

Life & Casualty Insurance Company Prepares to Move into New Home

Business Shows Remarkable Growth Since Organization Twenty-Two Years Ago

Next month the Life & Casualty Insurance Company will begin moving into its beautiful and substantial new five-story home on Fourth avenue, north, between Church and Commerce streets.

This will mean the passing of another milestone in the progress of an institution that, within the short span of twenty-two years, has grown from a small beginning to be one of the largest and strongest of its kind in the United States.

Almost directly across the street from the new \$400,000 home this same company began business back in 1903 with total assets of approximately \$21,000. The headquarters consisted of a room, 14x12 feet, for which a monthly rental of \$12.50 was paid. This room was used as the president's office, the secretary's office, the district office and as a location for the transaction of all executive business of the company.

Through the high ideals and the untiring energy of its officials, the company soon began to win the recognition that it justly deserved and it was found necessary to move into larger quarters nearby. It was not long until these quarters too were outgrown and then, in 1910, the company purchased the structure at 309-311 Church street, which later also proved inadequate and the adjoining building at 313 Church street was bought to fill the need for additional office space. And now these structures also are crowded as the new building on Church street is receiving its finishing touches in preparation for occupancy by the company.

The Life and Casualty's first line of business was the writing of industrial, health and accident policies, and now it holds second place in this field in the United States. As the company grew, other policies were added, and today it writes a full line of all standard forms of life insurance.

In sharp comparison with the \$21,000 in assets in 1903, the assets of the company now aggregate more than \$5,000,000. The gross income of the company this year will exceed \$6,000,000. It has more than \$2,000,000 of

insurance in force in its various departments. Its policy holders total 600,000. There are approximately 200 district offices in the company's territory, employing 1,400 field men. There are approximately 150 home office employes and 60 local agents, making a total of 210 people employed by the company in Nashville. The remarkable prosperity that is being enjoyed by the company is illustrated by the fact that its gain in assets for the past 12 months was equal to the first seventeen years of its growth. No year has been passed without a substantial increase in assets being recorded.

The rapid growth of the Life & Casualty Co. is only the personification of A. M. Burton, its president, who takes an active interest in all local civic enterprises and is a confirmed optimist and a Christian gentleman of the highest type. In an article appearing some months ago in the Insurance Field the following tribute is found: "What are the reasons for this success? Not alone thrift—though that has its share—but financial and moral integrity as well. Two questions must be satisfactorily answered when a business problem confronts Mr. Burton. Not only, 'Will it pay?' but also 'Is it right?'"

Mr. Burton came to Nashville during the Centennial in 1897, and while here secured a position as an insurance agent. After several years of service as an agent and having learned the business from the ground up, he conceived the idea of the Life & Casualty Insurance Co. and organized this company, which now stands as a monument to his foresight and progressiveness. He has been president of the company ever since its organization. Before the organization of the Life & Casualty, Mr. Burton had already proved his efficiency in his chosen field, as he had been rapidly promoted with the company with which he began his activities as an agent. His first promotion was to the office of assistant district manager. Later he became district manager and afterward state manager, which position he held until he severed his connections with the company to organize the Life & Casualty.