

upon one cared for, is the normal, natural condition, either a necessity or aspiration to every one in this busy work-a-day world of ours. Is it strange, then, that some plan should have been desired and devised, by means of which the risks and perils of business could be made less dangerous to the individual—could as to him be minimized, and the consequences rendered less disastrous? This object has been accomplished by the application of the principle of insurance, administered and rendered practically effective through the agency of companies and associations, of one form or another, but all based upon the same theory of indemnity, from a fund created by the payment of a fixed or proportionate sum, by all who are entitled to share in the indemnity. It is a genuine, practical application of the only really useful or sensible element of the theory of communism.

I do not claim that the principle of insurance is the product of the nineteenth century. It existed previously—was to some extent understood and applied—but its operations were insignificant, and its scope limited as compared with the present time. * * *

As man is the highest attainable form of life, the finished product in the evolution of the life germ, or principle, so insurance, as applied to the lives of human beings, is the highest type of development attainable in the evolution of the principle of insurance. Other insurance has to do only with property, the product, the creation of man, which, injured, may be repaired; lost, may be restored; destroyed, may be recreated. Life insurance has to do with man himself, the creator, the maker of much of the property insured, and whose brain or hand is necessary to render any form of property useful or profitable. Life insurance provides for the care or support of man when old age has impaired his physical strength, and benumbed his mental faculties. It indemnifies those who are entitled to the services of the life insured, to the results of the brain and hand, for the loss occasioned by death. Other insurance undertakes to indemnify against risks and hazards which may never occasion loss; against loss or damage which may never be sustained. Life insurance indemnifies for a loss sure to come, and undertakes to provide, so far as money is capable of doing it, a substitute for the earning power gone. It cannot and does not undertake to compensate for all the loss. The love, the affectionate regard, the tender and sweet caress, the holy communion of mind and thought, are not, cannot, be the subject of insurance, or of compensation in any degree. But the support, the physical comfort and care, the avails in a pecuniary sense of labor and thought may be continued after death, and are so continued and made available and useful to one's family or dependents by life insurance; and in no other way can the value of one's life to his family and to those dependent upon him be so safely or surely secured and perpetuated.

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Making money and successfully caring for it are

two things rarely combined in the same individual. How often it occurs that the brightest business intellect in one direction has no capacity whatever in another, and that the man who can make money easily loses it quite as easily, by reason of the lack of the proper judgment and ability in caring for it. The history of the business men of the world discloses the fact that a very large proportion of them, after years of successful business operations, after having acquired a competency, if not a fortune, meet with reverses, lose the fortune acquired, are unable to carry on the business through which it was earned, or any other, successfully, and are without means of support for themselves or their families, and are often objects of public charity. The causes which bring about these results we need not discuss; the facts are clearly apparent to every one who has investigated the matter. The intelligent, thoughtful and prudent business man has considered these causes, recognizes these facts, is no longer possessed of overweening confidence in his own ability to prove the exception, but guards his own declining years and insures a comfortable competency for his family in case these misfortunes overtake him, or in case of death, which must ultimately overtake him, by some proper form and adequate amount of life insurance.

I confess to as strong a disinclination to the adoption of the views just expressed, to as bitter a prejudice against life insurance and life insurance solicitors for many years, and to as sublime and perfect confidence in my own ability to acquire and manage and invest my acquisitions in my own way, and according to my own judgment, and to support, and to provide for the future support of my own family, after my own ideas, and in my own method, as any man possibly could have. I avoided the life insurance solicitor as I would malaria, pestilence, a book agent, a lightning rod peddler, or any other similar nuisance; refused to study or to be enlightened concerning the principles or the practical operations of the subject. But ripening years, wider experience and observation, less confidence in my own wisdom and more faith in the accumulated wisdom and experience of others, led me to a radical change, not only of theory, but of practice, and to the adoption of the views and opinions I have stated. For more than twenty-five years I have been engaged in the active practice of a profession which has necessarily given reliable knowledge of the private business affairs of many people, during which time I have known of so many cases of failure in business, reverses of fortune, old age, poverty and distress following closely in the wake, and especially during the last ten years have seen so many fortunes melt away like the morning dew, so many unforeseen and unpreventable changes in circumstances, from affluence to poverty; so many families left destitute, or dependent for support only upon charity, the generosity of friends, or their own manual labor, and have also seen, and personally known, of so many instances where the shattered