

THE COLLEGIATE

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Thursday, January 12, 1967

Grabmore Bucks vs. Joe College

(Editor's note: The article below has been taken in its en-
tirety from the *Technician*, the campus newspaper at N. C.
State University. It is hoped that this article will help seniors
at ACC see some of the things that are envolved with
those insurance salesman, who each year come to our campus
and hound them to buy life insurance policies.)

By J. WHITFIELD LEE, JR.

Guest Writer

Setting: A typical evening in a dormitory (the phone rings
and a student calls Joe to the phone).

Joe: Hello.

Agent: Mortimer, this is Grabmore Bucks of the We-Love-You
Insurance Company. You have been recommended by
a good friend of yours as a possible candidate for our
Super-Slick-Senior-Special Life Insurance Policy.

Joe: Really? Well, who was this friend?

Agent: Mortimer, I'd really rather not say. But he did recom-
mend you.

Joe: All right, but would you mind calling me Joe, since
it's the name I go by?

Agent: Sure Mortimer, er Joe . . . Joe, I'd like to sit down
with you at your convenience and discuss your insur-
ance needs. I feel sure that you would like to know
our Super-Slick-Senior-Special Policy. So if there is a
time you might suggest for us to get together—

Joe: Can you come over to the dorm next Tuesday at 3:30?

Agent: That's sounds fine, and since you have invited me
over, my visit will not be against the school's solici-
tation policy (Note: IT IS AGAINST N. C. STATE'S
POLICY), (COLLEGIATE Editor's Note: IT IS ALSO
AGAINST A. C. C.'S POLICY.)

(Tuesday arrives and Joe is blessed with Mr. Buck's visit. The
sales talk begins . . .)

Agent: Joe, you know it's a real pleasure to sit here and
chat with you like this. You really seem to know what
you want out of life and I know you will go a long way
with your career plans . . . I'm sure that you would
like to know something about me so let me show you
these pictures of me in my football uniform at Podunk
College where I kept the bench warm until graduating
three years ago. I majored in "How to fast-talk col-
lege seniors."

But now let's have a man-to-man talk about you, Joe.
You know, I'm sure you feel that you owe your parents
a great deal, after all they've done to help send you
through college, and I know it's had to have to think
about it, Joe, but if you were to get killed tomorrow,
what could you leave them to help compensate for all
they've done for you? What about your brothers and
sisters — would they be able to get as much education
as you have had? Well, my company has set up a
policy just for men like you — the Super-Slick Senior-
Special Life Insurance Policy.

We realize that men like you with a college education
have less risk of doing any hazardous work and
will probably enjoy a long and happy life. That's why
we have designed this special policy. Incidentally,
many of the really cool guys at other colleges have
already become members of our happy family. (Mr.
Bucks then runs through some of the details of the
policy and concludes that Joe needs a \$10,000 policy
for which he will pay a minimum premium the first
year.)

Now if you will just sign here on this dotted line,
I can forward your application for the policy and we
will be able to let you know within a couple of weeks
whether you qualify or not. Would you like to pay me
now or later?

Joe: Well . . . er . . . ah . . . I'll pay now.

Agent: Joe, I'm really impressed by the way you look me
straight in the eyes. That will be quite an asset to
you later on.

Joe: Well, thank you . . .

Agent: Joe, I would like to use your picture in some of our
advertising material, and if that will be all right with
you, I would like for you to sign this paper giving us
permission to use the picture.

(Joe gets through signing everything and bids Mr. Bucks fare-
well . . . About three weeks later Mr. Bucks calls again telling
Joe that he has been accepted and that he would like to see
him to go over the policy. However, Joe has talked with
several of his friends and professors about the policy and has
decided that this is not what he wants. But he decides to meet
with Mr. Bucks at his office anyway.)

Scene: In Mr. Bucks' office.

Agent: Joe, it's good to see you. Are you ready to go over
your policy?

Joe: No, I'm sorry, but I've decided to cancel the policy
application.

Agent: (Stunned) What! Why?

Joe: Well, I've talked with several of my friends and profes-
sors and have decided that this is not the policy that
I need.

Agent: (Roughly) Why didn't you come to me? I'm the ex-
pert in insurance, not your professors. Don't you trust
me?

Joe: Well, I trusted you when you told me that this whole
life policy was the one that I really had to have, but

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Readers' Forum

On behalf of our entire Bas-
ketball Teams, both varsity and
freshman, I would like to express
our very sincere "thanks" to all
members of the faculty, staff,
and student body who have ex-
hibited such strong support of our
teams at recent games.

Your presence at the games,
coupled with your verbal support
of our teams have been a prime
factor in our success to date,
and your continued support in
the future will be most instru-
mental in future victories we at-
tain.

