



BOSTON

LEADERS CONFERENCE
FAIRMONT COPLEY PLAZA
JULY 7-10, 2026



JOINT CHIEFS OF STAFF
THE K CLUB, KILDARE
JULY 11-15, 2026

TRELAND

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

A WORLD OF DISCOVERY AWAITS IN IRELAND AND BOSTON ...

Whether enjoying the tranquil beauty of Kildare's picturesque landscapes or strolling through Boston's iconic landmarks, delight in Irish and American heritage. You're guaranteed luxurious relaxation at The K Club and the Fairmont Copley Plaza.

For more information on how to qualify, contact the Lafayette Life Sales Desk at **866.937.5542**.

LEADERS CONFERENCE

FAIRMONT COPLEY PLAZA, BOSTON • JULY 7-10, 2026



When you qualify for and attend our 2026 Leaders Conference, you and your spouse/guest will experience four days and three nights at the illustrious Fairmont Copley Plaza in Boston. Known for its blend of historic elegance and contemporary luxury, the Fairmont offers an unparalleled experience

in the heart of Boston. Enjoy opulent accommodations, indulge in the renowned afternoon tea, and explore iconic nearby landmarks, such as the Boston Public Library and Copley Square. With its sophisticated amenities and prime location, the Fairmont Copley Plaza provides a distinguished setting that reflects your exceptional accomplishments.

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, 2025, to December 31, 2025.

Commission Credits: \$32,500

Lives: 5

ATTENDANCE

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

ELIGIBILITY PERIOD

January 1, 2025, to December 31, 2025.

JOINT CHIEFS OF STAFF

THE K CLUB, KILDARE, IRELAND • JULY 11-15, 2026



As a 2026 Joint Chiefs of Staff attendee, you and your spouse/guest will indulge in five days and four nights in glamorous accommodations at The K Club. Enjoy access to the world-class Arnold Palmer-designed golf courses, explore the serene Kildare countryside on horseback,

unwind in the spa or enjoy the beautifully manicured gardens and estate grounds. The K Club provides a refined retreat that celebrates your remarkable achievements. Don't miss the chance to experience the warmth of Irish hospitality.

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, 2025, to December 31, 2025.

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.

Fairmont® is a registered trademark of Accor Management US, Inc. in the United States.

The Lafayette Life Insurance Company, Cincinnati, Ohio.

For financial professional use only. Not for use with the public.



Lafayette Life
Insurance Company

A member of Western & Southern Financial Group