

ship a secretary-treasurer, who shall likewise hold office for one year or until his successor is chosen.

"The secretary-treasurer shall receive and carefully keep all the moneys of the association, and disburse the same as may be directed by the association or the executive committee. We shall keep the records of all the members of all meetings of the association. In case of special meetings, the business for which the meeting is called shall be stated in the notice.

"The executive committee shall appoint an auditing committee of three members of the association, to audit the expenditures and to report thereon at the annual meeting and at such other times as the association or executive committee may direct.

#### Meetings

"The annual meeting shall be held on call of the executive committee, written notice of which shall be mailed in due time to reach members not later than thirty days prior to such meeting. Eight members shall constitute a quorum.

"Special meetings may be called by the chairman or on the written request of eight members he shall issue a call for such meeting, and not less than ten days' notice thereof shall be given.

"Amendments to these by-laws may be made by a two-thirds vote of the members present at any meeting of the association, provided that a copy of such proposed amendment be filled with the chairman of the executive committee, who shall cause a copy thereof to be mailed to each member as provided in the call for the meeting."

The following executive committee for the Agency Officers' Association was appointed: A. Gordon Ramsay, president; C. E. Robertson, secretary; A. E. Corrigan (managing director, Capital Life); C. H. Carpenter (superintendent for Ontario, Great West Life); H. Kay (manager for Canada, Metropolitan Life); V. Archambault (of the La Sauvegarde Life). The question of meetings and subjects was left to the committee. Mr. Ramsay stated that nothing definite had as yet been planned, but one subject he had in mind was the keeping of business on the books after it had been secured. Phillip Burnet suggested semi-annual meetings, at which the papers and reports presented at the annual meetings could be discussed and criticized.

#### Life Underwriters' Meetings

The program of the Life Underwriters' Association commenced on Wednesday with a few words of welcome from Mayor Fisher, of Ottawa, and from W. T. Lamb, president of the Ottawa Life Underwriters' Association. These were responded to by T. J. Patton, vice-president for Ontario and by C. C. Gauvin, vice-president for Quebec. The president, E. S. Miller, spoke briefly, expressing his appreciation of the honor conferred upon him last year.

#### Committee Reports

J. B. Hall, reporting as chairman of the executive committee, reviewed the subjects which had occupied the attention of the executive during the year, including soldiers' insurance, the membership campaign, educational courses and taxation. J. H. C. Graham, general secretary-treasurer, stated that the membership is 1,927, with 41 local associations reporting. During the past five years, he pointed out, membership has increased from 757, with 3 local associations, to 1,927, and income from \$2,500 to \$18,000. John A. Tory, in submitting the report of the legislative committee, described the important developments which have taken place in Ontario. The Dominion government had proposed a federal licensing law, to which the underwriters had expressed objection unless provincial licenses were abolished; this legislation is still pending, however. He recommended a campaign in Quebec to obtain redress from the numerous taxes levied on companies and agents, by both the province and municipalities there. In Manitoba there is a movement on foot to license agents, and in the same province during the

year the efforts of the association had prevented the inclusion of life companies' employees under the scope of the Workmen's Compensation Act.

F. T. Stanford, for the publicity committee, pointed out that their activities were limited by lack of funds.

D. E. Kilgour, actuary of the North American Life, spoke on behalf of the Life Officers' Association of Canada, and referred to the numerous occasions on which co-operation was useful. "The Life Officers' Association is not a close corporation," he said, "but is composed of chief executive officers of life insurance companies in Canada. Its aim is to promote the best interests of the business. This year, meetings of the medical directors and actuaries were held, with a view to the standardizing of sub-standard risks. We are trying to secure a uniform practice for this class of business, for we feel that every risk will some day be insurable." There is already such a uniform classification for occupational risks, he pointed out. "I am optimistic about the future of life insurance, but there are obstacles ahead," concluded Mr. Kilgour. There is always the possibility of government insurance, he said, but whatever happens the insurance man, from the chief executive to the humblest agent, must recognize the fact that he is first of all the servant of the policyholder and must live up to this obligation.

#### Responsibility of the Association

H. St. C. Clayton, of Sherbrooke, Que., led the discussion on "The Association's Responsibility to the Agent." It is responsible, he said, first for legislation affecting insurance; one example of room for action in this regard was the Quebec law which made it impossible for a married woman to insure in favor of her husband. A second responsibility is that of encouraging co-operation among agents, to eliminate rebating, switching, etc. J. E. Matthews, of Brandon, Man., speaking on "The Member's Responsibility to the Association," said that it was the duty of every one who carries a rate-book to become a member. Then he should not hesitate to report cases of rebating, etc., and the association should not hesitate to take action on points such as this. A standard of fitness or qualification for the agent was desirable, said Mr. Matthews. In Manitoba, he pointed out, there is now no one to refuse a license. "The greatest parasite on the insurance business at the present time," said Mr. Matthews, "is the bank manager in the small towns, who picks of the good business, sometimes using pressure to do so."

In a discussion of these papers, J. B. Hall, of Toronto, pointed out that in Ontario the new legislation which would go into force on September 30 would require a separation of licenses and the signing of a new application form. In this way all undesirables can be eliminated. Mr. Burke, of Quebec, stated that the association has lived up to its duty better than has the member to his. Many of the best agents would not have entered the business if the association had not raised the standard. Regarding licenses, he thought that the provincial superintendents should not issue a license to anyone who cannot get a bond from a guarantee company.

#### Status of the Modern Agent

"The Underwriter of the New Era," was the subject of an address by J. Stanley Edwards, president of the National Association of Life Underwriters of the United States. He compared the work done by the association there with that done by the Life Underwriters of Canada, and found much in the latter which could be copied in the United States. Much attention had been given there, he said, to education, and this was one of the factors which is raising the work to a new standard. Discussing the terms "business" and "profession," he found that the life insurance agent measured up to the latter standard. "In contrast to every other organization of workers," said Mr. Edwards, "life underwriters' associations aim to increase their members' income not by raising fees but by increasing production."