

Enlarge Your Business Next Year

No doubt you would like to do it.

You can-if you sell the Equity-Value Accident and Disability Policies issued by The Maryland.

These policies frankly make their strongest appeal to the great middle class—many of them heretofore uninsured because they knew the old-style policies weren't *intended* for them and that they had to pay too much for them,

A great advantage of the Equity-Value Policies is that they can be written to *fit* the prospect. He doesn't have to pay for benefits he doesn't want and that he will likely never receive.

Briefly—they give more insurance to the average man—for less money—than any policies on the market.

And our national advertising campaign in the best magazines helps you to sell them.

Remember—the first man to sell this policy in your town will have all the advantage. Are you the one? Mention this paper when you write.

Home Office

4

ARYLAND ASUALTY OMPANY ERITS OMPLETE ONFIDENCE BALTIMORE

THE COMPANY THAT HELPS ITS AGENTS