

while the other may not go to your wife and children till to-morrow, or next week, or next year? Besides, if you insure in three months from now, what will be your motive or object in doing so then?"

"Well I suppose the benefits of the insurance may accrue to my family in case of my subsequent death."

"But supposing you die within the next three months, wouldn't this insurance come just about as good to your family as it would during the next three when you expect really to have it?"

"O there's no doubt about that, of course."

"How much difference will it make to you whether you insure to-day or in three months hence?"

"In a moneyed sense, it makes very little difference to me, but I don't feel quite ready yet."

"How much difference will it make to your family whether you insure to-day or ninety days hence, in case of death in the meantime?"

"Ten thousand dollars, of course."

"Then is it worth while to deprive your family of \$10,000 protection during the next three months, when you are neither benefited nor inconvenienced thereby?"

"Well it hardly seems so, and, therefore, we will compromise this matter. I am going to Washington and New York in a few days. I'll return in a couple of weeks, and then will fix the matter up."

"But —"

"Now I know what you would say—that the arguments against a three months delay apply proportionately against three weeks. But I have yielded more now than I intended in deference to your pleasant way of presenting it, and because I like your company. True, I may die while absent, but I will take the risk."

"All right, but you will let me have a few words in closing?—Please keep this in mind: that my business is to secure insurance. By your decision in this matter, you have admitted that my vocation is a useful one, and by your very courteous treatment of me, you have virtually given me and my company the preference over others that I know have presented themselves. Therefore, I desire to say this. My work has all been done, and yet your postponement leaves the result open. I get no benefits, neither do you nor your family in case of contingencies. Still, I will cheerfully await your return, if you think it prudent to require it after deliberating a moment on a statement you just made."

"What statement is that?"

"You said, 'I may die while absent, but I will take the risk.' Supposing you die, what risk do you take? Is it not your family that takes all risks, that bears all burdens, that stands all losses?"

"I admit that now."

"Then which is the better able to take this risk—your family or the insurance company?"

"The company, certainly."

"Then shall we transfer the risk from your family to the company?"

"Well, go ahead."

All this and much more in detail happened, and we give it thus fully to teach and encourage the agent in the difficult work he has to do. However often the object of your solicitations retreats from one stronghold and entrenches himself in another, follow up and besiege him till you secure an unconditional, complete surrender.—*Insurance Age.*

**CONFEDERATION LIFE ASSOCIATION.**—We learn that the transactions of this well-managed Life Institution, for the past year, show very satisfactory results, both as regards new applications and profit on the business generally. We are warranted in saying that policy holders and shareholders may expect an excellent Report at the Annual Meeting in April.

## ANNUAL REPORTS AND MEETINGS.

### ROYAL CANADIAN INSURANCE COMPANY.

The Annual Meeting of the Royal Canadian Insurance Co. was held on the 3rd inst. The Directors' Report presented a gratifying statement of the year's business, showing a profit balance on the year's transactions of \$50,877.13. The Fire business for the year was very profitable indeed, but the heavy losses in the Marine branch during the latter part of the season made the latter department an unprofitable one. A question was raised by one of the shareholders as to the advisability of discontinuing the Marine business, but was overruled, as a single disastrous season was not considered sufficient to warrant a discontinuance of that line of Insurance. The Assets of the Company are \$513,838.74, and liabilities \$370,029.41, leaving a balance of \$143,809.33, from which sum has to be deducted for unearned premiums as required by Government standard, \$115,654.53, leaving a net surplus over all liabilities, including capital, of \$28,154.80.

### THE CITIZENS INSURANCE COMPANY.

The Annual Report of the Citizens Insurance Company to 31st. Dec., 1881, shows a surplus in the Fire, Guarantee and Accident business of \$34,453, and on Life Branch \$12,755. Application is being made to Parliament for authority to reduce the paid-up capital from \$250,000 to \$111,120, which, though not affecting the standing of the Company, would place them in a position to pay a dividend should another favorable year permit it. The assets of the Company show a balance over all liabilities of \$107,117.94, being an increase of \$49,135.07 over last year's showing.

### THE UNION FIRE INSURANCE COMPANY.

The Annual Meeting of this Company was held on the 9th inst., in Toronto. The total income for the year ending 31st December, 1880, was \$62,701.18, showing an increase over 1879 of \$22,299.55. The Directors considered the profits warranted the paying of a dividend for the year of 6 per cent. With a view of extending their business, the Directors have deemed it advisable to make two calls of 10 per cent. each, upon capital stock, payable on or before the 1st March and 1st Sept., 1881, respectively.

### MERCHANT'S MARINE INSURANCE COMPANY.

At the Annual Meeting of this Company, held on the 9th inst. in Montreal, the Report showed a very disastrous year's business, especially for the month of November, in which the losses had amounted to \$65,000. After considerable discussion as to the advisability of winding up the Company, the Report was passed with the following amendment: "It is therefore recommended that the Company take no more risks, and that the Company be wound up with as little delay as possible, and at the least possible expense." A call of 5 per cent. on the capital stock has been made, to meet losses requiring immediate payment.

### NATIONAL INSURANCE COMPANY.

The Annual Meeting of this Company was held in Montreal, on the 9th inst. The Report was presented from Mr. P. S. Ross, Auditor. An offer was received to pay a further sum of \$1.25 per share, and assume all liabilities of the Company, giving security that all shares be taken and all liabilities satisfied,—which, on motion, was unanimously accepted.

### CANADA GUARANTEE COMPANY.

The eighth Annual Meeting was held on the 10th inst. Two semi-annual dividends of 4 per cent. had been declared, and \$25,000 added to capital account. The subscribed capital is now \$600,000; paid up capital \$190,000; assets, \$230,000; surplus over all liabilities, including capital, \$8,099.85.