

Successful Life Insurance Convention at Calgary

Recent meeting acclaimed most successful yet held—valuable paper of Monarch Life Official.

The Calgary convention of Life Underwriters Association of Canada held from August 19th to 22nd with representation of life men from all over the Dominion totalling over 475 was generally conceded to be the best convention held by this prominent organization. From the point of view of enthusiasm elevation of tone and genuine helpfulness the convention was distinctive and all the delegates were immensely pleased with the arrangements and the attractions provided by the Life Underwriters of Calgary. The visit to Circle "C" ranch with a cowboy dinner was novel to the representatives of the effete East and thoroughly enjoyed by all including a real hold-up of two Eastern delegates.

Several very valuable contributions were made to life underwriting problems and the sessions were filled with suggestions and to the developing of life underwriting.

Several of these papers will be presented in future issues. One of the outstanding contributions was that made by Mr. J. W. W. Stewart, managing director of the Monarch Life Assurance Company, Winnipeg, on "Our Big Problem" and spoke of the position of Canada with the tremendous issues at stake requiring the best brains of our people for their solution and the place of the underwriting men in aiding their solutions.

At the outset of Mr. Stewart's remarks he appealed to the life underwriters to take their places in the affairs of the nation in the following words: It is my desire to show the Dominion Life Underwriters that in spite of our past magnificent achievements—our ability to deserve success—and that notwithstanding the marvellous resources of our country and the wonderful opportunities which await our efforts, and the excellence of our propositions and the selling methods adopted, that unless we Life Underwriters, in addition to our daily task will rise to a yet higher plane of usefulness as new nations builders, statesmen and real national co-operators, we shall fall far short of reaching our maximum of usefulness.

The speaker then proceeded to show the achievement of the Life Underwriters to date and the immense service which they have performed.

From our earliest childhood we have encountered all kinds of problems—food—physical—mental—social—financial and otherwise. No sooner were we through with one than we would discover another. A big problem of the Canadian Life Underwriters in 1898, was to complete approximately \$54,000,000 of new business, which was done. Ten years later, the problem had increased to \$99,000,000, while last year our problem had increased to an annual production of \$313,000,000, and it would not be at all surprising, if, during 1919, \$500,000,000 in new Life Policies are issued in Canada. To further illustrate the great task accomplished, in 1898 there were \$368,523,900 of business in force, ten years later the total had increased to \$719,516,014, and last year the enormous achievement of \$1,765,376,691 was accomplished. Approximately 63% of this business in force is carried by Canadian companies, 3% by British companies and 23% by American and other foreign companies, which gives evidence that Life Insurance Underwriters well organized can climb to the height of the loftiest hill,—they can do with themselves whatsoever they will—when they try.

This is the greatest period in the history of Canadian Life Insurance. Even the most sanguine is staggered by the unparalleled demand. Truly, the Life Underwriter is fast coming into his own after traversing patiently and intelligently a long and tortuous course. In almost every other

line of business rates or charges have advanced, but not so with Life Insurance rates. Commissions have remained the same while the legitimate and uncontrollable expenses of Life Underwriters have greatly increased. The Life Insurance business is a practical example of Free Trade, closely regulated by Government supervision, and taxed at every angle. In spite of terrific inroads caused by War and Plague, yet no Government relief is proffered, and were any relief sought, there would not likely be any sympathetic response. Mathematical tables cannot be distorted and selling larger policies, thus giving greater service to the public, which, after all, must be our prime object. Now that the war is over, the world-wide plague has passed; with over 300,000 healthy vigorous Canadians returning from Overseas, many of whom have either brought new British wives along or who have married since returning, or who are about to marry their faithful Canadian sweethearts here, many of these soldiers having had their minds fully made up to purchase additional Life Insurance on returning Home again; with a rapid increase in first class immigration; with times though erratically returning to somewhat like normal; with European nations demanding our manufactured goods; with our natural products enlarging; an expanding railroad programme announced; with an increase in field, farm, mine and fishery products; with a new Canadian national record established, there is no question that the Life Underwriters opportunity to succeed is immense.

Turning from the subject of life insurance Mr. Stewart presented in rough outline the growth of Canada in the past two decades, its present financial and economic position and the present problems that Canadians had to face if progress, peace and prosperity were to continue. The labor situation has received a great deal of thought from Mr. Stewart and he presented the necessity for co-operation of life underwriters in the solution of the wide spread social unrest which confronts the people of Canada. Mr. Stewart paid particular attention to the phases of social disturbances as he witnessed them in Winnipeg and Western Canada and devotes considerable space to the suggestive solutions or ways of approaching their solutions.

The report of the recent Commission to enquire into Canadian Industrial relations emphasizes the element of Fear permeating the entire labor organization caused by being incapacitated by sickness, invalidity or old age, very few laborers being able to provide for such contingencies. The Commission recommended to the Federal Government some provision by state social insurance, thereby removing from the worker, the spectre of fear, thus enabling him meanwhile to work better and more wholeheartedly and as a citizen to live more contentedly. The report goes on to state that what is required to make the Dominion great and prosperous and its population contented and happy, is a spirit of co-operation on fair and equitable lines amongst all classes.

In a letter from Mr. J. W. Dafoe (Editor of the Manitoba Free Press) recently returned from the Peace Conference, he stated: "I should say that those who think our present industrial and social unrest a mere afterclap of the war which will in time pass away, are allowing their hopes to run away with their judgment. We are in the opening phase of a new stage in the development of the social system under which we live; its characteristics are not yet defined, but the new spirit is best indicated by the declaration by the Peace Conference in the Labor Charter that henceforth labor is not to be regarded as a commodity. The implications of that new doctrine are essentially revolutionary; for it reverses the theory upon which our present industrial and commercial systems rest, that the human factor in trade and