

## Exit the Old School Lawyers

IS THE old-fashioned lawyer disappearing?—the family lawyer who was guide, philosopher, and friend, who had charge of the family estate, presided over all testaments and documents, was asked for advice about investments, consulted about the school and the college to which the boy or girl should be sent, how the boy should be started on his career, kept a paternal watch over the morals of the rising generation, was looked to by anxious parents for a grave opinion as to the moral, financial and social status of the young man who sought the hand of the daughter of the house, was the honored guest at weddings, anniversaries, and all family functions; in short, the old-fashioned family lawyer with somewhat more intimate and no less important relations to the household than the old-fashioned family physician or the old-fashioned family pastor.



Mrs. JOSEPHINE SCHMID.

### MOTHER SUED BY DAUGHTER.

Mrs. Pauline Schmid Murray has begun suit against her mother, Mrs. Josephine Schmid, to compel her to account for the estate of her father, the late August Schmid, valued at \$9,000.00, and also to remove her mother as trustee and executrix of the property.

The sworn complaint pictures Mrs. Schmid as craftily conspiring to deprive the daughter of about \$4,500.00; of taking advantage of her youth and implicit faith in her mother; of concealing legal traps and getting the girl to sign documents which took away her rights in millions, and finally of taking absolute possession of the whole estate in the face of a will which specially gave her but one-third.

The evolution of the modern church in New York City, with its multifarious activities, philanthropic, civic, educational, and social, has turned the modern pastor more and more into a busy administrator, as well as a teacher and guide, and less and less does he drop in to take a "pot luck" at the family table.

So far as the old-fashioned lawyer is concerned, there is no trace of any such omniscient functionary among the thousands of practitioners in New York City today. Some authorities declare that he has simply been growing extinct, like the dodo. The pressure of business duties and the increasing haste and bustle of legal life have crowded out his social functions. Other authorities assert boldly that the old-fashioned lawyer is a nature fake, and he never existed in New York, save in fiction. He is a product, they say, of the country districts, where the eye is not such a pressing business. London, with its leisurely methods, may have known him, but never New York.

But in some functions, at least, the old-fashioned lawyer existed. He was a trustee of the family property and a trust officer. In this the big trust companies have superseded him. He had charge of the family real estate, digging out titles, etc. In this the title companies have succeeded him. Of course, the title companies employ lawyers, but these are mere clerks. Again, the lawyer no longer figures as the man to appeal to when funds are to be invested. The conservative broker has taken his place.

THE GRADUAL CHANGE.

Moreover, students of legal activity in New York have observed a gradual change in the work of the lawyer. A prominent member of the faculty of the New York university law school, the largest university law school in the country, in speaking of this change said:

"It is the function of the lawyer to keep his clients successfully out of court rather than to get them successfully out of court. People do not wish to spend the time in legal proceedings that they used to, in those crowded days when time is so valuable, and as a result there is much less litigation along certain lines.

"Ten or 15 years ago, if a big company got involved in a dispute in which about \$25,000 figured, it would retain a prominent lawyer and take the case to court with a great flourish of trumpets.

Today the head of the company will call in the company's attorney and say: 'Our time is too valuable to have several of us dragged to court in this matter. Settle it outside.' Generally, there are two sides of the question, the dispute is one of fact, and both sides are equally honest. In most cases the lawyers for the two parties can get together and in a series of conferences adjust matters so as to save a long and costly litigation. Then the lawyer must be in his new quality of ambassador, above all things a diplomat.

"On the other hand, however, litigation is increasing. Tort actions and accidents are crowding the courts. The street railway companies of New York City, in a recent report to the public service commission, showed thousands of accidents to individuals, every one of which must come up for settlement. Cases such as these more than offset the decrease in litigation along other lines.

There has also been considerable tendency toward consolidation and large firms of lawyers. Four or five men take a suite of offices together and enter into a sort of partnership, thus saving rent, telephone charges, lighting charges, and wages. This tendency has undoubtedly helped to a trend toward specialization. If there are five lawyers in a firm, they will gradually divide up the practice, one specializing on torts, another on contract cases, another on constitutional cases, carrying corporations or other branches. Of course, there is further specialization among certain classes of lawyers and patent lawyers, who often will not take cases in general practice.

A "BUSINESS GETTER."

Another case of specialization is the "business-getting lawyer." His specialty in the firm is obtaining clients. He belongs to clubs and fraternities, travels a great deal, and is seen little in the office. He is, first of all, what is called a "good mixer." One of these men recently picked up a client for his firm, a multi-millionaire, whom he met in a sleeping car on a trip to California. Another remarked to a friend: "If I wished to set up for myself I could take an office across the street, and nine-tenths of the clients here would follow me."

