

## KEEPING IN TOUCH.

"Of course you know," said the President of the Indomitable Life as he closed the annual report of the Superintendent of Insurance and swung around to greet me, "that the curse of Life Assurance in the Dominion is the failure of the business to renew as it should. I have just been looking over the last annual report of the Insurance Department and have discovered one very good reason for this condition. Inasmuch as I have never yet seen it mentioned I feel like a new Columbus!"

"Good for you," I said, "but remember that while Columbus made great discoveries his reward was very inadequate and unsatisfactory. Sometimes it isn't judicious to explore. However, what is the great idea?"

"I am satisfied, from long and often painful experience, that it is not feasible to retain our Agents or to get proper results from their work unless they are closely supervised and unless the ties that bind them to the Home Office both practically and sentimentally are kept taut. This involves, as I see it, not only regular visits from Agency Supervisors, but also constant personal intercourse and communion between the managing officials and the Agents themselves, which means that the former, or some of them, should be in the field almost constantly. I found out long ago that I could not manage our Company satisfactorily and successfully if my operations were conducted entirely from a desk in the Home Office. Not only do I travel through the field at regular intervals but I encourage other officials to visit the agencies whenever they can be spared from their work here. The result has been that we know our Agents and they know us. We keep them, or the best of them, and they, in their turn, keep their policyholders on the books. Furthermore, the benefit derived by my associates and myself is most valuable. We get a breadth of view, a real sympathy with and understanding of our Agents' work and difficulties that we could gain in no other way. Now, you would hardly believe, unless you saw the official figures, how trivial a sum is disbursed by the Companies for 'Home Office' travelling expenses. Just imagine! Six Companies having a combined annual income of \$16,000,000 spent last year for this purpose the magnificent sum of \$1,330.69! Small wonder that Agents change from Company to Company and that, as a matter of course, their business does not renew as it should."

—ALPHA.

## WORKMEN'S COMPENSATION IN BRITISH COLUMBIA.

It is still somewhat uncertain if the workmen's compensation legislation passed at the last session of the British Columbia legislature and modelled on the Government monopoly of Ontario, will come into force, as originally intended, on January 1st next. It is possible that owing to the recent political upheaval in the province, the necessary organisation will not be completed at that date and that the time for bringing the Act into force will be postponed. There is also a possibility that the new Government in British Columbia may have ideas of its own on the subject of workmen's compensation—ideas which may not coincide strictly with those of the Government which was lately defeated. It seems to be a case of "wait and see."

## LOANS TO BRITAIN.

(Continued from front page)

this borrowing is that Great Britain is engaging in it largely as the Allies' banker or middleman. The Chancellor of the Exchequer stated the other day that Great Britain's war loans to France, Italy and Russia exceeded the great sum of four billions of dollars. The major part of this amount has been raised not on this side of the Atlantic but in Great Britain itself. Probably, at the end of the war it will be found that the obligations to Great Britain of powerful nations like those named far exceed the war obligations of Great Britain in the United States and Canada. In short, there will have been, as a result of the war, a great shifting round of Britain's wealth, a portion of it will have disappeared and there will have been important changes in Great Britain's foreign financial interests. But Great Britain will be by no means impoverished. That fact is likely to be a very important one for Canada in the days after the war.

## LICENSING INSURANCE AGENTS IN QUEBEC.

A Government bill has been introduced into the Quebec legislature for the licensing of insurance agents by the provincial superintendent of insurance. The license is to be revocable, *inter alia*, for misrepresentation or twisting.

Reciprocal treatment of agents of other provinces is provided for. The Act is to come into force on May 1st, 1917.

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