



MANAGER BARTOW CONFERRING WITH HIS STAFF.

C. H. Windsor. P. B. Billingsley F. M. Elphinstone
L. A. Meyer E. A. Matthews H. T. Bartow, State manager G. W. Diggs, cashier

Mr. H. T. Bartow.

Mr. H. T. Bartow, the Manager of the Sun Life of Canada for Maryland, was born in New York near the middle of the fifties. He commenced his business career as a stock and bond broker, afterwards engaging in life assurance. He has been connected with each of the "big three" New York companies, and joined the Sun Life of Canada staff in 1899. That this change is agreeable to him is evidenced by the fact that in avoirdupois Mr. Bartow tips the scales at 240, which suggests to us that he is also a "heavyweight" among life assurance men in "My Maryland."

Mr. Bartow's genial nature, broad mind and aggressive business ability, coupled with a company that enjoys the unique distinction of having multiplied its cash assets nearly six times in the short space

of ten years, and other items in equal ratio, is a combination that commands success, and Mr. Bartow's record thus far gives force to our contention.



Stick!

Stick to your policies. Under no condition or circumstance drop one policy to take another in some other company. There is nothing in it. You lose something always in so doing, and may lose a great deal. You understand, or ought to, your contract as it is now. Fulfill your part of it, and the company will fulfill its part. Mr. Lincoln always said that it was bad business swapping horses when crossing a stream, and this is about what you would do if you should drop one policy to take another in a different company.—Black and White.