I also desire to compliment
the sportsmanship displayed by
our spectators. We urge you to
respect our opponents' play and
the officials' decisions as you
have in the past.

We really enjoy having you
attend our games, your actions
provide a goodly portion of the
incentive we continually seek,
and aid us to represent your
school to the best of our ability.

Thank you,
Ira P. Norfolk
Athletic Director and
Head Basketball Coach

DEAR EDITOR:

Young Americans for Freedom
was founded in September, 1961,
at Sharon, Connecticut. One hun-
dred student leaders gathered
from 44 colleges in 24 states. To-
day YAF has more than 33,000
members, with 450 chapters in
50 states. In 1961, YAF received
a special award for patriotism.
At YAF's First Annual Awards
Rally, in Manhattan's Civic Cen-
ter that same year, more than
3,000 persons attended. The first
issue of YAF's official publica-
tion, "The New Guard," was dis-
tributed at the rally. Its stimulat-
ing articles are now read on
more than 700 campuses. It is a
thoughtful magazine, which fights
propaganda with facts.

YAF has frequently stolen the
spotlight from the left. In prepa-
ration for their rally in Mad-
ison Square Gardens on March
7, 1962, YAF INVITED Moise
Tschombe, then President of Ka-
tanga, to attend; then brought
legal suit against the State De-
partment for refusing to grant
him a visa. Tschombe did not
make it, but more than 18,000
turned out for the rally. In 1962,
YAF delegates attended the In-
ternational Youth Festival in Hel-
sinki, Finland. YAF exposed the
pro-Red learnings of the Festival
by publishing a daily newspaper
in several languages and handing
it out to all the delegates.

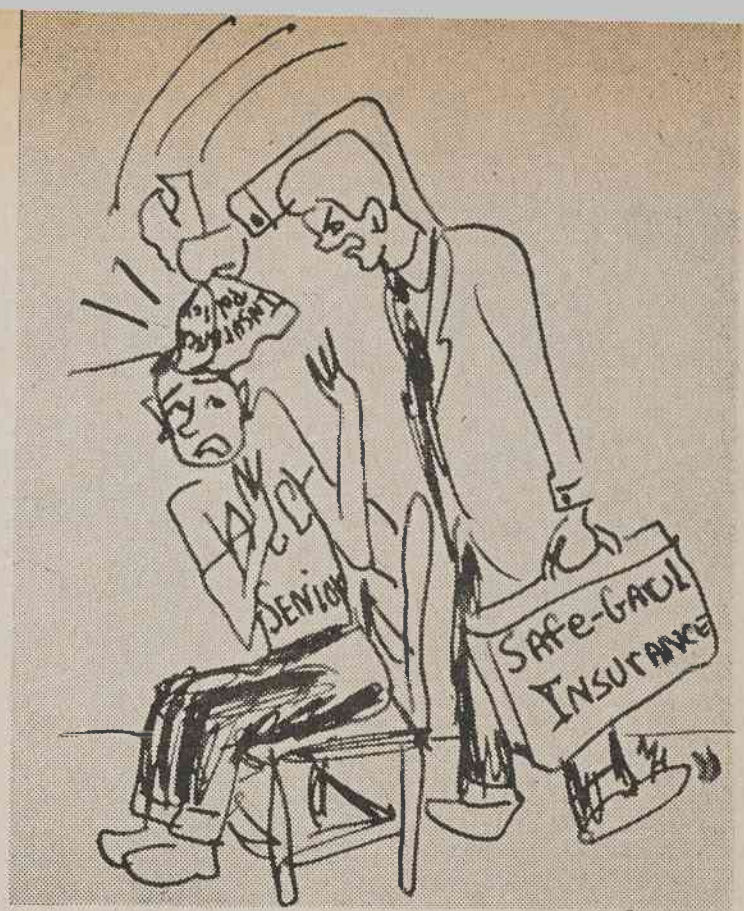
On Human Rights Day, YAF
members turned out to protest
the enslavement by Soviet Rus-
sia of the captive nations. YAF
members picketed the Soviet
Consulate and the U. N. Build-
ing, where captive nations like
Hungary, Poland, East Germany,
Tibet, and North Vietnam are
completely ignored.

YAF published a report on the
National Student Association in
April, 1963, pointing out its ir-
responsibility and leftist leanings.
The report has been a major
weapon for student leaders
across the country in their strug-
gle to have the colleges with-
draw from the NSA. The Na-
tional Student Association suf-
fered an unprecedented number
of withdrawals, until the one-
powerful association now repre-
sents less than 15 per cent of
American colleges.

