

Candy bar companies sell candy bars!

PRICE = COSTS + PROFIT

What are the costs to include when deciding on the price of a candy bar?

What do insurance companies sell?

A promise to indemnify the policyholder for **future** costs.

How do we price a product where all the costs are in the future?!?

PRICE = COSTS + PROFIT

PREMIUM = EXPECTED FUTURE LOSSES + EXPECTED FUTURE EXPENSES + DESIRED FUTURE PROFIT



