



At the end of the lesson, the student will be able to:
*express their thoughts/views regarding life insurance and how it changes their viewpoint on life



Dialogue:

Mary: You know, it's odd. I finally **broke down** and bought some life insurance, and it's strange knowing that I'm now worth more dead than alive.

Fred: What do you mean?

Mary: Well, it seems that, alive, everything I earn is just barely enough for the family to **get by on**. But if I die tomorrow, even after funeral and hospital expenses, there would be a nice piece of change left. It's almost like **winning a lottery**.

Fred: Well, if you say so. But the way you put it, you win by dying and you lose as long as you live.

Mary: Exactly!

Fred: But you shouldn't look at it that way. Your life is worth more than money can buy.

Mary: I know, that's why I got insurance.

Fred: And the losses would continue **indefinitely**. It's not just a case of immediate expenses, but also the continuous loss of income.

Mary: Yes.

Fred: So you shouldn't take the attitude that you're worth more dead than alive. You should regard yourself as a wise man who's looking into the future and taking care of your family then, as well as you do now. Everybody dies sometime-but not everybody is ready for the **inevitable**.

Mary: You know what?

Fred: What?

Mary: You're right. I feel much better about it now.

Fred: Good.

Mary: You know what else?

Fred: No, what?

Mary: I think you'd make a great insurance salesperson! Have you ever thought about a new career?



Let's Talk:

1. What is the traditional antipathy towards insurance?
2. What are the reasons for having insurance?
3. How does one know if he has too much (or too little) insurance?



Express Yourself

1. Is your life insured? Why or why not?
2. Are you insured against cancer? Why or why not?
3. Are you insured against fire? Why or why not?
4. Is your car insured? Why or why not?
5. Do you have insurance on your household contents?
6. Would you recommend life insurance to your spouse?
7. You know 1 in 5 cars is not insured. What do you think about mandatory coverage for all autos?
8. If you have insurance, did you buy it through a relative or friend; or did you buy it based entirely on your needs and perceived benefits?