

Prudential Trust Company

LIMITED

Head Office

1 St. John St.,

Montreal

Trustee for Bondholders
Transfer Agent & Registrar
Administrator Receiver Executor
Liquidator Guardian Assignee
Trustee Custodian
Real Estate and Insurance Departments
Insurance of every kind placed at
lowest possible rates.

Safely Deposited

Vaults

Terms exceptionally moderate.

Correspondence invited

B. HAL. BROWN, President and Gen. Manager

The Standard Life Assurance Co.

Established 1825 Incorporated 1910
Accumulated Funds - - \$68,000,000
Over \$10,000 paid daily in claims.

The Secret of Successful Salesmanship

If the salesman has unlimited confidence in the Company he represents and in the goods he is offering, it will not take long to communicate that confidence to the Prospect. And this applies to Life Insurance more than to any other article. Agents of the Mutual Life of Canada meet with extraordinary success for that simple reason—they devoutly believe in Life Insurance and above all in "Mutual" Life Insurance. The Mutual Life has been conducted for fifty years exclusively in the interests of its Policyholders. The result is an unprecedented demand to-day for Mutual Life Policies. With the Mutual the "Secret of Successful Salesmanship" is simplicity itself. The Agent knows that he has the Company and the Policy that the Prospect needs. The rest soon follows.

"Be a Mutualist"

The Mutual Life Assurance Co. of Canada

WATERLOO, - - ONTARIO

The LIFE AGENTS' MANUAL

THE CHRONICLE - - MONTREAL

First British Insurance Company Established in Canada

A.D. 1804

Phoenix Assurance Co. Limited

OF LONDON, ENGLAND (Founded 1782)

FIRE LIFE MARINE

TOTAL RESOURCES, over \$97,000,000.00
CLAIMS PAID EXCEED. 500,000,000.00
DEPOSITS with Federal Government and
Investments in Canada, for security of
Canadian policyholders only, exceed . 3,000,000.00

AGENTS WANTED IN BOTH BRANCHES. Apply to

R. MacD. PATERSON } Joint Managers
J. B. PATERSON }

100 Francois Xavier Street - MONTREAL

Western

Assurance Company

Incorporated in 1861

FIRE, MARINE, AUTOMOBILE, EXPLOSION,
RIOTS, CIVIL COMMOTIONS AND STRIKES

ASSETS over \$7,000,000.00

LOSSES paid since organization
of Company . . . over \$74,000,000.00

DIRECTORS

W. B. MEIKLE, President

Str John Aird John Hoskin, K.C., LL.D.
Rebt. Bickerdike, (Montreal) E.A. Lash, K.C., LL.D.
Lt. Col. Harry Brock Geo. A. Morrow, O.B.E.
Alfred Cooper, (London, Eng.) Lt. Col. The Hon.
E. C. Cox Frederic Nicholls
John H. Fulton, (New York) Brig.-General Sir
D. B. Hanna Henry Pollatt, C.V.O.
R. B. Wood

W. B. MEIKLE,
Pres. and Gen. Man.
JOHN SIMS,
Asst. Gen. Man.

C. B. WAINWRIGHT,
Secretary
A. B. FRINGLE
Asst. Secretary

HEAD OFFICE - TORONTO

A BRITISH COMPANY

Union Insurance Society of Canton, Limited

Head Office: HONGKONG

ESTABLISHED 1804

Assets over \$18,000,000

TOTAL ASSETS—Union and Allied Companies, \$30,000,000
FIRE, MARINE AND AUTOMOBILE

Head Office for Canada, 21 Toronto Street, TORONTO

General Agent Montreal, JOSEPH BOWAT

Manager for Canada, C. R. DRAYTON