

January 3rd, 1924.

A. B. Wood, Esq.,
Sun Life Assurance Company,
Montreal.

Dear Mr. Wood:-

In connection with the course in Life Insurance Theory and Salesmanship organized during this session it seems to me that next year, if Corporation decides that the course become a regular part of the School of Commerce curriculum, representatives from the Insurance Companies and Life Underwriters' Association should be placed on the Committee of that School rather than considered a separate committee. In this connection I would explain that the Committee of the School of Commerce is a regular University Committee, but that a certain number of representatives of business interests are added, so that we may have the benefit of their advice.

With this in mind, I would like to suggest that, if the course is finally taken into Commerce, yourself, Mr. Tory, Mr. Harris, one representative to be named by the Life Underwriters' Association, and one representative to be named by the Life Officers' Association should come on this Committee and should constitute a sub-committee when matters concerning the Insurance course were brought up.

It may seem that the representation given to the Sun Life is rather too large, but the special interest which you have taken and your financial backing has to be considered. As regards Mr. Tory and Mr. Harris, I think that their experience will be more valuable than that of any one else who is available. I might explain that