



# Murder most foul

THERE'S nothing like a juicy murder to teach people how to make a 'killing' in the market place.

That, at least, is the thinking in Legal & General Netherlands.

They recently organised a seminar on investments to promote the selling of unit linked policies, and finished up entertaining guests to a four-course 'Murder Dinner'.

The seminar was held at De Hooge Vuursche, a beautiful estate situated in woods near Legal & General's head office in Hilversum. Among the guests were Legal & General Netherland's top 100 IFAs



The De Hooge Vuursche manor and (l-r) Mr Thijssen, Leo Parmentier and Professor Sijben.



and consultants. Presentations were made by members of Legal & General's management team, followed by Professor Sijben of the Catholic University of Brabant, an expert on investment, and Mr Thijssen, a prominent publicist and expert on tax law. Both focused on aspects related to unit linked products.

However, Bob van den Berg, head of Legal & General Netherlands, emphasised that: "We are a life insurance company and do not advise our clients how to invest their money. They remain responsible for their choice of funds, a choice based on risk/reward criteria acceptable to them.

"Legal & General only insures, but we are always prepared to

help our clients increase their knowledge and understanding of investments."

One of the seminar's highlights was the introduction of the new Legal Disk by actuary Arthur de Haan. An electronic aid which not only works out quotes but also gives up-to-date information on investment funds and legal and tax issues.

As well as an application form, the disk contains a provisional cover form and a quote listing system. One of the main advantages is that the monitor shows only details that are relevant.

After the seminar came the dinner and 'murder'. One of the guests, who had been very much alive at the cocktail party only moments earlier, was found mur-

dered. The local police inspector arrived and guests found themselves in a complex web of intrigue, jealousy, hatred, secret romance and gossip – an everyday story of Legal & General folk.

Guests were invited to use the powers of detection to find out whodunnit.

Over coffee, the police inspector, with gun and handcuffs close at hand, revealed the motives for the crime and arrested the murderer. Guests who had correctly identified him were awarded a 'Super Sleuth' certificate; the others received one wishing them 'Bette Luck Next Time'.



The discovery of a 'murdered' guest.