

Introduction

The Credit Life Insurance Company Collection was donated to the Clark County Historical Society by Mr. Lowell Shook and the Credit Life Insurance Company.

The collection consists of receipts, memos, newspaper articles, contracts, policies, business cards, photographs, books, magazines, videos, slides, financial reports, memorandums, transcripts, and general life insurance information. The collection is comprised of 14 series containing 336 files, which include not only files, but binders and books as well. These files are arranged into 17 record size Hollinger boxes and 1 oversized box. The series are as follows:

- Series 1: Historical Information
- Series 2: Products
- Series 3: Operational Department
- Series 4: Employee Training and Education
- Series 5: Goals and Planning
- Series 6: Reinsurance and Captive Life Companies
- Series 7: Seminars
- Series 8: Financial Reports
- Series 9: Credit Insurance Basics and Criticism
- Series 10: Actuarial Information
- Series 11: AM Best Reports
- Series 12: Litigation
- Series 13: Annual Financial Statements for State Insurance Departments
- Series 14: Photographs

There are no restrictions on the use of this collection.

Scope and Content

The span of years for this particular collection includes the years 1925-1992. The bulk of the information provided in this collection is centered within the years of 1980-1992. The type of material found within this collection is very vast and includes anything from educational books and memos to slide shows and court case information. Large amounts of memos, pamphlets, and other documents entailing insurance information can be found. There are not only file folders in the 14 series listed. Over 73 binders containing information as well as 21 books and 17 videos can be located.

Series 1 includes floor plans for the 1st and 2nd Credit Life buildings on South Limestone Street. Also found is the weekly newspaper distribution called "The Week", which was started in 1983. These short newspapers are found up until 1990. Memos to stockholders and employees as well as annual statements and shareholding information for the company can be found. "The Hexagon", a monthly magazine written by the company has been stored from the years 1975-1988. A videotape called "Movin' Ahead Together" is also in this series.

Series 2 consists of the many policies, applications and information for and about credit insurance. This series contains student insurance information in booklets, employee group information, as well as insurance plans and policies. Applications for insurance, contracts, and agreements are found and an agent's manual. There are a few monthly premium group contracts from 1940-1947 as well as certificate forms. The concentration however is between the years 1980-1992.

Series 3 contains the Audit Department's master customer list, which is an enormous collection of names. The Customer Accounting Department has procedures, diagrams and a chart of accounts. In this particular series is an examiner training course guide as well as a binder of codes for insurance purposes. Filing claims can also be seen in this section.

Series 4 includes performance evaluations, employee policies and regulations, which are contained in binders as well as folders. Communication procedures are in binders as well as folders too with sheets on education tuition assistance by the company. Attendance and vacation information is provided for employees. This includes when vacation is allowed and the amount of days employees are allowed to miss. Many employee memos, which are memos from the company to employees, are also here. Books consisting of the principle of life insurance and overall insurance information are found. Student test and grade results are printed in a massive volume entitled "Students Results" for the year 1990. Video tapes on seminars and insurance information are within this series as well. Information and results of the FLIMA education program and the cross training seminar is also found. Information and sheets on standard contracts, agreements, penetration, and the ACE program, which contains overall organization of the Credit Life Company can be seen in this series. The bulk of the information provided centers around the 1980's.

Series 5 contains much of the Credit Life's future programs and procedures. For instance, basic company organization is provided giving the hierarchy of the company. As well, strategic goals for the years 1984-1989 are provided in binders. Plans for

emergencies are given in binders in case anything were to happen at work or to the company. Large amounts of memos are in this series. AON planning and goals are here in this series, which give information about how the company might be run more efficiently. The ACE programs and the CRABTREE programs give the same kind of information. Team management memos and policy procedures are contained in folders. Throughout this series you may find memos, documents, investment information and other useful information.

Series 6 consists of sample presentations on life insurance. Basic information on captive life insurance is provided in binders. A lot of the information in this particular series is centered around Off Shore companies. These would be sister companies on non-U.S. soil. Some of these include the Cayman Islands, the British Virgin Islands, and more. There is also reference to Hawaii as well. A lot of information also deals with companies in the U.S. Arizona information, New York information and Ohio information are all gathered in this series. Many proposals, memos, and approval contracts are here. Lists of both captive life insurance companies and active reinsurance companies can be found as well. A lot of information on the Clico Management Corporation as well as statements from the company, overheads for proposals, attorney letters, divestiture slides, and promotional information (booklets, pamphlets, etc) is also provided. Much of the information is centered around the years 1980-1992.

