



**STRIDING AHEAD**

These are wonderful days for life insurance salesmen, particularly North American Life men. Our representatives are placing unprecedented amounts of new business. All 1919 records are being smashed.

"Solid as the Continent" policies, coupled with splendid dividends and the great enthusiasm of all our representatives tell you why.

Get in line for success in underwriting. A North American Life contract is your opening. Write us for full particulars.

Address E. J. Harvey, Supervisor of Agencies.

**NORTH AMERICAN LIFE ASSURANCE COMPANY**

"Solid as the Continent"

HOME OFFICE - - TORONTO, ONT.

**SIZE, STRENGTH, LIBERALITY**

The Sun Life Assurance Company of Canada, with over \$340,000,000 of business in force, has all the advantages that size can bring to a life company.

With assets of over \$97,000,000 and surplus of over \$8,000,000 it has decided strength and safety.

Its policy conditions and dividend record have earned for it an enviable reputation for liberality, while its record for fair dealing is unexcelled.

For information as to contracts, communicate with the nearest Division Office, or with the Company's Head Office in Montreal.

**SUN LIFE ASSURANCE COMPANY OF CANADA**

Head Office: Montreal.

T. B. Macaulay, President



**RAILWAY PASSENGERS ASSURANCE CO.**  
OF LONDON ENGLAND

DEPARTMENTS:  
ACCIDENT, HEALTH, EMPLOYERS' AND PUBLIC LIABILITY, MOTOR CAR, ELEVATOR, TEAMS, PLATE GLASS, BURGLARY, AND FIDELITY BONDING

Head Office for Canada and Newfoundland - - - - - TORONTO

F. H. RUSSELL, General Manager

**The Imperial Guarantee and Accident Insurance Co. of Canada**

Head Office: 46 King St. W., TORONTO, Ont.

**A Strong Canadian Company**

Plate Glass & Automobile Insurance

Guarantee Bonds

Accident and Sickness Insurance

E. WILLANS, General Manager

FRANK W. COX, Secretary

**METROPOLITAN LIFE INSURANCE COMPANY OF NEW YORK**

Paid for new business in Canada during 1919.

Ordinary . . . . . \$61,559,058

Industrial . . . . . \$33,798,063

Total . . . . . \$95,357,111

Largest amount ever issued in Canada by any Company.

Amount of Insurance in force in Canada

December 31, 1919 . . . . . \$336,193,990

Largest amount in force in Canada by any Company.

Number of Metropolitan policies held by

Canadians December 31, 1919 . . . . . 1,431,827

Largest number in force in any Company in Canada.

Investments in Canada exceed . . . . . \$57,000,000

Subscriptions to Victory Loans . . . . . \$24,137,550

The Company had nearly 1,500 employees in Canada at the end of 1919.

Home Office, 1 Madison Ave., New York City

**THE LIFE AGENTS' MANUAL**  
THE CHRONICLE - MONTREAL