

reach of an institution such as that we are now considering.

Consequently, while fully recognizing the above truth, the managers of the "Society" have sought to employ such methods only as are most practical and effectual, and at the same time within the bounds of the strictest economy; their ambition and determination having been from first to last, that the "Mutual Relief Society," wherever known, shall be characterized as affording to its patrons the cheapest insurance that is possible under any form or system.

It is well understood, therefore, that every item of expenditure, whether it be for the services of Manager or Agent; Supervisor or Medical Examiner; or, for whatever purpose, before it can pass as an admitted expenditure, must have received the impress of a rigid and uncompromising economy.

The next point for consideration is that of the admission of members; or, in other words, the conditions upon which risks are assumed. The form of application adopted by the Company requires the candidate to give explicit answers to questions touching all matters that have had, or may possibly have, a bearing upon, or affect in anywise his physical or mental condition or constitution. These replies, providing he be successful, form a part of the contract between himself and the Company. The application is then passed into the hands of the local Medical Examiner, who in all cases is himself a member of the Company, and he proceeds to the examination. This is made from, and the results are noted upon, the Company's own printed form, furnished for the purpose, and is made as searching and conclusive as is perhaps possible to be made. It is then sent forward to the Home Office, and must be finally reported upon by the Board of Medical Examiners there. If the local Examiner's report has been favorable, and if, after the most critical scrutiny of every statement made in the application and report, and carefully noting the possible effect of each and all upon the character of the risk, the result be satisfactory and confirmatory of the report, the Board recommend that a policy be granted. Every precaution is taken by the Company to preclude the possibility of any collusion or favoritism being practised in the admission of members. Hence it is, with the safeguards and

conditions thrown around this important part of the business, the Company has been enabled to report, for the seven years of its existence, as low a death-rate as has perhaps ever been chronicled in the history of Life Insurance.

Therefore, having these two vital principles, which have been thus so briefly considered, incorporated into the system, and constituting, as it were, the very organs of vitality, through whose healthful functions the object and aim of the Society in providing cheap and safe Life Insurance has been already so successfully attained, the Managers, with a strong degree of confidence, invite the attention of the insuring public to the simple, inexpensive and effective plan of the "Mutual Relief Society" of Nova Scotia.

CALVIN RAYMOND,  
General Agent, Toronto.

Toronto, May, 1889.

The following is a two-page article taken from the April number, 1889, of the **MUTUAL UNDERWRITER**, showing, as it does, the strong points in favor of assessment insurance compared with the endowment plan now worked so universally by the level premium companies:—

#### ENDOWMENT AND CO-OPERATIVE INSURANCE COMPARED.

BY D. J. WOODWORTH.

Endowment and Tontine are two forms of life insurance which are being most worked at the present time by representatives of "old line" companies, and many young men are induced to take such insurance by the specious representations of the agent. We occasionally find a man giving up a policy in a first-class co-operative company for one of these, with the idea that it is far better for him. He is told that this is a form of insurance in which one does not "have to die to win," and that at the maturity of the policy the insured is repaid in cash more than he has paid, and has had his insurance besides, and without waiting to study the probability of being able to meet the obligations required for a term of years, or to consider the contingencies which may arise in the meantime, he eagerly catches at the bait, and loads himself with a financial burden which has made thousands of lives miserable. We do not say that the above named statements of the agent are false; we freely concede their truth, yet we take the ground and are able to clearly prove to the satisfaction of any man of ordinary intelligence, that in