

that the heart might stop before the sun arises and the whole earning power of his brain and hand stop too.

It's strange, is it not?

Now and then, to be fair, we have known of men to increase their life assurance without being "worried by an agent," but in the first instance likely these men—and their number is not legion—went through a severe course of training, and were the cause of an increase in the agent's shoe bill.

So the agent is an angel in disguise, and the man who should have life assurance is short sighted if he does not, at least, discuss the matter with him.

If men who carry no life assurance, or very little, could for a time be transplanted to the Death Claims Department and see the great blessing the death claim cheque is to the needy widow and children their attitude would be forever changed.

What is my life worth to my family and estate? is a question that is of paramount importance, and if life assurance representatives force men to consider that subject, they are doing a mighty work for the individuals benefited, as well as to society in general; so doff your hat to the wide-awake, active life assurance agent.



Algonquin National Park.

This is nature's Paradise. Here one finds rest from the turmoil and noise of city life, and stripped of artificial trappings the soul recovers its true poise.

And the beauty of the place! not by ingenuity of man, but by nature. The outs and inns of the shore line, with islands here, there and everywhere, wooded to their edge—the brotherliness of it all—one lake clasping hands with another down through the stretches of the wilds, making a continuous waterway for many miles! And the glory of colour! The deep green of the spruce dotted with the

autumn blush of the Canada maple, and overhead a clear blue sky! Twelve hundred of these lakes, bright and glistening are in this preserve of nearly two million acres. Up above smoke and dust they lie, some seventeen hundred feet higher than the sea.

The blood-thirsty sport is ill at ease at Algonquin, for the deer and other animal wanderers of the wild challenge him by coming into the open fearless of any danger. The finny tribe also have their protection, and the younger generation are given a longer time to swim in the limpid waters of the many lakes as an effect of law. It is here that the Sun Life's contingent of the world's benefactors, those who toil early and late at the difficult task of persuading men to do their duty, find themselves. How they romp about like children! Laughter is as free as the air, and as they hear the "All aboard" of departure they regret it; but facing their duty they are better equipped than ever to do the important work to which they are called, and the good old Sun Life of Canada is bound closer to them.



The Agency Outing.

The success of any company depends in a large measure upon the esprit de corps of its membership. An institution may have some success even although its members' chief aim may only be their own personal advancement, but truer success is found where the company's interests are linked.

Companies are like families. A family to be truly happy must have in each member true loyalty to the welfare of the whole—perfect peace and harmony in its workings and acquiescence in its policy. Where these conditions are there is happiness and true success. The Sun Life Assurance Company of Canada is a large and happy family where the desire for advancement and success of the whole is the predominant trait of its individual members.

It is not our purpose to state the many reasons why the Sun Life of Canada staff are so loyal to their Company, but we may be permitted to