

DALE & COMPANY, Limited

Marine and Fire Underwriters

CORISTINE BUILDING, - MONTREAL

All classes of Insurance underwritten or placed in reliable companies.

Branch Offices at **TORONTO, HALIFAX and VANCOUVER**
LLOYD'S, AGENTS MONTREAL

Life Insurance Salesmen

Your best interests, and those of your clients, are best served by representing a Company in which you and they have absolute confidence.

THE NATIONAL LIFE

ASSURANCE COMPANY OF CANADA

has been doing business for nearly twenty years. Its policies are up-to-date and liberal. It has over \$3,000,000 invested in Government, Municipal and School District Bonds—the highest class of security known. It is well managed and progressive, and the exceptionally high standard of strength and stability has been steadily maintained since the inception of the Company, twenty years ago. Write for particulars.

Head Office : National Life Chambers, TORONTO

EQUITABLE

Q Mutual in Principal and Practice **Q**
U Impregnable in Strength **U**
U Enterprising, Conservative Management **U**
I Comprehensive, Adaptable Policies **I**
I Low Mortality Rate **I**
T Prompt Payment of Death Claims **T**
T Efficient Service to Policyholders **T**
A Training and Education for Agents **A**
A A satisfied constituency gained by Fifty-eight years of public service. **A**

B *These are some of the advantages enjoyed by representatives of* **B**

THE EQUITABLE LIFE ASSURANCE SOCIETY
 OF THE UNITED STATES

L For agency openings address: **L**
W. E. Taylor, Second Vice-President

EQUITABLE

THE LONDON MUTUAL FIRE INSURANCE COMPANY

ESTABLISHED 1859

Assets - - - - - \$753,417.06
 Surplus to Policyholders - - - - - 411,808.66



DIRECTORS :

A. H. C. CARSON, Toronto - - - - - President
 R. HOME SMITH, Toronto - - - - - Vice-President
 F. D. WILLIAMS, - - - - - Managing Director
 A. C. McMASTER, K.C. W. T. KERNAHAN
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HEAD OFFICE - 33 SCOTT ST., TORONTO

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THE LIFE AGENT'S MANUAL
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