

The Imperial Life Assurance Co.  
of Canada

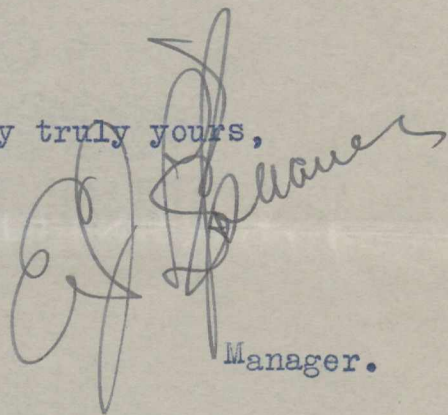
Sir Arthur Currie..... (2)

ation, believing that it is well worth while to change the time, say, for instance, from five to six-thirty at night.

With kindest personal regards,

I am,

Very truly yours,



Manager.

N.B. You see, Sir Arthur, that a Life Insurance Salesman's time is worth money between the hours of ten-thirty in the morning and twelve-thirty, and from two until five. That is the time in which he makes his money. After that, the time is comparatively cheap.