

**INDUSTRIAL LIFE INSURANCE,
ITS HISTORY, STATISTICS AND
PLANS; ALSO HINTS TO
INDUSTRIAL AGENTS**

Published @ 2017 Trieste Publishing Pty Ltd

ISBN 9780649752744

Industrial life Insurance, Its History, Statistics and Plans; Also Hints to Industrial Agents by Spectator Company

Except for use in any review, the reproduction or utilisation of this work in whole or in part in any form by any electronic, mechanical or other means, now known or hereafter invented, including xerography, photocopying and recording, or in any information storage or retrieval system, is forbidden without the permission of the publisher, Trieste Publishing Pty Ltd, PO Box 1576 Collingwood, Victoria 3066 Australia.

All rights reserved.

Edited by Trieste Publishing Pty Ltd.
Cover @ 2017

This book is sold subject to the condition that it shall not, by way of trade or otherwise, be lent, re-sold, hired out, or otherwise circulated without the publisher's prior consent in any form or binding or cover other than that in which it is published and without a similar condition including this condition being imposed on the subsequent purchaser.

www.triestepublishing.com

SPECTATOR COMPANY

**INDUSTRIAL LIFE INSURANCE,
ITS HISTORY, STATISTICS AND
PLANS; ALSO HINTS TO
INDUSTRIAL AGENTS**

INDUSTRIAL LIFE INSURANCE

ITS HISTORY, STATISTICS
AND PLANS

ALSO
HINTS TO INDUSTRIAL AGENTS

PRICE, \$2.00, LEATHER BOUND

1905

THE SPECTATOR COMPANY

135 WILLIAM STREET, NEW YORK

P R E F A C E

THE business of Industrial Life Insurance has grown to immense proportions in this country, and while conferring inestimable benefits upon the working classes generally, gives employment to many thousands of persons. Most of these are silent workers, who, by house-to-house visits, spread the knowledge of life insurance benefits among those who are most in need of them. The companies doing this class of business have poured millions upon millions of dollars into the laps of the working men and women of the country at the time of their greatest need, when death had visited the family and removed some loved one. The companies have grown in magnitude as the character of their business became better understood, until they are now classed among the most substantial and trustworthy of our financial institutions.

This publication is issued with the hope that it will prove a valuable aid to the field workers in Industrial Insurance, helping them in the work of education that they are pursuing, and at the same time prove helpful and instructive to them by giving them hints and sug-

gestions as to the manner of conducting their canvass for business.

To new beginners the work will be found replete with hints gathered from the experience of veteran solicitors, which, if heeded, cannot fail to contribute to the success of their efforts to build up a large and profitable business. These "Hints to Agents" have heretofore been printed, with numerous others, in the columns of *THE SPECTATOR*, which devotes much space to the subject of Industrial Insurance. It is at the request of many superintendents and assistant superintendents that these "Hints" are published in book form for permanent preservation and reference. Hoping that the work will meet with favor at the hands of the industrial army of workers, and that it may prove of value to them, we send it forth with the cordial greetings of

THE SPECTATOR COMPANY.

NEW YORK, April, 1905.

SUMMARY OF CONTENTS

	Page
RELATION OF LIFE INSURANCE TO THE BUSINESS WORLD..	9
THE FIRST INDUSTRIAL INSURANCE COMPANY.....	13
INSURANCE FOR THE WORKING CLASSES.....	18
INDUSTRIAL VS. ORDINARY INSURANCE.....	22
VARIOUS FORMS OF POLICIES.....	27
INSURANCE OF CHILDREN.....	35
LAPSING OF POLICIES.....	41
INDUSTRIAL FIELD WORKERS.....	51
OFFICIAL RECORD OF INDUSTRIAL COMPANIES.....	59
AMOUNT INSURED AND PREMIUMS.....	65
INDUSTRIAL POLICY FORMS.....	70
HINTS TO AGENTS.....	79-164

Art of Canvassing. Making Collections. Some Things to Avoid. Honor Lists, etc. Assistant Superintendents and Agents. Seasons and Weather. Systematize Your Business. Starting Right. Promotion Open to All. Opportunity for Development. Individuality and Devotion to Business. How to Prevent Lapses.

**INDUSTRIAL
LIFE INSURANCE**

RELATION OF LIFE INSURANCE TO THE BUSINESS WORLD

If it were possible to eliminate the great system of insurance from the business world there would ensue such a financial cataclysm as has never yet been seen.

**Insurance
an Essential
Factor**

There is not a department of modern industry, whether it be manufacture, commerce or finance, that does not depend almost wholly upon insurance for its stability. Marine insurance, the original form of the system, protects not only the vessels which carry the goods of a nation to all parts of the world, but also the goods themselves. Fire insurance in part makes good the loss occasioned by the destructive element of fire, and in its various ramifications covers all incidental losses, such as the loss of rents on the real property destroyed, and the profits which would have accrued had there been no stoppage of business caused by fire.

The various branches of miscellaneous insurance have now been extended so as to cover practically every contingency of modern business and social life, with the result that whatever cannot be predicted with absolute certainty may be insured against. By this system the fidelity of employees is guaranteed, so that any loss

occasioned by defalcation is made up in whole or in part; bonds required of contractors for the faithful carrying out of their undertakings, or by the courts to insure the faithful administration of trusts, no matter what their nature, are now issued by insurance companies; the employer of labor, who is under the law held responsible for the effects of any accident happening to his workmen, while engaged in their usual vocations, whether in the factory or away from it, transfers the risk to the insurance companies for a consideration termed the premium; the merchant whose business requires the extension of credit to his customers can insure himself against any excessive losses by bad debts, and thus rest easy in the thought that no matter what misfortunes overtake his customers his profits will suffer no material diminution; losses by burglary or theft can be made good by this same system, and so it is possible to go on and enumerate the various forms of property loss all of which can be covered through the medium of an insurance policy. As new conditions arise, the system of insurance is found capable of adjusting itself to them so soon as an adequate amount of experience can be had, on which to base an average.

Thus far reference has only been had to property losses, but the great bulk of the contributions of the inhabitants of the world for insurance is made for personal protection. An accident happening to an individual is as much a source of loss to him as a fire occurring in his place of business, while sickness not only, in most cases, entails loss of salary, but also causes additional expense which must be met either by en-

**Personal
Protection
Guaranteed**