

Insurance Station Guidelines

Instructions for the Stationmaster:

Families will be visiting your station to learn about their options for purchasing various kinds of insurance and the prices they will have to pay for those different insurance products.

Your first job is to remind the families to think about the composition of their family and to carefully consider what kinds of insurance coverage they may need to buy. **DO NOT TELL THE FAMILIES WHAT TO BUY. THEY MUST MAKE THEIR OWN DECISIONS.** You can, though, answer questions as to the costs for the different insurance options. Also, be sure that they know that they may purchase insurance **ONLY** during the first round of the game. **DO NOT SELL INSURANCE PRODUCTS TO ANY FAMILIES AFTER ROUND ONE OF THE GAME.**

Your second job is to collect payments from the families when they purchase insurance. Any family that buys an insurance product from you will need to come to your station once each month to pay their insurance bill. When a family makes a payment, you will check the “paid” box on tracking sheet for that family.

Station Set-Up:

Before the families visit your station...

- (1) Display the “Insurance Product Options” sheet at the station for all the families to see and
- (2) Cut out the insurance cards and have them ready to distribute.

Operating the Station:

During Month 1 (the 1st round of the game), the families will visit your station to conduct research on the insurance products that you offer for sale. You should remind them to think about what kinds of insurance coverage they may need given their particular situation (e.g., whether they have children, whether they have a car, etc.) and be prepared to answer their questions on the costs of the insurance products. (Costs are also listed on the “Insurance Product Options” sheet.)

In that same round the families will come back to your station if they decide to purchase some insurance. They can purchase as many types of insurance as they wish. Identify the correct insurance card for them (e.g., if Marquis wants to purchase renter’s insurance, you will give him the renter’s insurance card with his name on it; if the Morenos want to purchase life insurance, you will give them the card with their name on it). Collect the correct amount of money from them for each insurance product that they purchase. ***The purchase price is the monthly cost for each insurance product.*** Also write down on your Insurance Options Tracking Sheet which products are purchased by each family.

During Months 2-4 (the second through fourth rounds of the game), each family that has made a purchase of some insurance product will revisit your station in order to pay their monthly insurance bill. Have them show their insurance card(s) to you and collect from them the correct monthly payment(s). Then put a check in the checkbox next to the word “paid” on the Tracking Sheet to indicate that they paid that month’s bill.

Family Information for the Insurance Stationmaster:

Family 1 is composed of a 37-year-old single mother named Kara with two children. Her son Richaud is two years old, and her daughter Lori is five years old. Richaud is healthy, but Lori has asthma and needs medication. Kara works at the bank and makes \$40,000 a year.

Family 2 is composed of a 29-year-old single mother named Andrea with one ten year-old son named Eddie. Andrea works as a Certified Nurse's Assistant and makes \$27,000 a year.

Family 3 is a single 22-year-old male named Marquise. He just graduated from college and writes for the local newspaper. Yearly income: \$22,000.

Family 4 is composed of Pedro and Selena Moreno, a middle-aged couple, and their three children, Anna (15), Alejandro (10), and Nadia (6), who is six. Mother is a part-time teacher's aid and father is an auto-mechanic. Combined yearly income: \$60,000/year.

Insurance Products Information:

Health Insurance Costs::

- A. Single Adult: \$50/month
- B. Adult with child: \$100/month
- C. Adult with 2 Kids: \$275/month
- D. Family: \$500/month

Auto Insurance Costs::

- Female under 30 years old: \$65/month
- Female between ages 30-40: \$65/month
- Male under 30 years-old: \$100/month
- Family plan for a couple ages 35 and older: \$80/month.

Renter's Insurance Costs:

- Duplex: \$15/month
- Single-Bedroom Apartment: \$10/month

Homeowner's Insurance Costs:

- Three-Bedroom: \$30/month
- Four-Bedroom: \$40/month

Life Insurance Costs:

- Family of Three: \$15/month
- Parent and child: \$10/month
- Single Male Under 30 years-old: \$5/month
- Family Plan: \$40/month

INSURANCE TRACKING SHEET

| Family | Month 1 | Month 2 | Month 3 | Month 4 |
|--|---|--|--|--|
| Family 1: Kara & her two kids | Insurance product(s) chosen: _____ _____ <i>(cost=monthly payment price)</i> | <input type="checkbox"/> Paid monthly bill | <input type="checkbox"/> Paid monthly bill | <input type="checkbox"/> Paid monthly bill |
| Family 2: Andrea and her son | Insurance product(s) chosen: _____ _____ <i>(cost=monthly payment price)</i> | <input type="checkbox"/> Paid monthly bill | <input type="checkbox"/> Paid monthly bill | <input type="checkbox"/> Paid monthly bill |
| Family 3: Single adult Marquise | Insurance product(s) chosen: _____ _____ <i>(cost=monthly payment price)</i> | <input type="checkbox"/> Paid monthly bill | <input type="checkbox"/> Paid monthly bill | <input type="checkbox"/> Paid monthly bill |
| Family 4: The Morenos | Insurance product(s) chosen: _____ _____ <i>(cost=monthly payment price)</i> | <input type="checkbox"/> Paid monthly bill | <input type="checkbox"/> Paid monthly bill | <input type="checkbox"/> Paid monthly bill |