

your work in earnest, and who knows but you may redeem your months of non-success. You may be a good fellow—a social giant—but all that counts for little with the management. They judge you by the business you turn in, and be you ever so good a fellow it will not be entered in the "remarks" column opposite your name. The smallness of the figures of business closed and premiums paid will be the one centre of their vision. This is the day of opportunity for life assurance. Never was there such a need, and it is the duty of "life men" to meet the need. Know your opportunity.



The Tragedy of Death.

"The last ENEMY that shall be DESTROYED is death," are the words of one whose authority we all respect and many of us accept.

In the face of this statement, how men can paint death as a blessing is beyond our ken.

Of course, in some circumstances, where pain is torturous, death may assume the form of a blessing, but it is in spite of death that it does.

Death is a curse, and no logic can make it otherwise.

The very fact of death, is a curse on mankind, and ever since its entry into the world its record has been a long and dismal tragedy.

The severance of family ties, the cutting off in the prime of life of useful lives, and the many sad circumstances in which its devastating and blighting work is done, is appalling.

Anything that can throw a ray of light into the darkness of death is a blessing.

It is into the weeping and wailing of

the death-chamber that life assurance says—Fear not.

Life assurance robs death of one of its terrors, which is WANT.

Before the words "Ashes to ashes, dust to dust" are lost in the silence around the tomb, this angel of mercy with its relief has appeared. The wolf of want that lingers at the heels of death is driven off, and, as far as money can do it, things assume their normal condition.

It is the duty of men to take heed of death's sad work, and provide against that day when they will be overtaken by the grim reaper.

If this is done death cannot laugh at your decreasing strength.

In health—TO-DAY, is the time to make this provision. DO IT NOW!



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