

WISE HINTS FOR INSURANCE MEN.

The following rules, drawn from a long and successful experience of insurance work, have, been compiled by Mr. W. T. Oversby, the chairman of the Council of the Corporation of Insurance Brokers and Agents, and one of the examiners in the life section of that body:

- (1) In all interviews, never lose your temper. Be courteous, cultivate a pleasing and easy, but firm address.
- (2) Always maintain your own dignity. Never let any man think he is doing you a service by taking a policy. Let him feel that you are there to do him a service.
- (3) Make a point of seeing four or five prospects daily, and make notes of your visits, including remarks as to the age, if married, number of children, and social position of the person concerned.
- (4) If a person interviewed is not promising, don't give him up, but place his name and address at the bottom of the list for further effort.
- (5) When things generally go wrong and are discouraging, don't get depressed, but cultivate a "Mark Tapley" spirit, and remember that, between sowing and reaping, time must elapse, but that a crop must ultimately come with diligence and perseverance.
- (6) Determination, patience, and tact always win, and bring satisfactory results.
- (7) Always aim high—large cases are easier to close than small ones and are much less trouble, though small cases are not to be neglected.
- (8) A man can be helped but the formation of habit rests with himself, as does the creation of the germs of ambition. The lower ranks are always full, but there is plenty of breathing room at the top. The top cannot be reached without the exercise of effort and resolution. Honest work is the key to success. It is not others who assess the value of a man, it is himself.

The field worker who steers his ship by these most admirable rules is pretty sure to find himself on the right course, and is more than likely to bring to port a valuable cargo. President Wilson's fourteen points are now famous. Mr. Oversby has, however, managed to concentrate his hints for insurance men into eight points and they, too, deserve to be famous.

WANTED

Young Man thoroughly conversant with Marine Insurance, to take charge of Marine Department in General Insurance Office. Address, stating age and qualifications to

MARINE,
c.o. The Chronicle,
Montreal.

WANTED

An established Company with its Head Office in Regina, Sask., is open for a Provincial Agency of a good Casualty Company writing Accident, Sickness, Liability and Automobile insurance; also a Provincial Agency for a strong Life Insurance Company, prepared to give a good Commission Contract. Excellent connections throughout Province. Large Volume of Business. Address:

A. U. B.,
c/o The Chronicle,
Montreal.

WANTED

Young Man, 25 years old, six years' experience in Fire Insurance Office, both languages is open for a position. Address:

M. E.,
c/o The Chronicle,
Montreal.

WANTED

An Experienced Clerk, with thorough knowledge of Underwriting and Office Management, for a British Fire Office. Splendid opportunity. All applications considered confidential. Address, stating qualifications and salary expected.

EXPERIENCE,
c/o The Chronicle,
Montreal.

The LIFE AGENTS MANUAL
THE CHRONICLE - - MONTREAL