

PSYCHOLOGY

· Health · Happiness · Success ·

February

PRICE **25** CENTS

*How to Make N-O
Spell YES*

HOLD STEADY!

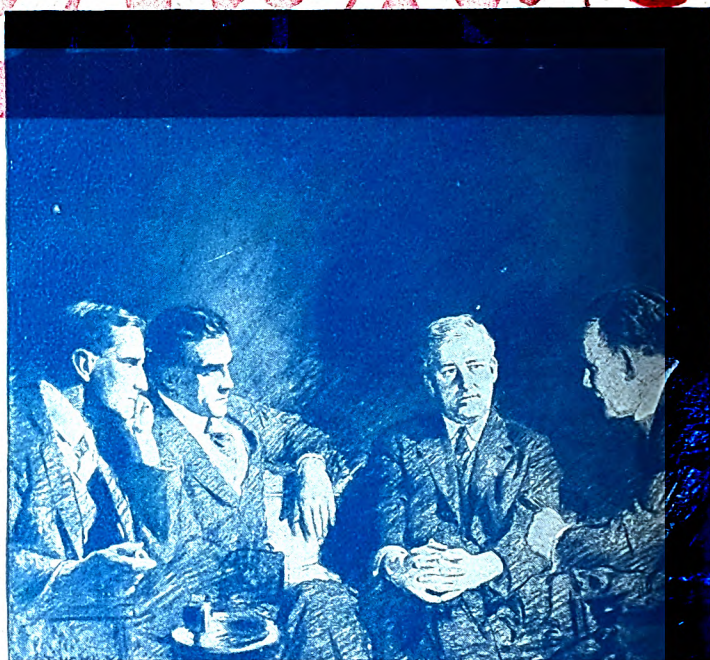
Kicking Out
MIND DEVILS

Do You Like Yourself?

Working Without Strain

WHEN MISTAKES COST \$1000 APIECE

—it pays to have advisors
like these to turn to



A famous banker, an accountant, a specialist on advertising and selling—would you like to have them help you run your business? Thru the medium of the Institute Course, the experience of business leaders is at your disposal.

WHEN a \$25 a week clerk makes a mistake it usually doesn't cost much. But when a \$25,000 a year executive makes a mistake it's likely to cost a lot.

Suppose you are general manager of your company. A question on advertising comes up. You make a decision which later proves unwise. What does that unwise decision cost your company? Thousands of dollars in good-will!

The same applies to manufacturing and marketing problems—to investment problems—to sales problems. A small mistake is likely to cost thousands of dollars.

We have in our files many letters like this one from Mr. F. H. Haviland, who is now connected with the Equitable Life Insurance Society at Chicago. At the time he wrote it he was a partner in a dry goods jobbing concern in Chicago:

"Early in the year we were warned by your reports that the market would drop during the summer and, having read them very carefully, we decided to clean out our stock and be ready to restock after the prices had fallen. Business continued to be unusually good during the spring, so that we were persuaded against our better judgment to

place orders for \$48,000 worth of laces from Ansonia, Connecticut. Before these goods arrived in Chicago in July, their market value had fallen \$16,000, the cost of disregarding your advice."

Authoritative Business Counsel

If you could have in your own office a banker, an accountant and a specialist on advertising and selling—

If each one of them was a \$100,000 man, willing to help you at any time in the advancement of your interests—

Wouldn't you feel safer in the soundness of your business judgments? Don't you think that opportunities might open up which now escape you, either because you do not see them or have not quite the courage and resources to take advantage of them?

Would you like to have such a corps of advisors if you could have them at a cost of a few cents a day? Naturally you would. Any business man would.

The man who gave us this thought is president of a successful corporation. In a bookcase in his office, almost at his elbow, are the volumes of the Institute Modern Business Course and Service.

"Men in my position," he said, "know very well that we need a course in executive training. But

we should never dare to commit ourselves to a 'Course,' because we know that we simply cannot find the time to go thru with it.

