It was contagious at Stanford (and we couldn't be happier!)

Seven years ago, a Stanford graduate joined New England Life at our branch office in Palo Alto, California. Six months later, another Stanford man arrived. Their, within three years, two other Stanford stalwarts were saying, "Move over, fellows." We're all in favor of this kind of "contagion." Especially when New England Life ends up with a congenial quartet like this: (left to right, in photo) Jack Martinelli ('48), Earle Fatten ('49), Joe Pickering (Bus. School '50), Dave Hoffman (Bus. School '51).

These men have made fine progress together, too. All have qualified for membership in our Leaders Association—the company's top production club.

What made them decide on New England Life? Jack: "...looked into other life companies, but liked what New England Life had to sell." Earle: "...like the comprehensive and personalized training." Joe: "...impressed by the company's outstanding reputation in the business and financial community." Dave: "...a quality company and I wanted to be in business for myself."

There's room in the New England Life picture for other ambitious collegemen who meet our requirements. You get income while you're learning. You can work almost anywhere in the U.S.A. Your future is full of sizeable rewards.

You can get more information about this career opportunity by writing Vice President L.M. Huppeler, 501 Boylston Street, Boston 17, Mass.

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