

the business or private residence of the holders of them. The personal charm of the agent has perhaps attracted customers from afar, or the facilities he has been able to offer have acted as an inducement to them to put business in his way. A curious valuation is frequently put on life policies by clients soliciting an advance. They seem to think that a policy is worth its face value, and that they should at once get a loan on it to that extent. It is difficult to convince even some professional men, who ought to know better, that such is not the case. They say they are certain to pay the premiums so long as they live, and therefore the policy amount would be duly paid at maturity. You tell them in vain that the policy is only worth its surrender value, roughly estimated at one-third of the premiums which have been paid upon it. Of course if they furnished guarantees for the payment of the premiums and interest on the advance, the case would be different. But that is not their proposal, which is to get the full face value of the policy on assigning it to the bank.

When a person comes about a new branch repeatedly in the way of business, it is not unusual to ask him to open an account, if it is conjectured that he has none. It is related that a man was thus solicited in a quiet way, and the answer he gave was rather a curious one, reflecting as it did on the banking profession. He said that he had once kept an account with a bank branch, which he named, but that he had ceased to keep it for the following reason:—Being one day in the bank, he met a friend of his, and had a chat with him. A few days after, this friend asked him to be surety for him in the same bank to the extent of £100, or some such sum. He did so, the result being that in the end he had to pay the amount in his quality of surety. It seems that the banker had been casting about in his mind for someone to act in the latter capacity, and when he saw the two talking together, he remembered that the one man's account was as much creditor as the other's was debtor. He, therefore, dropped the suggestion to the latter to ask his friend to "stand in" for him. This he did; but when he discovered, as he ultimately did, whose suggestion it was, he discontinued doing any banking business ever after, and says he won't trust a banker again. Such was the man's story, and it may be taken for what it is worth.