"When I enrolled with you, I had no idea of finishing the reading or solving all the problems or taking all the lectures. I merely said to myself: 'These people have gathered together some of the smartest brains in business and in university teaching. They offer me those smart brains as my staff of business advisors, at a price that is just nothing at all. I'll take their advisors and keep them here beside me; even if I look to them for the answer to only one problem a month, I shall be making money.'"

"Forging Ahead in Business"

An illustrated book called "Forging Ahead in Business" tells all about the Institute Course and Service. It answers every question. It tells what the Institute has done for 300,000 men. It explains why 38,803 corporation presidents have taken the Course. It tells exactly what the Institute can do for busy men.

The book is interesting, inspiring. It is yours for the asking. Send for it.

Alexander Hamilton Institute

Executive Training for Business Men

IN CANADA, address the Alexander Hamilton Institute, Limited, C. P. R. Bldg., Toronto



IN ENGLAND, 67 Great Russell St., London
IN AUSTRALIA, 11c Castlereagh St., Sydney

ALEXANDER HAMILTON INSTITUTE
534 Astor Place New York City

Send me the new revised edition of "Forging Ahead in Business," which I may keep without charge.

Signature..... Please write plainly,

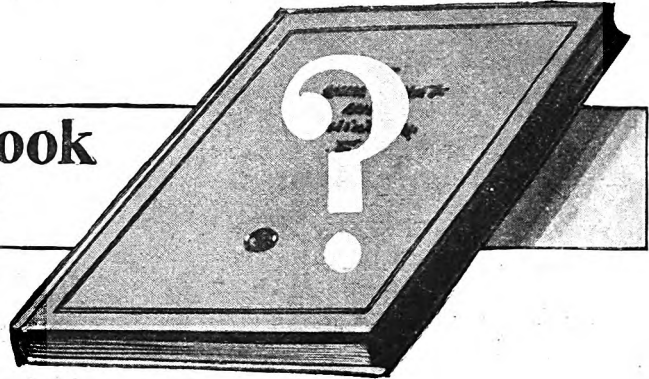
Business Address.....

Business Position.....

Worth \$7500 a Year but Worked for \$25 a Week!



**-Until This Amazing Book
Opened His Eyes!**



Now Free... Where Shall We Send Your Copy?

Long Hours of Hopeless Drudgery . . . Salary Pitifully Small . . . The Future Looming Dark and Uncompromising . . . and Then the Spark That Kindled the Fires of Ambition and Swept Birmingham into His Rightful Position in Life . . . Raised His Pay 900% . . . and Made the Day He Sent for "Modern Salesmanship" Stand Out as the Turning Point in his Career! See for Yourself the Astonishing Book That Many Men Have Called Worth a Whole Year's Pay! Read the Vivid and Inspiring Message it Contains for Any Man Who Wants to Earn \$10,000 a Year or More!

IF C. W. Birmingham of Dayton, Ohio, had known a few years ago what he knows now, he would not have been working as a clerk at \$25 a week. But like so many others, he could see no way to escape from the routine job into which circumstances had forced him. He knew that the men of his acquaintance who enjoyed the biggest incomes were salesmen. But he supposed them to possess some secret gift that he himself lacked. He did not realize that he possessed in common with every normal man the ability to make \$7500 a year or more, if directed along the proper lines.

The Secret of Big Earnings

But one day something happened. A remarkable book fell into his hands, which opened his eyes to facts he had never even dreamed about. It told him of the unlimited opportunities for trained salesmen in city and traveling positions that exist in industry to-day. It blasted the old-fashioned theory that salesmen are "born," and outlined a simple plan that gives any man the equivalent of years of selling experience in a few short weeks of pleasant home study. He learned how hundreds of men who never thought they could sell, quickly fitted themselves for big-pay positions into which they were placed by the Free Employment Bureau maintained by the National Salesmen's Training Association. He learned of the wonderful earning records made by N. S. T. A. mem-

bers in every state of the Union. And the direct result of his new-found knowledge was a position that paid him more than \$7500 a year—with even more brilliant prospects for the future.

