

ment' which guarantees one-half endowment. Of course, it might conflict there a little, but I believe that anything that can make it clear should be adopted. And that leads me to what I would like to say just here, which I believe will accomplish more for the good of the business in this country, will save expenses to the people of the country, and which I believe is absolutely necessary and the only practical safeguard which can be placed upon the business in this country, and that is that you enlarge to the fullest extent the scope of your publicity of any facts concerning the transactions of life insurance companies. I believe that it will stop every evil practice and injustice which can crop up and avoid practices which would creep in under the operation of this proposed law. Let all the interdependent branches in the business work together for the advantage of the whole. Publish the results attained under policies. The public have a right to this knowledge, and we are ready to conform to it by furnishing the information to the department. Do anything that will place the public in possession of the facts, and set up amongst the companies a profitable rivalry to win the largest degree of public confidence. Place upon those who direct the companies the responsibility of managing them. Continue the present high standard of solvency, but if you place restrictions upon intelligent management, preventing them from taking advantage of methods which spring up in our modern systems of business, then you will destroy the usefulness of our companies and inflict great loss upon the Canadian people.

Mr. JAMES CRAIG, Excelsior Life, Toronto.—Mr. Chairman and gentlemen, before I attempt to proceed along the line of thought that I have in my mind, I thought it might be well for me to refer to one or two points which have been taken up by the previous speaker and which have appealed to me as being of some importance. A question was asked regarding term insurance, and the speaker indicated that generally speaking that form of insurance was used for the purpose of covering temporary contingencies. I might say that the thought occurred to me that there is another contingency in which that form of insurance has occasionally been used or adopted, and that is in connection with a case where a man has decided in his mind to take out good insurance at a later date and the agent approaches him in the ordinary way and finds he is not ready to pay the regular premium immediately. When he finds the man is contemplating insurance he suggests the term policy, as it will give the greatest protection at the least cost; he can carry it for one or two years, and at the end of that time, by paying the difference in premium for the back years, it makes his insurance the same as if he had taken it out at the original date. It protects the age and it guarantees the insurer that he can insure, and leave it beyond the possibility of doubt that that agent and that company have the business. That is one of the things that often comes into the life insurance man's work, he uses it for that purpose, and the man himself is only too anxious to change it because there is no advantage in carrying cheap insurance when he wants some form of investment.

Another point before I proceed further in regard to estimates and that is—what the chairman has suggested appeals to me as very reasonable provided the suggestion is applied to the application as well as to the policy. If an agent goes out to solicit insurance he makes representations to the applicant and secures his application. If the applicant were possessed of the information at the time he canvassed that he will become possessed of later on it would make it impossible for the agent to deceive him. The agent goes on writing applications and sending them to the head office and the policies are afterwards issued and sent forward, and the applicant does not know until he gets his policy just what that policy contains, and then it is probably the duty of the superintendent or the agent, or some other officer of the company, to go out and settle the dispute which has arisen because of the misunderstanding between the applicant and the agent.

The CHAIRMAN.—I suggested having it in both the application and the policy.

Mr. CRAIG.—I think it is a very good suggestion, and one that will be of value if practicable.