

## THE OGDEN STANDARD

**"HOW DID YOU GET YOUR FIRST JOB?"**

BY GARNET WARREN.

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NEW YORK, Saturday,

It would be quite unpardonable to refer once again to America as the land of opportunity. Opportunity, indeed, is to many a clever asset. It lurks about, always seeking to "waylay" us. It fingers about corners with every kidnapping intent. It raises disguised arms and beckons.

It finds a few qualities, doubtless, well but undiscerning courage, perseverance, and it is exhibited at the least suggestion of intelligence.

It pursues its work in the paths of finance and the professions, in the fields of construction or of agriculture, in the arts and sciences. Its trail leads to the estates, which is its main goal.

Indeed the first "job" of the most successful men in all the things which men do were invariably small jobs. They were usually jobs which to other countries would have been drudgery. They were the crudest kinds of jobs. They were jobs mainly pursued through handlings.

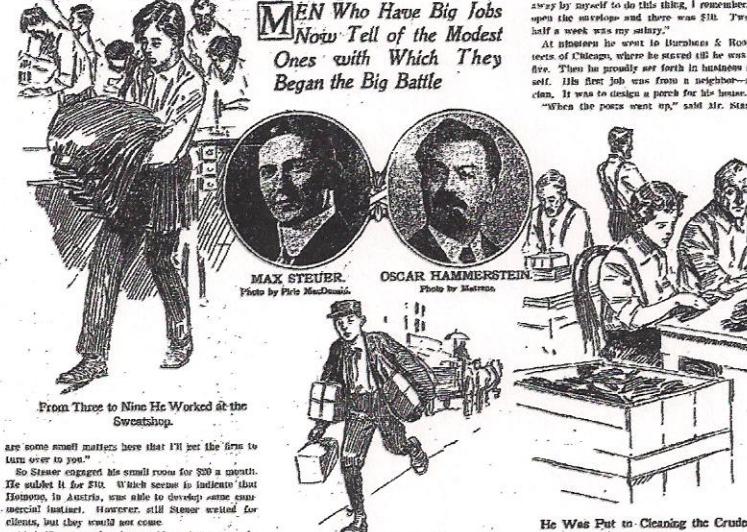
As an instance consider the career of Max Steuer. Some one asked him, "Mr. Steuer, don't you think that the last time you had an opportunity to move up, they may have taken it away from you?" There is perhaps no law court in the world. There is perhaps no law court in the year which does not feel Mr. Max Steuer a pleader in the law courts. As a gross example he is reputed to be brilliant. Yet it would be difficult for many a romance to match the contrasts of Mr. Steuer's career.

## Max Steuer's Career.

He was born in Vienna, Austria, in 1875, family in the fashion of the immigrants, half-famine-draped boys in fragments. The father came first; his heart for the older. Both went for the initiation of the family, among the humble hulks of which came young Max Steuer in the steamer. This was in '77. They lived in the most crowded section of the past side. Their bedroom was more than a bethesda for the family. It was also a dining and cooking and sleeping room.

Max Steuer's father worked in a tailor's apprenticeship, to which present he still adheres. Steuer, after school hours, from three to six o'clock, worked to school, and then from three to six o'clock at the sweatshop—an unmatchable equilibrium of hours.

His particular activity was to pull stitchees from partially made coats. His pay ranged from a dollar and a half to a sufficient three dollars a week. But he supplemented this by bringing frankfurters and other democratic food to the sweatshop workers and



From Three to Nine He Worked at the Sweatshop.

and some small masters have that I'll let the firm to turn over to you."

So Steuer engaged his small room for \$20 a month. He sublet it for \$30. Which seems in Indiana that Homespun, in Austria, was able to develop some commercial instinct. However, still Steuer waited for clients, but they would not come.

At half-past twelve he would walk out on the streets for an hour or so to pretend that he had been to a job—any job. He was soon discovered a man walked into his room. He said he had been very summoned. Who recommended him Steuer did not know to this day. The man said that he had come to give him a case. The man had purchased foreign stocks and had received a fraudulent certificate. The man asked him what his fee would be. Steuer considered with great trepidation and asked if \$25 would

**MEN Who Have Big Jobs Now Tell of the Modest Ones with Which They Began the Big Battle**

MAX STEUER.  
Photo by Pete McDonald.OSCAR HAMMERSTEIN.  
Photo by Matson.

could hardly wait till I opened that envelope. I went away by myself to do this thing, I remember. I tore open the envelope and there was \$30. Two and a half weeks was my salary."

At present he works at Burroughs & Root, architects of Chicago, where he started till he was twenty-five. Then he proudly set forth in business for himself. His first job was from a neighbor—a physician. It was to design a perch for his laundry.

"When the perch went up," said Mr. Steuer, "I

could hardly wait till I opened that envelope. I went away by myself to do this thing, I remember. I tore open the envelope and there was \$30. Two and a half weeks was my salary."

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"When the perch went up," said Mr. Steuer, "I

was able to give you \$300. And when I got that, I said, 'I'll tell you.'

Mr. Steuer looked at Mr. Thorsley, then looked down at his feet.

"I have a talk with about the highest class of his eyes. "To show you how much of a wolf I am," he said, "you just wait till I get home."

With Mr. Thorsley, thinking nothing, went back to the Gilbert office. "I'm going to take that place," said Mr. Thorsley. "And when you say 'I'll give you \$300,' I'll give you \$300. And when I get that, I'll tell you."

Mr. Thorsley looked at Mr. Steuer, then looked down at his feet.

"I have a talk with about the highest class of his eyes. "To show you how much of a wolf I am," he said, "you just wait till I get home."

With Mr. Thorsley went to the place where the Steuers had now settled, where there was a small house with a garden, a porch, a back door, a parlor—two chairs, a sofa, a mirror, a chair, a dresser. Then he repaired the stove. He stocked it. When he finished he had \$60 left.

It was on Sunday evening that he took his first job as a waiter in a restaurant. At the end of the evening he had \$2.50 left.

Then he cleaned up and chatted with Miss Tina. There was an old man who had been buying his dinner. He was a retired Mr. Thorsley said his sixty cents had been given to him with all his force over the roof of the boarding house.

Mr. Steuer stated and said, "What are you doing here?" "I'm here to get a job," said Mr. Thorsley. "If I haven't got more than that by to-morrow night you are going to have a bad temper."

Up to the next evening he had taken in \$100. In five days he had paid every cent of the \$120,000 he had saved, with interest. Everything he touched turned into gold. In seven years he had saved \$120,000.

Then he was introduced to Mr. Steuer, the owner of the restaurant, who had been buying his dinner.

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