

MAINTENANCE OF INCOME

Nothing is more important to every individual than the preservation of the capital which produces his income. Sooner or later in the life of every person this capital becomes his only support and the sole resource on which his dependents must rely.

Yet there is nothing more difficult in finance than the preservation of capital. Every day adds fresh evidence of the truth that it is much less difficult to produce or accumulate wealth than it is to preserve it after it has been earned.

Statistics gathered by The American Bankers Association show that of every 100 men who die, only 3 leave an estate of more than \$10,000; 15 others leave an estate of less than \$10,000; and 82 leave no income producing estate. Yet out of this 100 men at the age of 35, 10 are wealthy, 10 are in good circumstances and 40 have moderate resources. The capital which they accumulated in their prime is wasted away through bad investments.