Series 7 includes many of the seminars given by the Credit Life Company. Some of these include Reinsurance seminars and accounting seminars. Overheads for the seminars as well as the pamphlets for the seminars are provided. Schedules of when the seminars were to take place can be found as well as brochures and newspaper clippings. Slides, videocassettes, and actual presentations are in this series. Lecture notes and supplements to seminars are also provided.

Series 8 includes many financial reports from the Credit Life Company as well as their subsidiaries. There are quite a few Credit Life Triennial Reports of Association Exams, which range in time from the late 1950's through the early 1970's. There is an independent auditors report that can be found in this series. There are some annual reports from Credit Life, Sterling, and Toledo National. There are also some financial performance summaries from the late 1980's.

Series 9 has a lot of information on the basics of life insurance and also provides some of the criticism given about life insurance. Advertisement information can be found in this series as well, which includes pamphlets and brochures, as well as other advertisement basics for the company. Memos of meetings, newspaper and magazine clippings of criticism are found. An Educational seminar on life insurance is also provided. In 1994, Purdue University did a research study on Credit Insurance, and this is also given in this series.

Series 10 contains much of the actuarial information. There are four pamphlets on the Society of Actuaries. There are folders on Life Reserves including information on mortgage, insured tuition, credit, accident and health, etc. Provided as well are reserve factors from 1941-1968. Also found are tables and charts that are used for insurance purposes.

Series 11 includes a lot of reports on credit and life insurance. Two book compilations are found titled "Best's Insurance reports on Life Health and Property Casualty". These are huge books with a lot of information. There are annual reports for

Ohio and Arizona from 1982-1984 as well as a lot of statistical information on life/health insurance companies. Also found in this series are memos, meetings, and an insurance safety directory. A few magazine clippings are found in this series but much of the content deals with the actual reports of the companies.

Series 12 is an interesting series because it provides a lot of information about the lawsuits and cases the company was involved in. This series contains the deposition for the tax case. It also has the basic information about the tax case, the IRS case and gives information about what happened in the courtroom. Transcripts are found from the courtroom with memorandums and court hearings and procedures as well as attorney letters. The exhibits that the lawyers used are included in this series. A newspaper clipping of the day after the court case was won by the Credit Life Company is also a great artifact in this series.

Series 13 contains all of the annual financial statements for state insurance companies. Large annual statements are given from 1982-1990 for the Credit Life Insurance Company, the Credit General Insurance Company, the Sterling Insurance Company, Central Penn Insurance Company, Credit Life of Texas Insurance Company, and the Oklahoma Credit Life Insurance Company. There are also small annual statements from 1972-1990 for the Credit Life, Sterling Life, Credit General, as well as some Triennial state exams.

Series 14 consists of photographs in two separate folders. One of the folders includes the Credit Life Corporate Challenge and the other folder has photographs of the Credit Life buildings and staff.

Box and Folder Listing

*book
#binder

SERIES 1 – Historical Information

- 1 Corporate History
- 2 Financial Statements and Proxy Forms
- 3 Sale to AON
- 4 1983 Credit Life Companies Exchange to Holding Company
- 5 1985-1990 Credit Life to Crabtree, Annual Meetings
- 6 Memos concerning employees 1970-1977
- 7 Credit Life Buildings 1925-1975, 1975-1980
- 8 Credit Life Buildings 1980-1992
- 9 History- Assorted

SERIES 2 – Products

- 1 Credit and Certificate Forms
- 2 Vorys, Sater, Seymour and Peace revisions of contracts of reinsurance
- 3 Trust Agreement and Loc
- 4 Reinsurance Agreements
- 5 Assignment Contracts
- 6 Contracts of Reinsurance – A & H
- 7 Contract of Reinsurance – Life
- 8 Assumption Agreement of Reinsurance
- 9 Project 21 – Task 1 – Comparison old/new
- 10 Monthly Premium Group Contracts
- 11 Agents Book – Mortgage Security
- 12 Student Insurance
- 13 Prudential SEGLI Reinsurance Programs and Employee Groups
- 10 Gordon Report #
- 11 Credit Life Rate Book #
- 14 Agents Manual #

