



*Sincerely Yours,
M. Lunan.*

MR. M. LUNAN, Manager at Aberdeen.

(Mr. Lunan can now be classed among the "Old Timers" of this Company. For many years he has represented the Sun Life of Canada in the "Granite City" and district, and the many policyholders on the Company's books, from his agency, is evidence of his ability and influence.

"The conversation of the cousins was remarkably brilliant, I know, but I recall nothing of it beyond a dream that Stevenson said he had had a night or two before. He dreamt, he said, that he was being pursued through a dense forest by archers, who shot at him, and that he ultimately escaped by darting into a side alley among the trees—an incident which I have sometimes thought since may have been part of the inspiration of 'The Black Arrow.'

"While I was hard at work, and Stevenson alternately sat and paced up and down the room talking, the door suddenly opened very slowly, in a sly, ghostly way, and a long, emaciated finger

was thrust in and pointed at the novelist. 'Yes, yes; just a moment,' he said, hurriedly, and the finger was withdrawn and the door shut softly. Fifteen minutes later the door opened in the same way, and the same admonishing finger revealed itself. 'Yes, yes,' said Stevenson again; 'I'll be in in a second;' and the door closed again. I learned that the finger was the finger of a nurse, who, in the absence of Mrs. Stevenson (then from home) had been left in charge of the novelist, who was ill at the time, with strict injunctions to see that he went to bed at an early hour each evening."



Young Men Should Venture.

Young men are often too cautious. Afraid to take any chances or to assume unusual obligations, and yet those who know life know that if a young man will but venture in the right way, load himself with life assurance in the right manner, he will rejoice in the years to come.

A friend came to see me when I first entered the ministry and asked me to take out an Endowment life assurance policy. I told him that my salary was just about covering my living expenses and I could not do it. But he put the duty before me in a compelling light and I finally said that I would take out the policy.

When I told him the sum, he said: "That amount is too small. I want to write you a policy for five times as much."

It staggered me, and I answered: "No, no; I simply cannot afford it and I won't take the risk."

"But," he replied (and this is the thing that I would have every young man remember): "Your income will increase. You are not going always to stand where you are to-day."

And I listened to him and took out a policy five times as large as I at first intended.