

Reggie Manning is a tall, handsome man with dark chocolate skin who moves easily across the racial barriers that divide many Long Islanders. He graduated from Hofstra with a degree in business, landed a job as a financial analyst at Citi, got married, got promoted, had two daughters, bought a house in Huntington - and lost his job when Citi restructured.

Unlike many of his colleagues, Reggie found another job - selling long term care insurance - after eight months of anxious looking. Reggie was happy to have a job, and as his volumes increased, his role in the company expanded. He is just now getting back on his financial feet.

Six months ago, Reggie was made head of an initiative to sell insurance to seniors in African American communities by partnering with senior centers. The program has been so successful that the firm is planning to replicate it in other parts of the country. The key to the program's profitability, however, is its focus on selling optional riders to people who do not need them.

Most of the seniors Reggie sells to - he prefers to call them elders - have little knowledge of what they are buying, but they trust Reggie. While there is nothing illegal about what Reggie is doing, he is uneasy. He worries that he is taking advantage of their trust in him, that he is selling them something they do not need and cannot really afford.

When Reggie told his wife about his discomfort, she reminded him of what it felt like to be out of work and asked him to think about his daughters' education.

Reggie feels trapped. Whenever he suggests moving to another role in the company, his superiors tell him they want him exactly where he is. When he asks colleagues about finding a job in another company, they tell him there is nothing out there. But Reggie feels he needs to do something.

If Reggie asked you, what would you advise him to do?

What virtues (defined as desirable character traits) does Reggie have? Are there any virtues that Reggie lacks? Why do you think so?

Does Reggie have the virtues necessary to be a successful husband and parent? Does he have the virtues necessary to become a successful business person? Does he have the virtues necessary to be a good person?

Why do you think Reggie feels uncomfortable in his job? Do *you* think that what he is doing is immoral? Why or why not? If what he is doing is morally wrong, does he have a moral duty to quit his job immediately?

Do you think that Reggie is leading a harmonious life as Aristotle described it? Why or why not?