



MR. O. LEGER,
Joint Manager
Montreal and District



MR. CHARLES PIERCE,
Joint Manager
Montreal and District

Mr. O. Leger joined the staff of the Sun Life of Canada in 1892, as manager of the French department for Montreal and district, and has been very successful. That he is devoted to the Company may be seen in his response to the vote of thanks to the agency staff at the annual meeting of the Company, last March. He said, "It is a pleasure for me to respond to the kind words said about the agency staff. Canvassing, under any circumstances, is not an easy thing. There are a great many obstacles to be overcome, but I know of no better Company than the Sun Life of Canada to work for. Agents are proud to represent a Company that deals honestly with the public. This the Sun Life of Canada does. Any person who knows this Company likes to work for it."

Mr. Leger and Mr. Charles Pierce have just joined interests in the management of the combined departments of the Company's business in Montreal and

district. Managers who have been in the front in the matter of new business in the past, will now have to seriously consider this new combination in their reckoning.

Mr. Charles Pierce is an assurance man of wide experience. He entered the assurance business twelve years ago, as special agent of the Metropolitan, at Cleveland, Ohio, afterwards working for the John Hancock Assurance Company, as general agent. He joined the staff of the Sun Life of Canada in 1896, as manager of the Thrift department for Montreal and district, and has just become associated with Mr. O. Leger in the joint management of district. With his enterprise and ability in this larger field of operation the Company looks for large results.