

NORTH AMERICAN LIFE INSURANCE COMPANY.

June was Supervisor's Month in honour of the Supervisor of Agencies, Mr. E. J. Harvey, of the North American Life. The agency force responded with Received Business of over a million and a half, the largest June in the history of the Company and the largest Issued Business it has ever had for the same period.

The Nalaco Sealed Handicap Contest closed on June 29th. The winners in the different divisions are:

First Division (Western)—1 rate. F. B. Deacon, B.C., \$125. 2. R. T. Williamson, Edmonton, \$85. 3. A. C. Lawrence, Winnipeg, \$50.

Second Division (Eastern).—1. F. L. Cooper, St. John, N.B., \$75. 2. W. J. Edgar, Newfoundland, \$50. 3. F. X. Leblanc, Montreal, \$25.

Third Division (Central)—1. W. W. Pennock, Ottawa, \$50. 2. F. J. Reid, Brantford, \$25. 3. G. P. Hamilton, Guelph, \$15.

AN OBSERVING FRENCHMAN.

Besides being good fighters, the French are keen-witted and observing. In Normandy there is a sign up at the entrance of a field: "Horses taken to grass. Reasonable rates. Horses with long tails, 1 franc a day. Horses with short tails, 50 centimes a day."

On being asked why he made this strange distinction, the farmer explained that a horse with a short tail is so worried by flies that he hasn't time to graze, while a horse with a long tail can flick off the flies and eat grass at the same time.

BELGIUM'S "DEBT."

(From the Los Angeles Times).

The United States has loaned to Belgium \$122,000,000. But Belgium should worry! The United States is going to see that the Kaiser pays it to the last dollar—and that the Crown Prince returns the furniture he stole from Belgian chateaux, too.

First British Insurance Office Established in Canada, 1804

INTENDING ASSURERS

Should read the "THREE MINUTES" Leaflet

of the
PHOENIX ASSURANCE COMPANY, Limited
OF LONDON, ENGLAND (Founded 1782)

Copies of this and full information regarding the Company's system, its equitable principles and liberal policies, may be obtained at the Head Office,

100 St. Francois-Xavier Street, Montreal

The Company offers to the Public every advantage which

LIFE ASSURANCE

conducted under the most favourable conditions is capable of affording:

At the **BONUS DIVISION** for the five years ending 31st **DECEMBER, 1915**

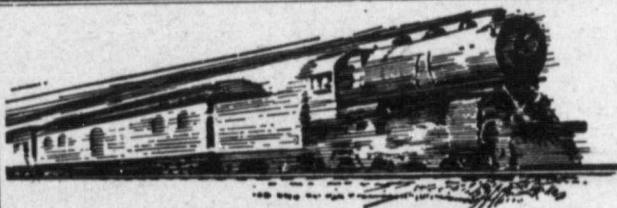
A **UNIFORM ADDITION** of \$75 per \$1,000 was declared on all classes of Full-Bonus Policies, at the rate of \$15 per \$1,000 assured in respect of each full annual premium paid since 1st January, 1911. This bonus applies to new as well as existing policies.

R. MacD. PATERSON, } Joint
J. B. PATERSON, } Managers

Agents Wanted

The Life Agent's Manual

Published by The Chronicle, Montreal



is via

THE
FASTEST
ROUTE
TO
BIG PRODUCTION

The Training, the Service and the Co-operation given through our own Free Sales Course, Prospect Bureau, Bulletin Service, Advertising and all Round Support.

YOU { Travel without expense.
Are better equipped for the journey.
Sure of getting there

With the
CANADA LIFE ASSURANCE COMPANY
Home Office, TORONTO