

December 20th, 1923.

E. J. L'Esperance, Esq.,
189 St. James Street,
Montreal.

Dear Mr. L'Esperance:-

Sir Arthur spoke to me about your letter of December 18th and the conversation regarding it.

I should like to point out that the hours were not adopted except after very considerable thought by the Committee, which included a number of practical Life Insurance men, and it was only after a number of different suggestions had been discussed that the four to six o'clock period was determined upon. It has been found very difficult as it is to reduce the course to a period of ninety hours, and the general feeling of the Committee was that it would be necessary to increase rather than to diminish this in the future. At any rate it appeared to be quite impossible to devise a well-balanced course covering any less time. To reduce the course to $1\frac{1}{2}$ hours per day would be to practically destroy its value.

As regards the problem of taking the necessary time which must be confronted by the Agent engaged upon the course, I should like to say at once that there was no question of treating this as an Extension course. It is a University course and will probably become a regular part of the curriculum next year, and the Agent who desires to take it must regard his time in exactly the same way as an undergraduate regards the years he spends at College.