



Representative Builders of the Mutual

Three of Our Veteran Agents—115 Years' Service

AMONG the factors that have entered into the evolution of the Mutual Life has been the whole-souled devotion of the Agency Staff. The Company's principles have always appealed to the best class of agents and so the Company's service has always been sought after as a privilege. It is only fitting that a commemorative volume of this character should perpetuate the names of some at least of the veterans who have given the best of their lives to the Mutual Life of Canada.

The agent who has served the Company longest is Mr. S. Burrows, of Belleville. Mr. Burrows entered the service of the Company on July 19, 1870, at the solicitation of Mr. H. J. Brine, of Thorold, a local agent of the Mutual to whom we owe a great debt, for Mr. Burrows turned out to have a genius for life insurance. No other agent has a better record for steady, continuous production and never has his agency been more productive than it is to-day. The name of Burrows of Belleville is one to conjure with if applications are desired. To no other one man is the Mutual more indebted than to Mr. Burrows who has been an honor to the Company in all his transactions and has main-