In several firms the "business-getters" know practically no law and simply make a success of their manners. They do none of the real legal work. After the client is obtained, the "business-getter," after putting some general questions about the case, remarks: "I'll turn you over to our Mr. Blank, who attends to many of the details for me." Mr. Blank, of course, will handle the case, and the "business-getter" will not bother his head any further about it.

On the other hand there are certain lawyers in a firm who never see the clients. In a certain large New York law office there is a curious old partner whom the clients know only by name. His natural lack of amiability would scare most clients away, but there are great depths beneath his crust, and he sits in a rear office, giving out solid, valuable chunks of law. The evolution of legal practice has only effected the curriculum of law schools in the sense of broadening their scope. Truly speaking, the making of a lawyer requires a year longer to-day than it did 10 years ago. But the law schools do not attempt to turn out specialists.

A man must have a sound knowledge in all branches of law before he can specialize," declared the faculty member already quoted, recalling that his school recently announced that beginning with 1909 its course would be lengthened from two to three years. "For a lawyer who is a specialist cannot afford to lose his general knowledge, as a medical specialist, in some degree, may. The lawyer specialist may drop court practice, but not substantive law. Moreover, to take an instance, a lawyer who specializes on negotiable paper must know all about it, and the common law, and to take another instance, in advising a corporation on the transfer of books of stocks, every question is likely to come up, including divorce. The business of law school is to turn out all-round lawyers, and even the members of the faculty should not specialize too much, lest they become stale on their subject."

There are today several thousand young men studying law in this city, for New York, the business center of the nation, is the Mecca of the American lawyer. In Pittsburgh alone is the remuneration of the lawyer as large as in New York. A score or more of lawyers practicing in New York are millionaires, and the managing clerk of one law office in the city gets a salary of \$18,000—almost twice as much as the mayor.

LEGAL ETHICS CHANGING.

Here is a satirical picture of the changing order in legal ethics as presented before the Eastern Montana Bar association by John T. Smith in a paper on "The Passing of the Old-Time Lawyer."

"It was my fortune or misfortune to enter the profession in the transition period, in the time of the ringing out of the old and the ringing in of the new idea of conducting law practice. The rapid advancement made in the arts of advertising, with the crowding of the profession in the last 50 years, has, apparently at least, made it desirable, not necessary, that the methods be adopted by the legal profession in the acquisition of business.

"The new idea of first getting the business and then getting the bill, dignity, and professional character are added to you, had a faithful adherent in the late Walter S. Carter of New York. Mr. Carter asks the question, 'How shall a man start?' and 'Locate where you have influential friends; enter some law office and learn the practical side; organize a firm of three, no two of whom should be alike in politics, religion, or anything else.'"

"The young practitioner should use every decent means to let the public know he is a lawyer. On street cars and in the Pullman he can accidentally allude to one of his recent cases always, however, with approved modesty and with apparent chagrin that the drift of the conversation necessarily leads to the disagreeable disclosure of a private matter."

"If an acquaintance dies leaving an estate, make a sympathetic call on the widow at once and offer consolation and services. Perhaps you may edge in as a pall-bearer, and if you do you have a clinch on the attorneyship for the administration of the estate."

Above all, the medicine with the sheriff, tip him if he will stand for it. When you get a chance to go into the county jail take plenty of cigars with you and don't forget to impress yourself on the landlady for the benefit of their advice to the next incoming prisoner. Another good plan is to get you some good stool-pigeons in outlying precincts to boost for you on a small commission. You can always find men willing and anxious to enter into such commercial relations, and you can well afford a reasonable division with your booster for the new business thus acquired."

But the chief method of keeping before the footlights is in the local column of the home paper. News is nearly always scarce, court news is never at a discount. Therefore, make a friend of the local editor. Prepare your own locale, but always inform him discreetly that they are mere rough notes which he can put in form. Be sure that all comments made in outside papers are copied in the home paper, and always make it a rule when you go to a neighboring town to visit the editor and take him up town calling, if he has time.

KEEPING AT THE FRONT.

"Always see that your name is at the head of all lists, whether in the card column of the local paper, or elsewhere. Don't overlook the fact that the printed term docket is often read by jurymen, witnesses, and others, as well as by visiting attorneys. You should therefore manage to keep all of your old cases on the docket as long as possible, as a large docket indicates plenty of business."

