



**Security - - \$42,000,000**  
**ONTARIO AND NORTH WEST BRANCH**  
 14 Richmond Street, East, TORONTO  
**PROVINCE OF QUEBEC BRANCH**  
 104 St. James St., Cor. St. John St., MONTREAL.



**PERSONAL ACCIDENT  
 SICKNESS  
 FIDELITY GUARANTEE**

**FLAME GLASS  
 AUTOMOBILE  
 GENERAL LIABILITY**

**Head Office, TORONTO**  
 Montreal, 104 St. James Street. Quebec, 61 St. Peter Street.

## Mount Royal Assurance Company

**SURPLUS and RESERVES, \$1,416,740.57      TOTAL FUNDS, \$1,708,120.67**

**TOTAL LOSSES PAID, \$3,180,308.63**

**Application for Agencies Invited**

**Head Office - - - MONTREAL**

**P. J. PERRIN and J. R. MACDONALD - - - Joint Managers**

Established in Canada in 1821

1819 **AETNA (FIRE)** 1920

HARTFORD, CONN., U. S. A.

**Losses Paid over \$183,000,000**

J. B. HUGHES, Special Agent, WATERLOO, ONTARIO  
 J. R. STEWART, Special Agent, 36 Toronto Street, TORONTO, ONTARIO  
 R. LONG, Special Agent, 515 Yorkshire Building, VANCOUVER, B. C.

**EXCELSIOR**  
**INSURANCE LIFE COMPANY**  
**A Strong Canadian Company**  
 FOR PROTECTION OR INVESTMENT  
 BUY EXCELSIOR POLICIES  
**J. J. Robichaud, Prov. Man., Montreal**

## Union Assurance Society, Ltd.

OF LONDON, ENGLAND  
 (Incorporated in A. S. 1848)

CANADA BRANCH, MONTREAL

T. L. ROBERTSON, Resident Manager.

NORTH WEST BRANCH, WINNIPEG

THOS. BRUCE, Branch Manager.

**Agencies throughout the Dominion**

## The Law Union & Rock

INSURANCE CO. LIMITED, LONDON.

Founded in 1806

**Assets Exceed - - - \$50,000,000.00**

Over \$10,000,000 invested in Canada

FIRE and ACCIDENT RISKS accepted.

Canadian Head Office: 277 Beaver Hall Hill.

MONTREAL

Agents wanted in unrepresented towns in Canada.

W. D. AIKEN, Superintendent,  
 Accident Dept.

COLIN E. SWORD  
 Canadian Manager.

## SUCCESS IN SELLING LIFE INSURANCE

Depends chiefly upon how hard Salesmen work, and the excellence of their service to clients. The more you put into it the more you will get out of it. Let "Greater Service to Policyholders" be your motto for 1920, and if you want a good position with a progressive Company, apply stating experience and references, to

**M. D. McPHERSON, Provincial Manager, 180 St. James Street, MONTREAL, P.Q.**

## THE CONTINENTAL LIFE INSURANCE CO.

**GEORGE B. WOODS, President**

**TORONTO, Ont.**

**CHAS. H. FULLER, Secretary**