

DIFFICULT TO RECOVER.—By means of the X-ray, a diamond has been discovered in the stomach of the thief by whom it was stolen, at Davenport, U.S. How to recover it is a puzzling question. Years ago, a lap-dog swallowed a Bank of England £5 note, the animal was killed, and there was enough left in the pulp to enable the Bank to identify the note and secure its redemption. Professional thieves, when young, are so trained as to enable them in case of severe emergency to swallow a coin, a trick which is often fatal.

WHAT'S IN A NAME?—It is interesting to note, says "Insurance," how the companies go to pieces that plifer great names. Here is the Baltimore Equitable Life that has just gone into the hands of a receiver. In the starting of a new insurance company a big name is not of the slightest consideration; honest purpose, intelligence, ample capital—these count. A very common sort of name will do well enough where these are found.



DEBENTURES FOR SALE.

The undersigned is prepared to receive offers for the purchase of debentures of the undermentioned Drainage Districts in the Province of Manitoba to the amount in each case set opposite the district, all of such debentures being guaranteed by the Province of Manitoba and issued under the provisions of "The Land Drainage Act, 1895," and amendments thereto, such debentures to be in denominations of \$1,000.00 each, payable in thirty years from the date thereof, and bearing interest at the rate of four per centum per annum, payable half-yearly at the Union Bank of Canada, Montreal.

Drainage District No. 2	...	\$140,000.00
"	No. 6	4,000.00
"	No. 7	2,000.00

The debentures will be dated the 15th day of May, 1904.

All offers must be addressed to the undersigned, marked "Tenders for Drainage District Debentures" and must reach this office not later than the seventh day of May, 1904.

Delivery of bonds to be made in Winnipeg.

J. H. AGNEW,

Provincial Treasurer.

Provincial Treasurer's Office,

Winnipeg, Manitoba.

April 11, 1904.

THE Metropolitan Life INSURANCE CO.

Amount of Canadian Securities Deposited with the Dominion Government for the protection of policy-holders in Canada **\$1,800,000.00**

Proof of Public Confidence

This Company has more premium-paying business in force in the United States than any other company, and for each of the last 10 years has had more New Insurances accepted and issued in America than any other Company.

The Number of Policies in force is greater than that of any other Company in America, greater than all the Regular Life Insurance Companies put together (last one) and can only be appreciated by comparison. It is a greater number than the Combined Population of Greater New York, Chicago, Philadelphia, Boston and St. Louis.

Significant Facts

This Company's policy-claims paid in 1903 averaged, in number one for each minute and a third of each business day of 8 hours each, and, in amount, \$20.00 a minute the year through.

THE DAILY AVERAGE OF THE COMPANY'S BUSINESS DURING 1903.

359 per day in number of claims paid.

6,297 per day in number of Policies issued.

\$1,303,559.06 per day in New Insurance written.

\$98,582.76 per day in Payments to Policyholders and addition to Reserve.

\$53,841.18 per day in Increase of Assets.

Full particulars regarding the plans of the Metropolitan may be obtained of its Agents in all the principal cities of Canada, or at

Home Office: 1 Madison Ave., New York City

MAKING ACQUAINTANCES.—A large list of acquaintances is stock in trade for a life insurance agent. He has to secure his clients by personal solicitation, and the nearer he can get to them at the start the easier his work and the more certain the result. It makes a great difference in the reception a man will give you, whether you come to him as a stranger or are introduced cordially by a mutual friend. The more acquaintances an agent has the more introductions to strangers he can secure, and it is his fault if every acquaintance thus made does not ripen into friendship. He seeks strangers for the purpose of insuring their lives, and if he presents the subject properly, and is successful in his mission, he will have made a permanent friend. By using this business lever with wise discretion, all doors will soon be open to him, and his facilities for "getting at" people correspondingly increased. It is not an uncommon thing to hear an agent say that his greatest difficulty lies in securing the attention of people until he can fairly present his arguments. Not being interested in the subject to the extent that he is, they put him off with one excuse or another. Letters of introduction in a great measure remove this difficulty. The letter gains access to the individual, and if the moment is not an opportune one for opening the life insurance batteries, an appointment can be made for another day. But the wedge has secured an entrance, and it only remains to drive it home. While an agent will necessarily meet all kinds of men, he should select his associates with caution. To be seen hobnobbing with one whose reputation is a "little off colour" may create a prejudice against him in the opinion of others that it will be hard to overcome. The old adage that "a man is known by the company he keeps" applies with especial force to life insurance agents.

"The friend thou hast, and their adoption tried,
Grapple them to thy soul with hooks of steel."

—"Life Agents' Codex."

THE NORTHERN BANK.

(Opening of Stock Books.)

PUBLIC NOTICE is hereby given that stock books of the Northern Bank will be opened at the offices of Messrs. Howell, Mathers & Howell, suites 13 to 16 Merchants Bank Building, in the City of Winnipeg, on Thursday, the 21st day of April, A.D., 1904, at ten o'clock in the forenoon.

Notice is further given that upon such stock books will be recorded the subscriptions of such persons as desire to become shareholders in the bank.

Dated at Winnipeg, this 31st day of March, A.D., 1904.

"J. H. ASHDOWN,"
Chairman of Provisional Directors.
Howell, Mathers & Howell,
Solicitors for the bank.

WANTED.—Cashier for large British Fire Office. Apply with references to Z, Box 578, Montreal.

WANTED:—An experienced Life Insurance man to take the management for the Province of New Brunswick of the Home Life Association of Canada with headquarters in St. John. A liberal salary will be paid to a competent man For particulars address,

A. J. PATTISON,
Managing Director, Toronto