



JOINT CHIEFS OF STAFF • RITZ-CARLTON RESERVE, DORADO BEACH • JULY 8-11, 2025

# PUERTO RICO

LEADERS CONFERENCE • FAIRMONT EL SAN JUAN HOTEL • JULY 11-14, 2025





# STYLIN' ON THIS ISLAND

Off the tip of Florida, in less distance than a bird migration, is a tropical island surrounded by the warm blue waters of the Atlantic Ocean and nicknamed "La Isla del Encanto" ... which means "The Island of Enchantment." The northern coast of this volcanically created island—which is also a U.S. territory—features two world-class resort destinations with only one mission: to provide the best to the very best. So trade parking lots for paradise and traffic for tranquility in your glorious getaway to Puerto Rico.

For information on how to qualify, contact the Lafayette Life Sales Desk at **866.937.5542** or visit the Awards & Recognition area on the Lafayette Life agent website at **LLIC.com**.

## JOINT CHIEFS OF STAFF

RITZ-CARLTON RESERVE, DORADO BEACH • JULY 8-11, 2025



As a 2025 Joint Chiefs of Staff attendee, you and your spouse/guest will indulge in four days and three nights at what was originally a 50-acre Rockefeller family estate. Developed by Laurance Rockefeller in the posh 1950s, the Ritz-Carlton Reserve, Dorado Beach, will host this exclusive

event. Additionally, you'll enjoy the opportunity to engage directly with Lafayette Life's senior leadership and top producers regarding industry developments, corporate strategy, products and solutions—all while building business relationships as resilient as the nearby El Yunque tropical rainforest.

## LEADERS CONFERENCE

FAIRMONT EL SAN JUAN HOTEL • JULY 11-14, 2025



When you qualify for and attend our 2025 Leaders Conference, you and your spouse/guest will be rewarded with four days and three nights in a famed Puerto Rican landmark: the Fairmont El San Juan Hotel. Opened in the chic 1950s and refurbished for today's modern tastes, this beachfront

beauty is where you'll hear from members of Lafayette Life's leadership team, learn about business-building strategies from your peers and savor sincere recognition of your sales success achieved throughout 2024.

## INVITATION GUIDELINES

### REVENUE

Net Annualized First-Year Agent's Commission (NAFYAC) of \$140,000 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. A package for immediate family members is available for purchase.

### ELIGIBILITY PERIOD

January 1, 2024, to December 31, 2024.

### 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, 2024, to December 31, 2024.

Commission Credits: \$32,500

Lives: 5

### ATTENDANCE

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

### ELIGIBILITY PERIOD

January 1, 2024, to December 31, 2024.

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 \$205,000 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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