



Mr. B. F. Steben,

Executive Special,
Sun Life Assurance Company of Canada.

We all admire the quiet unassuming man who brings things to pass.

The spectacular type may command our admiration for a time, but for a time only. As we look about us we see it verified that, after all, it is the determined purposeful man, or to use the common expression, "the plodder" who wins in the end. We look into the face of the subject of this sketch, Mr. B. F. Steben, and we have this type of man. He is a man who never boasts about the things he has done. He might enter your office, transact his business, go out again, and unless you were told by somebody, you would never have known that you were doing business with a man who is the second largest life assurance writer in the world. You would have known from contact with him that he was a man out of the ordinary class of men; his quiet unassuming manner, his grasp of the business in hand, and his value of your time as well as his own, would have impressed you.

Years ago, Mr. B. F. Steben, when only a lad of seventeen, came to the City of Montreal. He learnt a trade. During his evenings, while many other young men traveled the streets, he devoted his time to study, and he laid the foundation of studious habits that is serving him well to-day. He advanced in his trade, until shortly afterwards he was appointed manager of

construction of the Brockville Water Works system, remaining in charge until the taking over of the works by the corporation. He became interested in life assurance, and studied it. That was twelve years ago. Eventually he entered the life assurance field, not because he was unsuccessful in the work he was doing, for he was eminently successful, but because he saw a golden opportunity for advancement. He looked around for a strong and prosperous company in which to begin, and he chose the Sun Life of Canada. He remained with this Company for some years, and placed on its books a large amount of business. An American company, seeing his good work, induced him to join them, where he remained six years. In 1902, he joined the staff of another American company, one of the giants, and during his connection with them showed what could be done right here in our midst in the life underwriting business, at the same time demonstrating what can be accomplished by a man with a purpose.

When Mr. Stanton assumed charge of the Montreal City Agency, one of the first men with whom he came in contact was Mr. Steben. Mr. Stanton saw in Mr. Steben a man of exceptional ability, and after ascertaining that he received his first life assurance experience with the Sun Life of Canada, felt free to enter into negotiations with him. Mr. Steben was not then prepared to entertain a change of contract as he had a goal which he wished to attain in the Company he was with. He established his record abroad and is now "at home" with the Sun Life of Canada.

Mr. Steben's great record was recently made when he closed his year's work on June 30th, having paid for *one million, one hundred and seven thousand dollars* of assurance. That was a great achievement. We welcome Mr. Steben back again to the staff of our Company, and know that in this Company, with its long and honorable record of fair dealing, he will be able to even exceed his past great successes.



"Now then," said the professor at the dental college, "what are the last bad teeth that come?"

"False teeth," replied a bright freshman.—Philadelphia Ledger.



In this world where death is, there is no time to hate.

1. Eursa a
2. A Japan
3. Gertrud
4. Freida a
5. Aaron W
6. Robert D
7. Helen, M
8. Marion a