

**THE FIRST BUSINESS OF
THE WORLD; AND OTHER
ADDRESSES AND PAPERS**

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The first business of the world; and other addresses and papers by D. P. Kingsley

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D. P. KINGSLEY

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I BELIEVE that life insurance is a new evangel-whose creed is self-respect, whose church is the heart of man.

I BELIEVE in the trinity of a man, a sweetheart and a life insurance policy.

I BELIEVE that the man who is in debt is not free, and the title-deed to true freedom is a good life insurance policy.

I BELIEVE that the supreme duty of every man is to pay his debts - and the chief debt of every man is to his wife and children.

I BELIEVE that true joy always means responsibility, and as no joy can be like that which surrounds a cradle, so no responsibility can be equal to that which surrounds the grave.

I BELIEVE that the man who dies leaving a wife helpless and children defenseless generally deserves in the hereafter all that the most orthodox could desire.

I BELIEVE that the obligation to pay a life insurance premium has the same moral effect on a man's self-respect that the right to vote has on a boy becoming twenty-one.

I BELIEVE in the brotherhood of all men without regard to race or creed; but as yet brothers are enemies, and peace, righteousness and mercy may be achieved only through much fighting.

I BELIEVE in the immortality of all effort directed toward the protection of the helpless, through its resurrection in memory and in better men, and in the eternal progress of humanity.

April 7th 1900.

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FIRST BUSINESS OF
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ADDRESSES AND PAPERS

BY
D. P. KINGSLEY.

NEW YORK:
COMPILED AND PRINTED 1903.



PREFATORY NOTE.

THESE pages have been assembled under no illusions as to their character. They are heavy with the atmosphere of the "shop"; they do not claim to be what is called literature. They aim simply to bring a message to the men who took part in the strenuous doings of the NEW-YORK LIFE between the years 1892 and 1903; they are chiefly souvenirs of meetings that were surcharged with determination and ambition and pride of achievement.

