Finally, the duties of the medical examiner to the home office. There are two factors which enter into the consideration of the medical examiner: First, to whom is he responsible? and second, what are his duties? The medical examiner is, or should be, a check to restrain the acceptance of bad risks. The agent, of course, is working to get all his risks accepted. He realizes that it is not well for the company to be loaded with bad risks, but he wants the loss from such risks to fall on some one else's shoulders. Therefore, the medical examiner should be under no obligation to anyone but the company itself. It is well that he should not be the family physician of the applicant. As you can understand, in a small town such a contingency can scarcely be avoided, but where a rejection by the home office is so often taken as a personal affront by the applicant, and even the agent, you can readily recognize the desirability of a business relation only to the applicant. Many an agreeable acquaintance, many a remunerative patron, many a good friend has had his eyes opened for the first time to a physician's villainy, or his professional imbecility, by an insurance rejection. It has always struck me that the very first duty of an examiner in the field is to assure himself that the party he is examining is the one applying for insurance. We find in no other financial transactions such a laxity in regard to personal identification as in life insurance. While I do not believe that frauds in this business accomplished by substitutes are remarkably frequent, we know that they do occur, and the examiner cannot be too careful in assuring himself that he is not an innocent party to a shady transaction.

The company does expect from its field examiner promptness of action. Competition for desirable insurance is so keen, and the applicants are so fickle and liable to change their minds, that it is of paramount importance to get a policy in the hands of the applicant, and the premium in the company's treasury just as soon after the application is secured as is compatible with safety. It is no uncommon experience with us to see what we know to be desirable business lost because some cog has slipped and delayed for two or three weeks the issuing of the policy. This statement makes it very evident that an examiner who awaits a convenient time to make an examination, who insists on the applicants always calling at his office, who delays attention to correspondence, and who will not use every possible effort to get an application promptly before the home office in satisfactory shape for action, no matter how competent he may be, loses very largely his value to the company.

Now, in conclusion, a word or two as to the acceptance of