

Why should young men save? "Eat, drink and be merry" is the philosophy of a great many young men. This may be all right for the present, but what about the future?

You are now in the earning period of your life. By and by you will not be. How will it fare with you then? Would it not mean a great deal of comfort to have a competency that would make you independent?

Here is a fact—if you are to have a competency in old age **YOU MUST PROVIDE for it NOW!**

There is no doubt about the truth of this. You **MUST!**

Men in their declining years cease to be producers—they are consumers.

Endowment assurance gathers together your savings in your earning period and hoards it for your declining years, giving you a splendid investment, and it also protects your estate in the event of death for the full value of the policy the moment the first deposit is made.

Some young men take a "flyer" in the stock market or in some investment venture. We need not say that the very few who succeed show us that this is not a legitimate channel for a young man's savings.

We believe that there is nothing better than Endowment assurance.

It is safe. We are certain of that.

It is positively safe.

There is no gamble about the transaction—it is all on a scientific basis, and is as certain as it can possibly be.

The Sun Life Assurance Company of Canada is favoured by thousands of young men as the custodian of their savings.

The words of praise which we publish in the **SUNSHINE** from time to time from our policyholders is evidence that the Company gives fair treatment and good profits to its patrons.

### A New Record.

The month of March, with its slush and bleak weather, did not thwart the ardour of the representatives of this Company. Without any extra inducement but by the ordinary methods of the agency force the Company's business for that month was the largest of any month in its history, the total amount of business written being \$3,000,000. The Agency Department is justified in feeling proud of its energetic field force, for a result like this spells efficiency.

### Just Among Ourselves

All who are acquainted with Mr. Arthur B. Wood, assistant actuary of this Company will heartily join us in tendering him congratulations on the occasion of his marriage on the 22nd ulto. The head office staff presented him with a silver tea service. Mr. T. B. Macaulay in making the presentation reviewed the successful career of Mr. Wood with the Company, and highly complimented his ability as an actuary. He also spoke of him as a warm personal friend. Mr. Wood also at the same time received handsome gifts from the Canadian and American managers through Messrs. F. G. Cope and A. M. Mackay.

### It Varied.

The late Judge Saunders of North Carolina was noted as an angler, but he had a poor memory as to the weight of the fish he had taken. On one occasion a friend trying to entrap him, said, "Say, judge, what was the weight of that big catfish you caught the other day?"

The judge turned to his waiter and said: "Bob, what did I say that catfish weighed?"

"What time yesterday boss,—in de mawnin', at dinner or after suppah?"—  
St. Louis Republic.