

REVISED CODE
OF
INSTRUCTIONS TO AGENTS.

APPROVED FEB. 26, 1872.

Cancelling all Formerly Issued Instructions which are Inconsistent Therewith.

MEMO.—

Agents will carefully note changes made in this EDITION.

1. In appointing a person to be an Agent, the Board of Directors act on the supposition that he is of, at least, average intelligence, thoroughly honest, and has a fair knowledge of the ordinary forms of business. If he falls short in any of these respects, he is unfit for the position. He ought to be active and considerate—practising the greatest candor and fair dealing with every person, by which course he will advance the interests of the Company, and best subserve his own. To certify to anything he knows to be incorrect, or, what is about the same thing, to anything he does not know to be correct, no honorable person would think of doing, nor can it, for a moment, be tolerated. Any occurrence, or seemingly well-founded rumor, affecting the Company, that comes to his knowledge, he ought to lose no time in communicating. He should thoroughly study his instructions and act up to them.