

How to Protect Your Beneficiary.

The late J. P. Morgan, in his lifetime, was the most noted of American financiers. He was the richest man in America, and many times a millionaire; but he was noted for his conservatism and for the soundness of his judgment in financial matters, so that in the counsels of financiers he wielded a far greater influence than any other man of his day. Mr. Morgan must have recognized as clearly as any other man the dangers that beset the beneficiary, inexperienced in business affairs, when suddenly coming into possession of a large sum of money. He had often seen such funds quickly dissipated or lost through ill-advised investments, or through the counsels of well-meaning but ill-qualified friends, as well as through the advice of designing persons who sought only to secure the investment of the funds in schemes of their own.

In making his will Mr. Morgan left bequests for sixteen persons, but only four of these, including his son, J. P. Morgan, Jr., to whom the bulk of his estate was left, received their legacies in cash, securities, or other tangible property. These four were all men of demonstrated financial ability and large experience. On the other hand, the widow of the financier, his three daughters, a sister, and two sisters-in-law were left life incomes consisting in each case of the earnings of a trust fund of one million dollars. These legatees will each year receive income from that fund, which they may spend as they please, but the principal can never touch nor in any manner control. Five smaller bequests to relatives and family friends, were likewise left in the form of life incomes.

Although all these legatees were probably persons of larger experience in business and financial affairs than the average beneficiary of a life assurance policy, and all were so situated as presumably to have throughout life the advantage of superior financial advice, the great financier appreciated the fact that the safest provision for a wife or daughter, or for any one unskilled in business or finance, was a fixed life income, and he made provision accordingly.

Not many men can leave a wife or other beneficiary a life income consisting of the interest on \$1,000,000, but every man, according to his means, can leave his beneficiary an adequate monthly or yearly income for life by means of the continuous instalment policy. After all, it is an income that the family needs and must have after the death of the assured. If the proceeds of a policy are payable in a lump sum, the money must be invested to yield an income, or it may soon disappear.

With the investment of the funds comes the risk of loss, examples of which are familiar to everyone. The continuous instalment policy solves the problem.—*Mutual Interests.*

Sun Life of Canada.

The advantage of life assurance in any form and on any plan is too well known to require any extensive comment. A policy, after a year or two, is a savings bank account that yields larger returns than any other form of saving, and that is absolutely nonforfeitable and safe, being guaranteed by the Government. So much for life assurance as a whole.

The Sun Life Assurance Company of Canada affords just such protection to the toiler of small means. Their rates are reasonable, and their record of returns to their policyholders in the past are pointed to with a justifiable pride, resting assured that the feeling is reciprocated by a yearly increasing army of policyholders.

The management of this company are among Canada's most prominent business men—men of ability and integrity. Every movement having for its object the upbuilding of Canada or bettering the conditions of our citizens always enjoys their hearty support and co-operation. It is with pleasure that we include them and the successful company they represent herein.—*The Lance.*

A clergyman visiting a school near Windsor, and trying to illustrate the meaning of conscience, asked a class of boys:

"Supposing one of you stole a piece of sugar and put it in your mouth, and someone came in—what would happen?"

"I'd get a thrashing," piped a small voice.

"Yes, but your face would become red, wouldn't it?" What would make it do that?"

"Trying to swallow the sugar quick, sir."

Very apt was a description of the wilds of Mayo given by an Irish jarvey. He had two passengers with him, one of whom lived in a very rich grazing district. He was astonished at the bleak, miserable aspect of the country they were passing through, and so began questioning the driver as to its quality, powers of production, and what it would feed to the acre.

"Well, sir," replied the driver, "it might feed a hare to the acre in summer, but in the winter she would have to run for her life."

Very good—friendly sympathy for the widow. Much better—friendly aid for the widow. Decidedly best—manly assurance for the widow.