

the best interests of the Company, could not be too highly praised. It was worthy of notice, that successful as the Company had been, its business was drawn from comparatively few places. The Agents he had the pleasure of naming last year, had continued zealous ; but it was found, he regretted to say, that many Agents did not appear to take sufficient interest in the subject, or, in other ways, they were unfit to second the exertions of the Board in spreading fully throughout the Province a knowledge of the important benefits which may be secured by means of Life Assurance in its various branches. It was but a want of energy or willingness to act ; for the smallest village in the Western Province, if properly canvassed, would yield a considerable addition to the business of the Company ; and he expressed a hope that those Agents who had sent in but little business, would seriously consider that they were not only retarding the progress of the Company, but were depriving themselves of that which would prove, if promptly followed, fair remuneration.

He read, as appropriate to the Company, the following extract from the Report of the Engineer's, Masonic, and Universal Mutual Life Assurance Society :—

“The Directors have only to request the continued co-operation of the Members in diffusing the knowledge of the Society, that the following problem may receive a satisfactory solution for their next annual Report—‘If an association of twenty persons, acting zealously upon the purest principles of Life Assurance, and promulgating widely its inestimable benefits, have obtained in less than seven months so large an accession to their numbers, what amount of business can be produced by the combined exertions of more than three hundred Members?’ ”

It might be said, he added, that we owed our present business to the faithful exertions of but few more than twenty individuals, and that this problem might fairly be applied to the “Canada.” If, then, the 500 or 600 who are now interested in the success of the Company, would only employ their social opportunities and influence in inducing their personal friends to open Policies, the advance of the Company would be nearly ten fold.

The Company, said he, had attained such a position, that no real argument could have any weight against it ; and he could as-