

# *Cavemen Don't Buy Insurance*

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I'm not selling insurance to cavemen again!

"They're too darn stiff and just about when  
you make a good point, they start to yen  
for old school ideas like nature - and then  
they just look for a chance to escape to their den."

Take Howard Cavestein, the other day.

I offered him coverage, and what did he say?

*"Oh, Ms. Cavestein and I don't need to pay  
'cause we don't imagine tomorrow today.  
We believe we'll have food on a rainy day.  
We don't store up and hide away."*

"Now that's just foolish!," I said in reply,

"You can't just trust. Why you simplify  
everything that I sell. Why, no one would buy ...  
I mean, really my friend, can you justify  
hoping that food will just come by?"

*"I think you forget how long we have been  
living in nature without yearn or yen.*

*It is you who desire that which is not.*

*We live for today and love what is what.*

*And forever and ever we've had quite a lot!"*

"But insurance insures that you will survive.

I'm trying to help keep you staying alive."

*"The thought of survival is not in my mind.*

*I'm not based on fear, like all of your kind.*

*My people have plenty and peace and they find  
no thought and no worries goes with no mind."*

So that's it for me! That's my last sales call,  
to cavemen that is. They're just simple. That's all!

They're too darn barbaric to understand  
that dangers and problems are always at hand.