

of things. As things go now, an agent visits a town and spends some days in interviewing the inhabitants. If any contemplate insuring, but are not ready with the cash, he must accept notes; otherwise, before he can possibly return, some other agent crops up who can take notes for three, six, nine or even twelve months. The result is that at the end of the year, some of the companies are so loaded up with "not taken" policies, that the report to the annual meeting of their shareholders bears but a slight resemblance to that made to the Insurance Department, leaving ground for suspicion that much of the so-called new business is bogus. It is time that there was an understanding among the companies upon this subject. If the present course of action continues, the business will soon become so demoralized that people will begin to lose faith in it. A certain prominent bank man, of our acquaintance, recently installed in office in a life insurance company, was almost paralyzed at the proportion of unpaid notes. Accustomed to consider every promissory note as given for value, he could not understand why these should be different, and at once set about providing a remedy. The first idea which suggested itself to him was to abolish the note system altogether, but he was reminded that under existing circumstances, such a course meant, practically, the abandonment of new business, so that a temporizing policy has been considered necessary.

We had hoped that when the late underwriters' association was organized, that this question would have been dealt with, but its demise has destroyed that hope. It has become too much the fashion for rival agents to interfere in cases where notes have been given, and by running down the company holding the notes, induce the makers to give them applications, in some cases guaranteeing them against loss if they are sued upon the notes.

This is a tolerably safe proceeding, inasmuch as under the laws of some of the provinces it is difficult to collect a note of that kind, unless value has been given by the delivery of the policy. Let this fact be once well established and there would be less of the evil, as companies would then be chary in the acceptance of notes, except from men of known responsibility.

BE PROMPT.

If there is anything more productive of annoyance and difficulty in the transaction of life insurance business than another, it is the want of promptitude on the part of those who are oftentimes entrusted with the business affairs of the companies. Promptness in the performance of duty is desirable and one of the elements of success in any business, but it is more especially so in this.

An agent hears that some one is contemplating insurance, and instead of going at once to see him, allows something else to attract his attention. When he does finally go, he finds that a more energetic man has forestalled him, and the company has lost the business and himself his commission.

The same man, after having got an application, instead of rushing the matter through, decides to wait for the examination till the following day; a day or two passes and the applicant has either grown cold or some other agent has had him examined, and again the man who is not prompt has lost a commission and his company has missed desirable business.

Sometimes he has the application and examination, but there is no mail to-night, and he thinks it isn't worth while

to write and send on the application until to-morrow. On the morrow he is too busy and forgets it. The company's board day passes, and the policy which he should have had to deliver in three days is ten days in reaching him. He finds some difficulty in delivering it, and puts it off again until the applicant gets accustomed to see him calling, and shrewdly decides that there is no hurry, until at last the premium is not paid, and the policy appears among the "not taken."

If he gets the premium, and report day is at hand, he is too busy to prepare it, and so puts it off from day to day until a letter from the secretary admonishes him that his report is wanted. Then he is annoyed, and says to himself that the company can wait until he gets ready. A sharp telegram is treated in the same manner as the letter, until patience ceases to be a virtue, and the inevitable call from the Inspector results in his being decapitated, and the company loses an otherwise good agent, and makes an enemy, besides consuming a lot of valuable time, simply because the agent was not a man accustomed to act promptly.

Again, an agent transacts his business in an irremediable manner, and hands the applications to the examiner the hour he receives them. But the Doctor is a busy man, or an indifferent man, or both, and instead of making the examinations at once, decides to wait for a more favorable opportunity, and thinks it of little importance anyway. Another Doctor does the work, and the first agent is cheated out of his time and his company out of its business.

When both agent and examiner are all right, it sometimes occurs that head office officials of some grade are too indifferent to transact each item of business as if it was the all important one, and delays of greater or less proportions take place then, so that the applicant almost forgets that he once made application, and after all this a policy issues. A note is given for the premium, and instead of being looked upon as any other bill receivable is, it is thought to be paper which may or may not be met, so that when it matures, little attention is paid to it, except that in a general way the maker is notified, and there the matter drops for a while, and the insured is not quite certain whether he is insured or not, nor is the company. In fact, it is about like this: If he lives he is insured, if he dies he isn't. All this is wrong and can be remedied by merely doing life insurance business as any other business is done. Promptitude is necessary to success; without it no company can be run with any degree of certainty as to its future.

TRAVELERS' INSURANCE COMPANY.

The Travelers', though old in years, still continues to present features new in their methods of business. Its latest effort in this direction is a *Ten-year Payment Accident* policy, covering against accidents up to 70 years of age, with, if so desired, a return of premiums to the insured.

Also, a new form of *Annuity Life Policy*, which furnishes a regular income for life of the annuitant at the lowest rate of premium.

A ten-year payment life policy has been on the market for many years past; but a ten year payment accident policy is something quite new. Heretofore all insureds against accidents were compelled to renew their insurances annually or risk the consequences; now they can arrange the matter for ten years ahead if desired, and rest easy on that score meanwhile. It cannot but be a great accommodation, and will, doubtless, find a hearty recognition among the insuring public, as it deservedly should.