

The Life Underwriter—A Friend

The first impulse, often, when a life insurance underwriter calls, is to show him little courtesy—but pause a while and consider. Perhaps no one is better equipped than he to give you practical suggestions for increasing and conserving your estate and for providing for your family's welfare.

Life underwriting has become a profession for which men and women aspiring to enter it are carefully educated and prepared. The experienced underwriters of well-established companies are well versed in business matters and fully qualified to advise regarding the best methods of estate conservation.

We believe in life insurance, for it is one of the best and easiest ways of replacing earning power, creating an estate and providing funds to liquidate taxes and debts. We believe in the trust company as the effective and efficient means of handling the proceeds of many types of insurance.

**STATE BANK
and
TRUST COMPANY**

Established 1874

Orrington at Davis

Evanston, Illinois

