

attitude achieved startling results. As a fact, my nonchalance induced him to open a conversation, saying: 'I am glad to meet you, and'—well, to finish that story, if I had made a mess of it I might have withdrawn the record, whereas that afternoon ended by our mutually signing an order to stay on payment by his client to mine of half the debt and the whole of the costs. All this was largely due to being careful not to show alarm at a critical moment. There are many others, no doubt, who might have done the same, and I only give it as an example. I want to urge that, however much you may know of law, unless you school yourself to meet positions such as I have referred to, your education as a solicitor is deficient. Now what is it that busy firms want every day in business, and which it is so difficult to get? If one advertises for an admitted clerk,* the profession is so overstocked that one has innumerable answers, the remuneration asked being humiliatingly small, indicating clearly that the demand does not equal the supply; but with the answers it is no easy thing to find a candidate who thoroughly appreciates that something more is wanted of him than abstract law. I honestly believe that there are a hundred firms in London who have openings ready for clerks at good salaries if they could find more men who apply their minds to acquiring the qualities to which I have alluded. They cannot be attained at once, but from beginning to end such qualifications should be part of a young man's study. When a brother-solicitor asks me whether I know of any good all-round man, he means a man who will rise to the situation and meet an emergency. Perhaps I may venture to say that I am entitled to speak a little on this subject, having had a long and somewhat varied experience. In my opinion there are many things essential to a young man getting on in our profession. In the first place it is necessary to be very polite. This may seem a needless suggestion, but I declare I have met men in the legal profession who, if they are giving a mere extension of time to which one is perfectly entitled, assume an air about it as though they were conferring a great favour. Firmness and politeness are

not at all inconsistent. Some people, however, are painfully polite. There is a story of a very old solicitor, now dead, a regular money-lender, habitually remarkable for his politeness. He was so smooth that even when he refused a loan the person went away under some sense of gratitude. We all know that there are men who can refuse a favour more pleasantly than others grant one. This unduly polite solicitor on an occasion, when a young man went there, very hard up, for a loan, said: 'Well, my friend, how much do you want?' '100,' said he. 'Certainly,' said the solicitor, 'but I shall want a little security.' The young man, who thought he was getting on very nicely, said: 'Well, to say the truth, the only security I can really offer is myself.' The old solicitor said: 'Oh! that will do. Come along,' and, taking him up a passage to an open iron door, said: 'Please go in there, that is where I keep my securities.' But to be serious, politeness in the transaction of business is very important, especially to young men. The next essential is the cultivation of a business memory—not automatic repetition, but a system whereby you can recall the salient features of a matter throughout its progress. Then many young men do not sufficiently acquire the art of listening. It is a thorough art to listen properly, and I believe that in the conduct of business careful listening to what your adversary says, in order that you may thoroughly grapple the point, is a thing often disregarded. I am not pointing at anybody in particular, but there are some people who are so full of what they are going to state themselves that they do not apply their minds at all sufficiently to what their adversary says. I desire to impress upon law students that to learn to listen is almost as important as learning to speak. It is supposed by many that after they have studied the law they are fit to be advisers and diplomatists without further ado. Before you can become a useful legal adviser, you must throw yourself into at least one or more other pursuits. You want to mix with the world, and get a practical knowledge of men and manners, for a successful solicitor and a man of the world are one and the same thing. I must not occupy the time by tell-