

THERE IS ALWAYS A FIELD

By H. P. Lawhorn

The question has often been asked me, "Is There a Field for Colored Real Estate Agents in the Northwest," to which I have always answered Yes.

Being the pioneer Colored Real Estate Agent in the Northwest, I have had the opportunity of studying the question and the requirements of the agent at close range. I am one who believes that there is a "field" for colored men, in all lines of business, if he will properly prepare and fit himself for the business, whether it be selling real estate, banking, merchandizing, commercial, editing a newspaper, doctoring the sick or in any other field of endeavor where the human family is engaged. They make a serious mistake, who assume and proclaim, that the business and professional work of the world can only be done by the dominant race, and that the Negro's place in the world is a menial one, "the drawing of water and the hewing of wood." During the 50 years' of freedom, the Negro has proven his ability to enter the professional, trades, business, educational and financial fields and hold his own against great odds. The Negro who enters a business or profession, must prepare himself and possess the knack of readily adjusting himself to the changes and peculiar conditions that arises in his business or profession. He must possess tact, perseverance and a desire to serve the public in an honest and business-like way. He must be honest, truthful and reliable, always guarding zealously the interest of those he represents. It is said that, "honesty always pays," and this is true in all lines, but I believe it produces a larger dividend in the real estate business, than in most other business. The agent should know the property, location, value, the surroundings and the probable future developments. The agent must have a natural or acquired ability to know how to present a business proposition to the investors. All of the requirements and conditions can be met and possessed by the Colored agent, if he will diligently apply himself to the task of studying the best methods to succeed in his business. Yes, he will be confronted by that ever present evil prejudice, a thing that all agents, no matter what their nationality or conditions are, have to contend with in one form or another.

Prejudice, like death, "is no respecter of persons," therefore the rich and the poor, the high and the low, the black and the white, the red and the yellow, all have their prejudices against one another, which like the laws of Meads and Persians, changes not. He will soon learn to treat prejudice like any other obstacle, and figure out a way to get over, under or around it. Since I have been in the business, many prominent agents and large realty firms have had to close their offices, because of the inactivity in the realty market. I am still in the game. The large majority of my clients are white people, who like to do business with me because I have given them a "square deal." I take pride in saying that I have sold thousands of dollars worth of property to my people in Tacoma, Seattle, the North and South. I have tried to the best of my ability to protect them in every way, and if I have failed, it was an error of the head and not of the heart. I conduct my business on business principles, and I do not ask my people to deal with me because of sentiment or sympathy, but because I can and will do better by them than the other fellow will do. All I ask of the people when they want to buy a home or make a loan, etc., is to give me a chance and if I cannot get the property as cheap as the other agent, then buy from him. I

am glad to say that in every case where the contest was honestly made, I received the business. All I have ever asked is a chance and a square deal. I have made a success of the business, whether I remain in it another month or many years. I believe here in the Northwest is a promising field for the Colored real estate agent, and I would gladly welcome more into the field. Who will be the first to enter?

J. H. Wade, who has been working at the oil dock for the past two weeks, met with a painful accident one day this week and is confined to his bed with a fractured knee.

There are those even in the United States that fully approve of the brand of neutrality that Sweden has been practicing in the present war and all because they were selling the stuff and making the money and they argue, neutrality and patriotism be damned, "if I can make a dollar."

Armand Lavergne in his speeches is laying great stress on his willingness to fight if Canada itself were attacked, but declaims loudly against being asked to go out of the country. He is a volunteer soldier after the fashion of some of those who came in for the contempt of the younger Pitt a little over a century ago. The articles of volunteer enlistment which he was asked to approve of were very precise in their safeguards. The soldiers were not to take the field 'except in case of actual invasion,' nor put on war rations, "except in case of actual invasion," and so forth. Pitt frowned as he glanced over the articles. Finally he came to that which said that under no circumstances were the soldiers to leave the country. He seized a pen and added: "Except in case of actual invasion."

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IN THE SUPERIOR COURT OF THE STATE OF Washington for King County.

Helen Kolenc, Plaintiff, vs. Jack Kolenc, Defendant.

—No. Summons.

The State of Washington to the said Jack Kelenc,

Defendant: You are hereby summoned to appear within sixty days after the date of the first publication of this summons, to-wit: within sixty days after the 22nd day of September, 1917, and defend the above entitled action in the above entitled court, and answer the complaint of the plaintiff and serve a copy of your answer upon the undersigned attorney for plaintiff at his office below stated; and in case of your failure so to do, judgment will be rendered against you according to the demand of the complaint, which has been filed with the clerk of said court. The object of said action is to secure a divorce on the grounds of non-support, for custody of children, for alimony and attorney fees.

WILLIAM WRAY, Attorney for Plaintiff. Post Office Address, 90 West Madison St., Seattle, Washington. First Publication Sept. 22, 1917.

IN THE SUPERIOR COURT OF THE STATE OF Washington for King County.

Roy Green, Plaintiff, vs. Emma T. Green, Defendant.

—No. Summons by Publication.

The State of Washington to the said Emma T. Green,

Defendant: You are hereby summoned to appear within sixty days after the date of the first publication of this summons, to-wit: within sixty days after the 8th day of September, 1917, and defend the above entitled action in the above entitled court, and answer the complaint of the plaintiff, and serve a copy of your answer upon the undersigned attorney for plaintiff at his office below stated; and in case of your failure so to do, judgment will be rendered against you according to the demand of the complaint, which has been filed with the clerk of said court.

The object of the above entitled action is to obtain a decree of divorce from the defendant by the plaintiff on the grounds of cruelty and incompatibility.

ANDREW R. BLACK, Attorney for Plaintiff. P. O. Address 316 Pacific Block, Seattle, Wash. Sept. 8 to Oct. 20, 1917.

Report of the Condition of the NATIONAL BANK OF COMMERCE Of Seattle, Washington

At the Close of Business September 11, 1917

Resources		
Loans and Discounts	\$10,053,362.12	
Overdrafts	9,087.69	
U. S. Government Bonds	409,000.00	
Other Bonds and Securities	1,922,038.56	
State, County and City Warrants	88,838.92	
Stock in Federal Reserve Bank	45,000.00	
Real Estate, Furniture and Fixtures	22,907.85	
Cash—		
In Vault	\$1,984,379.33	
In Banks and U. S. Treasury	3,867,274.68	5,851,654.01
		\$18,401,889.15
Liabilities		
Capital	\$ 1,000,000.00	
Surplus and Profits	764,456.03	
Reserved for Taxes	10,612.78	
Circulation	235,000.00	
Letters of Credit	7,508.81	
Deposits—		
Individuals	\$12,558,851.02	
Banks	3,635,660.51	
U. S. Government	189,800.00	16,384,311.53
		\$18,401,889.15

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Manson F. Backus, President
Joseph A. Swallow, Vice Pres. Frank H. Luce, Vice Pres.
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Eugene W. Brownell, Assistant Cashier
Richard P. Callahan, Assistant Cashier
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