

## Mr. Haley Fiske, President Metropolitan Life, Presides at Convention of Field Men.

The twentieth Dominion convention of the field representatives of the Metropolitan Life Insurance Company was held in Montreal on the 21st instant, and concluded with a banquet at the Windsor Hotel in the evening, when some 350 officials and field representatives of the Montreal district were present.

The banquet was presided over by Mr. Haley Fiske of New York, President of the Company. Mr. Fiske is known as one of the most eminent Life insurance officials on the continent, and is well known in Canada, where he has familiarized himself, in a most thorough manner, both with the large business transacted by the great Company whose destinies he controls, and also business conditions generally, through his frequent visits to various parts of the Dominion for the past quarter of a century.

Every arrangement had been made for the entertainment of the company's guests during the evening, with an orchestral programme, and a number of songs by operatic artists, which were added to by impromptu songs and choruses during the menu, the latter being joined in with gusto, and, including a number of French-Canadian choruses, the banquet went on with real zest from start to the finish, just before midnight. A feature of the banquet was the attendance of about thirty of the nurses of the Metropolitan Life staff, who are engaged in regular work for the company, carrying out its policy of not only insuring, but helping its clients.

### Mr. Fiske's Address

"As to who won the war," said Mr. Fiske, "there has been much discussion. My answer is that God Almighty won the war. He used the Canadians as he used the Americans and British. And for the equipment of these men from this continent this company took its part as much as anyone. Since we began business in Canada in 1885 we have collected \$83,000,000 and invested \$103,000,000, so that we can claim to be a truly Canadian company."

To carry on this tremendous enterprise and see that the reserves were kept up, was the work of the field men, said Mr. Fiske, while the majority of the 17,000,000 policy-holders were working men and women. These were paying in their money to avoid the two great spectres of life, death and sickness. The third spectre was unemployment, and he hoped that eventually his company would secure the power to issue insurance policies against this. Figures showed that every eighth man, woman and child in the United States and Canada was insured with the Metropolitan Life.

Mr. Fiske declared that the Metropolitan Life was essentially a Canadian company, as no other company was. There was \$89,000,000 of insurance represented at the meeting, while more than half the people insured in Canada were insured with the Metropolitan. The company had \$61,000,000 invested in Canada, or \$20,000,000 more than the Dominion laws called for, largely in Victory bonds and similar issues. The company had also taken \$7,500,000 insurance on Canadian soldiers during the great war, and in this way had done its part.

In retrospective vein, President Fiske said that 25 years ago his company had been a comparatively small affair, and had during that period grown to become the greatest life insurance company in the world. They had grown from \$22,000,000 of assets to \$864,000,000, with a total of five and a half billions of dollars of business, while the industrial insurance had increased in even greater proportion.

The company's income had increased in proportionate ratio, making a remarkable record for such a period. "I do not say that these conventions have made this rapid growth," said President Fiske, "but I do say that without the loyal and intelligent work of our staff, and the growth of the personal equation in our company, such progress would have been impossible, and these meetings have had a great deal to do with this feeling of personal relationship throughout the company, both with our staff and our clients."

Mr. Fiske welcomed the presence of the company's trained nurses, and emphasized the work they were doing in this way, last year their nurses having made a total of 1,300,000 visits, of which 43,000 were in Montreal. Their work was not only in insurance, but in curative and preventive services, so as to really guard their people, including the issue of millions of pamphlets advising people as to how to guard their health. The whole idea was that the insurance company should act as a wise parent for their clients, with the field men as the brothers and helpers.

## ESSEX AND SUFFOLK EQUITABLE INSURANCE SOCIETY, LIMITED

Mr. R. R. Martin, manager for Canada of the Essex & Suffolk Equitable Insurance Society Limited has returned from a trip to the Maritime Provinces, where arrangements have been made for the above company's entry for the transaction of fire insurance. Mr. Martin informs us that Mr. Charles H. Belyea, St. John, N.B. has been appointed the Company's representative for St. John City.