

### What made Blackmore Famous.

The number of persons who have not read and enjoyed Lorna Doone are few indeed, says *The Saturday Evening Post*. But little is known either of the author himself or how the book achieved its popularity.

Richard Doddridge Blackmore, the author, who recently died, was far more deeply interested in horticulture and agriculture than in literature. Of his garden he was very proud, and his neighbors had known him only as the "fruit man;" of his Lorna Doone they knew comparatively nothing."

Just thirty years ago the book made its appearance. At that time Blackmore was a struggling lawyer, who decided to try his hand at literature. The manuscript was sent to eighteen publishers, and was rejected. The nineteenth published it, but it proved a flat failure. Fortunately for the fate of the book the Marquis of Lorne was married a few years later, and the public, fancying that the book had some connection with the story of the house of Lorne, clamored for it, and, while disappointed in this regard, found it a most fascinating book.

Blackmore was constantly confounded in the public mind with the late William Black. Black was once introduced at a London banquet as "the author of Lorna Doone," to which he responded: "Gentlemen, while the worthy toastmaster is mistaken in attributing to me the honor of writing Lorna Doone, I must confess that I am profoundly sorry that I cannot claim that distinction."

### For June Marriages.

Rev. Fr. Harrison, of Milwaukee, says: "The life assurance policy and the marriage certificate should both adorn the preliminaries to the wedding breakfast."

### It Pays.

- It pays to canvass day by day, from early morn till night;
- It pays to tell the honest truth, and take the business right;
- It pays to keep "back-calls" in view, fulfill each promise made;
- It pays for certain points to work, on plans well tried and laid.
- It pays to call at one set time, as each week runs its course;
- It pays to seek new business, and keep the old in force;
- It pays, till change is counted, the receipt to hold in hand;
- It pays to book each premium paid, as at the door you stand.
- It pays a second call to make on those who've failed to pay;
- It pays to go at night to those who are from home all day;
- It pays to take some trouble when assurants run behind;
- It pays this advice to heed for your own peace of mind.—PHIL FORMES.

Sherbrooke, Que., March 31st, 1900.

C. C. KNIGHT, ESQ.,

District Manager SUN LIFE OF CANADA.

Dear Sir,—Please convey to your Company my sincere thanks for the prompt settlement of claim under policies Nos. 64,838 and 69,587, held by my late husband, W. N. Irwin.

Yours truly, MRS. W. N. IRWIN.

As business partner of the late Mr. Irwin, let me also express to you my appreciation of the business-like manner in which your Company acted. And I can assure you that I will lose no opportunity of saying a word in favor of life assurance and your Company.

Very faithfully yours,

A. M. GREENSHIELD.

In 1899 the net premium income of the Sun Life of Canada was over \$15,000, in advance of any other Canadian Company. (Preliminary report of the Government Superintendent of Insurance, page 37.)