

## RUNG ABOVE RUNG.

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It is the aim and ambition of corporations no less than of individuals to mount the ladder of success. Let us see how fully the Sun Life of Canada has achieved this laudable purpose.

The Company began business in May, 1871, and is therefore a little more than a quarter of a century old. Within this period it has grown to be of all the Canadian life companies the one most widely established and doing the largest amount of new business.

Starting with the City of Montreal, its agencies have spread to Great Britain the Continent, the United States of America, South America, the West Indies, India, China and Japan, and from every one of these countries a steadily increasing volume of new business obtained on a thoroughly satisfactory basis is being received.

In 1872, the *policies in force* amounted to \$1,065,000 in round numbers. By the end of 1897 they had reached the splendid aggregate of \$44,983,000, an increase of 4100 per cent!

For the year 1872 the *Income* of the Company was \$48,000 in round numbers—for 1897 it was \$2,239,000—being an increase of over 4600 per cent!

In 1872 the *Net Assets* were \$96,500—in 1897 they were \$7,322,000—an increase exceeding 7600 per cent!

The Company commenced business in a small hired office with a staff comprising the then Manager and one clerk. It now owns and occupies one of the finest business blocks in the City of Montreal, covering an entire square, and bounded by four streets, admirably adapted in every way for the transaction of its business, in which a staff numbering some sixty clerks is hard pressed to keep pace with the ever increasing volume of work which pours in from all quarters of the globe.

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### SUMMARY of the RESULTS for 1897.

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New Life Applications received during 1897.....	\$16,292,754 92
Increase over 1896.....	5,182,462 73
Cash Income for year ending 31st December, 1897.....	2,238,894 74
Increase over 1896.....	352,636 74
Assets at 31st December, 1897.....	7,322,371 44
Increase over 1896.....	934,226 78
Reserve for Security of Policyholders (according to Hm. Four per cent. Table).....	6,856,752 98
Increase over 1896.....	924,552 50
Surplus over all Liabilities, except Capital (according to Hm. Four per cent. Table).....	314,220 13
Surplus over all Liabilities and Capital Stock (according to Hm. Four and one-half per cent. Table), being the Dominion Government Standard.....	583,271 98
Claims Paid during 1897.....	463,674 37
Life Assurances in Force.....	44,983,796 79
Increase over 1896.....	6,786,905 87
Cash Profits paid Policyholders.....	217,377 74