

their lives for enormous amounts. A very few badly selected lives might do almost irreparable damage to even a strong company. Not only will the admission of bad lives deprive the stockholders of their justly earned dividends, but also seriously affect the policyholders, since by a wise provision of most forms of policies the insured are made participators in the profits of the company, which may be utilized for lessening the amount of their annual payments, or may be allowed to accumulate and a proportionally much larger amount be added to the total sum assured. Badly selected lives will lessen the amount of these profits. Not only that, but individuals who have policies in a company and happen to know that some one else of whom they have heard, who is reported to be a bad risk either from drinking habits or impaired health, is insured in the same company with them, and fearing and doubting the stability of such an institution, will hesitate taking other policies in that company. Or, again, agents of other companies will utilize such cases in favor of their own to the prejudice of the company that has taken the impaired life, if that life has been taken in ignorance and without extra rates.

These cases are the ones that try the probity of the medical examiner. If he makes a faithful report to the company he will run some risk of offending the applicant and his family, although I can call to mind that one of my best paying families is that of a gentleman whom I met for the first time some years ago and rejected on account of some heart trouble. Shortly after that I became his family physician, and have been so ever since. Yet I must confess it is too frequently the case that the physician will suffer in the personal estimation of the rejected one.

Nevertheless, in cases such as this you are not likely to be the losers financially. The independence manifested by you in reporting to the company the unfavorable as well as the favorable points in the personal or family history of the applicant you have examined will not be lost sight of by the company, and any honorable and healthy company will see that you do not suffer by being passed over and the examination made by some confrere with a more elastic conscience. All strong companies,