

natives as he passed over the dark continent. How, when they had been sick if they got into the hospital tents in the rear they were sure to die; that the only hope was to keep them out and keep them busy. My friends, depression and disappointment and dread of the future, without any organic disease, sink many a man into a grave that is marked "heart failure."

From the day an honest man pays the first premium for life assurance, that first receipt of his gives a new impulse to his arm, and a new light to his eye, and a new hope to his heart, and if it so be that he does not live to pay another premium, he has lit a lamp in the house that will lighten it when the little family comes back from the grave they left wet with tears.

#### ARGUMENT.

Would not a saving fund of the ordinary kind be the better place for a man to save his money? In answering no, I want to say that of all business the assurance companies should favor saving funds, especially the postal savings depositories, intended to put within easy walking distance of every home a safe place to store money, because in that way hard-working wage-earners would provide themselves with sufficiencies in small amounts to buy life assurance. But a saving fund is not as good for a permanent investment as the life assurance company, for the reason that the deposits always sleep at about the same level at which they are placed. Twenty dollars in one year is only twenty dollars and fifty cents, while good life assurance gains as fast and protects the life. But suppose the man lives and keeps on saving year by year? Well and good, but the well managed assurance company not only has him credited with his deposits, all of which come back to him under some form of policies in the best managed institutions, but from the day the first deposit is made for the first premium, hold themselves at thirty days' notice to pay, according to the age of the depositor, from ten to twenty times more than the amount

of that first premium. But beyond all this, so long as it continues to be true that men often die first and leave helpless wives and children, they have no right to be supposing or shuffling when it is possible for them to make absolute provision.

I believe that life assurance is a kind of every day, common righteousness to our fellows, and the faith that is in me since my boyhood, when I soon after placed my first policy of assurance, while working on a small salary, is still growing. I have that policy yet; it is as good as gold, and the company is forty years older, I think, than when I took it out—certainly thirty-five. Soon after I came into business, such was my interest in life assurance, and belief in its wisdom, that one of the first reckless things that I did was to make a Christmas present of a \$1,000 policy, paid for a year, to every man in my employ. I thought that that was a good investment.

I have been so often asked about my own assurance, that I am going to gratify a curiosity that some of you have expressed, perhaps, in regard to it. I had no thought whatever of becoming the largest life assurer, if that is true, as has sometimes been said of me. I never started out to do any large thing, but I have been a great hand to work hard at everything I took hold of. I do not own a share in, nor have I official connection with any assurance company in the world. I did not know until after it had been done that the amount was larger than any other. There is not any man that I would not sooner see have a larger line, and I will promptly yield the place to any of you or your friends.

It was the influence of one man who thought about it, and I was the man. I simply worked out five conclusions as the result of my own thinking, without any moving clause except my own judgment:

#### FIVE CONCLUSIONS.

*First.*—That at that time I knew I was assurable and accident or ill health might