SERIES 3 – Operational Departments

- 1 Account Datasheets and Procedures
- 2 Check memos and Procedures
- 3 Chart of Accounts
- 4 Bookkeeping Information
- 5 Audit Information
- 6 Agency Accounting XYCOR
- 7 Customer Accounting Department
- 8 Customer Account Original Start-Up

- 9 Systems Department – Systems IS XYCOR
- 10 Blank Forms
- 11 Audit Department: Master List of Company Names #
- 12 Examiner Training Course #
- 13 CIS #
- 14 Codes #
- 15 Reference Book of Claims *

SERIES 4 – Employee Education and Training

- 1 Salary Administration Information and Forms
- 2 Old Performance Evaluation Information and Forms
- 3 Credit Life Union Close Out History
- 4 New Position/Employee Request Instructions and Forms
- 5 Education Tuition assistance and Income Plans
- 6 Attendance/Vacation Information and Forms
- 7 Corporate Challenge 1985-1991
- 8 Insurance Accounting and Statistical Association (IASA)
- 9 FLMI Insurance Education Program
- 10 FLMI Insurance Education Awards and Presentations
- 11 Student Results through 1990
- 12 Cross Training Seminar
- 13 Student Contracts for all Sales
- 14 Functional Cost Study
- 15 Agreements
- 16 Penetration Information
- 17 Major Accounts, Net Payoffs, TPA's and Sales Traveling
- 18 Company Services: Records and Security #
- 19 Communication Procedures #
- 20 Employee Basics #
- 21 Communicating and Appraising Performance #
- 22 Employee Policy and Procedure Manual #
- 23 Introduction to Disability Insurance #
- 24 Cross Training Seminar #
- 25 Credit General Policy Specimens for Cross Training Seminar #
- 26 Insurance Programs #
- 27 Collateral Insurance #
- 28 Tricom #
- 29 Standard Agreements #
- 30 The Ed Rep Guidebook #
- 31 Credit Life Disability Insurance *
- 32 An Introduction to Disability Insurance *
- 33 Consumer Credit Insurance *
- 34 The Consumer Credit Insurance Industry *
- 35 Operations of Life and Health Insurance Companies *
- 36 Principles of Life Insurance Volume 1 *

- 37 Principles of Life Insurance Volume 2 *
- 38 Introduction to Life Insurance Volume 1 *
- 39 Introduction to Life Insurance Volume 2 *
- 40 Introduction to Life Insurance Volume 3 *
- 41 Introduction to Life Insurance Volume 4 *
- 42 Principles of Life and Health Insurance *
- 43 Principles of Life and Health Insurance: Student Guide *
- 44 LOMA Membership Directory *

SERIES 5 – Goals and Planning

- 1 CRABTREE
- 2 CRABTREE Projects
- 3 ACE Programs
- 4 AON Planning and Goals
- 5 Ryan Financial Services
- 6 Management Team
- 7 Emergency Preparedness
- 8 Strategic Plan 1986-1988
- 9 Company Organization and Goals #
- 10 Strategic Plan 1983-1985 #
- 11 Strategic Plan 1985-1987 #
- 12 Strategic Plan 1986-1988 #
- 13 Strategic Plan 1987-1989 #

SERIES 6 – Captive Life Companies and Reinsurance

- 1 CLICO Management Promotional Information and Sample Presentation
- 2 Off Shore Reinsurance Proposals and Competition
- 3 Hawaii – The U.S. Off Shore Alternative
- 4 Reinsurance
- 5 Federal Income Tax Bulleting and Information
- 6 Reinsurance Information
- 7 Reinsurance Approval
- 8 Arizona Information
- 9 Ohio Department of Insurance
- 10 New York Life Insurance Companies
- 11 Captive Life Insurance Companies
- 12 Federal Reserve System and Office of Controller of Currency
- 13 Captive Reinsurance Promotion
- 14 CLICO Management Fees and Financial Statements
- 15 Ameritrust Association
- 16 Employee Benefit Programs
- 17 Annuities
- 18 CLICO Management Divestiture Stock Purchase Agreements

