

CENTURIES OF ROUGH NOTES

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Every safeguard and precaution have always been taken to prevent the theft of official ballots, prior to election day. By means of Official bonds the public is protected against loss through dishonest or incompetent administration of office on the part of elected candidates.

Meet "Mis-Feasance" and Her disreputable brothers, "Mal" and "Non"—long and unfavorably known to all Public Official Bond Underwriters

WHILE there are quite a good number of state, county and municipality elections to be held this fall, this is known to Surety underwriters as the "off year" for elections. However, there are enough states in which important elections will be held to justify emphasizing the sale of Public Official bonds as an immediate and timely field of activity for the local agent. In those states where general elections will be held an enormous volume of bonds will be written and with corresponding profit for those agencies which handle the business.

Also, for those agents who reside in states that do not have general elections this fall, the material herewith presented will be of equal value for the reason that Public Official bond business is peculiarly a field that must be cultivated well in advance. It is not too early to begin this fall to lay and develop plans

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that will culminate in business a year from now.

More Insurance People Needed in Politics

"I cannot take a great deal of credit for salesmanship in the placing of such Public Official bonds as I have, because I was Democratic county chairman," says Geo. A. Chamberlain, of Elkhart, Indiana. "Naturally candidates feel pretty friendly toward the folks who

worked day and night to effect their election."

Of course this is true and it would be good for the insurance business if more local agents would participate actively in the political activities of their communities. There must be party organizations to operate the machinery which produces public officials and it would be well for the land if more men of the type that are engaged in the business of insurance took an active part in this required machinery. There would be more honor in politics if more men of honor were to be found in the political organizations.

Works for Men Who Would Make Good Officials

In the following comments from his experience in this field, E. W. Hoover, manager of the insurance department of the Security Trust Company of Indi-

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