

MIDWESTERN MEDICAL DIRECTORS ASSOCIATION

Organizational Notes

The following doctors met at the Marott Hotel in Indianapolis at 2 P. M. on September 15 for the purpose of organizing a regional insurance medical directors association:

Dr. Atherton, Lincoln Income	Dr. Zweig, Great Northern Life
Dr. Bowers, Brotherhood Mutual	Dr. Canaday, Standard Life
Dr. Albright, Victory Mutual	Dr. Charlton, Midland Mutual
Dr. Green, Columbus Mutual	Dr. Humphreys, Lincoln National
Dr. Irving, Commonwealth Life	Dr. Eaton, Hoosier Farm Bureau
Dr. O'Neill, Franklin Life	Dr. Kirchmaier, Life & Casualty
Dr. Waldo, Washington National	Dr. Nay, Indianapolis Life
Dr. Pearson, American United	

In addition, the following doctors had expressed themselves in favor of such a group, but for one reason or another could not be present:

Dr. Anderson, Rockford Life	Dr. Hickerson, Union Central Life
Dr. Cooper, Rural Bankers	Dr. Jay, State Life
Dr. Jasinski, Polish Roman Catholic Union	
Dr. Kirtley, Ben-Hur Life	Dr. Laws, Lafayette Life
Dr. Roskelly, North American Life	Dr. Schwab, Union Central Life
Dr. Schmidtke, Great Lakes	Dr. Leffel, Empire Life & Accident
Dr. Byrd, National Life & Accident	Dr. Sitterson, Ohio National
Dr. Scoins, Lincoln National	Dr. Stevenson, State Farm Life
Dr. Graham, Lincoln National	Dr. Wolfram, Jefferson National
Dr. Cochran, Lincoln National	Dr. Yochem, Farm Bureau Life
Dr. Kuck, Union Central Life	Dr. Clark, State Security Life

The meeting was called to order by Dr. Pearson, acting Chairman. An agenda for an organizing meeting was presented. Dr. Pearson was then elected Chairman, Dr. Humphreys was elected Vice Chairman, and Dr. O'Neill was elected Secretary-Treasurer. To insure continuity, it was the opinion of the group that it would be understood that elected officers would progress from Secretary-Treasurer through Vice Chairman to Chairman. This would require the election of one officer yearly, that of the Secretary-Treasurer. The duties of the officers are:

Chairman: preside at meetings and head the Executive Committee.

Vice Chairman: to have charge of the program.

Secretary-Treasurer: carry on the necessary correspondence and collect the

annual dues.

No minutes will be kept of the meetings. The three officers act as an Executive Committee to make arrangements for future meetings. The Chairman is to appoint one member to act as a local representative in the city of the meeting. This representative will be responsible for the meeting place, cocktail and dinner arrangements and hotel reservations for any who wish to stay overnight. He may call on any other members in the locality of the meeting to assist him.

The name of the group is to be the Midwestern Medical Directors Association. We will meet twice yearly in April and November on a Friday. The meetings are to be from 2:00 to 4:30 P. M., followed by a cocktail hour and dinner. The exact date within the limits mentioned will be decided by the Executive Committee.

Annual dues will be \$5 per member doctor, payable in January. These dues are to take care of the small secretarial expenses and the cocktail party. At each meeting those attending will pay for their individual dinners.

Wives will be welcome at the cocktail hour and (?) dinner. (I am not sure whether the latter was definitely decided one way or the other.)

The aims of the Organization are to be "educational" and social. "Educational" covers many things--those topics of particular interest to the founding group are the problems associated with our jobs which are not covered by national organizations, e.g. examiners, Home Office policy, local public relations, underwriting clinics, etc. It was the consensus of opinion that we should not have a single formal paper by an authority who would cover the subject but rather to have topics which can be discussed by the members generally.

The question of associate membership for underwriters was considered, but rejected, at least for the present. (?) "Membership should be open to medical directors west of the Alleghenies and east of the Mississippi, but all are welcome to come to the meetings."

(I am not sure on this point) For the present we would specifically invite those doctors who have expressed some interest in the formation of the group and in the original area of Illinois, Ohio, Kentucky, Indiana, and Tennessee.

The next meeting will be held in Cincinnati and Dr. Louis Schwab was named by the Chairman to act as local representative for arrangements.