# The AUERBACH STORE is PREPARED to SURPRISE and DELIGHT ALL BARGAIN SEEKERS MONDAY

## ADVANCE SHIPMENTS of SPRING GOODS AND THE BALANCE OF WINTER GOODS PRICED TO MAKE EVERY PURCHASE A BARGAIN

More for Your Dollars at All Times. Next week abundance of values that are unrivalled and unapproached by any other house in the West, Bargains that are Bargains in every sense—exactly as represented, and quantities sufficient to meet any demand, making disappointment out of the question. Our Buyers who are in the East are sending in carloads of new goods every day. The object of making room for these latest arrivals is now uppermost in our minds. THIS IS WHY YOU READ TODAY OF VERY UNUSUAL BARGAINS IN EVERY DEPARTMENT.

**MONDAY!**  
30c  
**New Scotch Madras**  
Cloth at 18c a Yard

32 inch wide new Scotch Madras cloths in Madras and Zephyr effects. Manufactured for spring, 1908, a fabric that will stand "tubbing," colors and patterns that were never equaled before for beauty—suitable for vests, ladies' and children's dresses. Value 30c. Monday at a yard ..... 18c

**MONDAY!**  
75c New Madras  
Cheviots at 9½c a yd.

75 pieces New Washable Madras Cheviots in all colors and the best patterns, including stripes, checks, and plaids, for men's shirts, boys' waists and children's dresses. Value 15c. Monday at a yard ..... 9½c

**MONDAY!**  
\$2 Hemstitched Linen  
Breakfast Cloths at  
\$1.18 each

50 Hemstitched Bleached Linen Table Cloths, 8-4 size, and 50 Hemmed Silver Bleached Table Cloths with drawn work borders, 8-4 size, in the newest designs for spring. Value \$2.00. Monday at each ..... \$1.18

**MONDAY!**  
22½ White Dotted Dress  
Swisses at 11½c a yard

20 pieces New White Dotted Dress Swisses, in small and medium size dots, immensely popular, this season for waists and dresses. Value 25c. Monday at a yard ..... 11½c

**MONDAY!**  
50c and 75c Door Panels  
At 24c Each

100 white Irish Point Door Panels with handsome Center Medallions, worked in fine bobbinet, regular 50c and 75c. Special for Monday at each ..... 24c

**MONDAY!**  
\$1.00 Lace and Swiss Cur-  
tains at 66c Each

100 pair Nottingham Lace curtains, a stylish design, an excellent quality, 3 yards long, and 100 pairs White Ruffled Swiss Curtains with 5 tucks in inserting effects. All worth \$1.00. Special for Monday at each ..... 66c

**MONDAY!**  
90c Hemmed Bed Sheets  
At 66c Each

1990 Hemmed Bleached Bed Sheets, Linen finished, 2½ yards long and 24 yards wide, regular 90c. Special for Monday at each ..... 66c

**BUTTERICK PATTERNS**

Have achieved their unrivalled popularity through their simplicity, accuracy and up-to-dateness.

10c and 15c

**ESTABLISHED 1864**  
**Auerbach & Bro.**  
ONE PRICE TO ALL NEVER UNDERSOLD

### ADVANCE SHOWING AND SALE OF NEW WHITE LINGERIE WAISTS! NEW 1908 WAISTS, Greatly Under Worth!

The Daintiest of NEW SPRING WAISTS in all the Prettiest Styles!

Every waist is the newest of the new; not in the store over a few hours—and this isn't the only attractive feature of this sale either, for the pricing means a sharp saving as well. We can rightly term this "A Brilliant Display." Such daintiness and exclusiveness will strikingly commend them to women of delicate taste.

An extensive line of white lawn waists, nicely made, some open backs, others front. All sizes 32 to 44. Worth \$1.00. As an advance sale special ..... 79c

A beautiful line of embroidered white lawn waists, both ¾ and full length sleeves. All sizes 32 to 44. Made to sell at \$1.44 as an advance sale special ..... 99c

A handsome line of Lace trimmed and embroidered white waists, all sizes 32 to 44. Positively worth \$1.15 as an advance sale special ..... \$1.19

Dozens of styles of dainty white waists, some button back with ¾ sleeves, others button front and long sleeves. Trimmed with either lace or embroidery. All sizes 32 to 44. Positively ..... \$1.49

Exceedingly pretty designs of lawn and mull waists, handsomely trimmed with Val Lace and Embroidery, sleeves are very full and many have lace insertion and pin tucks, making the effect beautiful. All sizes 32 to 44 value \$2.00 as an advance sale special ..... \$1.99

Many Lawn and Lingerie, Mull and Organdie waists ranging in price from \$2.35 to \$12.95.

