

What the Money Secured by Life Assurance Stands for.

In conversation with a clergyman of distinction, recently, says the *Ohio State Journal*, the talk swung upon money, not an unusual theme even for gentlemen of the cloth. In the course of his remarks, he said :

"The money accrued in life assurance represents the highest phase of wealth-getting. Whether it be the amount of a single policy or the aggregate millions of a great company it stands in either case for those noblest of human attributes, confidence, patience and probity. Indeed, there are few fine attributes that are not in some way or at some time represented in life assurance, from the self-denial of the policyholder to the care and zeal of the company. That, however, as Kipling says, is another story.

"We who do not chance to have much of money may sneer at it and slur the character of its average possessor, but it is, after all, the sum total of human desire and achievement. Its ownership presupposes ability, either in the owner or in his family predecessors, who may have earned it for him.

"Every mortal effort which is put forth is in the hope of realizing money, either for the man making the effort or for his dependents. The millionaire works for money, and so does the college professor, the humblest country doctor and the sweep at the street crossing. The victorious general or admiral expects cash as well as fame, and the unselfish sister of charity begs gracefully for money to alleviate the misery of others. The man who has attained eminence without at least securing a competence gets a little hypocritical praise for his 'rugged honesty,' but the commendation is half cant, and when he finally quits glory-hunting in order to make

money, everybody says he is doing just right and that he has come to his senses at last.

"Now, regarding the matter of life assurance money. The individual assurant, whether his policy be for a small amount or up into the hundred thousands, has been a cash earner for his family or himself on the grand plane of faith, prudence and persistency, and if there are any better qualities in our mortal make-up, I haven't seen them scheduled. As for the accrued wealth of the assurance companies, it represents the confidence and trust of millions of policyholders, the wisdom and honor of the men at the heads of the organizations and the development and perfection of a fiduciary system which for magnitude and results has had no equal in the history of mankind.

"There may be, and I believe are, other worlds where money is not the concrete representative of all that is essential, but we can only know for certain about our own, and it is plain enough that God put us here to earn it. It is equally plain that when earned through life assurance the money is free from any unworthy thought or taint, a credit to the earner and a blessing to his family."

Conference of British Agents.

The members of the British staff of the Sun Life of Canada met Mr. T. B. Macaulay, secretary and actuary, at a conference and outing, on July 12th and 13th, at Chester. Besides sightseeing in the ancient city and neighborhood, and pleasant fellowship, many important items of business relative to the Company's interests were considered. Mr. Macaulay has many complimentary things to say of the men who represent Canada's "prosperous and progressive" Company in Great Britain.