

**THE INSURANCE INSTITUTE OF TORONTO.**

The Insurance Institute of Toronto held its regular meeting on November 9, 1903, in the rooms of the Institute, Wellington St. East.

The president, Mr. P. H. Sims, secretary of the British America Assurance Company, occupied the chair. A large number of members were present, amongst whom were several managers and secretaries of insurance companies.

The secretary, Mr. J. K. Pickett, in making the announcements, read extracts from communications received from managers of local companies, and others connected with some of the American fire insurance companies' offices, congratulating the Council upon providing such splendid educational courses for the members and asking for information concerning the same.

The president, Mr. Sims, in the course of his remarks, referred to the prosperous condition of the affairs of the Institute. He reported an increase of sixty in the membership, which now totals three hundred and twenty-seven, and that all of the fees for the current year had been paid—a condition which was hitherto unknown in the history of the

In referring to the educational work of the Institute, he dwelt at some length upon the importance of this feature of the work, and enlarged upon the responsibility which rests upon each one to grasp every opportunity to increase his knowledge. He went further, pointing out the responsibility and obligation which rests upon the managers and chief officials of offices in respect to the younger members of the staff. Frequently a junior is taken in and placed under the charge of older clerks, who give him some training in the mechanical work of the office, but he is left to his own unaided efforts to determine as best he may the relative importance of his duties to the whole, and the reasons why it is necessary to perform his work in a certain way. Such training, he said, tends to develop only the mechanical side of his life, and should be accompanied by corresponding mental development. He urged the managers to point out to the members of their staffs the splendid opportunity afforded by the Institute in its educational courses, and not only to give to the Council their sympathy in this way, but to co-operate with them by continuing to bring the matter before their staffs, and by encouraging any who may decide to take up the educational work.

After the president's address, Mr. Arthur J. Hughes, secretary and actuary of the Crown Life Insurance Company, read a paper on "A Method of Ascertaining the Cost of an Agency." This was listened to with great interest. The paper, after being printed and distributed amongst the members, will be brought up for discussion at the next meeting of the Institute, to be held on December 8, 1903.

Mr. C. D. Cory will also read a paper at that meeting upon, "Fire Insurance as an Exact Science."

**GOLDEN ADVICE TO JUNIORS.**

The advice and caution found in the following are worth inscribing on tablets, to be hung on office walls, like the Ten Commandments are in churches:—

N. C. Fowler, Jr., of Boston, in compiling his recently-published book, "The Boy, How to Help Him to Succeed," addressed questions to men of business and professional prominence, from which the following answers received from insurance officials to two of the questions are taken. These two questions read:

1. "If all the boys of America were in session, and you were asked to telegraph a few words of advice, what would you say?"

2. "To what great cause do you think more than to any other is due the majority of failures?"

John A. McCall, president New York Life: 1. Be sober, truthful, honest and energetic. 2. Lack of ambition.

John F. Dryden, president Prudential: 1. Work unweariedly and never lose your courage. Have an abiding faith in yourself and your future. Educate yourself in all that pertains to your calling, and determine to excel each day in the work you have to do. Love and respect your work and be loyal to your employer, for success is possible in every useful occupation. Do not undervalue material success, but termine to "be" more rather than to "have" more. The foundations of every real success in life are industry and every day morality. 2. Inexperience.

Morgan G. Bulkeley, president Aetna Life: 1. Be honest, industrious and patriotic.

William B. Clark, president Aetna: 1. Have an eye to your employer's interests. Be ambitious to reach the top of your trade or profession. Cultivate good habits and good associates. Always keep your appointments to the minute. Be manly. Have clean hands. Be neat in person. Under no circumstances be ashamed of your Christian profession. 2. Eye-service. Watching the clock for time to quit.

E. O. Doremus, president American, of Newark: 1. Be strictly honest, temperate, industrious, charitable. Observe in letter and spirit the golden rule. 2. Lack of persistent application and neglect of looking closely to all details connected with his business.

Colonel Jacob L. Greene, president Connecticut Mutual Life: 1. Find out either what you really want to do, or what as a matter of fact you ought to do, putting duty first, and then do it with all your steadfast might. 2. Lack of discipline and force of character.

Francis C. Moore, ex-president Continental: 1. Be honest, brave, polite, industrious, studious, patient. Swift to hear, slow to speak, slow to wrath. 2. Laziness.

**BANK CLEARINGS.**—The Ottawa Clearing House reports total for week ending 6th Nov., 1903: Clearings, \$3,473,475; corresponding week last year, \$1,972,102.