

HAZARDOUS OCCUPATIONS FROM THE LIFE INSURANCE STANDPOINT.

A paper read recently by Mr. W. A. P. Wood, actuary of the Canada Life, before the Insurance Institute of Toronto, deals with the subject of hazardous occupations from the standpoint of the life insurance company. There are three chief factors, said Mr. Wood, tending to make certain occupations hazardous from a life insurance standpoint, viz.:—

- (1) Danger arising from accident.
 - (2) Danger owing to impairment of health directly due to occupation.
 - (3) Danger owing to impairment of health from the habit of indulgence in alcoholic liquors likely to be formed by those engaging in such occupations.
- Class (1) would include all such as workers with electricity, railway employees, miners, sawmill and cartridge factory employees and those engaged in the manufacture of gunpowder and dynamite.
- Class (2) would embrace all such as employees in paint works, glass works and potteries, metal grinders and polishers, marble and stone cutters.
- Class (3) would embrace those who are either directly or indirectly brought into contact with the liquor industry.

Mr. Wood pointed out that owing to changes in conditions in factories, in many occupations the extra hazard will gradually become less. Owing to better working conditions existing in some parts than in others, the mortality experienced in certain occupations varies in different parts of the country. There are six chief methods, said Mr. Wood, by which life insurance companies take care of extra mortality on account of occupations, as follows:—

- (1) By rating the life up a certain number of years, the same for all plans and ages (sometimes modified after age 40).
- (2) By charging the premiums produced by the Mortality Tables in which the assumed higher mortality is a percentage of the normal mortality.
- (3) By charging a flat extra premium, sometimes varying with the plan of assurance, but the same for all ages in any particular plan.
- (4) By placing liens against the policies.
- (5) By placing the policies in a special dividend class, so that the extra mortality experienced in the class can be ascertained and a deduction made from the dividend allotted to those policies.
- (6) By limiting the plan of insurance to short-term endowment policies only.

Mr. Wood pointed out that some companies make two distinct classes—one for cases where the accident hazard predominates, charging extra premiums in accordance with Method (3) referred to above, and the other class for those in which the health is liable to become impaired, using Method (2) in such cases. This seems a reasonable way to treat those engaged in these occupations, but it does not appear as though any great injustice is done by combining the two into one class. Moreover, it would appear to be sufficiently accurate to use Method (3) for practically all cases. Mr. Wood presented a number of interesting tables showing the relative effect of these various methods.

PURCHASERS OF LIFE POLICIES.

The rascally so-called "actuary" or "abstractor," who fleeces life insurance policyholders by advising them to cash in the policy they hold and take out another at a lower premium and charging them a fee for advice detrimental to their own interest, though the worst, is not the only parasite of the business from whom policyholders stand in need of protection. Those holding deferred dividend policies nearing maturity should beware of the offers made them by apparently responsible concerns to purchase their policy for more than its surrender value. As there are still a large number of policies to be matured, many at an early date, this particular parasite is trying hard just at present to make hay while the sun continues to shine. He is generally careful not to make any statement which would lay himself open to prosecution for fraudulent use of the mails, but his offer is none the less one that policyholders will do well to turn down. A little reflection ought to convince them that the person who makes such an offer would not do so unless he expects to put into his own pocket the difference between the price he pays for the policy and the amount which the company will pay the policyholder when the contract matures. And they may also reflect that unless the profit was a handsome one, the buyer of deferred dividend policies would not engage in the business. In their own best interest, then, they will do well to disregard all such offers, hold on to their policy until it matures and receive the full benefit themselves.—*Boston Standard.*

A FULL DAY'S WORK.

Agency managers have often wondered what was the real reason that only about five or six per cent. of the men whom they engaged in a period of years remained in the life insurance business. The answer is that the majority of those who fell by the wayside probably did not do a full day's work. It is hard to find men who will work hour after hour in canvassing for life companies, just the same as they would if they were employed in an office or in some other branch of trade.

It is the attitude in which an agent approaches his work which counts in making him a successful salesman. The company manager cannot be expected to do everything, but he will certainly do his share in brushing away the cobwebs and putting the necessary ginger into the canvass of every agent. He cannot, however, guarantee that this energy will be stored up in the agent's mind unless the agent himself is proud enough of his business to work conscientiously and persistently. So many agents claim that they find the work monotonous. Why it should be so they are not free to explain. It would be much more tedious to add up a column of figures day in and day out with the result that no new faces nor new problems are met with.

A salesman who does not like to meet the man whom he must do business with face to face, day in and day out, had better be upon the stool in the book-keeper's place for that is where he belongs. There can be no resting on one's oars in selling any kind of insurance. It is a race for the strong and not a rocking chair for the weak. Simply because the agent has nobody to force him to see a certain man on a certain day, he procrastinates and forgets that now is the psychological minute to carry out the ideas which he has in mind.—*Insurance Age.*

The Imperial Bank's annual statement, to be presented at the shareholders' meeting next Wednesday, shows earnings of \$1,031,359 against \$1,236,984 for the previous year. A very strong position is exhibited in the balance sheet.