

### THE COMPANY'S CHIEF AGENT FOR INDIA.

Mr. Goverdhandas Motiram Lalkasan was born on the 15th November, 1867, at Surat, in India. He received his English education at the Elphinstone High School. Leaving school in 1885 he entered commercial life as cashier in a dry goods establishment. Three years later he was appointed manager of a cotton press, and in 1892 became Secretary of the Bellary Press Company, which position he still retains. The same year he opened an export and import business with Europe, under the firm name of G. M. Lalkasan & Co. In 1893 he accepted a special agency for the Sun Life of Canada, and after a year's successful service was promoted to a General Agency. In October, 1896, he was appointed Chief Agent for the Company in India.

Mr. Lalkasan is a man of large wealth and influence, and thoroughly competent in every respect to fulfil the important trust committed to him. The wisdom of the appointment has been amply justified by the ability with which the duties of the office have been discharged and the large volume of satisfactory business which has been secured. One of the most pleasant features of the President's recent trip round the world was the friendship formed with Mr. Lalkasan and the firm basis of mutual confidence thus established. The Company is fortunate also in having a most experienced examiner in Dr. Merchant, who takes good care that only first-class lives are accepted for assurance.

### AN EARNEST PLEA FOR LIFE ASSURANCE.

The following excellent and strong argument in support of life assurance is from the pen of an editor of an Australian

insurance journal, the *Mutual Life Chronicle*, and, as a self-explanatory bit of sentiment from one who has derived comfort from his prudence in providing for those near and dear to him, it will bear reproduction :—

"The writer, struck down suddenly a month ago by an illness which he was at once told would confine him to bed for at least a fortnight, and compel him to remain quarantined from duty for another month, realized as he had never done before how imperatively necessary it is for every man to so provide for his family that should the fiat go forth, "Set thine house in order, for thou shalt die, and not live," he may not lie in anguish, knowing that he has neither time nor opportunity to fulfil the command. Not only was he laid up himself, but his wife and one of his children were also ill and far more dangerously than himself, and in the sleepless nights caused by anxiety more than fever, mild soporifics utterly failing to bring rest, his thoughts were ever upon how differently he would arrange his affairs if even a week were given him to do so. Like most men of any common sense, he had made his will long ago; but the trying years through which, in common with all Australians, he had suffered in pocket, had made its provisions all inadequate to the needs of the situation had he been called away. Again, like most men, he had investments of one sort and another which might prove all he hoped for if the head that planned and the hand that should carry them out remained to do their work, but which without them might prove good for little, especially if suddenly realized upon. What was his consolation? He hopes he will not be accused of "talking shop" when he avers that it was the knowledge that his life was assured for nearly four times the amount of his annual income, so that even if the breadwinner were gone, those he left behind would be sure of an immediate provision, sufficient at all events to save them from dependence on others till able to shift for themselves. Scotia's bard, whose performances alas! fell short of his promises, averred that :—

To make a happy fireside clime for weans  
and wife;

That's the true pathos and sublime of  
human life."