

OFFICIAL ORGAN OF THE INSURANCE FEDERATION OF BRITISH COLUMBIA

# Annual Convention of Life Underwriters' Assn.

Meeting at Calgary, Aug. 19-22, will present many vital problems for the field men and insurance profession interesting and valuable papers to be presented.

The 13th annual convention of the Life Underwriters' Association of Canada will be held in Calgary, from August 19th to 22nd, and from all over Canada, field men and company officials will foregather for an interchange of opinion and to learn of methods of increasing business and generally to increase their knowledge of the insurance business and their fellow men. In life insurance circles in Vancouver and Victoria where local organizations are in operation the word has gone forth "all aboard for Calgary." It is anticipated that over one hundred members of the profession will go from Vancouver and due to the energetic efforts of Mr. F. M. MacGregor of Victoria it is expected that over fifty will attend from the capital City.

The programme of the Convention is one of the most interesting that has been presented before any of the many successful conventions which this live organization had held. Welcome to the delegates will be extended by Mayor R. C. Marshall of Calgary, Mr. H. S. Ellis, vice-president of the Calgary Association and Mr. W. L. McBeth past president of the Edmonton Association.

The responses will be made by Mr. F. M. MacGregor, vice-president for British Columbia and Mr. George E. Archibald, vice-president for Sydney, C. B. Mr. P. A. Wintemute of Calgary, president of the Life Underwriters' Association will deliver the president's address. R. B. Bennett, Esq., K. C., director for Canada of the Metropolitan Life Insurance Company will address the Convention on the subject of "The Place of Insurance in Modern Business and Domestic Economy."

Mr. Charles Ruby, general manager of the Mutual Life of Canada and an acknowledged authority on the subject of insurance law will address the Convention on "Our Beneficiary Laws Up-to-date." Mr. Ruby has headed a movement of life insurance men for the unification of provincial law with regard to beneficiaries, and this movement should meet the co-operation of business men everywhere for the enactment of legislation by the various provincial legislatures which will bring this law into uniformity throughout the Dominion. Due to the fact that a large number of business men take up business in other provinces from which they were insured there has been vast inconvenience, delay and hardship to beneficiaries caused by different laws obtaining in one province than in another. Since practically the same conditions obtain from the Atlantic to the Pacific there should not be any difference in the law of beneficiaries as it effects insurance.

Mr. J. K. Voshell, president of the National Life Underwriters' Association will give an address on the subject of "The American Life Underwriter." Mr. David Lauer of the Great West Life, Montreal, will give a practical discussion on the subject of "System in Canvassing." Our own Vancouver will be well represented in a debate between Mr. J. B. Hall of the Dominion Life, Toronto and Mr. J. A. Johnson of the Great West Life, Vancouver on the subject of "Income Insurance" versus "Insurance Payable in Lump Sum." The Honourable Sam Latta, minister of Highways, Saskatchewan, will address the Convention on the important subject of "Advertising."

Mr. J. J. Callaghan of the Great West Life, London, Ontario, will give a discussion on the subject of "Meeting Objections." Doctor T. F. McMahon, medical referee of the Manufacturers Life, Toronto, will give a practical and technical paper on the subject of "Blood Pressure and Other Points Upon Which an Understanding Between the Local Examiner, the Agent and the Medical Referee is Desirable."

Mr. Roy Barnum, a prominent American psychologist, will also address the Convention. Mr. J. F. Weston, managing director of the Imperial Life, will address the Convention as an officer of the life offices' association. Mr. Thomas Hilliard, president of the Dominion Life will address the Convention on the "Altruistic in Life Insurance." Mr. M. Lyall Reid of the Sun Life, Ottawa, will speak on the "Magnitude of Our Business" and Mr. G. J. A. Reany, vice-president of the Edmonton Association will speak on "The Underwriters' Mental Reserve." Mr. Wm. May, Jr. of the Sun Life, Toronto, will discuss the subject of "Business Insurance" and Mr. Ralph C. Ripley of the Sun Life, Hamilton and Mr. J. B. Edgett of the Metropolitan Life, Edmonton, will discuss the subject of "The Part that Optimism and Enthusiasm play in Soliciting Business." Mr. W. W. Hut-ton of the Sun Life, Edmonton and Mr. J. E. Matthews, vice-president of the Brandon Association will speak on "Human Interest Soliciting." Mr. A. Jardine, secretary of the Great West Life, Winnipeg, will also address the Convention. Mr. E. M. Adams, general manager of Woods, Vallance and Adams, Calgary, will speak on "Why I Occasionally Buy \$100,000 of Life Insurance and Am Open to Discuss Another \$100,000 with You." We presume in this case that there will be a gentlemen agreement that no delegate will slip out the back door and try to write up Mr. Adams while the convention is on.

Mr. J. B. Warnicker, Mutual Life, Victoria, will speak on "The Value of the Association to the Agent." Mr. R. T. Riley, managing director of the Northern Trust Company, Winnipeg, will present "The Prairie Provinces as a field for Investment" and Mrs. C. G. Power, of the Great West Life, Winnipeg, will speak on "Insurance for Women." Major L. M. Bidwell of the Mutual Life of Canada, Saskatoon will address the Convention on the subject of "What is the best method of providing insurance for disabled soldiers." The Honourable A. G. Mackay, Minister of Health, Edmonton, will address the Convention on "Alberta Health Policy." Mr. W. B. Burrill of the Manufacturers Life, Brantford, will lead a discussion on "The Indiscriminate issue of Agent's Licenses." Mr. J. W. W. Stewart, managing director of the Monarch Life, Winnipeg, will close the formal proceedings with an address on "Our Big Problem." A wide and attractive programme of amusements is also to be provided the delegates. One of the unusual features and distinctive of the plains will be a visit to the Circle "C" ranch, winding up with a stampede dinner.

## MR. C. R. DRAYTON ON TRIP OF INSPECTION.

Mr. C. R. Drayton, manager for Canada of the Union of Canton Insurance Society, is in British Columbia on his regular trip of inspection. While in Vancouver he has his headquarters at his branch office in the Yorkshire Building. Mr. Drayton is always glad to get back to the Coast visiting his old friends. He reports excellent business for the Canton in the Canadian field.

## ADDITION TO VANCOUVER FIRE AGENTS' ASSOCIATION

In our notice, last issue, of the formation of the Vancouver Fire Agents' Association, we failed to include as members of the executive committee the names of Mr. F. A. Burgess, insurance manager for Waghorn, Gwynn & Company, and Mr. A. Z. DeLong, managing director of the Terminal Agencies, Limited. Both these gentlemen were elected to the executive committee.