

### A WISE WOMAN'S VIEW OF LIFE ASSURANCE.

A practical woman of a neighbouring town not more than 30 miles west of Peterborough, who had lost her fortune through misplaced confidence in the unstable custodian of her trust moneys, and who has since recouped herself through her own talents and energy, spoke her mind to me the other day. I had some private funds of my own, and wished to make a suitable investment, but was frightened every time I thought over a new plan for fear it wouldn't be safe. I shrank from parting with my little patrimony, although I was anxious to transfer the responsibility of the care and management of it to a trustworthy agency. I felt that the first look out of a woman who had some property of her own was a safe investment for the benefit of her family. I also felt that the time to make it was when the faculties are unimpaired by time or the ravages of disease. My money was earning little or nothing as it was. A portion of it was at deposit with the Government, bearing only three per cent interest, and I understood the government was talking about reducing the rate to two and a half per cent. I hesitated to put a burden upon a friend, for there is always the risk that the trustee might die first, and so complicate matters. After I had thus explained my case to my particular friend, she said to me:—

"Hundreds of women are to-day in the same fix as yourself. Now, I'll tell you what you do. No, perhaps it would be better to let Mr. Hill tell you himself. You know who I mean—Mr. W. H. Hill, the general agent of The Sun Life Assurance Company of Canada. It was he that advised me and put me in the safe position I am to day."

After some further explanation I decided to make an appointment and have an interview with Mr. Hill. He came on the day appointed, and I had invited Miss — my, practical friend, to be with me. I gave Mr. Hill my confidence and found that the Sun Life of Canada had provided for women a number of excellent plans for investment of their moneys, which had not only the safety of the Government at its back, but guarantees of double the interest I had been receiving. For instance I found I could take out a Guaranteed Income Policy, which has much to recommend it. It is one of the modern developments in life assurance. According to the old method the actual sum assured is paid in one sum at the death of the policy holders. But the Guarantee Income Policy

provides for the payment of the sum assured in 20 equal annual installments, just as the old coupon installment bond did. It goes farther and guarantees that if the beneficiary be still alive at the end of twenty years, the instalments will continue to be paid to her during the whole of her subsequent life. It is thus impossible to be left in straightened circumstances at any time, and even if she should die, the instalments will yet be paid after her death until twenty annual payments have been made. An income is therefore assured for more than a sufficient time to guarantee that her children will be properly educated and set on their feet in life. And all this is given for a premium much below that required for an assurance of a similar amount on the old fashioned plans.

Here is another proposition that Mr. Hill made, which I liked very much. It is a Debenture policy, and had been specially designed to relieve beneficiaries under policies from all the trouble, expense and danger of loss connected with the investment of money by inexperienced persons. This object is accomplished by providing that instead of paying the sum assured in cash, the Sun Life Company of Canada will discharge its obligations by handing to the beneficiary or to the assured, as the case may be, a formal bond for the amount of the assurance, payable at the end of twenty years from the first day of the month following the receipt of proof of death (or from the maturity of the endowment), and having attached thereto interest coupons at the rate of five per cent. per annum, payable half yearly. As the bond is guaranteed by the entire assets of the Company, it is, as regards security, on a par with the best municipal bonds, and as it bears interest at five per cent. per annum, it will all times be worth a large premium beyond its face value. Each policy contains a printed offer from the Company itself to purchase the bond at the time of its issue at a premium of not less than fifteen per cent.

I hope that women, married women especially, will properly appreciate the privileges which I have attempted to explain. I know there are many who I may be now talking to who have to thank the Sun Life Company for much of the comforts they are at present enjoying. And now that women have equal privileges with men it behooves them to avail themselves of these privileges and act up to Hon. Joseph Chamberlain's stirring words, which have become a watchword of the Company—"What we have, we'll hold."—*Peterborough Examiner.*