

## AUDITORS' CERTIFICATE.

MONTREAL, February 22nd, 1902.

*To the President and Directors of the*

SUN LIFE ASSURANCE COMPANY OF CANADA:

Gentlemen,

We beg to report having completed the Audit of the books of your Company for the fiscal year ending 31st December, 1901.

The financial transactions have been carefully recorded in the Books of Accounts, and the disbursements covered by documentary evidence.

The Statement of Assets and Liabilities and Income and Disbursements to be laid before your shareholders have been verified and signed as having been correctly drawn from the Books and Records of the Company.

The Cash and Bank Balances have been verified either by personal inspection or certificate, and we are communicating with the mortgage debtors in the usual manner.

We understand the Examining Committee of your Directors will furnish certificate as having checked the Bonds and Debentures of the Company.

Respectfully submitted,

P. S. ROSS &amp; SONS,

*Chartered Accountants.*

### The Agent Needs a Conscience.

Dr. A. B. Bisbee, medical director of the National Life Insurance Company of Vermont, read a paper before the agents' association of the company at its recent meeting at Buffalo on the "Bearing of Alcoholic Stimulants in Medical Selection for Life Insurance." In the course of his remarks, he said:

"It is the agent who makes the initial selection. It is the agent who comes most closely in touch with the applicant. Better than any other representative of the company, he is able to judge of the latter's habits, his business reputation, his environment. He is in better position than any one else to prevent that conscious selection against the company which is every year coming to be more and more common, particularly when large amounts are involved. The experienced agent also gets valuable information from the general appearance of an applicant. He cannot, of course, pass judgment upon the soundness of his lungs, his heart or his kidneys, but he knows the external manifestations of health and some of the external manifestations of disease. The agent who

appreciates his responsibility as a selecting officer, and who treats his company with perfect fairness, declines a vastly larger number of men every year than does his medical examiner. That is, he refuses to write them. He declines many a man, too, who would successfully pass the most rigid physical examination. On the other hand, the solicitor who forgets his selecting duties, who writes everyone who will listen to him, will succeed in getting many a bad case through, in spite of the best efforts of the examiner, and the most careful scrutiny on the part of the home office. Hedge such a man about with the most stringent rules and regulations, inspect his business in the most careful way possible, and the company will still suffer from his failure to give proper attention to the quality of the business which he writes. The company that would have a low death rate must certainly look well to the selection of its agents.



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