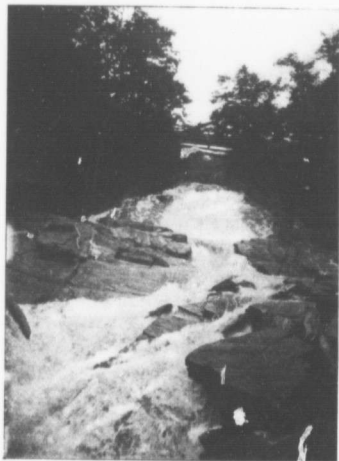


two thousand. In foreign lands there are three institutions which represent Canada: McGill University, the Bank of Montreal and the Sun Life of Canada. The President then distributed the prizes for individual assurance writers. In doing so he said that if he thought the agents had uttered a dishonest word in getting the business he would withhold the gift. The winners of handsome gold watches, suitably inscribed, were Mr. Barnes Moss for the United States, and Mr. Gilbert C. Jordan for Canada. The party left for their several homes by the early trains and boats on Friday morning, all delighted with what they had seen and heard and overflowing with enthusiasm and loyalty for the old Sun Life of Canada, full of determination to scatter still more the blessings of life assurance.

Notes.

The thanks of the Company are tendered to Messrs. Parish and Loverin for the use of their steam launches.



View of Jones Falls.

To the citizens of Athens, Brockville and every other place visited for their hearty good cheer and kindness.

The thanks of the agents to President Macaulay, Secretary Macaulay, Messrs. J. R. Reid, I. J. Mansell, Geo. A. Bateman and F. G. Cope for arranging everything with such clock-work preciseness.

An old Indian guide at Kingston Mills was greatly delighted to find a relative of his among the party. At least he made the claim.

The "boys" were not as noisy as usual. Some one said it was because Mr. Holland A. White had a game leg.



Mr. John Gouinlock had the sympathy of everybody at the close of the Company concert. It's too bad, but it will teach him to keep a closer look out in future.

"Life assurance is systematized business philanthropy. A man who does not assure his life for his wife and children doesn't love them! Actions speak louder than words." — Mr. T. B. Macaulay, in an address.

"To-day no man can be a successful assurance man unless he be an up to-date intelligent gentleman." — Mr. W. A. Lewis.

"Some people think that when a man is a failure at every other thing, he will make a good assurance agent. The faces