

Agency Changes.

The Agency Department announces the following changes :

Mr. Geo. E. Reid, Manager of the United Kingdom, has been appointed General Auditor of Agencies, at Head Office, and Mr. J. F. Junkin, has been appointed Manager of the United Kingdom.

Mr. Geo. E. Reid, the new Auditor of Agencies, has been on the Company's staff for 21 years. His first connection with the Company was on the office staff of the Toronto agency. He was very shortly afterwards made Cashier for Western Ontario, and when the Company decided to operate in Great Britain, Mr. Reid was chosen by the management as the one most eminently qualified for the appointment of Cashier for the United Kingdom. In 1896 he was appointed Resident Secretary at London, and in 1897 was given the responsible and important position of manager for the United Kingdom. This position he has held up to the present time to the great advantage of the Company. When the important position of Agency Auditor was made vacant, the Company, after much thought, decided to offer the position to Mr. Reid. He is admirably fitted for his new office, as he thoroughly understands the Company's system of accounts, Mr. Reid is a Canadian and is coming home, and his many friends at Head Office and elsewhere, congratulate him on his appointment.

Mr. J. F. Junkin, the new manager for the United Kingdom, is no stranger to the older men on the staff of the Sun Life of Canada.

In returning to the Sun Life of Canada, he is but coming back to his "first love," for his life assurance career commenced with this Company twenty-five years ago, when he, in partnership with his brother, Mr. Robert Junkin, had charge of this Company's District Agency at Brockville. He was so successful that he was afterwards given the managership of the Montreal City and District Agency, which he resigned in 1892 to accept the position of Provincial Manager for Quebec, of the Manufacturers Life, and also Manager of their Foreign Department. He increased the business of that company from these parts, from \$200,000 to \$1,000,000 annually. He was shortly afterwards made General Manager of the Company, resigning some time ago to

enter business on his own account. Mr. Junkin managed the Manufacturers Life with marked success.

We bespeak for Mr. Junkin great success in his new field of work, as the Sun Life of Canada is held in high repute in all quarters of the United Kingdom. Mr. Junkin being familiar with the Company, and a thoroughly posted life assurance man generally, will, we are sure, be well received by the life assurance fraternity of the United Kingdom, and with the loyal and efficient staff of the Company, will continue to keep Canada's "prosperous and progressive" life Company in the forefront.

Why he Carries Life Assurance,

A writer in the "Plowman" says : I carry life assurance because my worldly possessions are not sufficient to maintain my wife and children should I be taken from them. My wife has never had to make a living, other than to attend to her household duties, and her time is pretty much taken up with them and our children. I want our children to be good men and women, an honour to us and a credit to our country. To do this they must have education and home influence, which they could not have if they were to be separated. I want my wife to respect and lovingly remember me when I am gone, which she cannot do if I fail to provide for her. She may not be as attractive to another as a widow as she was to me in budding womanhood. I have no right to think any man would marry her, support and educate my children. I would not do anything to injure my children now. Why should I in the future? Their happiness thrills me with pleasure. They are at the gate awaiting my return. If I am late they turn to their mother for comfort. When I am gone and have made no provision for them, she can have little comfort for them. "He that provideth not for his own is worse than an infidel." I AM NOT AN INFIDEL.

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