



Columbus Life  
Insurance Company

A member of Western & Southern Financial Group

STUNNING HOTEL RENOVATION COMPLETE BY SPRING 2026



# BERMUDA

THE FAIRMONT SOUTHAMPTON

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



# SET YOUR SIGHTS ON BERMUDA

Join us in 2027 for two unforgettable events at the newly renovated Fairmont® Southampton, Bermuda. This 100-acre paradise blends relaxation and adventure at every turn. Spend the day soaking up the sun seaside, or zip through pastel-colored streets on a scooter (just keep left when you ride!). From balcony views of turquoise waters to evenings savoring fresh island flavors, this destination delivers the ultimate escape.

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 filled with sunshine-soaked luxuries and island charm. In addition to world-class amenities and island beauty, you'll hear from several members

of Columbus Life's leadership team, learn about business-building strategies from your peers and enjoy top-notch 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 indulge in four days and three nights of island elegance. During this exclusive event, you will have the ability to engage directly with Columbus Life's senior leadership and top producers regarding industry

developments, corporate strategy and products/solutions—all while building long-lasting business relationships. Think of it as the "inside scoop" inside paradise.

## 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 qualify 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.

Fairmont® is a registered trademark of Accor Management US, Inc. in the United States and Fairmont™ Southampton is a trademark of Fairmont Hotel Management in the Bahamas. Columbus Life Insurance Company, Cincinnati, Ohio.  
Financial professional use only. Not for public use.

