

general agent, a law firm or some other vendor of services that may be owned by or paying the mutual's top management'." The story was read to you to tell you again that insurance companies are not above any kind of chicanery in order to get out from paying an honest man what he has been paying them a premium for protection, security. And I'm sure that Mutual of Omaha is not the only one that has a story like that. Fifteen years as an independent agent, I saw many claims, and ignorant as I was at the time that the law said insurance agents represent the companies, I, instead went to bat for my insureds. I remember the company that bragged to me about the couple that was leaving on their vacation and the wife was pregnant and on the way out of town they got hit broadside and their car was damaged so bad it would take weeks to get it repaired. I called the company right away as I was told to do whenever there is bodily injury. And when he got there to the hospital and found out the woman was pregnant, you know what that wonderful insurance company, used to be called Glen's Falls, but they were bought out by Continental, the one with the little minute man, Glen's Falls insurance adjuster ran up to the hospital and he said, oh, my goodness, this is terrible, your vacation is ruined, let me rent you whatever car you want and as soon as your wife is declared okay, you take that car, go to Texas, Alaska, as far as you want for your two-week vacation, and, incidentally we'll pay all these hospital expenses today too. And besides that, for the inconvenience we have caused you, or our insured has caused you, we are going to throw in another \$100 spending money on your vacation. Well, these people thought, isn't that great. Of course, they didn't know that if they didn't accept that \$100, they could have come back later and sued for a lot more. And the adjuster called me later that night and he said, boy, was that a lucky one. That poor guy was so worried about ruining his vacation, he signed that claim release, zip, he thinks we're great, we gave him a \$100 cash. The wife is going to be dismissed from the hospital tomorrow...

PRESIDENT: One minute.

SENATOR HIGGINS: ...and, thank God, we aren't going to have any claims if that child is born deformed. So Mutual isn't the only one that pulls hanky-panky. But the insured, who hit them, he paid insurance premiums, liability insurance on his car so that he could be conscientious and moral and be sure that if he did bodily injury to anyone, his insurance company would see that they were fairly compensated and if it went to court, his