

CONDENSED ADVERTISEMENTS

"Positions Wanted," 2c. per word; "Positions Vacant," "Agents or Agencies Wanted," 3c. per word; other condensed advertisements, 50c. per word. Minimum charge for any condensed advertisement, 50c. per insertion. All condensed advertisements must conform to usual style. Condensed advertisements, on account of the very low rates charged for them, are payable in advance.

THE SIMPLE ANNALS OF A SUCCESSFUL SALESMAN.—(How he made his opportunity.)—The most important thing a salesman has to sell is his services, for consider, when the salesman sells his services he has disposed of his most valuable asset. If he puts this sale over right, the rest follows as a matter of course. Listen to the story of a salesman who sold his services well. Mr. H. was a clerk in a financial office in a small city in Canada. His equipment was simple—a fair education and an indomitable ambition. Like many good men he felt sure there was a better place and a brighter future for him somewhere, and he was content to abide his time, only he was determined not to wait for his opportunity but to make it. Casting about, he learned that successful life insurance soliciting was a very lucrative profession. He could not afford to give up his job for the moment, so he devoted his time to study at night. In brief, Mr. H. soon mastered his subject and found he could increase his income considerably by writing insurance in his leisure moments. In a short time he felt he was justified in giving up his position as a clerk, and arranged to come to Toronto and connect himself with my agency. From the start he has made, he should earn \$5,000 a year with comparative ease. What is the moral? Had he not been stirred by ambition, had he not been willing to sacrifice a part of his evenings to better himself, he would still be earning \$75 to \$100 a month. This is a human document from life and only one of many we will be glad to show. We have a few good openings for applicants of unquestioned integrity and with the highest grade references. No others will be considered. Give full particulars of your business career in making application. W. A. Peace, Branch Manager, Imperial Life Assurance Co., 20 Victoria St., Toronto.

THE WELL-KNOWN WINNIPEG REPRESENTATIVE of an Eastern manufacturing firm of high standing is open to take an additional agency. In close touch with leading business firms, government and municipal officials from Winnipeg to Vancouver. Member of leading clubs, etc. Address Box 19, *The Monetary Times*' Office, Toronto.

STRONG INSURANCE and Financial Firm located in Edmonton desire the General Agency of a tariff fire insurance company for the Province of Alberta. Can guarantee an income from Calgary and Edmonton of at least \$20,000 the first year. Address in strictest confidence, "General Agents," care of *The Monetary Times*, Toronto.

TWO TORONTO ESTATES

The estate of the late Mr. Edward Gurney, Toronto, is valued at \$817,803.82, made up as follows: Stock in the Gurney Foundry Company, Toronto, the Gurney Heater Manufacturing Company, of Boston, Mass., and the Gurney Northwest Foundry, of Winnipeg, valued together at \$629,650; life insurance, \$95,049.51; residence on Walmer Road, 650; with furniture and personal effects, \$75,000; cash receivable and other miscellaneous assets, \$18,104.31; total, \$817,803.82.

The late Mr. Samuel Morley Wickett, Toronto, died intestate. Administration is being sought. The estate is inventoried at \$185,928.58, less loans by bank and brokers, with interest to December 8th, \$109,458.38. This reduces the estate to \$76,470.20.

A fine all-Canadian calendar has been issued by the Northern Life Assurance Company, London, Ont. The picture used is "Canadians Retaking Trenches at St. Julien" by the Canadian artist, Mr. E. R. Glen.

DOMESTIC WAR LOANS

We are pleased to quote most favorable rates either for buying or selling the old or the new war loan.

(Telephone Main 3370.)

R. A. DALY & Co.

BANK OF NOVA SCOTIA BUILDING
TORONTO, ONT.

DEBENTURES FOR SALE

City of Saskatoon SASKATCHEWAN

Sale of Tax Certificates

The City of Saskatoon has for sale a limited number of Tax Sale Certificates representing property purchased at the tax sale held on November 1st, 1916. This investment is **gilt edge**, as many of these certificates represent improved property, in the centre of the city, and all are excellent security for the taxes. The purchaser is assured of 10% per annum on his investment, or a clear title to the property within 3 years from November 1st, 1916. The purchaser should pay subsequent taxes when they become arrears, and will receive a premium of 10% per annum on all taxes so paid. If redemption is made the day after buying the certificate the purchaser still gets the 10%.

As the best of these certificates are being rapidly taken up, intending investors should **act promptly**. Till the end of the year the City is selling these certificates for the taxes and costs only.

Full information regarding certificates available. Terms, etc., can be had upon application to the **Tax Department, Saskatoon.**

RAILROAD EARNINGS

The following are the weekly earnings of Canada's transcontinental lines during December:—

		Canadian Pacific Railway.		Inc. or dec.
		1916.	1915.	
December 7		\$3,139,000	\$3,046,000	+ \$ 93,000
		Grand Trunk Railway.		
December 7		\$1,151,306	\$1,012,326	+ \$138,980
		Canadian Northern Railway.		
December 7		\$ 917,900	\$ 830,600	+ \$ 87,300