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## Rules of Legal Success

Dicta Editorial Board

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## RULES OF LEGAL SUCCESS

"To attain eminence as a lawyer it is necessary to:

"1. Get a thorough education.

"2. Follow this after graduating from college by continued study, especially in constitutional law.

"3. Become familiar with the practice and procedure of the courts.

"4. In giving advice to clients a lawyer should always put himself in the place of his client and then ask, What should I, A. B., do in such a case? And whatever he sees to be for the interest of himself in such a case, that is the course he should advise his client to pursue.

"5. Never make or oppose a motion simply for the purpose of getting costs.

"6. Cultivate clear enunciation in speaking and the habit of thinking on the feet. Put a vein of good humor constantly through all arguments, all examinations and cross-examinations of witnesses and every summing up. The law is a sedate mistress and loves to be tickled, and whenever a lawyer can get the old lady to laugh he is sure of having won his case.

"7. The lawyer's meditative moments should be given to the contemplation of the vast interests that are dependent upon the law for their protection, and all the methods by which that protection can be most effectively rendered.

"8. The lawyer's clientele is the whole country; not merely the particular client in a particular case, or any client in any case or his clients in all his cases. It is impossible for a lawyer to stand for an interest, affecting almost everybody in the community at large, and every lawyer ought to argue every case as if feeling the responsibility of the greater clientage which his arguments continually affect and make either worse or better.

"9. The lawyer ought to consider his argument in advance, and put himself in the place of the judge, and honestly say to himself what consideration ought to operate in my mind if I were judge, for deciding this case in my favor. And then he should chiefly enforce before the judge those very considerations. So the lawyer has to put himself in the case of the other man twice over—once in the place of his client and once in the place of the judge; and by this expansion of his habit of thought he will grow to such a condition that he will almost invariably bring the judge and his client to stand upon the same platform of principles, thus securing a favorable decision for his client and the confidence of the judge.

"10. A lawyer who will practice upon these principles may occasionally lose a case, but will never lose a client; and the number of his clients will constantly increase and the importance of the interests intrusted to him will constantly grow."