

powerful exposition of the benefits of life assurance was delivered in this city some time ago, which came from the lips of the well-known presbyterian clergyman, the Rev. Dr. Barclay, whose biblical studies and whose experiences as a pastor had given him deep convictions in regard to the duty and the benefits of life assurance. So our contemporary had good pretexts for sermonizing from a biblical text for the benefit of some insurance agents who are troubled with what the French call, *mauvaise honte*, or false shame. Let our contemporary speak for himself, and let those attend to his exhortation whom his cap fits.

"Why should so many of our younger agents endeavour to hide their connection with the business of life insurance? Its rank among the vocations of life has steadily risen until now it is numbered among the professions, and a successful and honorable agent is accorded a place of equal dignity and respect with the banker, lawyer or physician. The true life insurance agent is indeed a workman that needeth not to be ashamed. No business ever had a nobler object, and an agent should feel honored by the privilege of furthering its usefulness. Yet there are agents, particularly the less experienced, who are actually ashamed of the work which they have chosen. They are as mortified when discovered soliciting by their friends as a young girl dropping her bundles in a ferry boat. They make as many excuses for their choice of business as a youngster caught playing truant. They apologize to every prospect for their presumption in intruding upon him. They offer no defence whatever when the business of life insurance is attacked, but meekly deprecate the evils alleged. They avoid any association with their fellow agents, and feel uncomfortable whenever they are seen going into the agency office. This sensitiveness may have been caused by the sport made of the audacity and persistence of life agents. But somebody or something must supply fun for the world. It would be a dreary and cheerless place without the insurance man, the servant girl, the henpecked husband and the plumber to furnish material for its jests. The agent who would permit the time-honored jokes aimed at his vocation to cause him to feel a sense of shame is too thin skinned ever to make a success. Moreover, it is very frequently an agent's gift at repartee and witty retort to the chaffing at him and his kind that secures the admiring attention of the prospect and leads to the closing of a case.

The business of life insurance requires neither apology nor vindication. Its object, its record, its strength, its administration render it unassailable and beyond the need of defence. As its exponent the agent is truly a workman that needeth not to be ashamed. Be proud, even jealous, of the exalted and responsible commission which has been given to you."

Our question is: What are they ashamed of? Their calling is as honorable as any other business one. The lawyer, doctor and parson are each subject to gibes and jokes, but, though not usually like pachyderms in thickness of skin, they "care na a flie" for jokers

or scoffers. Let then soliciting agents pursue their calling with integrity, with courtesy, with diligence, with intelligence, each of them will then be "a workman that needeth not to be ashamed."

THE FINANCES OF QUEBEC.

From the financial statement published by authority of the government of Quebec, under date 30th June, 1901, there has been established an equilibrium between the receipts and expenditure of the Province, or rather, the receipts for years 1899-1901 were \$60,216 in excess of the expenditure. The receipts divide themselves into the following principle sections: (1), the subsidy received from the Federal Government which amounts to \$1,278,987; (2), the proceeds of sales, leases, fees, etc., from Provincial lands, forests, and fisheries, \$1,511,049; (3), interest on the advance made to the Quebec, Montreal and Ottawa Railway, \$300,117; those receipts amounting to \$3,044,107, over 60 per cent. of the total, are outside the sphere of taxation. Then came receipts from taxes, direct and indirect, which include licenses on hotels, stores, etc., \$661,968; direct taxes on commercial corporations \$214,157; succession duties, \$163,511; stamps, law fees etc., together \$387,715. These aggregate \$1,427,351, which is the extreme amount that could be classified as direct and indirect taxes. The balance is made up (1), of monies received from insane asylums, reformatory and industrial schools, \$94,933; (2), of trust funds and deposits paid in, and proceeds of inscribed stock issued in conversion of the debt, \$68,068, the grand total being \$4,816,218.

The expenditures were of the ordinary government character, the public debt changes taking the lead with \$1,549,275, which is about one third of the total expenditure of the Province, and absorbs \$84,272, more than the income from lands, forests and fisheries. The cost of the departments of legislation, civil government, lands, forests, etc. and administering justice was \$1,186,442. The benevolent, educational, sanitary and protective services of the government cost \$1,138,830. A portion of these expenditures are customarily borne by municipalities in other provinces. The item "railway subsidies \$123,618" is very light, as is well after previous experiences. The net funded debt is announced to be \$24,933,444, to which are added items as in above statement, which raise the debt to \$26,072,419. The statement to June 30th last is far more favourable than many of its predecessors, and looks as though the Provincial finances were moving along a line that promises very gratifying results.