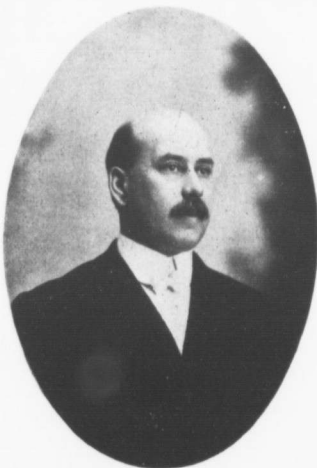


## Two "Top-Notchers."

The Agency Department has, in its Monthly Bulletin, a Special Mention List, which gives the names of representatives of the Company who produce a certain amount of new business. This list usually contains about half a hundred names. It is very seldom that any representative is successful enough to be included in the list for the twelve months. Two men have succeeded in doing so during 1908,—Messrs. W. C. Gaden, of the Montreal Agency, and R. R. Brooks, of Western Pennsylvania. We heartily congratulate these gentlemen on their success and have pleasure in presenting their photographs below.

Mr. W. C. Gaden first saw the light of day in Newfoundland. After leaving school he devoted himself to the study of law, but gave that up for a business career. Mr. Gaden has been interested in several successful ventures, and his ability as a practical business man was brought to the attention of Mr. Stanton



MR. W. C. GADEN.



MR. R. R. BROOKS.

of the Montreal City Agency, who persuaded him, just a year ago, to join the staff of the Company. The very fact of this sketch is proof that he has "made good." The business that Mr. Gaden writes is of the best quality, and his experience is, that there is no difficulty whatever in selling the policies of the Sun Life of Canada. Mr. Gaden never talks hard times, but sticks to his text, having the strong conviction that men should carry life assurance, and with that conviction predominant he invariably meets with success.

Mr. Gaden was one of those loyal Canadians who served in the North-West Rebellion in 1885, as corporal in the Montreal Garrison Artillery, under the late Lieut.-Col. Oswald.

Mr. R. R. Brooks, of North Girard, Pa., back in 1876 met Mr. Hayes, the

"The can-  
temples on t  
were crushed  
lamps there."