In 1965, the dedicated mem-
bers of YAF prevented Firestone
Tire and Rubber Company from
building a synthetic rubber plant
in Communist - held Rumania.
YAF initiated a nationwide pro-
test against Firestone, and as a
result Firestone was besieged
with letters, picket lines, and
boycotts. Needless to say, Fire-
stone cancelled the contract
with the communists.

In August, 1965, more than 1-
000 student leaders attended the
National YAF Convention in
Washington, D. C. This YAF
Convention was the largest ga-
thering of young conservative
leaders ever held. In January,
1966, Young Americans for Free-
dom went all out in their support
of the American troops in Viet-
nam. YAF members have do-
nated blood, collected petitions,

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Insurance Dilemma

By CHARLES WOLFE

It seems that one of the prime
targets for insurance salesmen
has come to be the college sen-
ior. As each year passes, having
to face the good-ole-life-insurance
salesman, who is out to give the
senior security for life and even
into eternity if he is willing to
pay enough, seems to be com-
ing more and more like a part of
the whole graduation ritual. It
is most likely that many of the
seniors at ACC have already
been approached by such sales-
men this year. If they haven't
it is most likely that they will,
for it has become a policy for
many insurance companies to
flood college campuses with
young, hard - selling agents,
of which some seem to be will-
ing to sell any kind of policy
just as long as they get their
commission. We realize that not
all agents are of this type but
some are, and it is because of
those who are that we are writing
this editorial and have reprinted
the article from the *Technician*
which is also on this page. It
is our hope that because of these
articles students will be a little
more wary of those agents who
approach them this year than
have been many students in the

past. Insurance is a very com-
plicated thing, and if one isn't
careful it could be very easy for
a slick salesman to talk a stu-
dent into a policy which he
neither needs or which does not
meet the student's needs. It is
our hope that students, when
dealing with agents, will be sure
to read the policies carefully,
will not sign anything until they
are absolutely sure they want
the policy, and will not decide
until they have consulted with
someone who is familiar with
insurance and are sure the pol-
icy will best serve their needs.
Insurance is an important in-
vestment, so don't get suckered
into buying a poor policy just
because the agent says it is good.

In conjunction with this it is
also our hope that the SGA or
the administration would follow
the example of N. C. State Uni-
versity concerning this problem.
They formulated a brochure
which was given to all students
for the purpose of informing the
student of what is involved in
buying life insurance and deal-
ing with insurance agents. We
feel that the preparation of such
a brochure would be very ben-
eficial to our student body.

News and Views

This week the world finally
caught-up with Adam Clayton
Powell. The flamboyant Congres-
sman from Harlem has often
thumbed his nose at the public
and it is this attitude that
brought on the wrath of his
fellow Congressmen. The House
of Representatives has dismissed
Powell from his chairmanship of
the Education and Labor Com-
mittee and the right to hold his
seat during this session of Con-
gress. Perhaps Powell's activi-
ties have not been that different
from other congressmen but
there is little doubt that his
blase attitude has stood out for
all the world to see. Thus an
easy target.

Yet, Powell is a Negro and
this has raised some aspects in
this controversy which are
rather disturbing. Many Negro
leaders have sided with Powell
when he has said that his
difficulties with Congress are
part of a "vast conspiracy" which
has been aimed at him simply
because he is a Negro. It is the
willingness of the Negro lead-
ers to go along with this type of
thinking, and their insistence on
not recognizing that one of their
leaders has stepped outside of
acceptable standards of behavior,
which is disturbing.

This reaction by Negro lead-
ers will only further complicate
the whole civil rights movement.
In the past six months the civil
rights movement has been nota-
bly affected by the white "back-
lash" or the feeling among the
public that the movement has
been going too fast. This has

meant that the leaders of the
movement have had to use more
discretion and fore-thought in
their tactics if the movement is
to continue on a progressive
note.

Such an approach is never an
easy one and at this point the
civil rights movement is finding
this approach especially difficult.
However, there is no other ef-
fective method if the movement
is to continue to make progress
in the total society. The neces-
sity for the movement's progress
to operate within the context of
white support can never be over-
looked.

It is for this reason that the
rising to Powell's defense by
some Negro leaders could be
particularly dangerous to the
movement. An angry public has
demanded of their Congressmen
that Powell be removed. This
has been done, and wide spread
Negro support of Powell will
only divide the Negro minority
into a stronger separation from
the white society. The Negroes
themselves would probably say
that they must defend one of
their own race since they are
such a minority. But it must
never be forgotten that one
rotten apple can ruin a whole
barrel of apples.

In essence, the issue at hand
is the continued progress of
the civil rights movement. Negro
leaders of this movement must
recognize that the gains which
have been made in the past
few years are far too valuable
to lose in support of Adam
Clayton Powell's irresponsible
behavior.