



# Columbian's 2022 Sales Conference Curacao - A Caribbean Island Paradise

## Santa Barbara Beach & Golf Resort May 3 - 7, 2022

**Qualification Period** January 1 - December 31, 2021

**Production Requirements** **Producer:** \$80,000 - Qualify for an invitation with a guest  
 \$115,000 - Receive a \$500 cash incentive  
 Annualized \$135,000 - Qualify for President's Reception Level 1 - *one additional night with arrival on May 2nd*  
 paid premium \$150,000 - Qualify for President's Reception Level 2 - *two additional nights with arrival on May 1st*  
 for all products \$170,000 - Receive an additional \$1,000 cash incentive  
 combined

**General Agent/Manager:** If a General Agent/Manager has two direct reports qualify, that General Agent/Manager will qualify for an invitation with a guest.

**IMO/Agency Owner/Manager:**  
 \$400,000 - Qualify for an invitation with a guest. For each additional \$400,000, earn an additional invitation plus one guest, up to a maximum of ten additional invitations.\*  
 \$725,000 - Qualify for President's Reception Level 1 - *one additional night with arrival on May 2nd*  
 \$800,000 - Qualify for President's Reception Level 2 - *two additional nights with arrival on May 1st*

**President's Cabinet** Qualify for any two years as a President's Reception Invitee within a four-year period, and you will be awarded the prestigious gold President's Ring in addition to your early arrival in Curacao.

**Persistence** A minimum persistency of 77% will be required.

Pro-Rata Qualifications	Contract Date	Producer	IMO/Agency Owner/Manager
	January 2021 or prior	\$80,000	\$400,000
	February 2021	\$76,800	\$384,000
	March 2021	\$73,728	\$368,640
	April 2021	\$70,779	\$353,894
	May 2021	\$67,948	\$339,739
	June 2021	\$65,230	\$326,149
	July 2021	\$62,621	\$313,103

Anyone contracted after July 31, 2021 will not be eligible to qualify.

In order to qualify for Production Requirements, business must be recorded as issued and paid during the period of January 1, 2021 through December 31, 2021. Policies not taken/NTOs will be deducted from production. IMO/Agency Owner/Manager/General Agent/Agent must be in good standing with the Company at the time the invitations are issued and must not owe any outstanding balance to Columbian or have any unresolved complaints against them. The Company reserves the right to determine who shall and shall not attend any conference. Invitations are not transferable, and qualifications that are not used are forfeited. A qualification may not be converted to cash, transferred, or applied to future conferences. The value of any prize awarded may be reported for tax purposes as required by law. Each winner is solely responsible for reporting and paying any and all applicable taxes related to the above referenced prize. Cash incentives are awarded only to producers who attend the conference.

\*Additional invitees must be actively working in the agency as an employee, not as an agent. Producers contracted with Columbian who had an opportunity to qualify and did not are not eligible to receive an invitation. Invitations can be extended to officers and key staff of the Agency.

Columbian Life Insurance Company Home Office: Chicago, IL Administrative Service Office: Binghamton, NY 13902