



Lafayette Life  
Insurance Company

A member of Western & Southern Financial Group



# BERMUDA

THE FAIRMONT SOUTHAMPTON

LEADERS CONFERENCE | JUNE 11–14, 2027  
JOINT CHIEFS OF STAFF | JUNE 14–17, 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 Lafayette Life Sales Desk at **866.937.5542**.

## LEADERS CONFERENCE

JUNE 11–14, 2027



When you qualify for and attend our 2027 Leaders Conference, you and your spouse/guest 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 Lafayette Life's leadership team,

learn about business-building strategies from your peers and enjoy top-notch recognition of the sales success achieved throughout 2026.

## INVITATION GUIDELINES

### REVENUE

Net Annualized First-Year Agent's Commission (NAFYAC) of \$65,000 or more, or 30 unique paid lives plus \$32,500 NAFYAC.\*

### MINIMUM LIVES

Five or more paid lives\*\* are required.

### PERSISTENCY

36-month current persistency rate of 85% or better is required.

### PRO RATA QUALIFICATION

Contract Date: January 1, 2026, to December 31, 2026.

Commission Credits: \$32,500

Lives: 5

### ATTENDANCE

Producer and a spouse/guest who is age 18 or older.

### ELIGIBILITY PERIOD

January 1, 2026, to December 31, 2026.

## JOINT CHIEFS OF STAFF

JUNE 14–17, 2027



As a 2027 Joint Chiefs of Staff 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 Lafayette 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.

### REVENUE

Net Annualized First-Year Agent's Commission (NAFYAC) of \$160,000 or more.\*

### MINIMUM LIVES

Five or more paid lives\*\* are required.

### PERSISTENCY

36-month current persistency rate of 85% or better is required.

### PRESIDENT'S ROUND TABLE

Membership will be awarded to the top 10 qualifiers based on Joint Chiefs of Staff recognition points. Members will receive upgraded accommodations at the Joint Chiefs of Staff program and will receive a \$5,000 Production Leaders Award.

### ATTENDANCE

Producer and a spouse/guest who is age 18 or older.

### ELIGIBILITY PERIOD

January 1, 2026, to December 31, 2026.

Attendance at both the Leaders Conference and Joint Chiefs of Staff programs is by invitation only. Top producers can qualify to attend both the Leaders Conference and Joint Chiefs of Staff program by meeting the invitation guidelines for each conference independently, by generating total revenue of \$225,000 or more of NAFYAC.

\*NAFYAC is defined as the basic first-year commission credited to an agent's commission account.

\*\*A life is an issued and paid-for individual life or individual annuity case underwritten by Lafayette Life.

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