

ter, good laws, and unslumbering oversight." Mr. Talcott Williams before the same association closed a very able speech with the words: "Death is an accident; but provident care for the future and the love which prompts it—these are not accidents. Life insurance is not an accident. It comes from the same universal love which, brooding over sinful humanity, raises it to a higher plane and a better life. As I see insurance grow, as I see the \$4,000,000,000 of to-day become \$12,000,000,000 a decade hence, I feel that it is additional proofs for those

'Who trust that God is love indeed.
And love, creation's final law,'"

In an address before the Detroit association, Mr. E. R. Frazer said: "It is wonderful what life insurance has accomplished in this country. It is not measured simply by money. You have inspired self-reliance. No man can be a self-reliant, independent man who is a mendicant. You have taught the people that they can be independent and take care of themselves, and leave a competency to take care of their families when they are gone, and such men are the stuff out of which armies are made when we are threatened by any other power in the world." Before the Chicago association, Hon. Thomas B. Bryan in a speech of great power declared: "If a man of three-score years may give the result of his observation and experience, spending more than half of that time in the settlement of estates, I unhesitatingly declare that your calling, life insurance, as conducted honestly by the standard companies of America, ranks among the highest forms of human beneficence, and is entitled to universal acceptance."

These words, from speeches delivered before the various associations of our country, are object lessons for the education of the people. Our presence here to-day emphasizes the usefulness of the local associations, through which has come the establishment of this National Association, whose influence has already been felt throughout the land. As a great advisory body it will supplement and encourage the work of the various local associations, and stimulate the formation of new ones, until throughout our country the field workers will be joined together in one great unity of concurrent action. * * *

The mission of our associations is to encourage a co-operation which perpetuates what is good and frowns upon what is bad; which makes even competition a help rather than a hindrance to the general advance of the business; a co-operation with the officers of companies in their efforts to carry forward their work so as to reflect honor upon the cause; a co-operation which fosters personal friendships; a union whose influence stimulates a healthy growth of life insurance in the world.

Professional pride is an important element in securing any permanent success. Indispensable in war where dangers threaten on every side, it is no less important in peaceful pursuits where high ideals woo to noble achievements. Pride in scholarly attainments is as important as love of knowledge as an incentive to win the blessings of true culture. Pride in a nation's prowess and a nation's possibilities characterize true patriotism as much as the willingness to jeopardize life in defence of one's native land. The local associations awaken in the members this commendable pride, to be faithful workers in a calling whose blessings cover humanity as the heavens bend over the earth.

With this pride inspiring all true men and with a mutual trust in the motives which are actuating each other, a closer union than ever before will characterize those engaged in our business. It is not drawing upon our imagination to prophesy that in the near future it is among the possibilities that there will be called an insurance congress, composed of delegates from this

National association, the executive officers of companies, the Medical Examiners' and Actuaries' associations, Insurance Journalists' association, and representatives from the Insurance Commissioners' association. Such an assembly, composed of men whose best thought has been given to the consideration of the vast interests involved in the laws, management, and progress of life insurance would be of incalculable value, not only to the companies, but to the great insuring public.

VICE-PRESIDENT ALEXANDER AT THE LIFE UNDERWRITERS' BANQUET IN NEW YORK.

Among the after-dinner speakers at the close of the banquet given by the National Association of Life Underwriters at their recent annual meeting in New York was Vice-President James W. Alexander, of the Equitable Life. After some witty allusions to the present gathering, Mr. Alexander proceeded to say:—

Gentlemen, while we may have our jest, I do not fail to remember that we are serious men engaged in serious business. I know of no calling which for success requires more brains, more pluck, more industry, more all around capacity than that of the life insurance agent. It is a general impression—not a general impression perhaps, but it is an impression which prevails in some regions—that a man who has failed at everything else can take up the life insurance business. That is not the fact. A man of that character went some time ago to the president of a life insurance company, and said: "Do you think I would make a good life insurance agent?" He knew this man very well. "Well," said he, "in all candor, I must say that I do not think you would." "Why," he said, "it does not require much ability?" The president said: "But you know it requires *some*."

Now, I believe that the work done by a true and honest life insurance agent is second only to that done by a minister of the gospel, the healer of souls, I won't except even the physician, the healer of bodies. I believe that the life insurance man who conscientiously goes at his work is doing work for the benefit of mankind; and you will find, gentlemen, that the man who keeps the second table of the decalogue, and loves his neighbor, is the man invariably who keeps the first table of the decalogue and loves his God; and you will find just the same, that the life insurance agent who uses the expurgated edition of the two table decalogue, and leaves out the ninth commandment, is the man who tramples the first table under his feet and makes gain his god. The life insurance agents are doing a work for the benefit of mankind and for their neighbor. * * *

We have them every day and of every kind, and I imagine that life insurance agents will agree with me when I say that perhaps if I were to single out one obstacle as the greatest, I would say it was albumen. What a trouble albumen is. In this business how much capital has been sacrificed to it. We have to-day with our company a gentleman, General Colli, whom many of you know. Some time ago he was expected to make a speech at an agents' convention, and he said to himself, "I will choose a subject that all the agents are interested in, and I will speak about albumen." And he went to a medical dictionary to look up the subject and study it a little, and he searched from one end to the other, and he could not find anything about it; he said: "Thank God, there is one place they don't find albumen."

Now, Mr. President and gentlemen, what is the object of this great association? Why, it is to elevate this noble calling, and to make it easy for a noble man to advance in it. And it is a splendid object. When you have reached the result of your ambition, we will have no more unfair competition, we will have no more fraud, we will have no more bickering and strife, we