

Colonel Bates, distinguished guests, ladies and gentlemen:
It is a great pleasure for us to be here at Laurel Hill today for
our annual Christmas party.

Not every company thinks enough of its employees to have
such a party, and I think we should all feel very grateful to
Colonel Bates.

This year there are many new faces among us. This is a
very encouraging sign. It is a sign that we are growing. The
growth of our company is a high tribute to its progressiveness
and to the sound business principles laid down by Colonel Lester
Bates. Our growth is a measure of our service to South Carolina,
a measure of our service to our own communities. Whatever helps
our communities helps us. This has been a prosperous year indeed.

Ours is a very satisfying and steady business. We may all
look forward to continued growth in the future. For no other
business gives exactly the same services as does ours.

The policies which we sell provide savings in the time of
need. They bring assistance in the time of disaster. Thousands of
widows and orphans today are thankful that they hold the benefits
of policies which were issued by the Capital Life and Health Insurance
Company. As the cheerful season of Christmas approaches, it makes
me proud and happy that I have had some part in assuring the future
of these people.

In these uncertain times, we, as professional men, are
rendering great services to our clients. 1948 promises to be a year
of greater opportunity for service. Let us take full advantage of
that.

Again, I wish to thank Colonel Bates for his kindness in
having this party for us. It enables us to renew our old friendships
and make new ones in the finest spirit and tradition of Christmas.

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