Proof That You Can Become A Master Salesman

Remember that Birmingham's case is just one of hundreds where men have suddenly found their earnings doubled and tripled after learning these amazing facts about the selling profession. There is Wm. Shore of California, who earns as much as \$525 a week; Englehardt of Tennessee, who makes \$7000 a year; Hanson of Akron, Ohio, who quit a \$160-a-month job to become a salesman at \$10,000 a year; Oliver of Oklahoma, who earned \$1000 in a week, and many others, all of whom started in the same way—by sending for this remarkable book that is now offered free to every ambitious man. Their records prove that no man who aspires to a better position in life should fail to read "Modern Salesmanship."

Mail the Coupon Now!

It will cost you nothing to learn why the highest-paid profession is also the quickest to master. It will cost you nothing to learn how thoroughly the N. S. T. A. trains its members, helps them to locate with the right kind of firms, continues to maintain an active, helpful, friendly interest in them throughout their careers. Let "Modern Salesmanship" point the way to big earnings for you as it has for so many others. Mail the coupon for your free copy right now. It is a duty that you owe to yourself and to all who depend on you for the good things of life.



Dept. B-110, N. S. T. A. Bldg., Chicago, Ill.

From \$8 to \$125 a Week

"I came to this country in 1919, and was for some time unable to read or speak the English language. I worked as a dish-washer at \$8 a week. My first selling job, obtained through N. S. T. A., paid me \$50 a week. Now it is \$125. Two friends who said I was "crazy" to want to sell are still working in the restaurant!"

Mark Barichievich
San Francisco, Cal.

\$7200 A Year

"At the time I started N. S. T. A. training my income was less than \$150 a month. Now it is four times that. I feel that my increase from \$1800 to over \$7200 per year is mostly due to your excellent training methods. I also feel that your Employment Service is of great value to every student."

L. D. Mather
Richmond, Va.

600% Increase

"Six years ago I was a stenographer. Now I am in the advertising business for myself, and my earnings have increased 600%. The sales training and cooperation that I received from the N. S. T. A. developed the self-confidence and ability that I needed to make good."

L. H. Lundstedt
Chicago, Ill.

National Salesmen's Training Association
Dept. B-110, N. S. T. A. Bldg., Chicago
Ill.

Send me a Free Copy of "Modern Salesmanship" and proof that I can become a Master Salesman. This request does not obligate me in any way.

Name.....

Address.....

City..... State.....

Age..... Occupation.....

The Standard Publication of Practical, Inspirational and Applied Psychology

PSYCHOLOGY

Health!

Happiness!

Success!

VOL. X. NO. 2

FEBRUARY, 1928

Founded and Edited by Henry Knight Miller

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IN MARCH

WHY MEN AND WOMEN CAN'T STAND EACH OTHER. By Louis E. Bisch, M.D. A frank discussion of sex attractions and repulsions, with startling suggestions about marriage and domestic happiness. You will not agree with all that Dr. Bisch says in this article, but you cannot afford to miss reading it.

WHY WE BOOBS ALWAYS DO THE WRONG THING IN THE STOCK MARKET. By Dr. Edwin E. Bowers. Have you been bitten by the speculating bug? Only two out of every hundred traders in the stock market, says Dr. Bowers, escape disaster. It all comes out of the effort to "make two dollars grow where only five cents' worth of compound interest grew before." An amazingly instructive article.

WHEN JOB WAS PSYCHOANALYZED. By Albert Walton. One of the most delicious bits of humor ever written. Everyone who reads it will know a lot more about human nature and psychology after finishing the tale, and will have had some of the heartiest chuckles of his life.

THE SUCCESS OF FAILURE. By Thomas L. Masson. A deep and graphic discussion of the necessity of failure for the achieving of genuine Success.

Arthur H. Howland, Managing Editor; Kaye Wheeler, Assistant Editor; Charles H. Desgrey, Advertising Manager; Joseph Sproul, Circulation Manager.

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Please notify promptly of any change of address, giving old as well as new address.

