

Insurance Briefs.

In an address recently on the German systems of social insurance, Mr. S. H. Wolfe, the well-known actuary, quoted the case of a farmer who was injured on his way to church, and claimed that as he was going to pray for rain, he, in reality, was injured while engaged in agricultural pursuits! In a report recently issued in Great Britain, a consul-general in one of the German cities points out that the social insurance schemes are approaching the limit of a bearable burden and that the expenditure which they entail is becoming so serious a matter in the cost of manufacture, that it must tell against Germany in various markets.

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The Postal Life, which hitherto has prided itself on doing business without agents, has now notified its policyholders that it will pay them a commission of \$5 per \$1,000 insurance on all new business secured through their recommendation of the Company to their friends and acquaintances—the commission to be paid when the new policyholder pays his first premium. The Boston *Standard* thinks the Company is inviting complications in the shape of prosecution for violation of the law by paying commissions to unlicensed persons. The *Standard* goes on:—"The point of interest in its new departure is that it is practically an admission of the futility of its attempt to transact life insurance without agents. The attempt has been made before and will probably be made again. But, human nature being what it is, it cannot be made a success. Men in general will not insure their lives unless they are solicited, earnestly, persistently solicited, to do so."

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In view of recent events in connection with the London Guarantee & Accident, it is interesting to note that the report for 1912 shows that the net premium income from all departments amounted to £973,851, while the amount paid in claims was £571,063. The trend of events in the United States, says the report, has for some time pointed to an increasing cost of claim settlements under the old employers' liability law, and the directors have thought it desirable to transfer the sum of £75,000 from the reserve fund to the reserve for outstanding claims. The general manager, who has personally investigated the matter in the United States, is satisfied that this adequately provides for all liabilities as at December 31, 1912. In view of the strain so caused on the accounts the directors are unable to advise the payment of a dividend on the ordinary shares. They recommend the payment on the preference shares of a dividend for the half-year ended December 31, at the rate of 5 per cent. per annum.

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In an article on life assurance, our contemporary, *The Chronicle*, of Montreal, describes it as one of the indispensable things of modern life. No one possessing any real knowledge and experience of the business will deny this. Though many years of hard and strenuous work have been put in on its behalf, with the aim of instilling its indispensability on to the public mind, there yet remains a vast amount of such education to be accomplished. Life representatives still have to contend with a deadly dull apathy, not to say open antipathy. It requires many

virtues to overcome this, much persuasion, tact and ability. It is more of the exception than the rule to secure business easily. What is required is a systematic campaign by men well-versed in the subject, and well able to give the case for life assurance in a way that captures the public ear and mind. Some assurance companies do a good share in the work of educating the public, but we are afraid it is done more in a spasmodic and less of a systematic manner, and only when there are signs of a falling-off in business does the revival of effort come.—*The Review*, London.

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TO COLLECT OR NOT COLLECT.

A contemporary discusses in an interesting manner the tendency of life insurance companies to provide for the payment of interest during the period of grace, should the assured avail of it, but neglect same in the regular course of business. This seems like a trivial affair and yet in these days of strenuous competition for mastery in net returns to policyholders, the item is considerable. One thing is sure, namely, it is not fair to the body of policyholders as a whole to permit a portion to take thirteen months' insurance for the payment of a premium while the balance settle for the new year at the end of twelve months. Our contemporary hints at a possibility of this act being construed as discriminatory, or rebating under the terms of the anti-rebate law. Of course, there are a large number of companies which make no interest charge for the period of grace; hence each policyholder has a right to avail himself of the privilege should he so desire, and in practice most of them do. Those arguing in favor of inflicting no penalty for the right to take advantage of the grace period contend that it can but apply to the first renewal premium inasmuch as the second must be paid within twelve months from the time the first renewal premium was paid, assuming of course that the period of grace was taken advantage of.—*Insurance World*.

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RULES OF NEW YORK LIFE FOR GROUP INSURANCE.

Vice-President Thomas A. Buckner, of the New York Life, advises agents not to waste any time in trying to insure men on the group insurance plan; the approval of too many persons has to be secured to effect insurance on a group of lives and experience has shown it to be much easier to insure 200 individuals, one at a time, for the protection of wives and children, than to induce a corporation or an employer to insure or help insure 200 employees.

At the same time he does not advise agents to disregard opportunities that may present themselves for writing this class of business provided the business falls within the restrictions under which it will be issued by the Company. Of these restrictions he says:

"We do not do a 'Group Insurance' business on any form of term policy. When groups are small (less than 200), or the occupation of the employees is hazardous or doubtful, or, because of occupation, an advance in age is required, or when the surroundings of the employees are other than first-class or the average age of the group beyond 35, such groups will be considered only upon individual examination in the usual way. Groups of young lives with preferred occupations and excellent surroundings—