

In respect to the volume of new business, which must ever be the prime factor in success, I have always most heartily accorded the full credit to our excellent staff of representatives. That function, Gentlemen, is especially yours, and must always be yours, and most creditably have you fulfilled that function. This Company has no intention of experimenting without Agents, no matter what legislators may say. The success of the Sun Life of Canada is a standing memorial to the energy, emulation, and mutual co-operation of our field staff, and to the necessity for having an efficient field staff. Long continuance to both the energy and the staff, say I. All those many years it has been our earnest endeavor at Head Office to engage on that staff only gentlemen of probity and high character. In that endeavor we believe we have succeeded to a degree that is the envy of rival companies. In illustration may I not refer to the late Mr. Thomas Gilroy, than whom a more honorable man never represented a life assurance company. For 33 years he refused all offers to quit the Sun Life of Canada. Such men are the glory of a Life Company, and the Sun Life of Canada has numerous successors to Mr. Gilroy. The public appreciates goodness of character—when known,—it wins business and adds prestige to a Company. And now that my own relation to the Company is rapidly on the wane, one of my chief delights is in the knowledge that the Company has a competent and honorable management, at the Home Office, and also in the Field.

Permit a little egotism here. Mistakes and misunderstandings in the administration have occurred from time to time. There is no blinking that fact, nor need for concealing it. It is said that these things are unavoidable even in families the best regulated. But misappropriation—or the use of the Company's funds

or securities to promote the well being of anyone but the Company is absolutely unknown in the records of the management of the Sun Life of Canada. Such a thing would not be tolerated for one moment, neither by the Directorate nor the Executive, no, nor by the heads of the Departments. Strict honesty has governed its administration from July, 1874, all along to the present moment, and I believe will continue in the future to govern it.

The same ought to be equally true of every trust high or low, the highest of all trusts confided to man being, in my judgment, life itself. We may all come to find some day that life is like surgery—a grave undertaking—the outskirts of a vast system, its real significance and momentous importance to be disclosed only at the exit from it. A boy may pass among tempting sweets of a confectionery, and an adult may go through the strong room of a Bank, or of a gold-washers establishment, and both may deem a little cribbing to be unimportant, no watchful eye being apparent; but wait the imperious search at the exit! And who shall say that what is exacted by man of man shall not be exacted at the gate of death? I discard as worthless the fictions of creeds as I would the distinctions of social life, as sponsors answerable for human demerit. The severe aloneness of each spirit as it "crosses the bar" and enters upon a condition of things entirely new to it, deserves more consideration than popular beliefs accord to it. Who will tell us just what happens at that exit and days after? Shall there be no reckoning of the great trust—life? Would it be reasonable to have no reckoning? And in view of the likelihood of there being an "investigation" there, ought not that one fact cause men to be upright and honest in administering of the lesser trust of assurance funds? Awards of