





Hawaii

FAIRMONT ORCHID, THE BIG ISLAND

LEADERS CONFERENCE | JUNE 14–17, 2027

JOINT CHIEFS OF STAFF | JUNE 17–20, 2027

LL-2645-2611

Lafayette Life Insurance Company

A member of Western & Southern Financial Group

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 Lafayette Life Sales Desk at ***866.937.5542.***

LEADERS CONFERENCE

JUNE 14–17, 2027



When you qualify for and attend our 2027 Leaders Conference, you and your spouse/guest 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 Lafayette Life's leadership team, exchange business-building strategies with your peers and enjoy well-deserved recognition of the sales success achieved throughout 2026.

JOINT CHIEFS OF STAFF

JUNE 17–20, 2027



As a 2027 Joint Chiefs of Staff 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 Lafayette 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.

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.

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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