



**F. J. FULTON, C.L.U.**

**A. D. EVANSON**

**K. E. BURKINSHAW**

A third Vancouver branch and three managerial appointments have been announced by the Sun Life Assurance Company of Canada, effective immediately.

F. J. FULTON, C.L.U., Branch Manager of the Vancouver Arbutus Branch since its creation in 1955, is leaving to assume managerial duties in Sun Life's extensive Hawaii organization.

A. D. EVANSON, formerly Branch Manager of the Ottawa St. Lawrence Branch, succeeds Mr. Fulton as Branch Manager of the Vancouver Arbutus Branch.

K. E. BURKINSHAW, previously Supervisor of the Dawson Creek Unit, becomes Branch Manager of the new Vancouver Pacific Branch which opens July 17th.

The new branch, necessitated by the rapidly increasing volume of Sun Life business in British Columbia, will bring to six the number of Sun Life branches serving the province.



ARCHIE EVANSON: Tops in the field

# 'I never lose a buyer'

By GORDON SCOTT  
Staff Writer

A former RCMP officer is one of Calgary's leading real estate salesmen after breaking into the industry at age 54.

For Archie Evanson, 60, real estate sales followed a five-year stint with the RCMP and 20 years in life insurance sales. The "sugar beet kicker" from Taber, Alta., approached P. J. Toole and Cote Ltd. after wife Hilda convinced him he'd enjoy it.

"I liked the life insurance business," Evanson said, "but real estate is more demanding. You always have to be in touch with your product and market."

Evanson sold "well over \$1 million" worth of property to become Toole and Cote's top salesman in May, but he doesn't show up on the top 50 list for the Multiple Listing Service.

Branch manager Dorothy Larson explains this is because "Archie has had good success selling his own listings."

The MSL service is a co-operative producing listings from many of the city's real estate firms but Evanson sells most properties before that becomes necessary.

He admits to making a lot of money.

"People start saying realtors make a lot of money," Evanson said, "but if they followed a good one around for 30 days they'd be dragging their butt."

A typical day for Evanson begins in the office by 8 a.m. He may begin by doing some "farming," — making contracts with potential customers, and

then pick up an out-of-town couple at the airport to begin showing houses. Evanson says he enjoys working with people but always wants to control the sale.

"I never lose a customer," he said.

To keep them in sight, Evanson often brings them to his home for lunch while he sets up afternoon appointments in his den.

"I'm 6'2 at 210 lbs., so I don't need lunch," he laughs.

He has sold a number of couples on the first house they look at, but has shown up to 40 to some.

"I still got the sale," he said.

Evanson says the key to his success is an attitude his father taught him.

"He made work fun, and if you don't enjoy what you're doing, I feel sorry for you."

He agrees Calgary is a good place to be in real estate but emphasizes the importance of hard work.

"You've got to get yourself up "10 to 15 times a day, and you must keep good records. You can starve in Calgary like anywhere else."

He's consistently been in the top three of his branch and is a member of MLS million-dollar club, as well as a VIP member for the past two years. Evanson credits his ability to listen and be trusted for his spot at the top of the heap.

"Remember that in any sales field, 80% of the sales will be made by 20% of the people," he said.

It seems the only thing able to ruin Evanson's usually pleasant disposition is the mention of retirement.

"Why should I retire when I'm 65? I'll be at my peak!"

# Appointments In Vancouver, Cui

*Sunday 11 Apr 1965*

## Presidency Set Apart In Vancouver

VANCOUVER, B.C. — A new stake presidency was sustained and set apart April 11, in Vancouver Stake, British Columbia.

The new stake president is Pres. Keith Moroni Humphreys, former first counselor to retiring Stake Pres. D. Evan David.

Pres. Humphreys and his counselors, Pres. Archie Dale Evanson, first counselor, and Pres. Eldon Lyle Burgess, second counselor, were set apart by Elder Thomas S. Monson of the Council of the Twelve and Elder Theodore M. Burton, Assistant to the Council of the Twelve, at quarterly conference.

The new stake president, a pharmacist, has lived in various parts of the Alaskan-Canadian Mission since 1950, serving in executive positions of the Sunday School and branch presidencies. He was district president of the Okanagan District of the mission when called to be counselor in the Vancouver Stake presidency in 1962. He and his wife, Ruth Elizabeth Christensen, are the parents of three children. Before their marriage, Pres. Humphreys served overseas for three years as a pilot for the Royal Canadian Air Force during World War II.

Pres. Evanson was first counselor in the North Shore Ward of Vancouver Stake when called to his new position.

Pres. Burgess was bishop of Vancouver



New presidency of Vancouver Stake  
(l to r) Archie Dale Evanson, 1st  
counselor; Pres. Keith M. Humphreys;  
Eldon L. Burgess, 2nd counselor.

Second Ward, a position he has held for the past five years.

Stake clerk William Herbert Noble and assistant stake clerk Hugh M. Bates will remain in their positions.

A capacity audience of nearly 900 members attended the conference session in which the new stake presidency was sustained.

Elder Monson remained in the Pacific Northwest to tour the mission before returning to Salt Lake City.

Elder Burton, who visited Vancouver Stake shortly after its organization in 1961, spoke highly of the stake's growth and activity.

A recent visitor to Taber was Archie Evanson of Vancouver, B. C. He was returning from a convention in Montreal and stopped off here to visit his mother, Mrs. Hannah Evanson, and his brothers and sisters of this community.

He attended the LDS Conference at Taber when his youngest brother, Richard, was made President of the Taber LDS Stake.

When he returned to Vancouver he telephoned and informed Richard that he, himself had just been called as first counselor to the Stake President of the Vancouver LDS Stake.

Archie and wife, Hilda, and three children have resided in Vancouver nearly 10 years, where he is manager of a life insurance office.

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## Appointed To Board of Directors



Hubert S. Reed, Chairman of the Board and President of Columbia Beneficial Holdings Ltd., has announced the election of Archie D. Evanson of 6724 Larch Court, S.W., Calgary, Alberta to the Company's Board of Directors and his appointment as Vice-President in charge of operations for the Province of Alberta. Mr. Evanson is also a Vice-President-Sales and on the Board of Directors of British Columbia Life & Casualty Company, a wholly-owned subsidiary of Columbia Beneficial Holdings, and a director of Pace Industries and of Continental Signal Systems Ltd.

He brings to his new post more than twenty-five years in life insurance and allied financial fields. A member of a pioneer Taber, Alberta family, Mr. Evanson received his formal education in Taber where he later taught school. He served four years in the RCMP in Regina, Winnipeg, Portage la Prairie and Brandon, Manitoba and served with Sun Life of Canada for twenty years rising management status before joining B.C. Life.

Mr. Evanson is married to the former Hilda M. Smith of Portage la Prairie, Manitoba and is the father of three children. He is active in church and community affairs, on the Board of Directors of the YMCA and has been involved in the Gyro Club and Youth Leadership in all the communities he has resided. In his new post with Columbia Beneficial, Mr. Evanson will direct sale of the company's capital issue stock in Alberta and later guide the B.C. Life functions in the Province.

28 July 1968

