Bar of Other States

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to the lawyers of Indiana to put the Law Librarian, Mr. John T. Vance, in touch with needed volumes, a few of which are here listed.

The Library of Congress has only reprint or photostatic copies of the session laws from 1801 to 1806, and its copies for the years 1811, 1813-1814, and 1821-1822 are imperfect. Of the Indiana Law Journal it needs:

Vol. 1, Nos. 1, 6 Vol. 6, Nos. 1, 3, 4 June to December, 1925
Vol. 5, No. 5 Vol. 9, Entire Volume January, 1898, to June, 1899.

It also needs the Indiana Law Magazine, May, 1883, to March, 1885; Indiana Law Reporter, 1881; Indiana Law Student, Vol. 1, No. 1; Indiana Law Register, 1871 to 1872.

Of the Reports of the Attorney-General it needs one copy of the following years:

1873 1881-82 1889-90 1921-23
1874 1883-84 1891-92 1933
1875-76 1885-86 1895-96
1879-80 1887-88 1911-12

Of the annual reports of the Indiana State Bar Association it needs the following years:

1897 1899
1898 1904

Odd volumes of the Supreme and Appellate Court reports, too numerous to list, are needed, as well as two complete sets of both.

Many lawyers are unfamiliar with the services the Law Library of Congress is prepared to render to the lawyers of Indiana. It does not lend the reports, digests and ordinary law books found in bar association and Supreme Court libraries, but it is prepared to furnish the unusual book required by the legal historian or by the practicing lawyer who has an exceptionally difficult legal problem on his hands. The usual requests are for books on foreign law, comparative law, philosophy of law, etc.

The Law Library of Congress is also prepared to furnish bibliographical service in the fields not covered in the ordinary bar association or Supreme Court library, as for example, foreign law, legal history, jurisprudence, legal philosophy, Roman law, canon law, Mexican divorce laws, adoption laws, etc.

To secure such books it is only necessary for the lawyer to go to his public library, his bar association library or Supreme Court library and have the librarian request the Library of Congress for the loan of the book as an inter-library loan.

BAR OF OTHER STATES

The Lawyer's Merchandise*

By Kaywin Kennedy

Executive Committee, Section on Fees and Schedule of Charges.

A lawyer has something to sell. This statement may sound commercial rather than professional. However, we attorneys-at-law are usually poor business men. We advise our clients as to their problems but take little time to solve our own. We sell our services and advice to clients every day but

*Reprinted from the Illinois Bar Journal, November, 1934, with the permission of that periodical.
find it difficult to determine the value of our own efforts. A business man, who is successful, takes time off periodically to inventory his business. Why shouldn’t we, at least one day each month, devote our time to our profession or business in order to put our own house in order? If a lawyer were asked how much it costs him per day to run his office he would have trouble in answering the question. He should know enough about his business to know whether his profession is making money for him or whether he is the loser in maintaining a law office for his clients.

An approved solution of the problem is as follows: At the close of this year find out what the gross income has been in 1934, then determine what your gross expenses have been. Naturally your profit will be evident. Prepare a budget for 1935. Base your income on your 1934 gross and set a mark to “shoot at” a little higher than 1934 has shown.

Examine your 1934 expenditures and allow more or less as you determine for salaries, postage, rent, etc., and then budget your total expense for 1935. Be sure to live within that amount in 1935. You will then know what to expect in the coming year and will work toward that end.

In the “daily grind” at the office and in court keep account of the hours spent on each client. You may say, “What’s the difference. I’ll only get $50.00 anyway.” The answer is that if you keep account you will be more fair to your client and to yourself because if you do more than $50.00 worth of work you won’t be fooled again when you make a contract with a client. If you do less than $50.00 worth of work, then you can be more liberal in the future with similar charges.

The above is an approved solution which has worked and will greatly assist the lawyer in running his profession and business.

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**Experienced Lawyer Service Works Both Ways**

Lawyer Jones recently found himself faced with a difficult problem in the field of corporate reorganization. It was a field in which he was fairly experienced, but this particular question was one he had never had an opportunity to solve. It took him weeks to master the line of research into which his problem led, but he finally drew up a brief covering the points thoroughly, in a manner entirely satisfactory to his clients. As he viewed the results of his labors, the thought occurred to him that he had possibly spent more time on the case than its importance in his practice would warrant. He wondered if his hours of research and his efforts in getting to the bottom of the problem would ever be of service to him in the future. Problems as technical as this one had been rare in his practice. He felt that within another month he might forget the details of this special knowledge, and he asked himself if it was really worth the time and effort.

Turning to his morning mail, he found an announcement of the Experienced Lawyer Service. As he read over the leaflet, he was reminded of the brief that lay on his desk. Here might be a way to put the results of that study to further practical use. He filled out the questionnaire and sent it in, listing himself as experienced in the field of corporate reorganization, and especially in the features which had been the basis of his brief.

A few days later, Lawyer Brown, is a city fifty miles away, interviewed a client who presented to him a problem quite akin to that studied by Lawyer Jones. The corporate reorganization field was entirely new to

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Lawyer Brown, but he remembered the Experienced Lawyer Service leaflet which lay on his desk, and decided to try it. Assuring his client that he would be able to handle the case, he immediately got in touch with the office of the Illinois State Bar Association, and presented his request for a consultant in corporate reorganization. Within a few hours, he had on his desk a transcript of Lawyer Jones' questionnaire. Learning from it Jones' consultation fee, he arranged for a conference, and in thirty minutes time Lawyer Jones, with his knowledge of the background of corporate reorganization, was able to give Lawyer Brown the exact information he needed in working out his client's problem.

A few months later, Lawyer Brown's case had reached a point where he felt that he would need the assistance of an associate lawyer in working out the more intricate details of the reorganization. Recalling the service Lawyer Jones had rendered him, he approached him with an offer to join as counsel in the work of the case. Together they worked out the problem to the client's complete satisfaction; Lawyer Brown retained the confidence and business of his client; while Lawyer Jones saw his efforts in delving to the bottom of this technical subject amply repaid.

It is such service that the Association is daily giving its members. Are you getting your full share of the benefits of your membership?

AMERICAN BAR

A Letter from the President

November 20, 1934.

To the Lawyers of America:

I invite your attention to the work and program of the American Bar Association with a view of securing your cooperation and assistance in what we are trying to do.

The American Bar Association is composed of some 27,000 lawyers of America who are united in an effort to advance the general welfare of the profession, to promote the standing of the bar with the people, and to improve the character of its public service. At the present time the Association is engaged in promoting the National Bar Program which, to my mind, is one of the most important activities the Association has ever undertaken. This program has five objectives, as follows:

1. Enforcement of Criminal Law;
2. Raising the Standards of Legal Education and Admission to the Bar;
3. Selection of Judges and Bar Activities in connection therewith;
4. Elimination of the Unauthorized Practice of the Law;
5. Enforcement of Professional Ethics.

I am stressing this program wherever I go and urging the other officers of the Association to do likewise. We are endeavoring to coordinate the work of the state and local bar associations with that of our association. To effectively carry out our program it is essential that we have the cooperation of as many members of the profession as possible.

I appeal to the members of the State Bar Associations, who are not already members of the American Bar Association, to affiliate with our Association. The dues are $4.00 per year for those who have not yet passed the fifth anniversary of their original admission to practice law, and $8.00 for others. All members receive the American Bar Association Journal,