

Help Wanted and Help Given.



We want life insurance salesmen. We help our staff to success in a number of valuable ways.

WRITE US ABOUT AN AGENCY.

THE PRUDENTIAL INSURANCE COY OF AMERICA

Incorporated as a Stock Company by the State of New Jersey.

FORREST F. DRYDEN, President.

HOME OFFICE, NEWARK, N. J.

NOT A MATTER OF CHANCE.

The procuring of a permanent connection with a growing company is not a matter of chance.

The Imperial Life Assurance Company
of Canada

has an enviable record. At the end of 1911—its fourteenth year—it had \$34,518,000 of assurance in force.

Surely a good Company to represent.

Head Office - - - - TORONTO.



JOHN P. MUNN, M.D.

PRESIDENT

FINANCE COMMITTEE

CLARENCE H. KELSEY

First Vice President and Trust Co.

WILLIAM H. PORTER

SENIOR

EDWARD TOWNSEND

First Vice President of Trusts, New York

Good men, whether experienced in life insurance or not, may make direct contracts with this company, for a limited territory if desired, and secure for themselves, in addition to first year's commission, a renewal interest insuring an income for the future. Address the Company at its Home Office, No. 277 Broadway, N. Y.

GROWING APACE!

Abundant prosperity has attended the operations of the

Mutual Life of Canada

during the past year in every department of its business.

Death losses were very much below the "expected" and as usual the expenses of conducting the business were very moderate.

Policies in force January 1, 1912
\$71,024,770.88

A TORONTO AGENCY

WITH

Continuous Renewals for the RIGHT MAN

SEE

CONTINENTAL LIFE
CONTRACT.

T. B. PARKINSON: Superintendent of Agencies

Continental Life Building. TORONTO

The Excelsior Life Insurance Co.

Established 1889

Head Office: Excelsior Life Building, TORONTO.

Insurance in Force, Dec. 31st, 1910 \$14,000,000.00
Available Assets 2,552,863.49

1910 was a BANNER YEAR

Yet for the first nine months of 1911

INSURANCE APPLIED FOR INCREASED \$615,000

EXPENSE RATIO DECREASED . . . 15 per cent.

DEATH CLAIMS DECREASED . . . 35 per cent.

Security for Dependents. Satisfaction for Insurers.

Excellent opportunity for energetic field men to secure liberal permanent contracts.

D. FASKEN, President.

E. MARSHALL, General Manager.

THE BENALLACK

Lithographing & Printing
Co., Limited.

80-82 Victoria Square, - MONTREAL.



THE CHIEF DIFFICULTY that confronts the new man entering the Life Insurance Field is the securing of GOOD PROSPECTS. This difficulty is eliminated when you write for an INDUSTRIAL COMPANY, the debts of which are an inexhaustible mine for both ordinary and industrial business.

THE UNION LIFE ASSURANCE COMPANY

HEAD OFFICE, - - - TORONTO, CANADA

More Policyholders than any other Canadian Company.