- 19 CLICO Management Divestiture Huntington National Bank Sample Presentations
- 20 Divestiture Sample Proposals
- 21 Divestiture Sample Proposals
- 22 CLICO Management Divestiture Other Promotional Information and Slides
- 23 Divestiture Form Letter #122
- 24 Attorney's Letters
- 25 Auditors Letters
- 26 Tax and Federal Reserve Information
- 27 Divestiture Program Miscellaneous
- 28 Mortgage Reinsurance Correspondence and Miscellaneous
- 29 Mortgage Reinsurance Federal Filing
- 30 Proposal Survey Forms and Contract Request Forms
- 40 Captive Reinsurance Information #
- 41 Bank Holding Company #
- 42 Increasing Insurance Profitability #
- 43 Presentation for Russ Miller #
- 44 Reinsurance Proposal for ABC Life Insurance Company #
- 45 General Reinsurance Information and Proposed Reinsurance Program #
- 46 Proposal Presented to Security Banc Corporation #
- 47 Program Book: 5 Steps to success #
- 48 Bank Holding Company 1981 #
- 49 Various Services and History #

SERIES 7 – Seminars

- 1 Other Reinsurance Seminars
- 2 CLICO Management Annual Statements and Notes
- 3 CLICO Management Annual Statements Seminar
- 4 Reinsurance Seminar Info and Correspondence 1980
- 5 Reinsurance Seminar Brochures
- 6 Reinsurance Seminar Information and Correspondence 1981-1988
- 7 Reinsurance Seminar Information and Correspondence 1989
- 8 Pro Forma Handouts
- 9 Seminar Overheads
- 10 Lecture Notes and Seminars
- 11 Supplement to Seminar of Reinsurance and the Formation of a Captive # Insurance Company, June 1992 #
- 12 Reinsurance and the Formation of a Captive Credit Insurance Company, February 1992 #
- 13 Accounting Seminar 1981 #
- 14 Reinsurance Seminar 1982 #
- 15 Reinsurance Seminar 1987 #

Series 8 – Financial Reports

- 1 Annual Reports
- 2 AON Annual Reports and Meetings/Memos
- 3 Report of Association Examination 1958
- 4 Report of Association Examination 1961 #
- 5 “ “ “ 1965 #
- 6 “ “ “ 1971 #
- 7 “ “ “ 1974 #
- 8 “ “ “ 1977 #
- 9 “ “ “ 1980 #
- 10 “ “ “ 1986 #
- 11 “ “ “ 1991 #
- 12 Directors Report 1983 #
- 13 1985 State Pages #
- 14 Credit Life and Subsidiaries 1985 #
- 15 Credit Life and Subsidiaries 1987 #
- 16 Credit Life and Subsidiaries 1988 #
- 17 Credit Business GAAP Conversions Work Program #

SERIES 9 – Life Insurance Basics and Criticisms

- 1 Advertisement/Information
- 2 Criticism and Consumerism on Credit Insurance
- 3 Competition Information
- 4 CCIA Credit Insurance Seminar
- 5 Purdue University Study, March 1994
- 6 Consumer Credit #
- 7 Pierre Cardin 1988 #
- 8 Old Sales Instructions, Information and Guidelines #

SERIES 10 – Actuarial Information

- 1 Actuarial Information and Memos
- 2 Credit Reserving Methods
- 3 Insurance Calculators, Tables, Charts, etc.
- 4 Reserve Tables Disability Credit and Income
- 5 Reserve Factors #
- 6 The American Book of Dollar Refunds #
- 7 Credit Accident and Health Insurance Rates #
- 8 Life Reserve – Credit #
- 9 Accident and Health Unearned Premium Reserve #
- 10 Claim Reserving Methods #

- 11 Life Reserves – Mortgage #
- 12 Life Reserves – Insured Tuitions #
- 13 Life Reserves – Ordinary #

SERIES 11 – AM Best Reports

- 1 Business Cards
- 2 AM Best Reports
- 3 Best’s Insurance Reports: Life and Health 1991 *
- 4 Best’s Insurance Reports: Property-Casualty 1991 *
- 5 116th Annual Report *
- 6 Insurance Safety Directory *
- 7 Statistical Compilation *
- 8 Arizona Department of Insurance Annual Report #

