



**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.**

**SIZE, STRENGTH, LIBERALITY**

The Sun Life Assurance Company of Canada, with over \$340,000,000 of business in force, has all the advantages that size can bring to a life company.

With assets of over \$97,000,000 and surplus of over \$8,000,000 it has decided strength and safety.

Its policy conditions and dividend record have earned for it an enviable reputation for liberality, while its record for fair dealing is unexcelled.

For information as to contracts, communicate with the nearest Division Office, or with the Company's Head Office in Montreal.

**SUN LIFE ASSURANCE COMPANY OF CANADA**  
Head Office: Montreal. T. B. Macaulay, President.

COMMENCED BUSINESS 1901  
RECEIVED DOMINION CHARTER 17th JUNE 1905  
Capital Stock Authorized and Subscribed      Capital Stock Paid up  
**\$500,000.00**    **\$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. SWBATMAN      S. G. DORSON

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

ESTABLISHED 1869

Total Funds Exceed	Canadian Investments Over
<b>\$109,798,258.00</b>	<b>\$9,000,000.00</b>

Capital Authorized .....	\$29,200,000.00
Amount Subscribed for .....	21,900,000.00
Amount Paid-Up in Cash .....	11,607,000.00

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

DIRECTORS  
WM. McMASTER, Esq.      G. N. MONCIE, Esq.      E. L. FRASE, Esq.

Head Office for the Dominion:  
**86 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**

PAID FOR NEW BUSINESS IN CANADA DURING YEAR 1918	{	Ordinary .....	\$34,919,531
		Industrial .....	25,865,730
		Total .....	\$60,785,267

Largest amount ever issued in Canada by any Company.

Amount of Insurance in force in Canada December 31, 1918, .....

Largest amount in force in Canada in any company. \$267,950,000

Number of METROPOLITAN policies held by Canadians December 31, 1918, .....

Largest number in force in any company in Canada. 1,259,534

Investments in Canada exceed .....

Subscriptions to Victory Loans .....

The Company had nearly 1,500 employees in Canada at the end of 1918.

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

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