--John S. Pearson, M. D.
Chairman

JSP:cc
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NEWS LETTER

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Society of Actuaries Elects Walter Klem

Over 500 members and guests of The Society of Actuaries gathered in Boston at the annual meeting held at the Hotel Statler in Boston. President Richard C. Guest, vice president of the Massachusetts Mutual Life Insurance Company, Springfield, Mass., presided. The successful three day program included the discussion of several new papers and the election of officers.

Walter Klem, senior vice president and actuary of the Equitable Life Assurance Society of New York was elected president for the coming year. New vice presidents of the Society are: W. M. Anderson, vice president and managing director of the North American Life Assurance Company of Toronto and Charles A. Spoerl, assistant vice president and actuary of the Aetna Life Insurance Company of Hartford. Both will serve until the 1956 annual meeting.

New members of the Board of Governors elected for a three year term are: G. E. Cannon, vice president and actuary, Standard Insurance Company, Portland, Oregon, M. E. Davis, Vice President and chief actuary of the Metropolitan, G. L. Holmes, vice president of the Manufacturers Life of Toronto, J. E. Hoskins, actuary of the Travelers, W. O. Menge, president, Lincoln National, Arthur Pedoe, life manager and actuary for Canada of the Prudential Assurance Company of England, G. W. Fitzhugh, second vice president of the Metropolitan, and Leigh Cruess, vice president and chief actuary of the Mutual of New York, were elected

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New Attendance Record At 1954 Annual Meeting

A new all-time attendance record was set at the 1954 annual meeting of the American Life Convention. The total registration of 1,129 for the sessions held at the Edgewater Beach Hotel on October 5-8, which surpassed last year's figure, included 212 ladies. The attendance was swelled by a number of persons who did not register who were also attending other meetings in Chicago.

Of the total of 243 member companies, 199 were represented by 666 officials; this very high ratio of attendance is a major reason for the great success of the meeting. In addition, 19 non-member companies with 21 registrations, including one company from London and one from Honolulu, were represented.

There were 11 state insurance departments, fifteen individuals including nine commissioners, present. And twenty life insurance organizations showed an attendance figure of 64 persons.

The insurance press was represented by thirteen trade journals registering twenty-seven individuals to cover the General and Section meetings. Fifteen speakers were registered at the gathering and other guests directly or indirectly connected with the insurance business numbered 109.

Meeting Cancelled

The December meeting of the Association of Life Insurance Counsel has been cancelled for this year.

LIAMA Conference Program Set for November Meeting

The program has been completed for the first general meeting day of the annual LIAMA conference, Nov. 9-12 at the Edgewater Beach Hotel in Chicago. The meeting will be preceded by two days of committee meetings. The theme of the conference will be "Organizing for Sales."

Two forums will be held in the morning. Agency officers from a number of companies will tell of public relations ideas that work for them. It is sponsored by the public relations committee and will be moderated by Charles C. Robinson, vice president of Columbia National and committee chairman.

The Washington scene will be interpreted in a forum on "The Legislative Climate for Sales," moderated by F. F. Weidenborner, agency vice president of Guardian Life. Participants will include Eugene M. Thore, general counsel of the LIAA and Claris Adams, executive vice president and general counsel of the ALC.

Dr. C. F. Phillips, president of Bates College, will address the fellowship luncheon on the "Economic Climate for Sales."

The first general session will begin in the afternoon with H. P. Anderson, vice president of Life of Virginia, presiding. R. E. Pille, vice president in charge of agencies of Mutual Benefit Life and president of the LIAMA, will deliver his keynote address. A panel, "Let's Talk Shop," will discuss the current problems of the business and will be presented by Lewis W. S. Chapman, director of company relations of LIAMA, and his staff.

Service Commission inquiring as to their interest in becoming reinsurers of the program. Some 192 companies have replied in the affirmative conditioned upon receiving additional information with respect to the details; 139 companies gave unqualified acceptances and 31 definite declinations. Of the 139 companies which unconditionally accepted, 111 indicated that they would be interested in handling conversions. It appears that November 1st will be set as the dead-line date for companies to determine their interest in the program. This will not, of course, rule out the opening of a date in the future for acceptances as reinsurers, but as of the present offering, November 1st will in all likelihood be the close-out date. The Civil Service Commission continues to study a possible program of providing federal employees with accident and health insurance protection. The agency is conferring with representatives of the Blue Cross-Blue Shield as well as representatives of the insurance business on the details of a proposed program.

