



MR. J. C. STANTON, JR.,
 Manager Montreal City Branch,
 Sun Life of Canada.

Mr. J. C. Stanton, Jr., joined the agency staff of the Sun Life of Canada as manager for Western Pennsylvania.

His success in this agency brought him prominently before the management, and when a new policy was mapped out for the Montreal City agency, Mr. Stanton was selected as manager. He has been in Montreal but a short time, and has devoted himself to the re-organization of the agency; the group of excellent men, whose portraits appear on the opposite page, is an evidence that his work has been fruitful. The good citizens of Montreal will surely hear something about their "prosperous and progressive" company from these men.

A few days ago this agency removed from the head office building to the new Guardian building, on St. James street. In doing this, the company is but following the example of other companies, who have found it to be more advantageous in many ways to have the city agency removed from head office. The

wisdom of this is already seen. Mr. Stanton hopes, in a short time, to have the Montreal agency at the top of the list; and from the present outlook, it would appear that his hopes may be realized.



The Magic of Self-Confidence.

A man's success in life is usually in proportion to his confidence in himself and the energy and persistence with which he pursues his aim, says an exchange. In this competing age there is little hope for the man who does not thoroughly believe in himself. The man who can easily be discouraged, or turned aside from his purpose, the man who has no iron in his blood, will never win.

Half the giant's strength is in the conviction that he is a giant. The strength of a muscle is enhanced a hundredfold by the will power. The same muscle when removed from the giant's arm, when divorced from force of the mighty will, can sustain but a fraction of the weight it did a moment before it was disconnected.

What miracles confidence has wrought! What impossible deeds it has helped to perform! It took Napoleon over the Alps in mid-winter; it took Farragut past the cannons, torpedoes, and mines of the enemy; it led Nelson and Grant to victory; it has been the great tonic in the world of discovery, invention and art; it has helped to win the thousand triumphs in war and science which were deemed impossible.

The man without self-confidence and an iron will is the plaything of chance, the puppet of his environment, the slave of circumstances. With these he is king, ever master of the situation.



The Sun Life of Canada is
 "Prosperous and Progressive."