

"Bobs."

There's a little red-faced man,
Which is Bobs.
Rides the tallest 'orse 'e can,
Our Bobs.
If it bucks or kicks or rears,
'E can sit for twenty years,
With a smile round both 'is ears—
Can't yer, Bobs?

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If a limber's slipped a trace,
'Ook on Bobs.
If a marker's lost 'is place,
Dress by Bobs.
For 'e's eyes all up 'is coat,
An' a bugle in 'is throat,
An' you will not play the goat
Under Bobs.

'E's a little down on drink,
Chaplain Bobs.
But it keeps us outer Clink—
Don't it, Bobs?

So we will not complain
Tho' 'e's water on the brain,
If 'e leads us straight again—
Blue-light Bobs.

If you stood 'im on 'is 'ead,
Father Bobs,
You could spill a quart o' lead
Outer Bobs.

'E's been at it thirty years,
An-amassin' souveneers
In the way of slugs an' spears—
Ain't yer, Bobs?

What 'e does not know o' war,
Gen'ral Bobs,
You can arst the shop next door—
Can't they, Bobs?

Oh, 'e's little, but 'e's wise ;
'E's a terror for 'is size,
An'—e—does—not—advertise—
Do yer, Bobs?

Now they've made a bloomin' Lord
Outer Bobs,
Which was but 'is fair reward—
Weren't it, Bobs?
An' 'e'll wear a coronet
Where 'is 'elmet used to set ;
But we know you won't forget—
Will yer, Bobs?

Then 'ere's to Bobs Bahadur—
Little Bobs, Bobs, Bobs !
Pocket-Wellin'ton an' *arder* !—
Fightin' Bobs, Bobs, Bobs !
This ain't no bloomin' ode,
But you've 'elped the soldier's load,
An' for benefits bestowed,
Bless yer, Bobs !

—Rudyard Kipling.

† And a half.

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Always "Prosperous and Progressive!"

Who ?

Why, the Sun Life of Canada, of course.

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The Small Field.

As a rule, the best results are secured in assurance canvassing by confining your operations to a small field, writes Mr. J. B. Estee, in the Insurance Press. Most men want to range over too much territory; they fail to see the opportunities close at hand. The other agents' fields always look greener than their own. The agent in the country looks longingly to the city, while the city agent sighs for the green fields of the country. In most instances, this is a mistake and a delusion. Every agent should lay hold of the material just at hand. It is all around him. Some one else is getting it. He has only to look for it with watchful and intelligent eye. It is difficult to exhaust the possibilities of any field. If your character is good, your habits right and your methods correct, every policy holder secured and every acquaintance made will prove a direct or indirect assistance in enlarging the sphere of your influence, provided you remain and are on hand to avail yourself of it.