

# LOOKING FORWARD AND BACKWARD.

To you, Gentlemen, as to me, it must be a source of genuine satisfaction to look back and for a moment recall the years of arduous and honest labor unstintedly bestowed in the struggle to build up the now deeply rooted and noble structure, the Sun Life of Canada. Each of you in the measure of your influence and organic relation has contributed to the grand result. Your success was our success.

## MUTUAL FRIENDLINESS.

That as individuals and a body you have and continue to have my assured confidence and support, I think you know; while in return it has ever been one of my chiefest joys to feel that I enjoyed your respect and friendship. Thus, together, we can now rejoice in having as the result of our continued labors, securely established a public Institution, whose praise is in nearly every land.

## TO THOSE WHO MISS THE "OUTINGS."

Perhaps I may be allowed to say that in an especial manner are my hearty greetings due and are therefore most cheerfully sent to those members of the general staff who occupy foreign fields. Those inspirational "Outings" with rod and reel and Owl's Head tramps, familiar to our Home staff, are not enjoyed by those in distant lands. Distance, of course, makes it impossible for them to be with us at these most helpful and exceedingly pleasant gatherings, so their success is peculiarly their own, and therefore merits our sincerest thanks and heartiest congratulations. Anxiously, yet hopefully, do we look for the week's mail from Great Britain, France, India, the Straits, China, Japan and the United States, and that budget constitutes no inconsiderable part of our weekly budget.

## PROSPEROUS AND PROGRESSIVE.

Needless to say, Gentlemen, that as of old so now, our good Company must continue to look to you to maintain its now historic record and appellative of "Prosperous and Progressive." You were instrumental in earning that high character for the Company. Your energy and loyalty won it, and its continuance must depend upon you. I should say, however, that this reminder is not necessary. As you know, the business of ninety-seven was spasmodic; the business of ninety-eight though somewhat less in initial volume, is the result of well sustained ordinary effort, and in "actually placed" will compare favorably with that of its predecessors.

With what amount will you hanel the birth of A.D. 1899?

Faithfully yours,

*A. Macaulay*

President.

Montreal, Dec. 12th, 1898.

An assurance agent should be welcomed as a friend, especially the agent of a Company that does so much for the policy-holders as the Sun Life of Canada.

The Sun Life agent has a message. Its to your interest to listen to him. Then act as he advises.

## EXTENT OF BRITISH DOMINIONS.

England's Asiatic dominions and dependencies cover more than 2,500,000 square miles, says "Success." She has 270,000,000 souls under her rule, speaking some twenty languages. Her European military strength in Asia is 75,000, with 150,000 native auxiliaries, while her naval force is stronger than that of any other single power, excepting Japan. She has 21,000 miles of railway and 47,000 miles of telegraph on the land of Asia, and some 20,000 miles of submarine cable.