

**HARPER'S LIFE INSURANCE  
LIBRARY; THE HOUSE OF  
PROTECTION, PP. 1-128**

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Harper's Life Insurance Library; The House of Protection, pp. 1-128 by Griffin M. Lovelace

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**GRIFFIN M. LOVELACE**

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**THE HOUSE OF PROTECTION**

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## *Harper's Life Insurance Library*

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Edited by Dr. John A. Stevenson, formerly Director of the School of Life Insurance Salesmanship, Carnegie Institute of Technology and Griffin M. Lovelace, Director of the School of Life Insurance Salesmanship, Carnegie Institute of Technology.

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*HARPER'S LIFE INSURANCE LIBRARY*  
*Edited By*  
*John Alford Stevenson and Griffin M. Lovelace*

# The HOUSE OF PROTECTION

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*Endorsed by*  
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LIFE UNDERWRITERS



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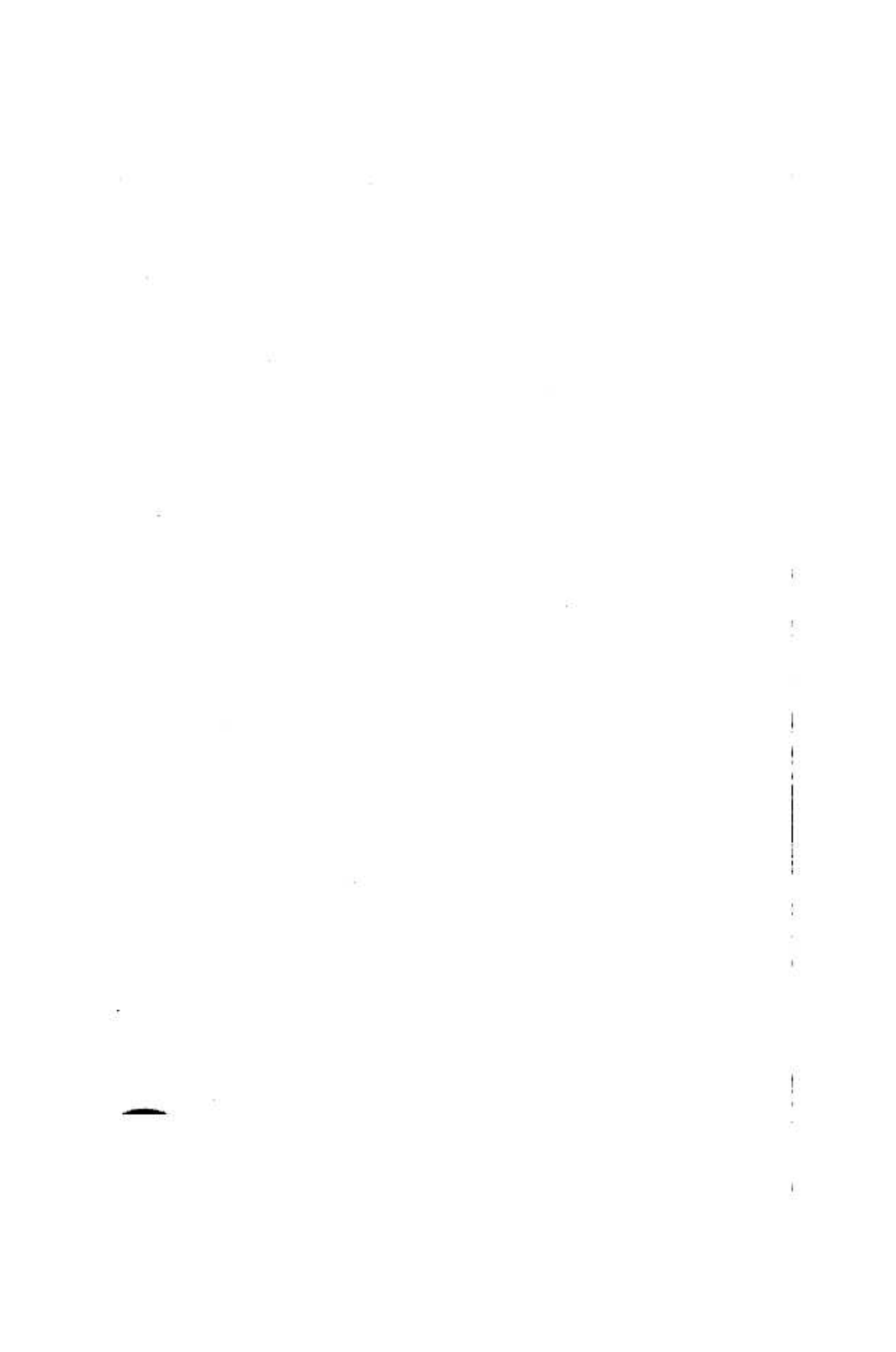
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This book is dedicated to those life underwriters who are guided in their work by an earnest desire to help husbands and fathers with one of their greatest problems; viz., to *guarantee*, after their death, living expenses to their wives and children.



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