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Break Away From Your "Little Self"

**Startling Realization Lecture,
Now Sent Entirely Free, Explains
How to Master *Your Little Self*
and Do the Things *You* Want to Do.**

Have you ever felt there is something within you that is holding you back?

This "something" is not your imagination. It is your Little Self, measured by psychologists as the one-fifth of your brain you habitually use in your futile strivings for happiness, success and all the things for which your heart hungers.

Your Little Self derides your splendid visions, sneers at your ambitions, doubts your ability in everything you attempt and ridicules your noble acts. It tugs and nags and drags at you to keep you from all the abundance, success and happiness in life that otherwise you might easily obtain.

Your Little Self is your temporal, quibbling mind, that tries to keep you from being the broadminded, capable, admired, successful man or woman whom you otherwise would be.

It is your GREATER SELF that occupies four-fifths of your brain. It built your body from the beginning, and still repairs, renews and sustains it. It never sleeps. It is timeless, changeless and deathless. It would abundantly give you every desire of your heart, if it were not held back, discouraged and defeated at every turn by your doubting, fearing, hating Little Self that makes you think and say and do the things that make you unattractive and common and unpopular and a half-success or failure.

Coupon Brings Lecture Free

The attached coupon will bring you free of charge and without any obligation whatsoever the remarkable Realization Lecture by Judge Daniel A. Simmons, educator, psychologist, author of many notable scientific works, and judge of the highest trial court of his state.

Psychology, or the science of the mind, including the systematic investigation of its powers and functions, has taken enormous forward strides during the past few years. The new psychology is working many miracles of human happiness, and has gained a wide popularity. The Realization Lecture reveals a discovery made by leading psychologists and heretofore occasionally stumbled upon, more or less by chance, by just ordinary men and women, who, through its use, have become geniuses of literature, art, music, commerce, government, invention, etc.—have made their lives what they want them to be, and obtained the things and conditions they desired.

The Lecture, in plain, easily understandable language, explains how to quickly break loose from your Little Self's harmful ridicule, procrastination, doubts, fears and worries, and be anything you want to be, have anything you desire and accomplish anything not in violation of natural law that you wish to accomplish. Your Little Self tells you this is impossible, but we have a huge mass of documentary evidence from people in every walk of life that absolutely proves it true.



Not a Penny—Now or Ever

You have not a single penny to pay for the Realization Lecture now or later; nor will any representative call upon you.

The coupon which brings Judge Simmons' Lecture should be the turning point of your life; BUT you must break away from your Little Self long enough to fill out the coupon and mail it. It is your Little Self that makes you speak sharply when kind words would benefit you . . . makes you selfish when generosity would serve you best . . . makes you act spitefully when a lovable action would gain for you love and respect; makes you do and say the things that defeat your hopes and ruin your prospects of happiness . . . and it will do all in its power to make you procrastinate and hesitate in sending the coupon for the free Lecture.

Fill out the coupon and mail it immediately. The Lecture will be sent to you free, postpaid, under sealed cover by return mail.

The American Institute of Psychology

302 Law Exchange Building,

Jacksonville, Florida

FREE REALIZATION COUPON

The American Institute of Psychology
302 Law Exchange Bldg., Jacksonville, Fla.

