

C. C. KNIGHT, ESQ.

Mr. Knight is a native of Newfoundland having been born at St. Johns in the month of November, 1871. He received his education in the Academy which has now become the Methodist College of that city.

His first experience of mercantile life was in the dry goods business, being apprenticed to the well-known wholesale and retail firm of Ayre & Sons. Here he remained until the great fire of 1892 swept away his employer's warehouses, and shortly afterwards he decided to try his fortune in the Dominion.

Obtaining a position in the Head Office of the Sun Life of Canada, he did his work so well that when the management for the Eastern Townships became vacant through the death of Mr. Ridout, and according to the admirable system of the Company the post was to be filled from the Company's own staff. Mr. Knight received the much coveted promotion, and has fully justified his appointment.

THEN AND NOW.

The earliest Assurance Society was founded in England in the reign of Queen Anne.

The date of the birth of this venerable parent of modern assurance Companies was January 4th, 1705.

It was named "THE AMICABLE SOCIETY FOR A PERPETUAL ASSURANCE OFFICE."

There was a limit of two thousand placed to the number of members. From each of these a fixed contribution was required without regard to age. Applicants were not rigidly examined as to health by skilled physicians. They merely came before the board of directors and were informally questioned.

As the membership fluctuated below two thousand, and the mortality was uncertain owing to a lack of experience and due precautions, the amount accruing

to the beneficiaries became very variable. We find that during the first four years of its existence the benefits varied between thirty and ninety pounds.

These facts serve to indicate how crude were the plans employed, also what gigantic strides have been made in the science of Assurance since that time.

Compare the methods of this Company of the early 18th Century with those of a representative institution of our own day such as THE SUN LIFE ASSURANCE COMPANY OF CANADA. Contrast the advantages of membership in such a Society with those secured by a man holding an up-to-date policy in such a progressive Assurance Company.

If one of the incorporators of the "Amicable Society" could read the conditions of a modern policy he would be amazed to find into what perfection his benevolent idea had evolved. As an example take

THE GUARANTEED INCOME POLICY

issued by the Sun Life Company of Canada. This is certainly a model of safety and economy in Assurance method. Under the provisions of this policy the assured receives the endowment, or the beneficiary the amount of assurance in twenty equal annual instalments, and it is moreover provided that if at the end of the twenty years the assured or the beneficiary be still living, the instalments will be continued until the death of both. If pressing need of money should necessitate it, an immediate cash payment may be had of \$706.90 for each \$1000 of assurance.

Notwithstanding these great advantages, the premiums for this form of policy are much less than those required for assurance under less modern plans.

The Evolution of Assurance has advanced by rapid stages since the foundation of the "Amicable Society" in Queen Anne's day, and in the van may be found THE SUN LIFE OF CANADA as is shown by the novelty, utility and soundness of its methods.—Contributed.