

## A Many-sided Man.

In the entire range of human activity there is no occupation or calling requiring such varied qualifications as that of Life Assurance. The successful solicitor, in the very nature of things, is an all-round man. I make this introduction for the special benefit of those who both talk and act as though anyone could "fill the bill." To such an extent does this prevail in some localities, that the business of Life Assurance is made a dumping ground, practically, for anyone and everyone who happens to be out of a situation. This is a practice that should be guarded against by those charged with the selection of representatives for the several companies, if the respectability of the calling is to be maintained.



The worker in the field of Life Assurance, to be successful, must be a many-sided man. Let us consider some of the "sides" of his make up.

First, he must have both faith in, and love for, his task, else he is better out of it. Lacking these he'll never succeed in this or any other calling.

Secondly, perseverance is required. A spirit of stick-to-it-iveness, that will adhere to the work, to use a homely comparison, "like a wax plaster to a carbuncle."

Thirdly, tact—the tact which is born of sound judgment—one of the most important mental qualities in any sphere, and especially so in Life Assurance. It's a splendid thing to present your case eloquently and forcibly, but what will all this avail if you know not when to talk for the "application." Tact, my man, Tact!

Fourthly, a pleasing personality. This is one of the most valuable of possessions. Who does not admire the geniality of some men's dispositions? Such have *entree*

at all times. In this sociability of manner lies a patent factor to success.

Fifthly, we mention honesty and integrity. These constitute the strongest planks in the platform of reputation—a solid standing ground—for a man's reputation is the best capital that he can possess.



In conclusion I would name intelligence. I do not mean by this education in its common acceptance, but the rather do I refer to that widely developed intelligence which comes of an overexpanding intellect, whose possessor is using all his God given powers to work out successfully, in his individual history, the great problem of life.

There is no condition that I know of, to call out the very best that is in a man, equal to Life Assurance work. He meets opportunities all along his pathway, and his success or failure depends on how he uses them. In his daily round he is brought into contact with those of every rank and condition of life, and in view of this fact it will be seen how necessary it is that the Life Assurance solicitor should be a many-sided man.—"Obiter Dictum."



The Rev. N. Dwight Hillis, of Plymouth Church, Brooklyn, said, in a recent sermon—"Carlyle thinks Burns received more rather than less of the kindness usually bestowed upon great teachers. For ours is a world that pays Christ with a cross, Socrates with a cup of poison; while Tasso polished his cantos in a madhouse; Cervantes perfected his pages in a prison; Roger Bacon wrought out his Principles in a dungeon; Locke was banished, and wrote his treatise on the mind while shivering in a Dutch garret." The benefactors of the race have never been possessors of much of the world's goods.