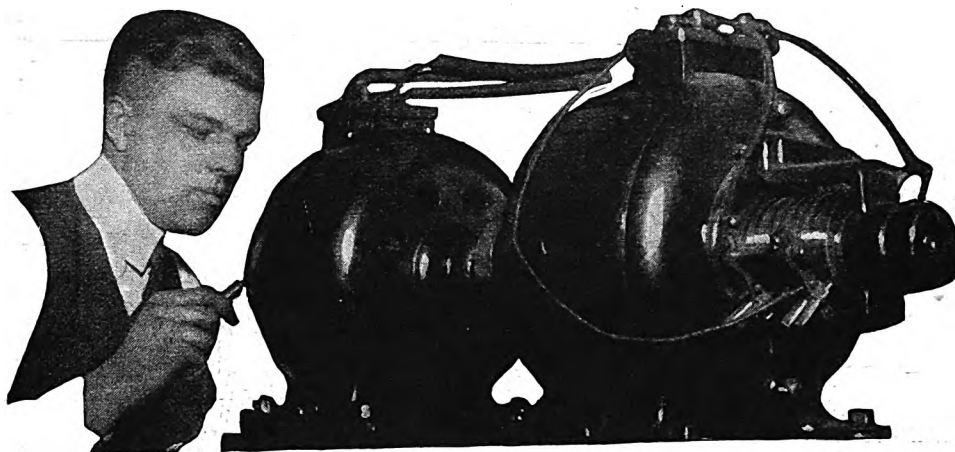
Please send me absolutely free and without obligation, under sealed cover, postage paid, complete copy of 6,000-word Realization Lecture, revealing an astonishing discovery that enables people to be anything they want to be, accomplish anything they wish to accomplish and have everything they desire.

Name.....

Street.....

City..... State.....

Mail This Important Free Coupon Right Now!



Amazingly Easy Way to get into ELECTRICITY

Don't spend your life waiting for \$5 raises in a dull, hopeless job. Now . . . and forever . . . say good-bye to 25 and 35 dollars a week. Let me show you how to qualify for jobs leading to salaries of \$50, \$60 and up, a week, in Electricity—NOT by correspondence, but by an amazing way to train, that makes you a practical electrician in 90 days! Getting into Electricity is far easier than you imagine!

Learn on Actual Electrical Machinery in 90 Days

LACK of experience—age or advanced education bars no one. I don't care if you don't know an armature from an air brake—I don't expect you to! It makes no difference! Don't let lack of money stop you. Most of the men at Coyne have no more money than you have. That's why I have worked out my astonishing offers.

FREE

Employment Service

Many of my students earn a good part or all their living expenses and should you need this assistance we will help you. Then, in 12 brief weeks, in the great roaring shops of Coyne, I train you as you never dreamed you could be trained . . . on one of the greatest outlays of electrical apparatus ever assembled . . . real dynamos, engines, power plants, autos, switchboards, transmitting stations . . . everything from doorbells to farm power and lighting . . . full-sized . . . full operation every day!



Prepare For Jobs Like These

Here are a few of hundreds of positions open to Coyne-trained men. Our free employment bureau gives you lifetime employment service.

Armature Expert	\$50 a Week and up
Substation Operator	\$65 a Week and up
Auto Electrician	\$60 a Week and up
Inventor	Unlimited
Maintenance Engineer	\$60 a Week and up
Service Station Owner	\$60 a Week and up
Radio Expert	\$60 a Week and up

Now In Our New Home

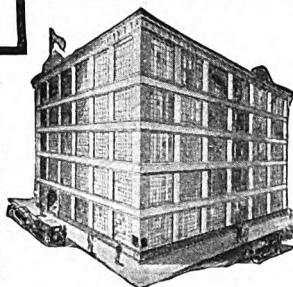
This is our new, fireproof, modern home, wherein is installed thousands of dollars worth of the newest and most modern Electrical Equipment of all kinds. We now have a larger amount of floor space devoted to the exclusive teaching of practical electricity. Every comfort and convenience has been arranged to make you happy and contented during your training.

Not a Correspondence School

Learn by doing . . . all real actual work . . . building real batteries . . . winding real armatures, operating real motors, dynamos and generators, wiring houses, etc. That's a glimpse of how we help to make you a practical electrician, and fitting you to hold big jobs after graduation.

Jobs, Pay, Future

Don't worry about a job. Coyne training settles the job question for life. Big demand for Coyne trained men. Our employment department gives you lifetime service. Two weeks after graduation, Clyde F. Hart got a position as electrician with the Great Western R.R.

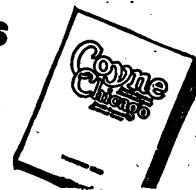


at over \$100 a week. That's not unusual. We can point to many Coyne men making up to \$600 a month. \$60 a week is only the beginning of your opportunity. You can go into radio, battery or automotive electrical business for yourself—and make \$3000 a year and up.

