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5/19

JOSEPHS SPEAKS TO INSURANCE LEADERS
ON IMPORTANCE OF EDUCATION

Philadelphia, June 1...Devereux C. Josephs, former chairman of the board for New York Life, said today that "the educator is in ascendancy and he rides on a broad tide of public approval." Speaking at the Huebner Hall dedication banquet Thursday night in the Sheraton Hotel, Mr. Josephs suggested that in view of the increasing competition the younger generation will face securing future jobs, "we will need much more education and formal training as the future explodes into the era of the trained man." Mr. Josephs served the Eisenhower Administration as chairman of the President's Committee on Education Beyond the High School.

The banquet at the Sheraton followed the formal dedication of Huebner Hall, new home of the American Center for Insurance Education in Bryn Mawr, Pa. Charles J. Zimmerman, C.L.U., president of the Connecticut Mutual Life Insurance Company and vice chairman of the board of the American College of Life Underwriters, acted as master of ceremonies during the banquet.

In his speech on "Insurance and Education", Mr. Josephs outlined the evolution of insurance from a basically simple act of self-reliance to a more technical, highly involved and growing activity. He went on to describe the progress made by the insurance industry in this century toward improving service to the insuring public. "We have moved from the high pressure, often part-time, and not fully informed agent of an earlier day, to the analytically-minded, broadly educated, intensively trained, full-time career underwriters of today." The mere fact that "field underwriting has come a long way in the journey to a full profession" is inevitably connected with the importance placed on education and training today.

Mr. Josephs went on to explain "how a climate favorable to education occurs." He does not believe that public attitudes are changed "by a series of men on white horses who mold a nation, or an age, to their fierce wills." Instead, "attitudes are brought about by a multiplicity of small and local decisions, which are rooted in relatively small, somewhat selfish needs and immediate satisfactions.... The effects of innumerable individual acts are gradual.

They accumulate until we have a new attitude and a change of direction, and in the process of readjusting our thinking, we discover that we actually have begun to do something about it." This is what has happened to bring education to the prominent position it has in today's society.

And lauding the work of Dr. Solomon S. Huebner, pioneer insurance educator and professor emeritus of the University of Pennsylvania, Josephs stated that "Huebner Hall is the symbol of the man who has done most in this century to shape the course of insurance by insistence upon education and research, and it is also the means of carrying out his ideals for the benefit of the industry which he has nurtured and the public that he has sought to benefit." Josephs concluded by saying that "the leaders pointed the way, the public wanted the advances, the industry needed the development, and education has been the key that fits the lock."

During the banquet attended by notable insurance persons and educators, master of ceremonies Charles J. Zimmerman presented Paul F. Clark, C.L.U., chairman of the board and life trustee of the American College and chairman of the board of John Hancock Mutual Life Insurance Company; and John A. North, past president and life trustee of the American Institute for Property and Liability Underwriters and chairman of the board, The Phoenix of Hartford Insurance Companies. In brief addresses delivered before the banquet audience, both men paid tribute to past leaders in insurance education and to Dr. Huebner, who is president emeritus of the American College and chairman of the board for the American Institute. Mr. Clark remarked, paraphrasing Abraham Lincoln's words: "It is for us the living rather to be dedicated here to the unfinished work which they thus far so nobly advanced. It is rather for us to be here dedicated to the great task remaining before us." Mr. North stated that "the dedication, this afternoon of Huebner Hall, the new American Center for Insurance Education, opens a new era to both the American College and the American Institute which we shall share with pride, and also, I am sure, with effective usefulness."

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