### Extraordinary Showing and Great Sale of NEW EMBROIDERIES!

You simply cannot afford to let this sale pass without taking advantage of the unusual bargains. It's the season's best showing of the newest 1908 Embroideries in Cambric, Swiss and Nainsook All-Over, Edgings, Insertions, Headings, Corset Cover Embroideries and Flouncings—the product of the foremost manufacturers in St. Gall, Switzerland—bought by us at great savings, and offered at the most unusual price reductions for next week's rapid selling.

**ALL OVER EMBROIDERY UP TO \$2.00 VALUES FOR \$1.00.**

An elegant line of beautiful all-over Embroideries in dainty baby patterns, and a variety of elaborate designs for entire waists, etc.; up to \$2.00 values, on sale at ..... \$1.00

**EDGINGS, INSERTIONS, BEADINGS, ETC.**

In the greatest variety of patterns—divided into six great sale lots—nearly every piece in these lots worth double the price named. They go at a yard—

**35c, 25c, 19c, 15c, 10c and 7c.**

### Advance Showing and Sale of NEW SILK AND WOOL FABRICS

New spring Dress Woolens and Silks that are rare in beauty, fashionable in effect, worthy in quality. Choose from the following attractively priced specials for next week.

**NEW FOULARD SILKS**  
All colors, in coin dots, fancy stripes, etc., special at, a yard— ..... 85c and 95c

**NEW FANCY TAFETAS**  
All colors, in new designs and effects, in checks, plaids, stripes, dots, etc.; special at, a yard— ..... \$1.01 \$1.25 and \$1.35

**NEW KUHLE AND BUNGALOW SILKS**  
In black, cream and all colors; special at, a yard— ..... 95c and \$1.25

**NEW DRESS GOODS.**  
\$8 to 40-inch Plain and Novelty Dress Goods, including plain wool velvets in black, cream and all colors; special at, a yard— ..... 49c

### Astonishing Bargains in Gents' Furnishings

A bold and determined attempt to out-do anything and everything ever attempted in value-giving here or elsewhere. Dollars will do double duty here next week. Don't miss it.

**50c MEN'S WOOL SOCKS 25c**

Men's extra heavy hand knitted, all wool socks, made with extra high tops, heavy ribbed, the best in the land for true winter comfort. Special price, while they last next week ..... 25c

**\$1.50 and \$1.75 STIFF BOSOM SHIRTS 49c**

(Sizes 14, 16½, 17 only.) These shirts are not the ridiculous patterns that you might expect to see for such a ridiculous price, but are neat and up-to-date, dresy. Most of them are white with very dainty figures and hair line stripes of black and blue. There are only a few dozen left and we urge you to come early to get what suits you best. While they last, genuine \$1.50 and \$1.75 shirts, only ..... 49c

**MEN'S WINTER UNDERWEAR AT HALF PRICE**

All medium and heavy weight underwear in broken lines, and odds and ends will be at half price this week. Many buy now for next winter, why don't you? Save a dollar by spending one!

### Another Week of Clearing Bargains in WOMEN'S COATS, SUITS AND SKIRTS!

Not so many of these garments, though that's why you'll find about the best of all Salt Lake's bargains here. We're determined to be rid of the remaining lots, regardless of cost.

**FINAL COAT REDUCTIONS**  
Coats that sold for \$15.00, ..... \$7.50  
Suits that sold for \$25.00, ..... \$12.95

**FINAL SUIT REDUCTIONS**  
Suits that sold for \$20.00, ..... \$8.99

**FINAL SHIRT REDUCTIONS**  
Shirts that sold for \$5.00, ..... \$2.69  
Shirts that sold for \$10.00, ..... \$8.60

### Clothing Bargains That Are World Beaters

Boys' and Youths' Suits and Overcoats at Less Than Cost

Now is your chance to get two and three suits for what you usually pay for one. That's the offer next week. That's what you got.

**\$5 Boys' Suits and Overcoats \$2.50**

Five dollars is a popular price to pay for good substantial boy's suit or overcoat; this week we offer both for the price of one. A good variety of materials and patterns from which to select. Our salesmen are always delighted to show you the goods.

**\$6.50 Young Men's Suits \$2.15**

Young men's long pants suits, sizes 33, 34, 35 and 36 in good quality Tweeds and Cheviots, worth from \$5.00 to \$7.50. They are out of broken lines, odds and ends, but every suit complete with coat, vest and pants properly matched. The pants alone are worth more than we ask for the whole suit. Greater savings are never found.

