

**EVERY AGENT WANTS**

to represent a Company whose name is his introduction. One whose policies are unexcelled. Liberal dividends. Strength and security unsurpassed.

The figures for 1918 emphasize these points in the North American Life.

Business in Force .....	over..	\$70,900,000
Assets .....	"	18,100,000
Net Surplus .....	"	2,750,000
Payments to Policyholders .....	"	1,700,000

These are reasons why the Company is known as "Solid as the Continent."

Correspond with E. J. Harvey, Supervisor of Agencies.

**NORTH AMERICAN LIFE ASSURANCE COMPANY**  
HEAD OFFICE - - TORONTO, CAN.

**SOLID GROWTH**

¶ Up-to-date business methods, backed by an unbroken record of fair-dealing with its policyholders, have achieved for the Sun Life of Canada a phenomenal growth.

¶ Assurances in force have more than doubled in the past seven years and have more than trebled in the past eleven years.

¶ To-day, they exceed by far those of any Canadian Life assurance company.

**SUN LIFE ASSURANCE**  
**COMPANY OF CANADA**  
HEAD OFFICE - MONTREAL

COMMENCED BUSINESS 1901  
RECEIVED DOMINION CHARTER 17th JUNE 1906  
Capital Stock Authorised and Subscribed \$500,000.00  
Capital Stock Paid up \$174,762.70

**The OCCIDENTAL FIRE**

INSURANCE COMPANY

Under the control of the North British & Mercantile Insurance Company

RANDALL DAVIDSON, President  
C. A. RICHARDSON, Vice-President and Secretary.

**DIRECTORS**

S. E. RICHARDS W. A. T. SWATMAN S. G. DOBSON

Head Office - - WINNIPEG, MAN.  
AGENTS REQUIRED AT UNREPRESENTED POINTS

ESTABLISHED 1800  
Total Funds Exceed \$109,798,258.00  
Canadian Investments Over \$9,000,000.00  
Capital Authorised \$39,200,000.00  
Amount Subscribed for 21,900,000.00  
Amount Paid-Up in Cash 11,967,500.00

**FIRE AND LIFE**  
**NORTH BRITISH AND MERCANTILE**  
INSURANCE COMPANY**DIRECTORS**

WM. McMASTER, Esq. G. N. MONCHEL, Esq. E. L. PRASE, Esq.

Head Office for the Dominion:

80 St. Francois Xavier Street - MONTREAL

Agents in all the principal Towns in Canada.

RANDALL DAVIDSON, Manager.  
HENRY N. BOYD, Manager, Life Dept.

**The Imperial Guarantee**  
**And Accident Insurance Co. of Canada**

Head Office, 46 King St. W., TORONTO, Ont.

**A Strong Canadian Company**

**Accident and Sickness Insurance**  
**Guarantee Bonds**

**Plate Glass & Automobile Insurance**

E. WILLANS, General Manager FRANK W. COX, Secretary

**METROPOLITAN LIFE**  
**INSURANCE COMPANY OF NEW YORK**

Insurance in force in Canada Dec. 31, 1917 - - \$222,313,566  
(Ordinary, \$109,766,358; Industrial, \$112,447,507)  
Paid policyholders in Canada during 1916 - - \$2,954,793.57

Over 1,000,000 Metropolitan policies held by Canadians.  
This company had over 1200 employees in Canada at the end of 1917.

For the exclusive protection of its Canadian policyholders, it has on deposit with the Dominion Government and Canadian Trustees, in registered Canadian Bonds and Mortgages, over \$27,771,566.65.

In 1917 the Company increased its holdings in Canadian securities by \$4,850,000.

**THE LIFE AGENTS' MANUAL**  
**THE CHRONICLE - - MONTREAL**

**Home Office, 1 Madison Ave., New York City**