





Hawaii

FAIRMONT ORCHID, THE BIG ISLAND

NATIONAL PRODUCER CONFERENCE | JULY 22–25, 2027
PRESIDENT'S LEADERSHIP FORUM | JULY 25–28, 2027

Columbus Life Insurance Company
A member of Western & Southern Financial Group

CL 150.82-2611

A New Destination Awaits

There's been a change of scenery for 2027. We're trading the shores of Bermuda for the breathtaking Kohala Coast of Hawaii and the Fairmont Orchid.

Surrounded by swaying palms, lush gardens and the sparkling Pacific, this oceanfront retreat offers the perfect blend of relaxation and adventure. Snorkel in a secluded bay, experience the beauty and culture of Hawaii, unwind poolside or simply take in a breathtaking sunset. However you choose to spend your time, an extraordinary island experience awaits.

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

NATIONAL PRODUCER CONFERENCE

JULY 22–25, 2027



When you qualify for and attend our 2027 National Producer Conference, you and your immediate family will enjoy four days and three nights surrounded by the natural beauty and spirit of Hawaii. Along with time to experience this extraordinary destination, you'll hear from members of Columbus Life's leadership team, exchange business-building strategies with your peers and enjoy well-deserved recognition of the sales success achieved throughout 2026.

PRESIDENT'S LEADERSHIP FORUM

JULY 25–28, 2027



As a 2027 President's Leadership Forum attendee, you and your spouse/guest will experience four days and three nights at the stunning Fairmont Orchid. This exclusive event offers the opportunity to engage directly with Columbus Life's senior leadership and fellow top producers on industry developments, corporate strategy and products/solutions—all while strengthening relationships in an unforgettable island setting.

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: $450,000	
Producer and Guest	Accommodations and Transportation
Agency Tier: $900,000	
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, 2026, report covering the last 12 months of fully exposed business.

ELIGIBILITY PERIOD

January 1, 2026, to December 31, 2026.

Attendance at both the National Producer Conference and President's Leadership Forum programs is by invitation only. Top producers and office heads can quality to attend both the National Producer Conference and the President's Leadership Forum programs by meeting the invitation guidelines for each conference independently. For producers/agency heads who were first appointed within the qualification period (January – December 2026), and had production anytime in the first three quarters of the year, the company will consider invitations on a pro-rated business by evaluating individual circumstances.

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