

Washington, D. C., Bldg. 1901-3 7th St., N. W.

AN ESTIMATE FROM THE FIELD

328 W. Wright St. Pleasantville, N. J. November 23, 1928

Southern Aid Society of Va., Inc. Richmond, Virginia

Gentlemen:

On August 31, 1928, I was painfully hurt. It did not occur to me that I was a member of the Southern Aid Society of Va., Inc., until I received a request from my agent in Portsmouth, Va., to send in my sick card. The check for my benefits came forthwith, and assurance that they would continue until I was able to work again, and they have.

I did not seek the company after being hurt, but it sought me 400 miles away to be sure that I was cared for. Is it a friend? Is it true to its contracts? I say cheerfully, it is, and I most cheerfully recommend the Southern Aid Society of Va., Inc. to all of my race everywhere.

(Signed) ROBERT B. CROCKER

Southern Aid Society of Virginia, Inc.

Home Office: 525-7-9 N. 2nd Street, Richmond, Va.

Insures against Disability and Death

Operating in Virginia, District of Columbia and New Jersey

"WHERE THERE IS NO VISION— THE PEOPLE PERISH"

We have, in attractive pamphlet form, the statements of twelve nationally known Americans, in regard to Thrift and Life Insurance. For instance, Dr. DuBois, Editor of the Cause, says, in regard to Life Insurance:

modern civilized life there are certain things which every man does. He is born; be is educated; he goes to work; he takes out life insurance; he is sick; he dies. Few of these things can be avoided, certainly not the first and the last. The degree of a man's civilization is measured by the care which he takes of the other items. To be sure, uneducated men have succeeded; some men do not work, and perhaps a few serious men do not carry life insurance. But none of these omissions are to be recommended. All of them are essential to life. Sickness may be avoided to some extent; death never. Insurance is a method of making these the least possible burden upon the man himself, his friends, and his family."

There are included other equally informative statements from the following:

John W. Davis, President,
West Va. Collegiate Institute
M. W. Dogan, President,
Wiley University
D. C. Fowler, Dean,
Texas College
John M. Gandy, President,
Virginia N. & I. Inst.
John Hope, President,
Morehouse College
R. R. Moton, Principal,
Tuskegee Institute

Carl Murphy, Editor, Baltimore Afro-American

J. B. Simpson, Professor of Greek, Virginia Union University

F. A. Sumner, President, Talladega College

R. S. Wilkinson, President,

S. C. State College

P. B. Young, Editor

Norfolk Journal and Guide

On the last page is a diagram "The Dollar Value of An Education", from a study by Dean Lord of Boston University.

The statements of these gentlemen, with their photographs, will prove interesting to you and your family, and furnish something to think about for a while. A copy may be had from any representative of the company or by forwarding the attached coupon to the Home Office. High School and College Instructors will be sent additional copies for distribution to their students.



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