



GRAND HYATT® BAHAMAR

# The Bahamas

NATIONAL PRODUCER CONFERENCE • JULY 21-24, 2024  
PRESIDENT'S LEADERSHIP FORUM • JULY 24-27, 2024



Columbus Life  
Insurance Company

A member of Western & Southern Financial Group

# Put This Bahamian Beach Within Reach ...

If variety is the spice of life, make the Bahamas your subtropical spice rack! Whether you want the beach or boutiques, conch salad or cabanas, the Grand Hyatt® Baha Mar at Nassau, Bahamas, is your location for luxury—and we want you there! This is a pampering paradise tailored to your tastes. So take in nine holes or take a nap. Enjoy seafood and sand, lobster and lounging, a café or Cable Beach. It's all here for you. Trade your office for ocean views and make this resort your reality!

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, 2024



When you qualify for and attend our 2024 National Producer Conference, you and your immediate family will enjoy four days and three nights in this island getaway. Prepare your towels and tastebuds for waterslides and mouth-watering restaurants. You'll hear from several members

of Columbus Life's leadership team, learn about business-building strategies from your peers and enjoy warm recognition of your sales success achieved throughout 2023.

## PRESIDENT'S LEADERSHIP FORUM

JULY 24–27, 2024



As a 2024 President's Leadership Forum attendee, you and your spouse/guest will indulge in four days and three nights of Bahamian 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, products and solutions—all while building business relationships as resilient as the island's historical landmark, Fort Charlotte.

## 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. 10% 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

90% or better "rolling" first-year combined persistency for individual life as shown on the December 31, 2023, report covering the last 12 months of fully exposed business.

### ELIGIBILITY PERIOD

January 1, 2023, to December 31, 2023.

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.

