

**PRACTICAL
GRATITUDE.**

JOHN R. REID, ESQ.,
Ottawa.

DEAR SIR,

Kindly convey to the Company my sincere thanks for cheque handed me this day in settlement of claim under policy No. 4433 on the life of my late husband.

I also desire to express my appreciation of the courteous and businesslike manner in which the matter has been handled by the Company's representatives in this city, and shall always esteem it a pleasure to speak a word in the Company's behalf.

Yours truly,

M. C. ESMOND.

SUNBEAMS.

The man who is so unfortunate as to be unable to avail himself of the benefits of a policy in The Sun Life of Canada is entitled to all the sympathy he can get.

The closer you get to life assurance the more distant it is. Many a man's family will endorse the truth of this. The way to be assured is to be assured—no flirting with your opportunities.

Every man is constantly on the verge of greatness, but few obtain it: it is the next step that counts. Same with the man who died yesterday unassured.

A life assurance man thinks that life assurance is the only thing in the world, and nine times out ten he is right.

"Our family reunion was a great success," said a lady the other day. "Two of our boys were assured in The Sun Life of Canada."

There are times in a man's life we could name that he wishes he were a woman, so that he could have a real good cry all by himself over neglected opportunities, and disappointments.

When you are sick, the doctor seems an ignoramus, and nobody seems to care. It is some comfort to look over your life assurance policies about that time.

Were some people to talk of what they really know about life assurance, their silence would be a life assurance man's greatest opportunity.

A man can never have more respect for his life assurance policy than his life assurance policy has for him.

The man who starts out to meet trouble has never so far to go as the man who tries to avoid it single handed. Keep your policy in force.

"It is no baseness for the greatest to descend and look into their own estate," says Bacon. There is therefore no excuse for your neglect of life assurance, Mr. Man.

A man's first resolutions in regard to life assurance, are his first resolutions in regard to independence.

G.M.

**DEEP APPRECIATION
EXPRESSED.**

MESSRS. G. M. LALKASAN & CO.,
Chief Agents,
Sun Life Assurance Co. of Canada,
Bombay.

SIRS,
I beg to acknowledge with thanks receipt of a cheque No. 156 for Rs. 2000, the proceeds of a policy held by my aunt, Bai Parvtee, widow of Ranchhod Krashnaram. I also wish to acknowledge the assistance given me by your agents, Messrs. Devshanker Bhaishanker & Lalshanker, in making out my claim, and especially the promptness which was shown by your Company in settling the matter. I desire to put on record my deep appreciation of the benefits of Life Assurance. This liberal treatment speaks very favorably for the Company and I have pleasure in recommending all our native brethren to assure with this Company.

I am your most obdt.
MANISHANKER PURNANAND,
Nephew of Bai Parvtee.