives are required. A “life” is an issued and paid-for individual life or individual annuity case underwritten by Columbus Life.

PERSONAL PRODUCTION

Maximum total of \$5,000 in paid premium credits, including excess premium and annuity credits, on producer’s own life or that of their family members will count toward conference qualification. Maximum of two lives, both for life and annuities, written on a producer or their family will count toward conference qualification.

PERSISTENCY

Ninety percent or better “rolling” first year combined persistency for individual life as shown on the December 31, 2018 report covering the last 12 months of fully exposed business.

ELIGIBILITY PERIOD

January 1, 2018 to December 31, 2018.

