

Life Insurance Salesmen



equipped with Prudential policies have a good start on the road to success. We would like to hear from men who contemplate entering the life insurance field.

WRITE US ABOUT AN AGENCY.

THE PRUDENTIAL INSURANCE CO'Y OF AMERICA
 Incorporated as a Stock Company by the State of New Jersey.
FORREST F. DRYDEN, President.
HOME OFFICE, NEWARK, N. J.

BIG OPPORTUNITY For BIG MEN.

If you are a man of ability and desire a permanent connection, we need you and you need us.

Here is our record.	1909	1910	1911
Policyholders Net Surplus Assurance in Force	\$503,434	\$636,902	\$781,550
Income (Premiums and Interest)	26,507,691	30,455,859	34,518,000
	1,205,736	1,370,560	1,545,527

Surely a good Company to represent.

The Imperial Life Assurance Company
 of Canada
 Head Office - - - - TORONTO.

GROWING APACE!

Abundant prosperity has attended the operations of the

Mutual Life of Canada

during the past year in every department of its business.

Death losses were very much below the "expected" and as usual the expenses of conducting the business were very moderate.

Policies in force January 1, 1912
\$71,024,770.88

A TORONTO AGENCY

WITH
 Continuous Renewals for the RIGHT MAN
 SEE

CONTINENTAL LIFE CONTRACT.

T. B. PARKINSON: Superintendent of Agencies
 Continental Life Building. TORONTO

The Excelsior Life Insurance Co.

Established 1889

Head Office: Excelsior Life Building, TORONTO.
 Insurance in Force, Dec. 31st, 1910 \$14,000,000.00
 Available Assets 2,552,863.49

1910 was a BANNER YEAR
 Yet for the first nine months of 1911

INSURANCE APPLIED for INCREASED \$615,000
 EXPENSE RATIO DECREASED 15 per cent.
 DEATH CLAIMS DECREASED 35 per cent.
 Security for Dependents. Satisfaction for Insurers.

Excellent opportunity for energetic field men to secure liberal permanent contracts.
 D. FASKEN, President. E. MARSHALL, General Manager.

Organized 1850

THE UNITED STATES LIFE INSURANCE COMPANY

ISSUES GUARANTEED CONTRACTS

JOHN P. MUNN, M.D.
 PRESIDENT
 FINANCE COMMITTEE
 CLARENCE H. KELSEY
 Vice-President
 WILLIAM H. PORTER
 Cashier
 EDWARD TOWNSEND
 Vice-President

Good men, whether experienced in life insurance or not, may make direct contracts with this company, for a limited territory if desired, and secure for themselves, in addition to first year's commission, a renewal interest insuring an income for the future. Address the Company at its Home Office, No. 277 Broadway, N. Y.

THE BENALLACK

Lithographing & Printing
 Co., Limited

80-82 Victoria Square - - Montreal



THE CHIEF DIFFICULTY that confronts the new man entering the Life Insurance Field is the securing of GOOD PROSPECTS. This difficulty is eliminated when you write for an INDUSTRIAL COMPANY, the debts of which are an inexhaustible mine for both ordinary and industrial business.

THE UNION LIFE ASSURANCE COMPANY
 HEAD OFFICE, - - TORONTO, CANADA
 More Policyholders than any other Canadian Company.

