

Incidentally, the communication to the convention from the president of the Life Officers' Association (extended reference to which is made elsewhere in THE CHRONICLE) dealt with certain phases of this same question. Summing up his own views Mr. Hamilton said: "If our profession is to be a Learned Profession, it should require a training somewhat analogous in scope and relativity of subjects to that required in law and medicine. Some of our Universities are now discussing the establishment of chairs of Insurance, in fact, some American Colleges already have Life Assurance in their curricula. This would mean the creation of departments of Insurance where all branches of Insurance would be taught, but only in conjunction with a general scholarly education. Then, in the latter years of the course, each student would be articulated in a Head Office or a Branch Office for practical training. Then, and only then, would our profession be in a position to call itself learned. We have endeavoured to show that our calling as Life Assurance Solicitors is a Profession, but has not yet reached the standing of a Learned Profession; that the Profession is on a high enough plane to aim towards such a standing; that we ourselves are alone responsible for reaching it, and lastly, that we have gone far and might and should go further towards that standing by recognizing an unwritten code of insurance ethics. Let us do our part by living up to these unwritten laws, frowning down on those who break them, and educating the public along these lines."

In the course of the discussion which took place upon Mr. Hamilton's paper various views were expressed. By some the idea of considering life insurance field work as a "business" appealed more strongly than the calling it a "profession." Mr. M. Monahan, of Quebec, outlined a course of "matriculation" study for young prospective agents in Mathematics, English language and insurance subjects. In this connection he said that he believed young agents should be articulated for six months at the head office, which practice already obtains in some companies. The passing of the matriculation examination would be a certificate of fitness for entering head office, and the passing in the head office subjects would be adequate to qualify for field work. He would also include a short course of ethics and political economy which might be easily imparted in lectures given at head office. He believed, as Mr. Hamilton suggested, that it was the duty of the Life Underwriters' Association to formulate such a course.

#### **Harmfulness of Rebating and Twisting.**

The address of Mr. Wm. C. Johnson, of New York, dealt encouragingly with the progress that the associational movement in America has made towards eliminating the twin evils of rebating and twisting.

"More has been done by the educative influence of associations to stop the practice of rebating than can ever be done by penal statutes, no matter how carefully worded. Laws do not make men honest."

"The business of the future," he concluded, "is going to be transacted by trained, capable life insurance men who are devoting all their time to the business and who have a position of standing in the community in which they live. When we

are going out and transacting business, are we going to do the right thing and the square thing? Are we?"

The report of the Executive Committee also dealt strongly with the evils which it behooves life agents to cast out from their midst. In this connection the report stated:

"Your committee has discussed and we believe to some extent curtailed the operations of men engaged in the 'twisting' of policies, misrepresentation of plans of insurance, rebating, and other practices inimical to the business, and it is hoped that in the near future the power for good which can be exercised by the Association will be so great that such practices will be of very rare occurrence and subject to prompt redress either through the company managements or by the power of legislation. The future action of this association must depend upon the support of the field men in all parts of Canada, without which your committees are powerless."

#### **Part-Time Agents.**

Mr. H. S. Crosby's paper on "The Part-Time Agent" opened by referring to the present-day tendency towards specialization.

Two main reasons why so many fail to achieve success in life insurance salesmanship are, 1st, lack of definite aim or purpose; 2nd, want of proper effort. Both are essential to success, and lack of either is fatal. Generally speaking, the part-time man will not put the effort and energy necessary for success into the business. People have to be talked into taking life insurance: it is therefore necessary to keep constantly in touch with your prospects, else some other agent steps in and reaps the benefit of securing the business which has grown cold by neglect of the part-time man.

According to Mr. Crosby, there are many evils in the business due to the employment of part-time men, among which are rebating, twisting and misrepresenting. He is satisfied with small profits, having many irons in the fire, and to close the deal quickly, rebates.

"So many part-time men are cheapening the profession and giving the idea that our calling is not one of the noblest which a man can choose for his life work."

In discussing Mr. Crosby's paper, Mr. E. R. Machum took exception to many of the statements made. Indeed, he was inclined to look upon the part-time man as a full-time man in training. However, the majority taking part in the discussion were strong in their belief that, in very many cases, part-time agents are a hindrance rather than a help to life insurance.

#### **Educational Functions of Life Insurance.**

Mr. O. H. Mabce's paper on "Life Insurance as an Educational Factor" gave an interesting start to another suggestive discussion. Aside from the important part which the proceeds of life insurance policies play in the securing of education for the young, Mr. Mabce spoke of the "training in thrift" which comes from the very keeping up of a life policy. Also he added a word as to its moral effect.

"The most admirable quality in all humanity is perhaps unselfishness and the carrying of life insurance is a task of unselfishness and makes one