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## *Layoff insurance plan proves good bargain*

VANCOUVER (CP) - Donald Good didn't know how well his intuition would serve him in March when he took out some insurance against being laid off.

Mr. Good, 31, of Prince George, lost his job at Takla Forest Products effective Nov. 12 after working there for seven years. When he was laid off, he was in charge of the personnel section.

Now he is about to collect on the insurance he took out and will be financially looked after for the next two years if he cannot find a job. That could mean up to approximately \$80,000.

Mr. Good, for a premium of \$166.75, is the first claimant under Career-Guard, an insurance service offered by Gestas Corp. Ltd., a

Montreal-based syndicate of seven insurance companies.

Mervin McMartin, the regional manager of Gestas' Vancouver office, said that although Mr. Good is the first claimant he expects many more will soon be calling to make claims.

"We are going to have an awful lot more claims and more and more are signing up."

The service became available in the spring and one of the stipulations is that no one can claim within six months. If a person is laid off before six months expires the company refunds the premium, which costs 1.6 per cent of the policy holder's salary.

What one gets is a guarantee of full salary for up to two years and all claimants must take career counseling.

The coverage is not open to anyone, Mr. McMartin said. The individual must be in charge of people, finances or some technical aspect of the business he is in.

Further, he said, "there is a list of companies we won't underwrite, those that are in financial trouble, for instance."

Engineers and architects also must have been with their employer for five years before they become eligible to take out the policy.