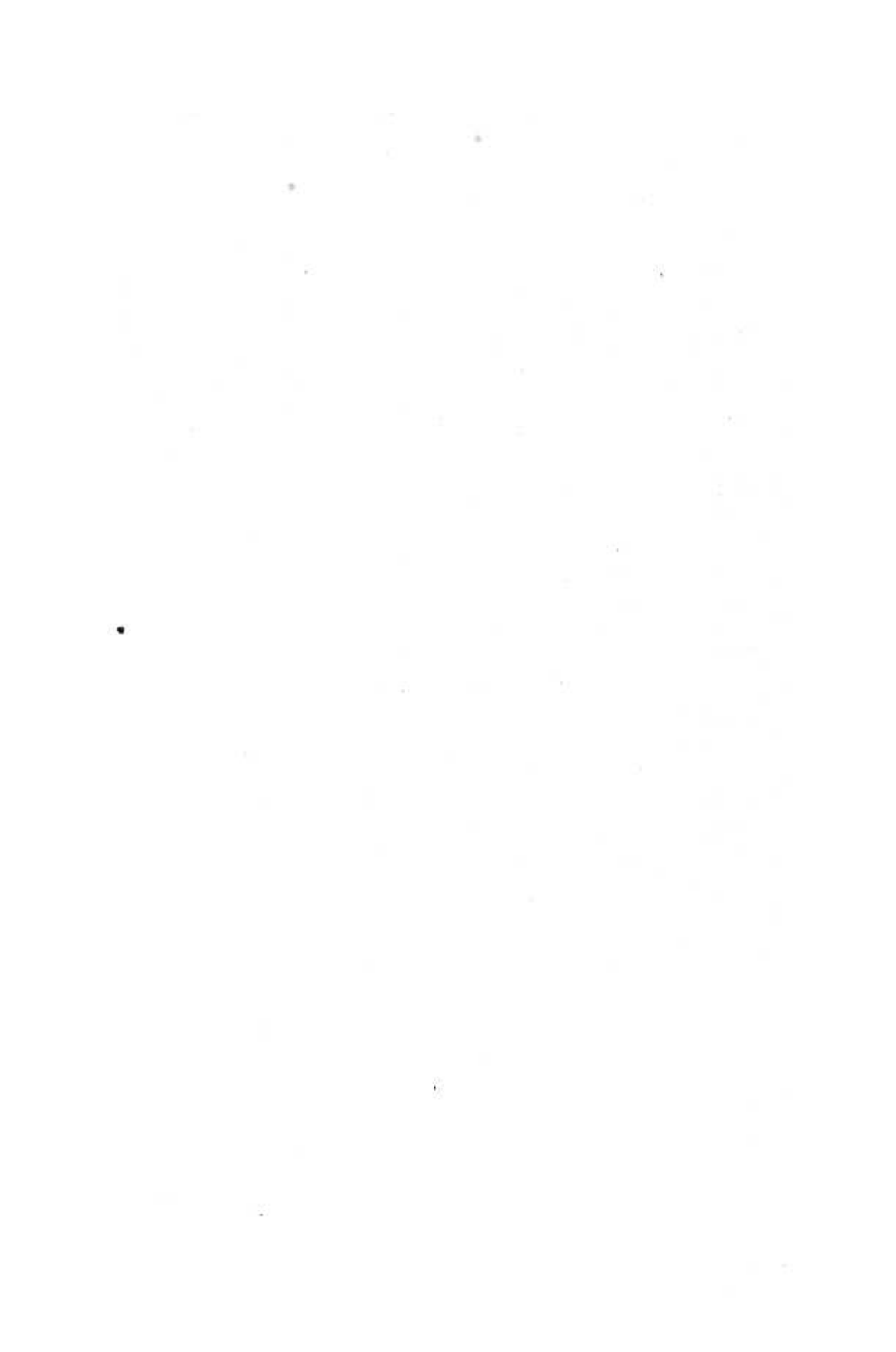
We, NEW-YORK LIFE men, shall have other meetings similar, even greater, but none just like these.

I present this little volume in the hope that it may help to keep alive an inspiration that for ten years has lightened labor and increased accomplishment.

D. P. K.

No. 346 Broadway, New York, N. Y.,

May, 1903.





THE FIRST BUSINESS OF THE WORLD.

FIRST PRINTED IN THE "CHRONICLE," N. Y., CHRISTMAS NUMBER, 1897



WHEN Julian West awoke in *Looking Backward* (dreaming within a dream), he was quivering with ecstasy. He was radiant with the joy that all dreamers feel as they erect, bit by bit, their dreamland palaces, fashion their dream-folk and people their dream-worlds. He had just visited with a certainty of touch, and seen with a clearness of vision which surpassed reality, a city and a civilization from which the struggle for existence had been eliminated. Plato living in his ideal Republic, or Sir Thomas More in a real Utopia,

could not have been happier. For him the monstrous cruelties of a civilization, built under a law which says that the strong only may survive, had passed away. Full of the beauty, the joy and the sweet reasonableness of his dream, he was in a moment thrust back into the din and bustle of a great, modern city.

That our whole civil and social system seemed monstrous to him was not strange. He could literally find nothing to approve. Great business houses, whose workings seem to us models of good order, effectiveness and justice, were to him dens of wickedness: in them men struggled mightily to overcome other men, to trample the weak under foot. Wherever he turned were the same disorder and cruelty: humanity tearing at itself.

In the depths of his despair a single message reached him, which brought comfort, which showed that forces were at work in society, through which even his dreamland-republic, or something like it, may be reached. As he pondered, a man handed him a card. On that card was written a message of hope—the message was Life Insurance, and the man who bore it was a Life Insurance Agent. By contrast with the splendid humanity of Boston, as he had seen it in the year 2000, the Plan offered