

may be cultivated, and it becomes one of the most important elements in the conduct of the case, much more even than the mere knowledge of law. There is another quality we all ought to have, we ought to determine to see both sides of the case, and if we do not do that, we are so much in default in getting at the true situation. Then there is another thing that has often occurred to myself, I do not know how it has struck any of you gentlemen here, but I think I may safely say this to young lawyers as a truism and that is, that a man should not begin his case with the idea that he knows all the law, because if he does, he is bound to come to grief. There are other people who know a good deal of law, and some of the judges will convince him that they know more law than he does, and the result is, that whilst he thought he knew the law, he discovers—at the final stage that he was greatly mistaken.

Here is another matter that I often think is worthy of consideration. We see that when a man approaches a case, particularly if he is a young solicitor, not able to distinguish or take a firm stand in matters between himself and his client, that the conditions usually present are the worst conditions that could possibly exist. One condition is, that we have the solicitor looking anxiously for a case, and the client, looking for satisfaction. Under these circumstances it is very difficult, indeed, for anyone, even with the best judgment and great experience, to know just exactly where he is at. As I said before, we should endeavour as much as possible to be impersonal. The solicitor ought to eliminate all ideas of his own ability and his own ambition, all ideas and preconceived notions that he may have in regard to his profession, and he should as much as possible take the position of a judge on the Bench, who has no personal feeling, and who is absolutely impartial in dealing with the action when it comes before him. Now, the attitude of the client, as you will see, being of course, dragged into litigation, or himself seeking litigation, is in this position: he comes with a wholly one-sided case—we do not always remember that as a fact, but it should be ever before the eyes of the lawyer who