



MR. N. D. SILLS,
Manager for Virginia, Sun Life of Canada.

Mr. N. D. Sills, the Company's manager for Virginia, is a Canadian by birth, but may be considered an American by adoption. After graduating from the High School at Sydenham, Ontario, his thoughts turned to "teaching the young idea how to shoot," and this engaged his time for three years. In 1895 he joined the agency staff of the Sun Life of Canada as agent at Kalamazoo, Mich. In a short time afterwards he was made superintendent for Kalamazoo city; in 1897 he was appointed manager for South-Western Michigan, and after that his territory was enlarged on three different occasions. On January 1st of this year Mr. Sills was again promoted, being appointed manager for the State of Virginia. This mark of confidence is the highest commendation of his ability and standing in the Company's service, and we are confident that their largest expectations will be realized.

How Attention Was Gained.

A late Edinburgh professor was much annoyed by the want of attention displayed by his students, so he determined to put a stop to it. Accordingly, one day, while delivering a lecture to his class, he illustrated it by an experiment in which he mixed certain mixtures in a glass jar. He then inserted his finger into the concoction and put it to his mouth, afterwards passing the jar round the class. As each in turn tasted the mixture, their faces assumed a very disgusted expression. When the jar was returned to the professor, he laid it in front of him, and thus addressed the class:—"Gentlemen, I perceive by the expression on your faces that you have not been paying sufficient attention to my experiment, else you would have noticed that the finger I inserted in the mixture was not the same that I put into my mouth." He had never cause to complain of lack of attention all that session.



Above Mere Business.

The question of assurance is one high above the mere business plane. It would be thought absurd for a man to write or to preach advocating the purchase of groceries, dry goods or coal. Yet the father who provideth for his children needs assurance for them as much as to supply them with clothing, food or coal. At the cost of only a few cents a day even the poorest can secure protection of the best kind. The life companies offer plans of assurance of all kinds, from that of pure assurance to that of almost pure investment. Systematic contributions from policyholders are carefully invested, and each individual loss is paid out of a large circle of contributors, so that no one feels the blow severely.—Toledo (Ohio) Times.