

MONTREAL CLEARING HOUSE.—Total for week ending June 28, 1906—Clearings, \$27,637,170; corresponding week, 1905, 24,159,838; corresponding week, 1904, 19,262,934.

CIRCULARS NOT NECESSARY IN CANVASSING.—The "Perambulator," the organ of the Preferred Accident, has the following good advice to agents:

To sell accident insurance quickly, and we may add successfully, the use of circular or specimen policy is not necessary. If you get the ear of a prospect "talk" your

policy, and he will listen. If you show a descriptive circular it is "buttons to dollars" that he will let you out of the game by saying. "This seems like a good thing; leave this folder and I will let you know later." Or if you show a policy he will present a similar remark as an excuse to end the interview. When asked for a sample policy say you will get him one if he will sign an application; that the company prefers to issue specimen copies in that way, and that there is no liability attached by signing the application unless the policy is satisfactory.



INDUSTRY AND INTELLIGENCE

Meet with merited success in the field of Life Insurance. Under the agency contract of the

North American Life

its representatives are enabled to secure an income commensurate with persistent effort. Applications invited for agencies in unrepresented districts. Experience not necessary. Address

T. G. McCONKEY, Superintendent of Agencies.

HOME OFFICE - TORONTO, ONT.

SUN LIFE Assurance Company of Canada

. . . 1905 FIGURES . . .

Assurances issued and paid for in cash . . .	\$18,612,056.51
Increase over 1904 . . .	2,700,152.27
Cash Income . . .	5,717,492.23
Increase over 1904 . . .	1,155,556.04
Assets at 31st December . . .	21,309,384.82
Increase over 1904 . . .	3,457,623.90
Increase in surplus . . .	1,177,793.50

The Company completed the placing of all policies on the 3½% basis, although the law allows until 1915 to do this, requiring	616,541.35
Surplus over all liabilities and capital according to the Hm Table with 3½% interest	1,735,698.59
And in addition paid policy-holders in profits	166,578.30
Surplus by Government Standard . . .	2,921,810.00
Life Assurances in force . . .	93,290,894.71
Increase over 1904 . . .	9,963,231.86

PROSPEROUS AND PROGRESSIVE

THE CANADA LIFE

PAID ITS POLICY-HOLDERS IN 1905

\$3,272,000

Being the largest amount so paid in one year by any Canadian Company