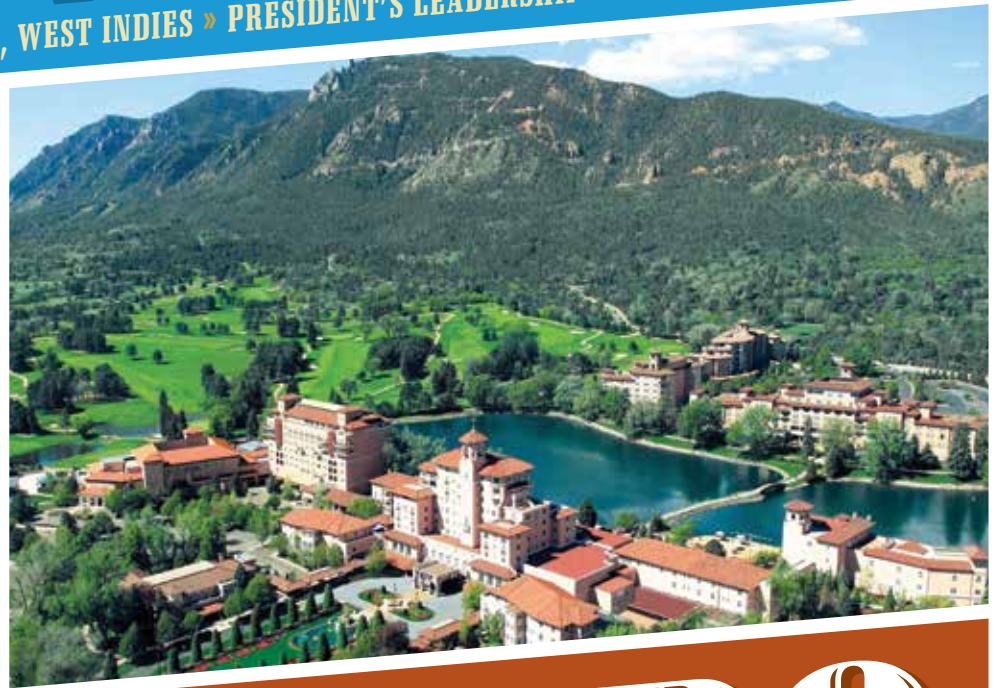




NEVIS WEST INDIES

FOUR SEASONS RESORT® NEVIS, WEST INDIES » PRESIDENT'S LEADERSHIP FORUM » MAY 16-19, 2021



COLORADO

THE BROADMOOR COLORADO SPRINGS® » NATIONAL PRODUCER CONFERENCE » JULY 15-18, 2021



Columbus Life Insurance Company

A member of Western & Southern Financial Group

JOIN US IN COLORADO OR NEVIS ...

Create lasting memories at two unique resorts in Colorado Springs and Nevis with countless opportunities to relax, explore and adventure. Experience the unique beauty of the American West at the gateway to the Colorado Rocky Mountains, or venture to the West Indies, and bask in the warm Caribbean sun among gently swaying palms and golden beaches.

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

NATIONAL PRODUCER CONFERENCE

THE BROADMOOR COLORADO SPRINGS® | JULY 15-18, 2021



You and your immediate family are invited to experience unmatched Western adventures at an iconic resort situated at the base of Cheyenne Mountain in Colorado Springs, Colorado. Historic charm and elegance awaits you at this 100 year-old hotel, designed as the "Grand

Dame of the Rockies." Whether you are interested in zip lining, horseback riding, Colorado fly fishing, or an indulgent day at the spa, you will find endless activities for every age in every season. The resort features three swimming pools, five-star dining, cafes and lounges, two championship golf courses and more than 20 specialty boutique and retail shops. Discover equal parts adventure and relaxation as we celebrate success together at The Broadmoor.

PRESIDENT'S LEADERSHIP FORUM

FOUR SEASONS RESORT® NEVIS, WEST INDIES | MAY 16-19, 2021



As a premier qualifier, you and your guest will enjoy four days and three nights of equal parts serenity and adventure on the paradise island of Nevis, West Indies, at the Four Seasons Resort. Nestled in the heart of the Caribbean, this five-star resort sits along the coastline

with sweeping views of Nevis Peak and miles of pristine beach. Enjoy dramatic, elevated views of the Caribbean Sea from the fairway as you share a round of golf alongside the island's green Vervet monkeys, or relax poolside at one of three free-form infinity-edge pools. All four on-site restaurants offer exquisite culinary delights infusing Caribbean, Mediterranean and American fare, and provide oceanfront dining that can't be missed. Whether you do everything or nothing at all, Nevis' natural beauty and wonder are sure to inspire memories to last a lifetime.

PRODUCTION THRESHOLDS AND INVITATION GUIDELINES

National Producer Conference COLORADO	
Tier 1: \$90,000	Producer Only Accommodations Only First-Time Producer and Guest Accommodations and Transportation
Tier 2: \$120,000	Producer Only Accommodations and Transportation
Tier 3: \$140,000	Producer and Guest Accommodations and Transportation
Tier 4: \$300,000	Producer and Guest Accommodations and Transportation, Plus a Bonus Night's Stay
Tier 5: \$400,000	Office Head and Guest Accommodations and Transportation, Plus a Bonus Night's Stay
President's Leadership Forum* NEVIS	
Producer Tier: \$300,000	Producer and Guest Accommodations and Transportation
Agency Tier: \$750,000	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 as 10 percent of premium payments in excess of target toward Production Thresholds.

ANNUITY PREMIUM

Counts as 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, 2020 report covering the last 12 months of fully exposed business.

ELIGIBILITY PERIOD

January 1, 2020 to December 31, 2020.

***IMPORTANT:** Eligible producers and office heads who qualify for both NPC and PLF may personally choose which of the two programs they attend. Qualifying producers will not be eligible to attend both programs. Qualifying office heads will be eligible to attend both programs only if they meet at least one of the two following criteria: **1.** Excluding the office head, the agency must also have a minimum of three additional NPC qualifying producers, or **2.** The office head's personal production credits must exceed \$90,000.

