

You will have observed that most of the points I have touched upon are matters of report to you on the part of the applicant for life insurance. The report is made to you for three reasons. In the first place, you are the only one qualified by previous study and experience to interpret the bearing of his replies on other points in his past history that may arise. Secondly, an individual will freely answer questions you may put to him which he would consider impertinence on the part of another. And lastly, but by no means the least, his replies may cause you to direct your physical examination more closely to some organ than you might have otherwise done.

Provided the applicant himself is a first-class life, personally, never had any disease likely to impair his life, and passes by some years what his family history has shown to be a critical period in the lives of those members of his family who have died with a so-called hereditary disease, it is quite possible that some insurance companies will accept the risk with certain extras. It does not always follow that because a man happens to have lost one or two members of his family from consumption that he will be rejected. If he is exceptionally good personally, with a very favorable occupation, one company may offer him what is called an endowment policy—that is, one for a limited number of years, say 10 or 15, at the end of which time, if he lives, he will draw the money himself; in the meantime payable on his death. Another company may “load” him; that is, say he is 35 years old, with an expectation of 32 years, they may load him 10 years (expectation 24 years), in which case he pays the same premium as though he were 45 years of age, which, of course, is considerably heavier than the previous age. Another company may offer him a policy with a “lien,” reducing it a certain sum every year; that is to say, a man, say 45 years of age, wishes to insure on the “all life” plan, paying a certain sum yearly. He is quite certain himself that he is a good life, and probably he is, but, unfortunately, one parent died at, say, 40, of consumption, and a brother or sister at 25 of the same disease. Weight and everything else being very favorable, I think an assurance company would be quite justified in accepting