

Mr. Griggs got a job with an insurance company after he left school and went around visiting people in their homes to sell them life insurance.

One day, after he had been working for the company for about a year, the insurance manager sent for him and said, 'Mr. Briggs, I have been looking at your record as a salesman with our company, and there is one thing that surprises me about it. Why have you been selling insurance only to people over 95 years old, and why have you been giving them such generous conditions? You'll ruin our company if you go on like that.'

'Oh, no sir,' answered Mr. Briggs at once. 'Before I started work, I looked at the figures for deaths in this country during the past ten years, and I can tell you that extremely few people die at the age of 95 or above each year.'