

At the Life Underwriters' Convention, Hamilton

(Drawn for *The Monetary Times* by E. D. Gates.)

THE accompanying "one minute" sketches were made for *The Monetary Times* at the Hamilton life insurance convention by Mr. E. D. Gates, a newcomer in the ranks of the Imperial Life's insurance salesmen. Mr. Gates used the bottom of a *Monetary Times* circular on which to sketch four of his subjects. The delegates are as follow:—

(1) **H. C. Cox**, Toronto; president of the Canada Life.

(2) **J. W. W. Stewart**, managing director of the Monarch Life, Winnipeg.

(3) **George T. Wilson**, vice-president of the Equitable

Life, New York. He addressed the convention on "Efficiency."

(4) **J. F. Weston**, Toronto; managing director of the Imperial Life, of Canada, who delivered an address on the patriotism of life insurance.

(5) **Mr. Jackson**, Brantford; with the Sun Life Assurance Company there.

(6) **J. Burtt Morgan**, Victoria; Great-West Life; elected president of the Life Underwriters' Association of Canada, 1916-17.

(7) **W. Lyle Reid**, Ottawa; Sun Life; immediate past-president of the Life Underwriters' Association of Canada; member of executive board.

(8) **George Hunt**, superintendent of agencies, Imperial Life of Canada; secretary of the Life Underwriters' Association of Canada, and member of finance committee.

(9) **E. J. L'Esperance**, Montreal; local manager of the Imperial Life of Canada.

(10) **A. J. Meiklejohn**, Montreal; local manager Confederation Life; past president of the Life Underwriters' Association of Canada; chairman education committee, and member of publicity committee.

(11) **Edward A. Woods**, Pittsburg; president of the National Life Underwriters' Association of the United States; vice-president of the Life Underwriters' Association of Canada. He addressed the convention on "Salesmanship."

(12) **Ernest W. Owen**, Detroit; local manager of the Sun Life of Canada, who addressed the convention on "The to-day of unprecedented opportunity in life insurance."

(13) **George H. Allen**, Toronto; city manager North American Life; past president, Life Underwriters' Association of Canada, and member of executive board and of board of directors of the Life Underwriters' News.

(14) **T. B. Parkinson**, Etna Life, London; chairman of transportation committee for many years.

