



Mr. William Grant, Ottawa.

" He comes frae the far far north,
Away ayont th' Firth o' Forth
His hair is o' a sandy hue
And on his heid a bonnet blue."

Twelve years beyond the chloroform stage and a leader among scores of young men, is Mr. William Grant's record. In the month of December he handed in to the Sun Life of Canada business amounting to seventy-eight thousand dollars, making a record for any one month's business in the Ottawa agency.—Nae bad for a seventy-two year old laddie.

Mr. Grant does not do this every month, but he does something. He came to this Company in January, 1883, nearly a quarter of a century ago. When he joined the Company it was not the giant it is to-day. Its income then was a little over half a million dollars; to-day it is over ten and a half millions. The assets then were not quite two millions; to-day the Company has assets amounting to nearly forty-four millions. The life assurances in force then amounted to about twelve millions of dollars; to-day the amount is over one hundred and sixty-four millions. So Mr. Grant has been a

partner in this wonderful progress, and no one appreciates it more than he does.

Mr. Grant when in a reminiscent mood can tell some interesting things that happened in his lifetime. When the Prince of Wales, afterwards King Edward VII., visited Canada in 1860, Mr. Grant, who is an expert penman, engrossed an address that was presented to the Prince. In 1861 he helped to bring peace, with a musket on his shoulder, in defending his adopted country during the "Trent affair" unpleasantness; and all along the line Mr. Grant was always in evidence and he still keeps in the front. An enthusiastic Scot,—born up among the heather in Dingwall, Ross-shire, he keeps his native country ever fresh in his memory, and St. Andrew's Society, Sons of Scotland, and all societies having a Scottish flavour have his sympathy and support.

No more popular representative is in the Company's service, and all are rejoiced that Mr. Grant is meeting with such splendid success, and all wish he may keep agoing for many years yet.

The Best Asset.

Thornton Chase.

First of all—Safety: An asset which is reliable and permanent; not fluctuating, not subject to the rise and fall of markets or external conditions.

Second: An income producing asset; not idle, but working constantly.

Third: A growing asset, which steadily increases in value.

Fourth: A convertible asset, which can be sold for cash or used at any time as collateral to borrow money.

Fifth: An inexpensive asset, free from any expenses of carrying, costing nothing beyond its purchase price.

Sixth: A self-sustaining asset, requiring no support, no care or watchfulness.

Seventh: A burglar-proof asset, which cannot be stolen, damaged nor destroyed.

Eighth: A hard-times asset, which offers its highest value in the time of greatest need.

Where can you find such an asset? Even government bonds will not fill these requirements. There is one thing that meets them all.

THE BEST ASSET

A Paid-Up Life Assurance Policy.

Assurances Issued during 1911

Assurances issued and paid for in cash during 1911	\$26,436,781.19
Increase over 1910	2,924,403.38