

Washington Life Insurance Co.

Of New York

Blair T. Scott, General Manager, N. P. D.

Assets,	\$ 16,500,000.00
Dividends, Cash and Surrender Values, } Annuities and Death Claims, }	Paid Policy-holders, \$40,000,000.00
Surplus, Including Reserve for Dividends,	\$ 1,093,166.00

INCOMPARABLE STATEMENT FOR YEAR 1901

Per Cent of Cash Reserve on Hand to Protect Insurance at Risk	25%
Per Cent of Interest Earned on Gross Assets	5%
Per Cent of Total Payments to All Policy-holders of Entire Income	65%
Per Cent of Total Payments to Living Policy-holders in Dividends, Cash Values, etc., of Entire Income,	33%

ONE OF THE BEST AND SAFEST COMPANIES IN THE WORLD
ABOVE EVERYTHING, A POLICY-HOLDERS' COMPANY

SYNOPSIS OF SEVEN MONTHS' RECORD IN MILLION DOLLAR NORTH PACIFIC DEPARTMENT

January 1st to August 1st, 1902

Applications Received	\$781,000.00
Insurance Issued by Company	\$661,673.00
Insurance Delivered and Paid in Cash to Company	\$603,211.00
New Premiums Paid Company	\$ 30,197.24
Average New Paid Premium per \$1000 Insurance	\$50.06

With a Staff of but Thirteen Agents This Department, Per Capita, Is Producing Yearly More New Paid Premiums Than Any Life Insurance Agency of Note in the World.

GAIN:	1902, Seven Months Paid Premiums	\$30,197.24
	1901, Seven Months Paid Premiums	\$20,417.86
	(Rate of increase nearly 50 per cent.)	\$ 9,779.38

The Washington Life Insurance Co. earnestly desire that only such persons apply for membership in the company as fully intend to retain their membership and continue their policies for a specified period. To best subserve this end we believe our policies are so clearly worded, and contain such large cash values, that they are the most attractive in the market. We strive hard to engage as agents only those who will represent us in a serious and businesslike way. To this principle of fair and direct dealing is due the splendid showing—as above. You don't want to take a policy for a day or for twelve months. You want to take it with the idea of keeping it.

The Washington Life, above everything is a policy-holders' company, and aims to make your insurance a blessing and not a burden. For 42 years we have done this for thousands of people. Successful men, and men of integrity can secure a contract and build up a permanent business through an alliance with this department. Address:

Blair T. Scott, General Manager

610-11-12-13 Chamber of Commerce, Portland

421-464 New York Block, Seattle

530-531 Rookery Block, Spokane