## Men of the Hour: Fred E. Richards

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Transcription:

FRED E. RICHARDS, Pres. Union Mutual Life Ins. Co.

THERE'S a duty to the loved ones, that we can't afford to shirk;

It's the leaving of a bank-account, when we have passed from work;

And the chap who fails to do it, cannot plead "I didn't know,"

In these days of life-insurance, with the agents on the go.

Their persistence is an axiom, for the boss is up behind

And a-driving like the Dickens in his labor for mankind;

o, when fluent Mister Agent nails you, sitting safe at home,

Don't forget it's Richards, planning for protection of your own.

He's a hurried man of business, and he pulls a lot of strings;

The State of Maine's his debtor for a countless host of things.

If it's banks or bonds or railroads or just philanthropic work,

He's a hustling, active factor, one who'll never try to shirk;

But mid banks and bonds and railroads, as I hasten to explain,

His hobby's never stabled -- the "Union Mutual of Maine."

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