**All Young Men's Suits and Overcoats at Less Than One-Third Off**

For example—  
**\$12.50 Suits and Overcoats \$7.95**

One of the best assortments in the city to choose from. Single or double-breasted suits. Three-fourths or full length overcoats. All new, crisp, seasonable stock.

### These Shoe Bargains

Are guide posts to savings on Dependable footwear that the prudent shopper won't ignore. Scan them carefully.

**Children's Black kid Shoes**

With patent tip and wedge heels, sizes 2 to 8, value up to \$2.00, at per pair ..... 60c

**Boys' High Top Box Calf Lace Boots**

With double sole, sizes 2½ to 5½, value \$2.25, at per pair ..... \$2.45

**Ladies' Shoes**

With patent tip and dull kid tops, comes in lace only, all sizes, value \$2.00, at per pair ..... \$1.45

**Rubber Specials**

**YOUTH'S RUBBERS, GOOD GRADE, AT..... 48c**

**LADIES' STORM or LOW CUT, at..... 60c**

**MEN'S FIRST QUALITY AMERICAN RUBBER, at..... 90c**

**MONDAY!**  
\$4.50 White Mar-  
seilles Bed Spreads  
At \$2.69 Each

300 Imported White Marseilles Bed Spreads, new designs for spring, 1908. Hemmed and fringed, square or with cut corners. Regular, \$4.50. Special for Monday, at each ..... \$2.69

**MONDAY!**  
45c White Lingerie  
Batiste at 26c a yd.

10 pieces, 40 inch wide Lingerie Batiste, sheer and silky finished for waists, dresses and fine lingerie. Regular, 45c. Special for Monday at a yard ..... 26c

**MONDAY!**  
CHILDREN'S OUTFIT FLANNEL  
GOWNS

Children's night gowns of splendid quality outing flannel in neat pink and blue stripes, size 2, regular value 60c, on sale Monday ..... 35c

6c raise each size.

**MONDAY!**  
LADIES' UNION SUITS

The Best \$1.00 Value for 69c.

Ladies' pure white fine cashmere, ribbed, heavy fleeced Union Suits, a warm, dependable quality, the greatest \$1.00 value. Monday only at ..... 69c

**MONDAY!**  
Children's Wool Hose

Best 35c Grade for 19c.

Children's cashmere wool Hose in fast black with merino heels and toes, all sizes, the very best 35c quality for Monday only at, a pair ..... 19c

**MONDAY!**  
\$2.50 Children's  
Zibeline Coats 98 cts.

75 of these handsome Zibelina coats, nicely made, some trimmed with Astrakhan collars, others plain, all colors, sizes 1 to 6 years. Regularly they sell for \$2.50. Monday they'll go at ..... 98c

**MONDAY!**  
Ladies' Black Jersey  
Overgaiters,

With 7 or 10 buttons (all sizes), our regular 75c grade goes Monday at per pair— ..... 39c

**MONDAY!**  
CHOICE  
of all Trimmed  
FELT HATS

In our department worth \$6.00 and \$7.00 MONDAY AT ..... \$1.98 each

**CARTER'S LITTLE LIVER PILLS.**

Genuine Must Bear Fac-Simile Signature. REFUSE SUBSTITUTES.

**STICK HEADACHE**

Positively cured by these Little Liver Pills. They also relieve Distress from Dyspepsia, Indigestion and Too Hearty Eating. A perfect remedy for Bile, Drowsiness, Bad Taste in the Mouth, Coated Tongue, and all the troubles arising from a TORPID LIVER. They regulate the Bowels. Purely Vegetable.

**SMALL PILL, SMALL DOSE, SMALL PRICE.**

Genuine Must Bear Fac-Simile Signature. REFUSE SUBSTITUTES.

AN INSIDIOUS DANGER.

One of the worst features of kidney trouble is that it is an insidious disease. It comes on so gradually that you may not realize it until it is too late. You may have a fatal malady. Take Foley's Kidney Cure at the first sign of trouble as it cures irregularities and prevents Bright's disease and diabetes. F. J. Hill Drug Co., "The never substitutes."

out fall. Corporations and wealthy aspirants for office or franchise will often employ you for your political influence and assistance when otherwise you would be ignored.

"And when you get employment on account of your political loyalty to our employer, remember he is entitled to our political influence as a

"Never miss your opportunity to make a speech at a banquet or a blow-out of any kind. You can always find some friendly member of a club or organization to suggest your name for the literary program.

"Plunge into politics at once, not so much to get an office as for influence. Be a delegate, however, with-