

C. Guy Cully

We are but salesmen of our information, then as good salesmen does it not become entirely necessary that we know our stock? Ours is an occupation that depends ^{upon} much work because in the course of our practice every problem known to man presents itself for consideration. Efficient consideration cannot be given without extensive information. No opinion is worth while unless it be based upon reliable information. The law is an exact science, can we hope to be successful in it if ^{we} refuse to extend our information? The different arising problems called upon in our everyday practice calls for a wide and fertile field of information. You cannot afford to guess in regard to your client's problem. When he has employed you, then he has shifted his responsibility to you for a consideration and if you are to be worthy of the consideration you receive, you must be industrious. Your office is your workshop, there is where men who desire your services expect to find you, it is disappointing to them to be required to find you in a pool hall or loitering upon the street. See that workshop is fitted up with the best tools you can afford, they are the indicators of your efficiency. However efficient one may be he cannot be successful with ^{out} the proper tools of his trade. If the finances be scarce with which to purchase then it becomes more necessary that profound judgment be used in the choice. Application to their characteristics will improve your importance to the one you serve.

Attorneys are not employed to waste time, what the client expects and deserves is prompt action and a speedy consummation. Attendance to the smallest detail is one of the things you are paid to consider. In ably serving your client, you improve yourself. Keep your shop open. Losing time hurts **YOUR** growth and your employer's business. Avoid absences, remain on the job, be where the client expects to find you, Give each client your whole consideration and each case your earnest investigation- give the same exhaustive consideration to a little case you would to a big one. In this way you both serve your client and yourself. You will find the information you worked out in the small case is equally applicable in the big one. Your mind is broadened and your conception enlarged.

So as a salesman of information, know your stock. Know what you have and what you can get and how soon. Enthusiasm over your growing information will push you on to higher things. If your clients be faulty finding, hold your patience, maybe he can see you better from his side than you see yourself. Remember that the little client of today may be the big one of tomorrow. Men's status in the business world change over night. The practice may but return you ~~and~~ good living but the opportunities presented in your intercourse with well pleased clients may bring you wealth and independence. Be tidy and cheerful- no one likes a grouch. Remember your troubles are your own, don't load either friends or clients with your bitterness.

If asked for information, be sure you have it before you give it. Do not assume to know because you once thought you knew- law and facts change often. Do not misdirect and be sure **YOU** understand. The slightest detail often makes a difference. Cover the facts of each case with a fine toothed comb, you will never regret the time you have spent in this undertaking. Before your employer keep your personal affairs, your personal thoughts and state of mind to yourself, he has come to you because he desires information upon a given subject. Don't neglect your duty in that detail by trying to impress by your broader view- he knows what information he is after, give him that and you have done well.

REMEMBER, the less **YOU** require looking after, the more able you are to stand upon your own responsibility and complete your task, the greater will be the reward.