

Were but one-half of our present members to send in one application, each, a year, it would cause a greater increase in our business than we have yet had.

It is also due to Mr. Scott, our second General Agent, to state the circumstances under which he was selected for the appointment last January. The Board looked back to the list of the early Agents of the Company, and remembering, that, at the very commencement when great difficulties naturally surrounded the project and confidence was as yet unestablished, he had laboured most actively and successfully as an Agent, they resolved to offer him the appointment; it was accepted, and in the little time that had since elapsed he had shown that the Directors had determined wisely.

To the Local Board at Montreal and the Manager, H. Ramsay, Esq., the acknowledgments of the Board were also due for their careful attention to the interests of the Company in Canada East, and the addition to the business received through them. He explained, that, with the exception of Quebec, the office in Montreal had the charge of all the business of the Company in the Eastern Section of the Province, while in Western Canada every Agency corresponded direct with the head office.

On the part of the Directors, he felt he might say that they were imbued with a proper sense of the deep responsibility of their offices; they had not alone to provide a safe means, by which their fellow countrymen could avail themselves of the unquestioned benefits of Life Assurance, but they had to spread abroad its principles and make converts to its practice; and chiefly they had ever to bear in mind that *security* was the first consideration, that the funds entrusted to their care, for, as it were, safe-keeping, and increase, should be forthcoming whenever they might be required to meet the increased

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