



Columbus Life  
Insurance Company

A member of Western & Southern Financial Group



FAIRMONT HOTEL VANCOUVER • NATIONAL PRODUCER CONFERENCE • JULY 20-23, 2023

VANCOUVER

VICTORIA

FAIRMONT EMPRESS, VICTORIA • PRESIDENT'S LEADERSHIP FORUM • JULY 23-26, 2023



# MAKE MOUNTAIN-SIZED MEMORIES ON THE CANADIAN COAST...

We have two historic conference sites—both glittering with the opulence of a bygone century, both jewels of the Canadian shoreline, but separated by the seawaters of the Strait of Georgia. Enjoy world-famous Canadian comfort combined with the natural beauty of the Pacific Northwest. Whether you want mountains or martinis, grouse or golf, these two Fairmont properties will satisfy and gratify. So trade your offices for orcas and traffic for trails because this is your escape to the Canadian coast!

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

## NATIONAL PRODUCER CONFERENCE

FAIRMONT HOTEL VANCOUVER

JULY 20-23, 2023



When you qualify for and attend our 2023 National Producer Conference, you and your immediate family will enjoy four days and three nights in a famed Vancouver landmark nicknamed the “Castle in the City.” Built in the glamorous 1930s and recently renovated with \$75 million of

upgrades, the Fairmont Hotel Vancouver is where you’ll hear from several members of Columbus Life’s leadership team, learn about business-building strategies from your peers and enjoy sincere recognition of your sales success achieved throughout 2022.

## PRESIDENT’S LEADERSHIP FORUM

FAIRMONT EMPRESS, VICTORIA

JULY 23-26, 2023



As a 2023 President’s Leadership Forum attendee, you and your spouse/guest will indulge in four days and three nights in Victoria at an island getaway known as the “Castle on the Coast.” During this exclusive event at the Fairmont Empress, Victoria—built in 1908—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 old-growth forests of Canada.

## 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.

