CONFEDERATION LIFE ASSOCIATION IN GREAT BRITAIN.

After spending four weeks in this country in connection with the British Branch, Colonel W. C. Macdonald, the secretary and actuary of the Confederation Life Association at Head Office, returned to Toronto on Saturday, the 12th instant, sailing by the "Mauretania" via New York. At a banquet held on the 18th ult., at the Hotel Cecil in honour of his visit (the General Manager in the Chair), the guest of the evening, in an eloquent speech dealing, *inter alia,* with the gratifying success of the Association, made special reference to the care exercised by the management in regard to the investments of the Company and expressed great satisfaction with the substantial progress made in Great Britain and Ireland.

The dinner was preceded by an Agency Convention, at which the Association's district managers and inspectors from various parts of the United Kingdom attended in full force.

Owing to the expanding business, it has been decided to take larger and more convenient offices, the exact location of which has not at the moment been settled. A definite decision will be arrived at in the course of the next two or three weeks.—*Post Magazine,* London.

ONTARIO'S PROOF OF AGE LEGISLATION.

The following is the text as finally passed of Ontario's proof of age in life insurance legislation:—

1. Section 166 of The Ontario Insurance Act, 1912, is amended by adding thereto the following subsections:—

(7) Every insurance corporation registered under this Act shall send to every person with whom a contract is made within one month thereafter a printed notice mailed to the last known address of the insured in such form as the superintendent shall approve, and annually thereafter until proof of age is admitted, stating that the age of the insured is material to the contract, and evidence that the age stated in the application is the true age of the insured will be required before the policy is paid. This notice shall also be printed in red ink in type not smaller than 10 point upon all notices to the insured and upon all receipts for premiums.

(8) Sub-section 7 shall not apply to contracts issued under the industrial plan.

(9) Sub-section 7 shall not apply to a registered friendly society, provided that the notice mentioned therein is published on the first page of the official newspaper or journal of the society, in each issue thereof, and printed in red ink in type not smaller than 10 point upon all certificates issued by the society, and upon all receipts or pass books issued to the members.

(10) Upon failure of a corporation to comply with the provisions of sub-section 7 the corporation shall be deemed to have admitted the age mentioned in the application as the correct age.

It is proposed that the bill come into operation July 1 next.

FITTING THE POLICYHOLDER'S NEEDS.

(President Isaac Miller Hamilton, of the Federal Life of Chicago at Cleveland.)

Wherever possible the agent should persuade his client to purchase insurance that will pay his widow or beneficiary that amount per month in the event of his death which the insured personally would have supplied had he survived. The agent should see to it that such a policy contains a provision that in the event of its maturity by the death of the insured its proceeds could be paid only to the beneficiary in stipulated monthly payments; that is to say, and this I wish particularly to emphasize, he should make it his duty to see that the policy is written so that the beneficiary cannot commute the proceeds thereof by requesting the life insurance company to pay the present value of the future monthly instalments direct to the beneficiary; and such a policy should be written so that no assignment by the beneficiary of unmatured instalments would be obligatory upon the life insurance company; in other words, the policy should be written in such a way that it could be commuted only upon request of the insured prior to his death and with the consent of the company; such a policy enables the insured as to its proceeds to be his own executor, confident that his behests will be carried out to the letter and his beneficiary be paid as and when directed by him the amount he has provided.

REASONS WHY.

The reason that such a policy should only be commuted during the lifetime of the insured upon his request and with the consent of the company, in my judgment, is that many times the duty should be placed upon a life insurance company to determine whether or not such a commutation should be permitted even when requested by the insured. For example: Suppose an elderly man residing with his daughter whose husband was unsuccessful or possibly a profligate, and suppose his daughter at the instance of her husband should endeavor to persuade her father to request a change in such a policy so that the commuted value might be obtained in the event of his death instead of the instalment being paid monthly, and suppose the father in order to make life pleasanter for himself and his daughter should yield to her persuasion and request the company to change the policy so it might be commuted, what, I ask you, would be the duty of the officials of the life insurance company? They should appreciate fully the responsibility devolving upon the company and exercise their discretion so as best to protect the daughter and her dependents and not permit the unsuccessful or profligate husband to experiment with the proceeds of such a policy in any of his ambitions for commercial or other business success. In such a case to decline courteously but definitely to permit such a commutation probably would afford a great deal of satisfaction to the insured, who, having made the request and the request having been declined, would no longer be subjected to attempted persuasion to make a change in the terms of the policy which could not be accomplished. Cases such as this show that life insurance is becoming more useful and broader in the service it renders its patrons, and that this is true is a matter of as much gratification to its well wishers as is the fact that it constantly is becoming more universal.