Life insurance agents deceptive

By Bob Wasserman

Life insurance salesmen have employed unethical methods and misrepresentation in their efforts to sell policies to graduating seniors.

Complaints have been received by the office of the Dean for Student Affairs, primarily from members of the class of 1977.

Lisa Broderick, secretary to Dean for Student Affairs Carla Eisenberg, receives most of the complaints from students concerning life insurance. She said the main complaint is about telephone harassment by companies calling four or five times. The agents tell a student that they received his name from a "friend," but either they refuse to give the name or use one without any authorization.

Several students have complained about claims from companies that they were the sole insurance agent authorized to operate on campus. According to Milton Broderick, an agent was asked to leave Lobby 7 by Campus Patrol last fall after a member of the writing program of soliciting.

Dean Kenneth C. Browning asserted it was "simply not true" that any one company was solely authorized. Browning noted that solicitation is prohibited on campus, and that this rule is especially enforced in dormitories.

MIT Insurance Officer Kimball Valentine said he doubts any one life insurance company is solely authorized by MIT or has ever been. He recalled, however, that twenty years ago certain companies were associated with the last state. These companies offered policies with dividends set payable to MIT, as gifts from graduates. The Alumni Association or a graduating class sponsored these plans, Valentine added, and policies from several companies were always offered concurrently.

Robert J. Holden, Associate Dean for Student Affairs, has dealt with the life insurance problem extensively in the past. Holden said a college student's senior year is the time to begin thinking about the future, and in insurance sales, the ability to sell insurance is the last state of this fact.

Holden said "life insurance is sold, not bought," which explains the apparent aggressiveness of the salesman. He concluded that although there are complaints every year about these practices, it is hard to evaluate the general ethics of insurance salesmen due to a "lack of positive feedback." Moreover, regulations are established by the state and are enforced in dormitories.

Several students have complained that the open forum on insurance, protecting students, and advertising life insurance policies for graduating seniors, be initiated by the Undergraduate Association and the Senior Class. He also suggested that a pamphlet investigating life insurance be published.

Valentine said a lesson could be learned for the future regarding the selling of life insurance: whenever buying and selling practices are a matter of life or death, a graduate will encounter these practices many times in his life. Valentine concluded that life insurance is a matter of life or death, and that today's college graduate, and he hoped these complaints "don't sour people away from life insurance."

Update

Second Asinari murder suspect captured

By Glenn Brownstone

A nationwide manhunt for a primary suspect in the murder of an MIT junior two years ago ended Friday with the arrest of John Blodgett in Houston by FBI agents.

Blodgett, 25, formerly of Methuen, Mass., is one of two men indicted by a Suffolk County Grand Jury in March, 1975, for the brutal slaying of John A. Asinari '76, a 20-year old pre-med student. The other suspect, Robert Shaughnessy, 22, of South Boston, committed suicide by hanging himself in Charles Street Jail on Nov. 11, 1975. The Asinari died early on the morning of March 22, 1975, of injuries received when he and a companion, Robert Moses, were attacked by four men with whom they were riding. Moses, while seriously injured, recovered from the assault.

According to an account, Moses gave police while recovering, he and Asinari were trying to hitchhike across Harvard Bridge late Friday night. March 21, and were picked up by four men driving a gray sedan.

The students were taken on a ride through Chelsea, South Boston, and the South End, during which they were beaten, a tire was slashed, and stabbed. When the vehicle finally stopped in South Boston, Blodgett arrived, pulled the passengers out, and pushed Moses out, struggling after him.

One of the men in the car chased Asinari and struck him over the head with a tire iron, the fatal blow according to medical examiners. Moses was hit by the driver - a South Boston resident, who called police upon seeing the student's cries for help.

Suffolk District Attorney Garret Byrne, who learned of Blodgett's arrest Friday, said that Blodgett was arrested as a fugitive in Houston yesterday. The FBI, in cooperation with the Boston Globe, reported the arrest.

According to Byrne, Blodgett had a daughter, Marjorie, and was released from custody pending examination of the suspect's fingerprints by the FBI.

Upon learning of the flight, warrants outstanding from Massachusetts. FBI agents placed Blodgett in custody Friday. Los Angeles then released him from the Methuen home the day after the Asinari slaying.

Thomas Hill dead

By Mark James

Professor of Management Thomas M. Hill died Friday in the MIT infirmary. He was 62.

Hill was a member of the Al- fred P. Sloan School of Manage- ment faculty for 35 years, and had been Associate Dean.

He was born in Bucksport, Maine, and received a bachelor's degree from the University of Maine. Hill did his graduate stu- dies at Harvard University, and completed additional work at Stanford University.

After serving in the Armed Forces during World War II, Hill was a visiting professor in economics at Leeds University in England, and was instrumental in founding the Indian Institute of Management in Calcutta.

The Winchester resident was co-author of a textbook, Accounting and the graduate course 15.-516, and was a member of the Accounting and Control Systems.

Hill is survived by his wife Hildreth, a son, Thomas M., Jr., of Winchester, and a daughter, Marion, living in Winchester, and a sister, Margaret H. Hill, of Bucksport, Maine.