

right of surrender by its policyholders. There is, accordingly, a small surplus which accrues to the company from this source.

THE APPLICATION

The application for insurance is the basis of, and forms part of the contract; therefore, it is important that it should be correctly filled up and executed. A little care in this regard at the time when the application is written will often save a good deal of vexatious delay and unnecessary correspondence between the agent and head office. Every insurance solicitor knows the importance of getting the policy issued as promptly as possible after the application is completed. It is worth while, therefore, to take a little time to make sure that the application is *properly completed* before sending it away to head office, and in this connection we venture to make one or two suggestions:

1. See that *every* question is answered, and answered fully: The omission of questions is probably as fruitful a cause of delay as any other.

2. The application should be written *legibly and in ink*. As stated before, it is part of the contract. It may require to be referred to twenty, thirty or forty years hence.

3. Make sure that the age of the applicant is correctly stated. If the date of birth and age both require to be stated, see that they agree with each other, and with the amount of the premium.

4. State the name of the applicant in full, and the full title of the plan of insurance which he is applying for.

5. See that the applicant (and where necessary the beneficiary) signs in the proper place, and that the signature is properly witnessed.

6. All alterations and additions to the application should be initialed by the applicant.