

Thomas Edison and Henry Ford are to him symbols of American power. In the courtroom in which I was tried, the only picture on the wall, ironically enough, was that of Abraham Lincoln. The Mikado's people pathetically long for trade and friendship with the United States. Thousands of United States missionary schools, hospitals and charitable institutions have developed in the Japanese a deep respect and appreciation for our humanitarian principles and for American education, religion and medicine. The army has deprived him of the latter and has provided him with no substitute. The average Japanese regards the American navy and air force with an almost superstitious fear — based on American movies and magazines, which he trusts far more than German propaganda.

Mr. Moto is, at the moment, a

badly frightened little man. If Hitler's Ambassador Ott is able to maneuver Japan into war with America, Mr. Moto is not going to follow his officers with very much enthusiasm. But it will not have to come to this, if President Roosevelt continues to play his cards right. He has already overridden the weak-kneed, stupidly short-sighted appeasers in the United States Department of State and has begun the economic isolation of the Island Empire. That, combined with judicious saber-rattling to foster the fear of the Admirals and some powerful, concerted and truthful propaganda to counteract Nazi General Ott's lies, may well, in time, bring on the collapse of the militaristic faction. Mr. Moto is not far from revolt. And the Son of Heaven would rather break with Adolf Hitler than exit through the Honorable Door.

---

## NATION

SOME thought the land was run by sense,  
Some by rote and some by wisdom,  
Some by greed and some by God,  
And some by the solar system.

Some pulled levers, others pulled wires,  
Hordes at the bottom, a few at the top;  
We did not see the land was run  
Like a machine that could not stop.

— TOM BOGGS

A

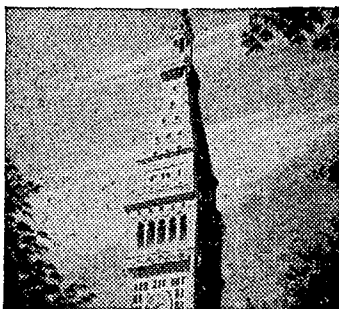
*Madman's*

*Dream*





**1.** Metropolitan Life Insurance Company has nearly 29,000,000 policyholders in the United States and Canada. To serve these policyholders in their own localities requires a highly efficient system. Experience has shown the Agency System to be the most effective and economical.



**2.** This is the Tower of Metropolitan's Home Office building in New York City. The headquarters for Metropolitan's Agency System are in this building. There are also two Head Offices, one in Ottawa, Canada, and one in San Francisco.



**3.** Metropolitan has divided the United States and Canada into 10 Territories. Each is headed by a Superintendent of Agencies who supervises field service to policyholders, conservation of existing life insurance, and production of new business in his territory.



## Metropolitan Life Insurance Company

(A MUTUAL COMPANY)

Frederick H. Ecker

CHAIRMAN OF THE BOARD

Leroy A. Lincoln

PRESIDENT

1 MADISON AVENUE, NEW YORK, N. Y.



COPYRIGHT 1941—METROPOLITAN LIFE INSURANCE COMPANY

*This is Number 43 in a series of advertisements designed to give the public a clearer understanding of how a life insurance company operates. Copies of preceding advertisements in this series will be mailed upon request.*



**5.** Scenes such as this educational meeting for fieldmen are common in District Offices. Field Training Instructors, who assist in this educational work to improve Metropolitan's service, operate from the Home and Head Offices, but in the field they work under the Superintendent of Agencies of the Territory to which they are assigned.



**4.** This shows a typical District Office, the hub of the Agency System. Territories are divided into Districts, each in charge of a manager who, in addition to other duties, supervises the work of agents. The District Office, with its manager, assistant managers, agents, and clerks, might be called a "service station" for local policyholders.

**6.** Assistant managers, besides their office work, help to train agents to serve existing policyholders, analyze insurance needs, and sell insurance to fill those needs. They try to visit, with the agents, as many policyholders as possible in the District at least once a year.

**7.** Districts are divided into smaller areas known as Debits, each in charge of an agent, who serves the policyholders living in his Debit. The size of a Debit is the result of what experience has shown to be the most efficient operating unit in the light of local conditions.



**8.** Metropolitan has, in the United States and Canada, about 19,000 agents, 2,500 assistant managers, and 850 managers, as well as 5,700 office clerks. Through them the Company maintains direct and constant contact with policyholders ... one of the chief means of seeing that Metropolitan policyholders are served faithfully and well.

## RADIO HAS A WORD FOR IT

BY DORIS McFERRAN

"BABY, baby! What a drooler!" That doesn't sound like a compliment to you? Well, you don't understand; you've never learned that picturesque body of vernacular which is so distinct a contribution to the national slang — the jargon of radio people. A drooler is one who can talk blithely on when the program runs short. To be a drooler means that you have a quality made up of equal parts of poise, quick-action thinking and gab, which enables you to chat briskly about nothing. Radio slang isn't a trifle to be picked up overnight. If you have a feeling that you could fight your way through a conversation carried on in radio's best terms, just listen and I'll tell you how I got my break in broadcasting.

I was a piece of white meat, and strictly on the beach. One day a flesh peddler who had me listed gave me a call for a one-shot tear jerker. They had a fairy godfather listening, who was ripe for a strip whodunit across the board. I only had a bit but I did have the O.

Henry. I sized up the guy in the fishbowl as liking ham and I was right. I gave that tag all I had. It was strictly off the cob but the fairy godfather liked it. That show was a turkey, and on the cuff to boot, but I grabbed myself a spot on his screamer, so I was all set.

Still with me? No? Well, here's a literal translation: I was an actress, very much "at liberty." One day a talent salesman who was my agent sent me to play a part in a sad play which was a single program — not one of a series. The station had an easy-going prospective sponsor listening to us, one who was on the verge of buying a mystery serial which would run five days a week. I had only a small part but I did have the climax-line of the play. I decided that the prospective sponsor, sitting in a glassed-in room reserved for those of his ilk, liked over-acting and I was right. I gave that climax-line plenty of melodrama. It was a bad performance, artistically speaking, but he liked it. The show was pretty bad all around and there was no pay for the actors,