



DUBLIN CASTLE, BIRMINGHAM TOWER AND CHAPEL ROYAL. Photo by W. Lawrence, Dublin.

This group of buildings covers ten acres of ground and dates from 1205, when a castle was erected for the defence of the city. Since the time of Queen Elizabeth, it has been the official residence of the Vice-Roy, and is still used for state ceremonials.

has the perception to grasp it, and the decision to secure the application on the spot. When it arrives everything else must be dropped, for in many cases the signature to the application can be obtained but once. Absolutely nothing has been accomplished from an interview without the name on the dotted line.***

Because the applicant says he has enough assurance—that he does not believe in assurance—that he will write next month, and offers many other subterfuges, no successful agent ever drops the case. But he strives to overcome these objections with sound logic and common sense arguments, and by this means he secures applications from many doubting clients. Someone has truthfully said that no agent succeeds who endeavors to find men who want life assurance, but he who succeeds convinces men that they must have life assurance. * * *

Just one more essential. With all of the preceding elements in his favor, no man can succeed without work. Intelli-

gent, concentrated, continuous effort is an element in every man's success. Our great warships, though equipped with the best weapons known to modern gunnery, though built after the most approved plans, though manned by the ablest crews, though commanded by the bravest officers, would make little headway or do little damage in battle without motive power; so without work that will bring him in constant contact with every available candidate in the field, no man can succeed. Granted, however, tact, skill, a knowledge of human nature, determination and bravery, persistent, intelligent, strenuous efforts will never fail to produce results in exact ratio to the quality and amount of time and ability given to the business.—Clarence M. Smith, in *The Adjuster*.



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 "Prosperous and Progressive."