

One of the Lessons of Life.

It is well to profit by the unfortunate experiences of others, and that many are continually doing so is illustrated by the case of a business man which recently came to our attention, says the United States Review. As this business man was one morning seated in his office, the door opened, and, looking up, he saw before him a female book agent. The frown of annoyance which had instantly gathered disappeared as he perceived the sweet yet sad expression of the young woman. With half reluctance he dismissed her, and as she turned away, he added:—

"A girl like you ought to marry and have some good man take care of you." "I was married," she replied, her face brightening, only to again fill with sadness; "but

I am alone with my baby. My husband, just as he was getting nicely fixed, died. Heaven knows that I hope no other woman will have to endure what I have since then." She turned abruptly and went forth again into the cold world. But shall we say her visit that day went for naught? No. It saved another mother from perhaps similar distress. The business man, who was one of the class who was always disposed to take chances, was before long himself taken away from his family—but not unassured. On the same day that the young woman called, the assurance agent, who was so often repelled, was sought out and application made for a large policy.

Two Reasons.

When a man puts his money into the Sun Life of Canada, it is for investment and protection. If he lives, he wants to get his money, and if he dies, he wants his people to get it. He wants the best security that can be had, and the security that will earn the best amount of interest.

"Besides giving me 4½ per cent. compound interest on my investment, the Sun Life of Canada has carried my risk for thirteen years for nothing, which is very satisfactory."

J. M. HENDERSON, INS. AGENT,
Smith's Falls.



RIDEAU HALL,
THE
RESIDENCE
OF THE
GOVERNOR-
GENERAL
OF
CANADA.

"Not only has my investment been a good one, but my life assurance protection has cost me nothing,—it has been practically thrown in. I wish the Sun Life of Canada every success, and will always take pleasure in recommending it."

JOHN G. HUNTER,
Merchant, Cornwall.

"The payment of the amount on the exact day of maturity, and the added fact that the investment has exceeded the estimates given me when I assured, renders the settlement an entirely satisfactory one, and increases the good opinion I have always entertained of the Sun Life of Canada.

J. H. GILMOUR,
Wholesale Grocer, Brockville.