

# BERMUDA

THE FAIRMONT SOUTHAMPTON



NATIONAL PRODUCER CONFERENCE | JULY 21-24, 2023  
PRESIDENT'S LEADERSHIP FORUM | JULY 24-27, 2023



Columbus Life  
Insurance Company

A member of Western & Southern Financial Group

# PUNCH YOUR TICKET TO BERMUDA ...

where we'll host two incredible events in 2023! Whether you want relaxation or exhilaration, we have it for you at the Fairmont® Southampton, Bermuda—a 100-acre estate only footsteps from the ocean. You can wind down in a private beach cabana or rev it up on a moped and explore the island's streets. (Just remember that Bermudians drive on the left!) Next, you can step onto your private balcony or step onto the resort's tennis courts. From seafood to sea breezes, you don't want to miss this destination!

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

## NATIONAL PRODUCER CONFERENCE

JULY 21–24, 2023



When you qualify for and attend our 2023 National Producer Conference, you and your immediate family will enjoy four days and three nights filled with sunshine-soaked luxuries and island charm. In addition to world-class amenities and island beauty, you'll hear from several members

of Columbus Life's leadership team, learn about business-building strategies from your peers and enjoy top-notch recognition of the sales success achieved throughout 2022.

## PRESIDENT'S LEADERSHIP FORUM

JULY 24–27, 2023



As a 2023 President's Leadership Forum attendee, you and your spouse/guest will indulge in four days and three nights of island elegance. During this exclusive event, you will have the ability to engage directly with Columbus Life's senior leadership and top producers regarding industry

developments, corporate strategy and products/solutions—all while building long-lasting business relationships. Think of it as the "inside scoop" inside paradise!

## PRODUCTION THRESHOLDS AND INVITATION GUIDELINES

### NATIONAL PRODUCER CONFERENCE

#### Tier 1: \$100,000

*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

#### Producer Tier: \$400,000

*Producer and Guest* Accommodations and Transportation

#### Agency Tier: \$850,000

*Office Head and Guest* Accommodations and Transportation

### LIFE PREMIUM

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

### ANNUITY PREMIUM

Counts as 10% 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, 2022, report covering the last 12 months of fully exposed business.

### ELIGIBILITY PERIOD

January 1, 2022, to December 31, 2022.

Attendance at both the National Producer Conference and President's Leadership Forum programs is by invitation only. Top producers and office heads can qualify to attend both the National Producer Conference and President's Leadership Forum programs by meeting the invitation guidelines for each conference independently.

