

SUN LIFE ASSURANCE COMPANY OF CANADA

CHIEF OFFICE: MONTREAL

MONTREAL January 12, 1924.

Sir Arthur Currie, G.C.M.G., K.C.B.,
Principal and vice-Chancellor,
McGill University,
Montreal.

Dear Sir Arthur,

Re Life Insurance Theory and Salesmanship.

I have deferred replying to your letter of the 3rd instant in reference to the course in Life Insurance theory and salesmanship in order that I might have the opportunity of talking the matter over with Mr. Tory and Mr. Harris.

We discussed the question yesterday afternoon and we are all of the opinion that the suggestion which you have made is one which will probably work satisfactorily. The attitude of our Company is that we desire to support an undertaking of this kind to the utmost and to assist in every way possible to establish it upon a working basis. We realize that the hearty co-operation of all of the life insurance companies and allied associations is necessary in order that the best results may be obtained and we wish to avoid any possible criticism that might be made on the ground that the Sun Life representation is too large. In a city like Montreal where we are the only large company with its Head Office located here, it is hard to avoid this because of the