

sat down and took the bag on his knee. Then he took out his watch and said, "There's only half a minute left, I'm afraid your friend will be too late."

He got up and kept looking out anxiously for the belated friend till the whistle sounded. "Well," he said, "we're off. Your friend has lost the train, but he must not lose his bag," and with that he threw the bag out on the platform.

"Here! What are you doing?" cried the other man, but too late. "That was my bag!"

"What a pity!" returned the other, blandly. "I thought you said it was you friend's. It seemed a pity he should suffer the loss of his luggage as well as his train."



A Wide-awake Agency.

The Montreal City Agency of the Sun Life of Canada had, in 1909, the best year in its history, both in volume, character of business and in collection of new premiums. But this agency is never content to rest on past successes. Mr. Stanton, the indefatigable manager, had the following seven resolutions printed on the bulletin board for the first agency meeting in January:

RESOLVED

1. THAT I will, for the year 1910, write more business and pay for more new premiums to the Company than during 1909.

2. THAT I will work earnestly and systematically.

3. THAT each night I will prepare a programme for the work of the following day.

4. THAT I will call upon at least five new prospects each day, and in addition keep all appointments made.

5. THAT I will not rebate or offer to

an applicant any concession not given to others.

6. THAT I will treat my confreres with every consideration, and as I would be pleased to have them treat me.

7. THAT I will write and have examined at least one applicant each week for the 52 weeks of 1910.



How Money Grows.

It is possible to exhibit the growth of a plant. The process is simple. Photographs are taken day by day, always from the same point of view. When these photographs are shown cinematographically, there is reproduced in a few minutes the growth that has been accomplished in many weeks. Money accumulates at compound interest as a plant grows. There is little visible movement, but the increase is going on without intermission, and the different stages are suggested by the final accomplishment, without other assistance. But just as plant-growth depends on proper soil, money-growth is subject to wise investment. An advantage of life endowment assurance is that interest is automatically re-invested. This takes place in no other form of investment.—Scottish Critic.



Prompt!

An insurance agent was boasting that his company recently paid a life policy to the widow the day after the funeral of her husband and insisted that no company was ever so prompt in payment.

"That's nothing," replied the agent of another company. "One of our patrons recently fell from the top of a four story building, and a cheque for the full amount of the policy was handed him as he passed the second story window."