

than myself. After working an elevator in a block on Fourth Avenue, I've been taken in as book-keeper to a firm of real estate agents. Their regular man went sick, but, as book-keeping is no part of a legal training, I reckon on being fired as soon as he comes back."

A month later, however, he was still in the same employment, though no longer as book-keeper. His deliberate, unhurried sanity of outlook impressed his principals, and he was invited to stay on with an increased salary and enhanced responsibilities. His firm was agent to the Western Development Syndicate, and the chief of Lancing's duties was to survey and report on suitable properties for the Syndicate to acquire in its great developing march into the Middle West. Nothing in his early training had prepared him for the work, but his unrefined, brutal faculty of grasping primitive essentials enabled him now to choose almost unfalteringly the sites on which townships would later have inevitably to be built and the natural trade routes which the railroads would inevitably have to follow. He would not be hurried; he would not confuse himself with non-essentials and irrelevancies. Westward from Indianapolis and Springfield to Kansas City, Lancing prospected and bought. The new Illinois-Iowa-Colorado road was in contemplation, and there was hardly a limit to the options which his principals were prepared to secure for the Syndicate. Lancing enjoyed the responsibility and the sense of handling large sums of money. He was well-paid, he told Hatherly, though it would be long before he could feel secure; as a bachelor of simple tastes, however, he was able to save a substantial portion of his salary. "Money isn't my first consideration," he wrote. "It comes second or third or fourth. First of all there's self-esteem; there's no sensation in the world like 'making good.' Then there's responsibility and the gratification of feeling that people trust you. In England I've defended a murderer before now, but he never trusted me; he'd never have looked at me if he could have got anyone else. Here people put millions of dollars into my hands, knowing that, if I