SERIES 12 – Litigation

- 1 Final Information/Letters/GTC Tax Case 1988
- 2 Defendants Initial Memorandum of Contentions
- 3 Tax Case Transcripts Phase 1 – Volume 1, 1988
- 4 Tax Case Transcripts Phase 1 – Volume 2, 1988
- 5 Tax Case Transcripts Phase 1 – Volume 3, 1988
- 6 Tax Case Transcripts Phase 1 – Volume 4, 1988
- 7 IRS Case Volume 1
- 8 IRS Case Volume 2
- 9 IRS Lawsuit Exhibits
- 10 IRS Lawsuit Exhibits and Data
- 11 IRS Lawsuit: Statement of Expert Witness and Affidavit of Bill O’Connor
- 12 IRS Lawsuit
- 13 Federal Income Tax Problems and Notes
- 14 Litigation
- 15 Lawsuit #

SERIES 13 – Annual Financial Statements

- 1 Credit Funding and Credit Life of Texas
- 2 Credit General Insurance Operational Outline
- 3 The Sterling Life Insurance Company
- 4 The Credit Life Large Annual Statement 1982
- 5 “ “ “ 1983
- 6 “ “ “ 1984
- 7 “ “ “ 1985
- 8 “ “ “ 1986
- 9 “ “ “ 1987
- 10 “ “ “ 1988
- 11 “ “ “ 1989

12	“	“	“	1990
13	Credit General Large Annual Statement			1982
14	“	“	“	1983
15	“	“	“	1984
16	“	“	“	1985
17	“	“	“	1986
18	“	“	“	1987
19	“	“	“	1988
20	“	“	“	1989
21	“	“	“	1990
22	Sterling Insurance Large Annual Statement			1982
23	“	“	“	1983
24	“	“	“	1984
25	“	“	“	1985
26	“	“	“	1986
27	“	“	“	1987
28	“	“	“	1988
29	“	“	“	1989
30	“	“	“	1990
31	Central Penn Large Annual Statement			1982
32	“	“	“	1983
33	“	“	“	1984
34	“	“	“	1985
35	“	“	“	1986
36	“	“	“	1987
37	“	“	“	1988
38	“	“	“	1989
39	“	“	“	1990
40	Credit Life of Texas Large Annual Statement			1982
41	“	“	“	1983
42	“	“	“	1984
43	“	“	“	1985
44	“	“	“	1986
45	“	“	“	1987
46	“	“	“	1988
47	“	“	“	1989
48	“	“	“	1990
49	Oklahoma Credit Life Large Annual Statement			1982
50	“	“	“	1983
51	“	“	“	1984
52	“	“	“	1985
53	“	“	“	1986
54	“	“	“	1987
55	“	“	“	1988
56	“	“	“	1989
57	“	“	“	1990

58	Credit Life Small Annual Statement	1972
59	“ “ “	1973
60	“ “ “	1974
61	“ “ “	1975
62	“ “ “	1976
63	“ “ “	1977
64	“ “ “	1978
65	“ “ “	1979
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67	“ “ “	1981
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73	“ “ “	1987
74	“ “ “	1988
75	“ “ “	1989
76	“ “ “	1990
77	Sterling Life Small Annual Statement	1972
78	“ “ “	1973
79	“ “ “	1974
80	“ “ “	1975
81	“ “ “	1976
82	“ “ “	1977
83	“ “ “	1978
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90	“ “ “	1985
91	“ “ “	1986
92	“ “ “	1987
93	“ “ “	1988
94	“ “ “	1989
95	“ “ “	1990
96	Credit General Small Annual Statement	1972
97	“ “ “	1973
98	“ “ “	1974
99	“ “ “	1975
100	“ “ “	1976
101	“ “ “	1977
102	“ “ “	1978
103	“ “ “	1979

104	“	“	“	1980
105	“	“	“	1981
106	“	“	“	1982
107	“	“	“	1983
108	“	“	“	1984
109	“	“	“	1985
110	“	“	“	1986
111	“	“	“	1987
112	“	“	“	1988
113	“	“	“	1989
114	“	“	“	1990

SERIES 14 – Photographs

- 1 Photographs: Buildings and People
- 2 Photographs: Corporate Challenge