



CROWDED WHARVES, CAPE TOWN, SOUTH AFRICA

Through Cape Town there passes annually a large portion of the Union's total export and import trade. It is one of the best known seaports in the world.

—Photo, H. C. White & Co., N.Y.

### DON'T PUT IT OFF!

**N**O man in the world so keenly desires life assurance as the man who through physical disability is unable to pass the necessary medical examination.

The following actual incident points its own moral and presents a strong appeal for immediate action in a matter of such vital concern as the protection of business and family interests by adequate life assurance.

A prominent citizen with large business interests in the Province of Quebec was approached last autumn by an agent of the Sun Life of Canada for a policy for \$25,000, an amount which the prospect required and which he was quite well able to carry. The Manager for the District also interviewed the prospective applicant and presented his arguments forcefully, particularly pointing out the possibility that further delay might put him physically beyond the pale of life assurance.

The prospect readily admitted the force of

the argument, but finally decided to put the matter off until the spring.

As is only too often the case, the unexpected happened. During the winter fire broke out in his store and, while he could easily have escaped, he remained to put some documents in his strong-room. The experience resulted in his not only being badly burned but nervously prostrated probably for life, for he is now over fifty years of age.

The District Manager, who relates the incident as a warning to the large army of procrastinators, tells us that his prospect would now assure for more than double that amount if he could. But he can't. He took the chance—and lost.

Delay in the matter of life assurance always costs money. But, worse than that, the man who persistently puts off the issue runs the risk that disease or accident may permanently disqualify him from measuring up to the high standard of physical health now required by the life companies.

**ACT NOW**—it's the only safe way.