



Over at [Heading East](#), a superb blog by Raul Guteerrez, comes this beautiful piece of experiential prose. Do yourself a favor and follow the link, read the whole piece: In the office of Melvin Hurwitz you will find four guys in ill fitting grey suits hunched over metal desks, all in a row. The lights are florescent and harsh, the walls are dingy, haphazardly decorated with pictures of wives and old pictures of Mr. Hurwitz who sits at the last desk. While the other men chat on the phone or sort through papers, Hurwitz sits with his hands on his desk with a look of real calm. He's ready to do business.

[Heading East: Hubris](#)