SUNSHINE



MR. J, C. STANTON, JR., Manager Montreal City Agency.

"I had no more idea of taking a large policy than I had of flying, but Mr. Stanton presented the matter in such a business-like way that I positively couldn't resist his arguments. Now I am glad I have the policy." This remark was made by one of Montreal's prominent business men the other day. He had come into contact with Mr. Stanton, and surrendered. Those who can read character in faces can see at a glance why Mr. Stanton is so very successful. Mr. Stanton has demonstrated that keen competition is no excuse why business should not be written, for perhaps there is no city on this continent that has more keen and intelligent competition than Canada's metropolis. When Mr. Stanton came to the Montreal city agency the Sun Life of Canada was not as well known as it is to-day. The business written then was very small, but now things have changed. The record of May when \$512,000 was written, is

but an indication of what can be done. The "million-a-month" mark will, we are certain, be reached before many months pass. Thorough organization. a daily drill in up-to-date methods. and strong men of the Steben-McCallum type and a love for work, is all that need be said as to the secret of the Montreal City Agency's success. We know every manager of the Company in the field will be glad of the Home Office Agency leading, for no better argument can be furnished than the success of the Company at home. So, here's to Stanton and success !

Congratulations.

Congratulations to Messrs. Cooper, Strong and Chubb, of the Head Office staff, who successfully passed the examination of the Institute of Actuaries of Great Britain, held in Montreal in April. They are all modest young men, not likely to brave placing the letters A. I. A. after their names, but they are entitled to do so, as they are now full-fledged Associates of the Institute of Actuaries. It means a lot of work to get to this, the crowd of unsuccessful men, who are by no means dullards, shows that the man who wins a title from the Institute of Actuaries of Great Britain is worthy of everything that the title means.

"putt" very true

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Montreal City Branch.

Mr. W. D. McCallum, of the Montreal City Agency, has been with the Company two years, and during this time his name has appeared on the "Special Mention List" every month, save one. This is an excellent record.

The Montreal City Agency has since August, 1904, headed the list of Agencies in new business production every month, with the exception of April of this year, and then barely missed. Mr. Stanton's