MEN WHO ARE SUCCESSFUL UNDERWRITERS

Some Definitions of Life Insurance—Three Classes of Agents

Life insurance, in the first place, is considered by some as a luxury, by others as a necessity. Let us look through the miscroscope and see just what life insurance is:—The widow's friend, the orphan's shield, a small portion of the mother's reward for her tender care, the creditor's assurance, the home saver and the one necessity.

We might also state that it is a means of saving, for it is too often that we save or bank what we have left, and more often it is true that we don't have anything left. Therefore, a policy of life insurance plays a very important part in our life. When we review the statements of some of our greatest financiers, who tell us that they did not begin to make money until they had obligated themselves and went in debt, so that they had something to pay on all the time, we learn that the constant paying accumulated until they became wealthy. So it is with a life insurance policy. We have something to pay on all of the time, which is that much of a saving as well as a protection for those who are nearest and dearest to us. Therefore a life insurance policy makes an indelible impression in our life, as it is so often comes in when everything else fails us, suggests Mr. J. W. Holsinger, manager Federal Life Company, of Chicago.

In Times of Stringency.

We have gone through panics when you could not get cash from the banks, but we are unable to recall one instance where a legal reserve life insurance company failed to make a cash loan on a policy or failed to mature an endowment policy when money was the tightest. And as for their death claims, they have always paid them promptly, and paid them in cash, regardless of the money market.

We are occasionally confronted with the argument that people did not carry life insurance years ago. This is true, but years ago, if there was a death in the family, a neighbor made a coffin from pine boards, another dug a grave. So you see that by the time all the neighbors got through helping out there was no expense left to be borne by the survivors.

Some men who have just completed a college course have entered the business, because some friend has advised them to do so. This is wise advice if they are conscientious and able to appreciate the good they can do for their fellow men, and go into the business as the only business on earth for them.

There is another class of men—the fellows who have entered the business for all that they can get out of it. This class of men are fast leaving the business. They might be called parrots, because they are not in earnest, will do only what the other fellow teaches them, and will never be any more of a success as insurance salesmen than the parrot is an orator.

Profession Must be Chosen.

There is still another kind of man who enters the business—the fellow who tries to sell insurance and does not carry any on his own life. He will never be a real success as a life insurance salesman, as the purchasing public can see at a glance that he is not sincere, and their suspicion is aroused. They will halt long enough to ask themselves, "Is the man honest?" They mistrust him because they feel that he is not honest with himself and will not be honest with them.

If life insurance is a good thing for your neigbor or prospect, it is just as good for you. If the prospect needs insurance, you certainly need it worse than he does, for you understand the benefits there are to be derived from it.

To be a successful insurance man one must choose the profession the same as the attorney, the doctor, the minister or farmer. It must be a part of his life. He must feel that the great God created him for an insurance man, and that his life would be a failure if he entered any other business. He must feel that his life is useful, so that when he lays life's burden down he will feel that the world has been benefitted by reason of his having lived in it.

GUARANTEE LIFE INSURANCE COMPANY ORGANIZING

The promoters of the Guarantee Life Insurance Company, of which Alderman J. O. McCarthy, Toronto, is one, have practically enough stock subscribed to hold their organization meeting which they had hoped to hold in July. Owing to the money pinch it has not been possible to collect money as fast as anticipated, and the meeting will not likely be held before September.

NEW LIFE POLICIES LAST YEAR

Nearly Half a Million Were Issued—Outlook for Current Year

During 1912, as the accompanying table shows, 464,331 new life insurance policies of various types, with a value of $243,765,443 were issued in Canada. While the United States companies transacting business in the Dominion wrote the greatest number, namely, 246,046, valued at $73,471,855, the value of the Canadian companies' 215,505 policies was larger, being $162,028,320. The British companies wrote only 2,780 policies, with a value of $8,265,268. There are 26 Canadian companies doing business to-day under the jurisdiction of the Dominion Department of Insurance. The British companies number 8, and the United States companies 11.

Life and Endowment Policies.

Life policies accounted for 269,673 of the total new policies last year of 464,331. The value of the life policies was $162,620,095. The United States companies were again responsible for the greatest number, and the Canadian companies for the largest value.

Endowment policies issued during 1912 numbered 114,190, with a value of $42,253,027. The Canadian companies wrote 47,750 of these with a value of $26,664,837. Bonus additions totalled to 799,150 amounting to $464,331.

Outlook for Rest of the Year.

The new business written by the companies during 1913 is generally in excess of any previous year, and the prospects are that the present rate of progress will be continued for the remainder of the twelve months. While the money stringency has expressed itself to some extent in an increased call for policy loans the effect has not been at all marked nor has there been a noticeable difficulty in making collections.

On the other hand, the tight money condition has made it possible to invest all available funds to yield very attractive returns. In this respect the current year will probably be unique. Not for years has it been possible to keep funds so closely invested in the highest class of securities yielding such high rates of interest.

COBALT ORE SHIPMENTS

The following are the shipments of ore in pounds from Cobalt station for the week ended August 7th:—Cobalt Townsite, 61,500; Peterson Lake Mine, 62,500; Cobalt Lake Mine, 64,200; Dominion Reduction, 79,000; Casey Cobalt, 45,000; Coniagas, 357,120; Trethewey, 92,083; McKinley-Darragh, 129,500; Temiskaming, 61,330; Casey Cobalt, 45,000; total, 997,233. The total shipments since January 1st are now 24,185,142 pounds, or 12,092 tons.

In 1904 the camp produced 158 tons, valued at $316,217; in 1905, 2,144, valued at $1,437,106; in 1906, 5,835 tons; in 1907, 4,850 tons; in 1908, 29,360 tons; in 1909, 29,941 tons; in 1910, 34,041 tons; in 1911, 25,089 tons; in 1912, 21,509 tons.

JULY COBALT ORE SHIPMENTS

The following are the shipments of Cobalt ore during July:—

Beaver	86,050
Cobalt Comet	215,660
Cobalt Lake	189,930
Cobalt Townsite	420,680
Coniagas	156,450
Crown Reserve	86,600
Day and Gordon	56,100
Dominion Reduction	89,200
Hudson Bay	66,700
Kerr Lake	59,320
La Rose	367,930
McKinley-Darragh	505,837
Miller Lake	48,100
Nipissing	251,630
O'Brien	128,870
Pennsylvania-Canadian	80,525
Peterson Lake	59,650
Trethewey	99,400
Total	1,667,742

New Liskeard—Silver Ore.

Casey Cobalt	45,000

Iroquois Falls.

Alexo Mines (Mond Nickel Co.)	1,588,500