



Columbus Life  
Insurance Company

A member of Western & Southern Financial Group



# CABO *San Lucas*

ENCHANTED MEMORIES AWAIT

President's Leadership Forum

Esperanza • April 9–13, 2017





## Discover Baja Brilliance

Explore nature's astounding beauty in Cabo San Lucas at Esperanza, a sophisticated and private beach resort, located between two striking bluffs on the Baja peninsula. Overlooking the dazzling Sea of Cortez, Esperanza Cabo San Lucas is located on 17 magnificent acres, featuring dramatic and stunning views.

For those seeking respite and relaxation, kick back and listen to the waves roll in and feel the ocean breeze melting your cares away. Or, unwind at the Spa at Esperanza — featuring natural, hand-crafted healing treatments. When adventure calls, embark on a whale watching excursion or a sport fishing trip off the coast. If the urge to hit the links strikes, visit any of five championship-level golf courses, each located just minutes from the resort. When you've worked up an appetite, stop by one of six restaurants located at Esperanza Cabo San Lucas. Enjoy "sea-to-table" fare at Cocina del Mar, take in sweeping views at Pesca or dine on authentic Mexican food at La Palapa. To amaze that special someone, arrange an elegant, private beach dinner, customized to your wishes.

**Enchanted Memories Await at luxurious and awe-inspiring Esperanza Cabo San Lucas! For more information on how to qualify, contact the Columbus Life Sales Desk at 800.677.9696, Option 4.**



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Esperanza is a part of the Auberge Resorts Collection®

**For Financial Professional Use Only**



## CABO San Lucas

### PRESIDENT'S LEADERSHIP FORUM

This forum is an exclusive gathering for Columbus Life's top producers. Our top qualifiers will be immersed in the luxury and splendor of this secluded sanctuary. At this elite conference, we want to reward you for favoring us with quality business and meaningful relationships.

### 2017 INVITATION GUIDELINES

**Revenue:** Annualized First Year Target Life Premium threshold \$250,000. Excess life premium credit counts at 10 percent of life premium payments in excess of target. Annuity Premium credited at 10 percent of new annuity sales deposits toward eligibility threshold.

**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 a producer's own life or that of their family members will count towards 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, 2016, report covering the last 12 months of fully exposed business.

**Eligibility Period:** January 1, 2016 to December 31, 2016.

**Attendance at the President's Leadership Forum is by invitation only.**

*... Enchanted Memories Await*