



# *Palm Beach*

NATIONAL PRODUCER CONFERENCE  
EAU PALM BEACH RESORT & SPA®, FLORIDA  
JULY 21-24, 2022



PRESIDENT'S LEADERSHIP FORUM  
THE RITZ-CARLTON®, ST. THOMAS  
MAY 1-4, 2022

# *St. Thomas*



# Join us in Palm Beach or St. Thomas ...

Adventure and relaxation await you in famous Palm Beach or on the luxurious island of St. Thomas in the U.S. Virgin Islands. Take in a polo match, browse world-renowned shopping opportunities or simply relax on the beach. Whatever activities you prefer, you can find them at Eau Palm Beach Spa & Resort® or The Ritz Carlton®, St. Thomas.

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

## NATIONAL PRODUCER CONFERENCE EAU PALM BEACH RESORT & SPA®, FLORIDA ☉ JULY 21–24, 2022



As a qualifier, you and your immediate family will be invited to join us where effortless living meets relaxed luxury—the Eau Palm Beach Resort & Spa. As just one of two Forbes Five-Star resorts in Palm Beach, Eau Palm Beach is a literal breath of fresh air. Invoking the relaxed glamour of America's

first resort destination, this retreat offers spacious guest rooms, private beach access and tropical lush gardens. Local activities include some of the most exclusive shopping in the world along Worth Avenue or Antique Row. You will also find more than 200 theaters, museums, arts centers, performance stages and other cultural venues. You won't want to miss out on this intimate ocean retreat that promises entertainment and relaxation for you and your immediate family.

## PRESIDENT'S LEADERSHIP FORUM THE RITZ CARLTON®, ST. THOMAS ☉ MAY 1–4, 2022



As a premier qualifier, you and your spouse will be treated to four days and three nights at the exclusive Ritz-Carlton, St. Thomas. Visitors come from all over the world for the idyllic white beaches, rich history and natural beauty of St. Thomas. The Ritz-Carlton boasts an alluring blend

of sea-inspired luxuries and amenities—including four oceanfront dining facilities, a full-service salon, an infinity pool and seaside cabanas. Island activities include some of the world's most famous snorkeling locations, as well as kayaking, fishing, sailing and scuba diving. St. Thomas also provides access to premier shopping and diverse dining options in this picturesque destination. We look forward to hosting you at a location that is worthy of your success.

## PRODUCTION THRESHOLDS AND INVITATION GUIDELINES

### NATIONAL PRODUCER CONFERENCE ☉ PALM BEACH

#### 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\* ☉ ST. THOMAS

#### 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% 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, 2021, report covering the last 12 months of fully exposed business.

### ELIGIBILITY PERIOD

January 1, 2021, to December 31, 2021.

**\*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.

