

SUNSHINE

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A. M. MACKAY, *Editor.*



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SUNSHINE							December 1911						
SUN	MON	TUE	WED	THU	FRI	SAT	SUN	MON	TUE	WED	THU	FRI	SAT
							1	2					
3	4	5	6	7	8	9							
10	11	12	13	14	15	16							
17	18	19	20	21	22	23							
24	25	26	27	28	29	30							

"Be Prepared."

"Be Prepared," the motto of the Boy Scouts (Baden-Powell's) is very appropriate and suggestive. This motto is suitable to all classes. The youth's whole work is a preparation for his future, and even after his school days are over he has to keep himself in readiness for greater cares and responsibilities.

Most of the training the Boy Scouts receive makes for usefulness, and in many of its phases is a preparation for the unexpected in life.

It is the duty of life assurance solicitors to warn people against the unexpected. The exigencies of life demand action TO-DAY, so that the solicitor cannot with any confidence in his advice suggest waiting for life assurance protection even until to-morrow. His message is of necessity an urgent one, and oftentimes the one who is asked to be prepared does not see the urgency of the matter as the solicitor does, and may think that self-interest is the whole cause of all the hurry and concern of life assurance men. Life assurance men see so much of distress as the result of procrastination in this matter, that they may sometimes appear rude by their haste in seeking an application, especially to those who complacently act as if sickness and death were on the track of all others but them.

The conscientious life assurance representative who works not solely for his commission, but who believes that his service is a service of good to mankind,