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The Federal National Mortgage Association will soon announce the details of its new secondary mortgage market program. It is slated to go into effect November 1st as provided under the Housing Law of 1954. It has been reliably reported that the program will be operated on a basis which will be business-like and that it is not the intention of the officials of F.N.M.A. to permit its operations to be used as a "dumping ground," for inferior mortgages. With this approach and the hoped for successful operation of the Voluntary Home Mortgage Credit program, the public market for home mortgages could continue to operate freely.

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The Internal Revenue Service has issued proposed regulations on two portions of the new Internal Revenue Code of interest to life companies. The first group issued

contains proposed interim regulations on annuities, designed to furnish rules for the guidance of companies in making necessary annuity computations this year. The second proposal indicated that companies paying accident and health wage continuation benefits would be expected to withhold income tax on such payments. Presentations have been made on both sets of proposed regulations. The one on the annuity regulations suggests additions to the regulations on points not covered by the proposed regulations. The submission on the accident and health regulations vigorously opposes the idea of withholding by insurance companies on benefit payments. A requested conference on the second submission has not yet been held. Neither group of regulations has been published in final form.

Continental Reinsures N. Y. Fraternal Society

Continental Assurance Company, at the request of the New York Insurance Department has reinsured the business of the International Workers Order, Inc., Howard C. Reeder, executive vice president of Continental, announced at the company's recent Pyramid Club conventions. The International Workers Order, a fraternal society domiciled in New York, was dissolved following action of the New York Insurance Department against its management.

"In making its choice of a reinsurer," Mr. Reeder said, "the New York insurance department sought a stock company whose record showed a high degree of stability. Continental's strength is reflected in this choice."

Mr. Reeder, who served as a member of the joint committee on Government Employee Group Insurance, noted other indications of Continental's growth and stability. "Continental was one of eight companies selected for the largest group insurance case ever written—life insurance to cover all employees of the Federal Government."

NALU Names Ann Bickerton Field Services Director

Mrs. Ann Bickerton, editor of AFA News, monthly publication of the Advertising Federation of America, has resigned to become director of field services for the NALU. Mrs. Bickerton also directed the speakers bureau of the AFA.

She is a graduate of the National Institute for Commercial and Trade Organization Executives at Northwestern University and is a member of the publicity committee of the New York City chapter of the National American Trade Association Executives.

Executive secretary of the Peoria Advertising and Selling Club for more than seven years, Mrs. Bickerton was also Peoria County executive director for the Illinois division of the American Cancer Society.

New Medical Group Organized in Midwest

Life insurance company doctors from five states have formed the Midwestern Medical Directors Association, naming Dr. John S. Pearson of American United as the first chairman.

At an Indianapolis meeting, the association was organized for discussion of regional and local problems at semi-annual sessions.

Dr. Louis Schwab, assistant medical director of Union Central Life, is in charge of arrangements for the second meeting, which will be held in Cincinnati in April.

Vice chairman elected at the organizational meeting is Dr. John L. Humphreys of Lincoln National and the secretary-treasurer is Dr. William F. H. O'Neill of Franklin Life.

Medical directors of life companies in Indiana, Illinois, Ohio, Kentucky and Tennessee are invited to affiliate with the informal group. It was announced the new association has no conflict with the national organization of medical directors.



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 -ey say, "Let's go fission."

**Medical Directors
 Call Session Here**

Medical directors of 23 life insurance companies were to meet at the Marrott Hotel today to form an organization covering Illinois, Indiana, Ohio, Kentucky and Tennessee. Dr. John S. Pearson, medical director of American United Life Insurance Co., called them to discuss regional and local problems. All local life insurance companies are serving hosts. Dinner will be served at 6:30 p. m.

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**5-State Medical
 Group Planned**

Medical directors of 23 life insurance companies will meet here at 2 p.m. today to form a midwestern organization covering five states. The meeting, to be held at the Marrott Hotel, is sponsored by all local life insurance companies and will be conducted by Dr. John S. Pearson, medical director of American United Life Insurance Company. With a potential membership of 50 to 60 doctors from Illinois, Indiana, Ohio, Kentucky and Tennessee, the group plans to hold a semi-annual meeting to discuss regional and local problems affecting medical directors of life insurance companies.

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