

while he was sick ; but his business was in such a condition that, should the worst come, his wife couldn't possibly carry it on successfully. Life assurance he had none, or nearly none—only two thousand. In his present condition nothing could be done but worry ; and worrying, was disastrous. His only course was to put up the very best possible fight for life. This he did, and he conquered. In the silence of his sickness, with chances against his recovery, he made a resolve, and here it is. We give it in his own words, as near as we can remember. "Listening to the clicking of the clock the night after the consultation was held, when fever and pain were distressing, I resolved that the very moment I recovered sufficiently to pass the examination of a life assurance doctor I would fortify against the chance of leaving my wife and child to the mercy of the world's charity—that I would make tracks to a life company and assure up to the very last cent that I could possibly pay premiums on." This was his resolve, and, true to his word, three months from that time he was the possessor of a life policy which would easily take care of his family, should he step out of this life.

So sometimes a little boil may change the course of a man's thinking. Life assurance was just as urgent and necessary all the time, but this man didn't see the need of it when he was strong and doing well. To-day he is one of the greatest believers in life assurance we ever met, and all on account of a little boil.

#### After the Outing.

Since the outing we have received several letters from the men who were there. From these letters we make a few extracts :

"The outing is a great stimulus to agents in the endeavor to secure enough business to entitle them to attend. We came home feeling

one hundred per cent. more capable of securing good business, and more convinced than ever that the Sun Life Assurance Company of Canada is not only the best company for a man to represent, but also the best company for policyholders as well.

"GILBERT C. JORDAN,  
"Manager for New Brunswick."

"As I have attended each successive outing, I have been brought into contact with the many agents of the Company, and have been put in a position to discuss with them many little points I have found were beneficial in my own canvassing ; and this, of course, was a consequent benefit to the Company.

"JOHN GOUNLOCK."

"It does the Agency Staff good to come together at the outing and discuss matters of common interest.

"Personally, I have returned to my work with more enthusiasm and a greater determination to make the Sun Life of Canada one of the leading companies in the South.

"J. R. JOHNSTON,  
"Manager for N. and S. Carolina."

"I believe that the present outing was the most successful one that was ever held and it will pay ten fold for the expenditure.

"JNO. A. TORV,  
"Manager for Michigan."

"The outings are decidedly beneficial. The agency department have our thanks for 1903.

"W. A. HIGINBOTHAM,

"C. C. KNIGHT,

"JAMES C. TORV,

"In Camp Wilson, Kennebec Road, Que."

The friendships which are formed at the outings with the Officers of the Company, and with one another, are very valuable.

"E. C. PEED,  
"Baltimore, Md."

"These outings bring out workers who develop into excellent men for the Company.

"N. D. SILLS,  
"Manager for Virginia."