



VIRGINIA VIEWS.  
MONUMENT AVENUE, RICHMOND, SHOWING EQUESTRIAN STATUE OF ROBERT E. LEE.

Don't you know a lot of sane men who are easing their consciences with a policy for a paltry thousand or two which would not pay for their debts and take care of their families until the flowers had a fair chance to grow on their graves? No one of them would go away from his family for a year without leaving them enough to get along on. Yet they are taking their chances of leaving them forever with no adequate provision arranged for when it is easily within their reach.

Do you know any men whose business is so involved they cannot leave it more than a few hours at a time, whose indifference to life assurance proclaims to the world their willingness to shoulder that kind of a business situation on their families and leave them to their fate?

The strangest thing of all about the

life assurance business is the fact that life assurance does not sell itself, but that men must be urged and argued into buying it. When patent medicine is sold over the counter and mining stock by mail it would seem as though a necessity like life assurance would need no solicitors.—Robert T. Furman.



“Opporchunity knocks at ivery man's dure wanst. On some men's dures it hammers till it breaks down th' dure an' thin it goes in an' wakes him up if he's asleep, an' afterwards it wurks f'r him as a night watchman. On other men's dures it knocks and runs away, an' on th' dures iv some men it knocks an' whin they come out it hits thim over th' head with an axe. But iviry wan has an opporchunity.”—Mr. Dooley.