



Columbus Life  
Insurance Company

A member of Western & Southern Financial Group



*Yours to*  
**DISCOVER**

National Producer Conference

The Ritz-Carlton® | July 14-17, 2016

## Aruba

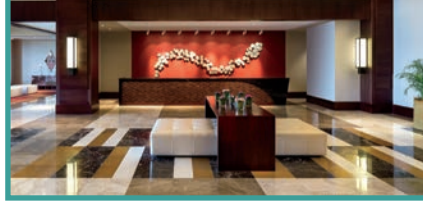
### An Island Oasis Waiting to be Explored

Let your anticipation build and imagination soar as you journey to one of the newest and most exclusive luxury resorts in Aruba, The Ritz-Carlton®. Located on stunning Palm Beach, the resort features a private balcony in each room, a state-of-the-art spa and breathtaking views of the Caribbean Sea. As a part of the Kingdom of the Netherlands, Aruba has a storied history, full of diverse backgrounds and traditions.

Discover the pristine blue waters of the Caribbean Sea through scuba diving, snorkeling and kayaking, or simply relax on soft white sand beaches where sounds of gentle waves will ease your cares. After a day in the sun, visit one of the resort's four on-site restaurants, each with unique and local flavor. If you hear lady luck calling, head to The Casino at The Ritz-Carlton, where you can test your skill at slot machines or table games. Golfers can enjoy the Tierra del Sol Golf Course, the only 18-hole championship course on the island, located just minutes from The Ritz-Carlton, Aruba.

**All these island luxuries are Yours to Discover! For more information on how to qualify, contact the Columbus Life Sales Desk at 800.677.9696, Option 4.**





# Aruba

## National Producer Conference

As a Columbus Life top producer, you will enjoy the old world charm of Aruba while staying at one of the newest luxury resorts on the island, The Ritz-Carlton. For 4 days and 3 nights, you will enjoy the exclusive location and spectacular services that this 5-star resort has to offer. Discover the rich history and explore the modern amenities that await you on this stunning island.

### Target Life Premium Thresholds:

- \$50,000 • Producer only:** Accommodations at The Ritz-Carlton, Aruba
- \$75,000 • Producer only:** Accommodations/transportation to Aruba
- \$75,000 • First Time Attendee & Guest:** Accommodations/transportation to Aruba
- \$100,000 • Producer & Guest:** Accommodations/transportation to Aruba
- \$125,000 • Producer & Guest plus Bonus Day\*:** Accommodations/transportation to Aruba, plus a bonus day's stay
- \$300,000 • Office Head\*\* & Guest:** Accommodations/transportation to Aruba

**Life Premium:** Counts at 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 annualized first year target life premium.

**Annuity Premium:** Counts at 10 percent of new annuity sales deposits toward Annualized First Year Target Life Premium. 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 2 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, 2015, report covering the last 12 months of fully exposed business.

Eligibility Period: January 1, 2015, to December 31, 2015.



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*(Guidelines are for the PGA channel only. Attendance at the National Producer Conference is by invitation only.)*  
*\*Only the top 20 producers above the \$125,000 threshold will receive the bonus day package.*  
*\*\*Must have two or more producers eligible to attend.*



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Columbus Life Insurance Company • Cincinnati, Ohio

The Ritz-Carlton is a registered trademark of The Ritz-Carlton Hotel Company, LLC.  
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