SUB-COMMITTEE TO CONSIDER SPECIAL COURSE ON LIFE ASSURANCE SALESMANSHIP

This Committee was a sub-Committee of a special Committee consisting of delegates from various Life Insurance Companies, and of members of the University staff.

Minutes of a meeting of the Sub-Committee held on October 22nd, 1923, at 5 p.m. :-

Present: Chairman Prof.R.M.Sugars
Dr.S.Leacock
Col.Bovey
Prof.Thompson

Messrs.T.J.Parkes
A.J.Meikeljohn
G.H.Harris

An outline of the projected course as prepared by Mr.Harris was submitted to the meeting.

It was represented that this Course could not for this Session be made to form an integral part in the Commerce curriculum, inasmuch as all Commerce students had already selected their subjects.

It was finally recommended that the Course should consist of two units of three hours each, to be given from January to May, 1924.

These two units would consist of :

(a) General Principles of Life Insurance
(b) Life Insurance Salesmanship

It was recommended that $15.00 an hour be paid to the lecturers taking part in this Course and that a fee of $25.00 be charged to students.

It was proposed by Professor Sugars and seconded by Prof.R.R.Thompson that Mr.G.H.Harris be asked to fill in the details of the second part of the program, that is, the course on Life Insurance Salesmanship.

It was proposed by Dr.Leacock and seconded by Mr.Parkes that the details of the course No.1, that is, General Principles of Life Insurance, be left to Professor Sugars and Professor Thompson.