



NATIONAL PRODUCER CONFERENCE • FAIRMONT EL SAN JUAN HOTEL • JULY 15-18, 2025

PUERTO RICO

PRESIDENT'S LEADERSHIP FORUM • RITZ-CARLTON RESERVE, DORADO BEACH • JULY 18-21, 2025



STYLIN' ON THIS ISLAND

Off the tip of Florida, in less distance than a bird migration, is a tropical island surrounded by the warm blue waters of the Atlantic Ocean and nicknamed "La Isla del Encanto" ... which means "The Island of Enchantment." The northern coast of this volcanically created island—which is also a U.S. territory—features two world-class resort destinations with only one mission: to provide the best to the very best. So trade parking lots for paradise and traffic for tranquility in your glorious getaway to Puerto Rico.

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

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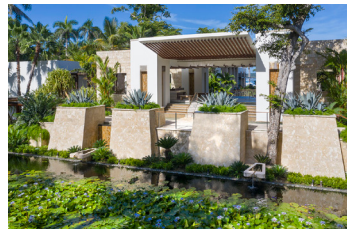


When you qualify for and attend our 2025 National Producer Conference, you and your immediate family will be rewarded with four days and three nights in a famed Puerto Rican landmark: the Fairmont El San Juan Hotel. Opened in the chic 1950s and refurbished for today's modern

tastes, this beachfront beauty is where you'll hear from members of Columbus Life's leadership team, learn about business-building strategies from your peers and savor sincere recognition of your sales success achieved throughout 2024.

PRESIDENT'S LEADERSHIP FORUM

RITZ-CARLTON RESERVE, DORADO BEACH, PUERTO RICO • JULY 18-21, 2025



As a 2025 President's Leadership Forum attendee, you and your spouse/guest will indulge in four days and three nights at what was originally a 50-acre Rockefeller family estate. Developed by Laurance Rockefeller in the posh 1950s, the Ritz-Carlton Reserve, Dorado Beach, will host this

exclusive event. Additionally, you'll enjoy the opportunity 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 nearby El Yunque tropical rainforest.

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, 2024, report covering the last 12 months of fully exposed business.

ELIGIBILITY PERIOD

January 1, 2024, to December 31, 2024.

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.

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

Columbus Life Insurance Company, Cincinnati, Ohio.

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**Columbus Life
Insurance Company**

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