Get the Facts

Coyne is your one great chance to get into electricity. Every obstacle is removed. This school is 29 years old—Coyne training is tested—proven beyond all doubt—endorsed by many large electrical concerns. You can find out everything absolutely free. Simply mail the coupon and let me send you the big, free Coyne book of 150 photographs . . . facts . . . jobs . . . salaries . . . opportunities. Tells you how many earn expenses while training and how we assist our graduates in the field. This does not obligate you. So act at once. Just mail coupon.

Get this FREE Book



Mr. H. C. Lewis, Pres.
COYNE ELECTRICAL SCHOOL, Dept. 28-13
500 S. Paulina St., Chicago, Ill.

Dear Mr. Lewis:
Without obligations send me your big free catalog and all details of Free Employment Service, Radio and Automotive Courses, and how many "earn while learning." I understand I will not be bothered by any salesman.

Name

Address

City State

COYNE ELECTRICAL SCHOOL

H. C. LEWIS, President, Dept. 28-13

500 S. Paulina St., Chicago Established 1899

The Gambler

He gambles that a "lucky break" will come to him in the course of time

MOST men live in the HOPE that their "lucky break" will come TOMORROW or NEXT WEEK or NEXT YEAR.

They gamble that FATE, some day, some way, will make them rich! They risk their whole lives on what may COME to them in the course of TIME.

This is a WORSE form of GAMBLING than gambling for MONEY with a card sharp or a "three shell game" expert.

Gambling on what TIME and FATE have in store for you is more costly than any other form of gambling known.

You lose MORE than money. You lose your SELF-RESPECT. You lose the self-respect of those about you.

And as each year passes your CHANCE to amount to anything becomes slimmer and slimmer.

You get discouraged. You begin to feel that fate is AGAINST you. You complain secretly about your ill luck. Perhaps you hide your shortcomings behind a whole flock of easy EXCUSES.

But the hard, cold world doesn't care about you.

You've got to look out for YOURSELF.

Time alone cannot help you. If it could, EVERY man over 70 would be rich.

You cannot COUNT on luck or fate or circumstances. If you could, EVERYBODY would get rich at some time or other.

Your life is too precious to waste away WAITING for "something to turn up."

There's ONE SURE WAY—yes, ONLY one sure way—to get what you want out of life.

Nothing can help you but your own BRAIN. Make your brain just a little bit more effective and you will MULTIPLY your earning power.

There is NO LIMIT to what the human brain can accomplish. Scientists and psychologists tell us we use only about TEN PER CENT of our brain power. Ninety per cent is unused. It lies dormant. The longer it is unused, the harder it becomes for us to use it. For the mind is like a muscle. It grows in power through exercise and use. It weakens and deteriorates with idleness.

What can you DO about it? That is the question you are asking yourself. Here is a suggestion.

Spend 2c for a postage stamp. Send in the coupon below for a copy of "Scientific Mind Training." There is no further obligation whatever. You need not spend another penny.

Read this little book. It has opened the eyes of hundreds of thousands of other individuals who had the same problems you have. Over 650,000 people, in all parts of the world, and in all walks of life have followed the advice given in this booklet. Lords and servants, princes and laborers, captains of industry and clerks, bookkeepers and bankers, men AND WOMEN of all types and of all ages have read this book and have changed their whole scheme of existence as a result.

This little book will tell you the secret of self-confidence, of a strong will, of a powerful memory, of unflagging concentration. It tells you how to acquire directive powers, how to train your imagination (the greatest force in the world), how to make quick, accurate decisions, how to reason logically—in short, how to make your brain an instrument of all-around POWER. It tells you how to banish the negative qualities like forgetfulness, brain fag,



inertia, indecision, self-consciousness, lack of ideas, mind wandering, lack of system, procrastination, timidity.

Men like Judge Ben B. Lindsey, Sir Harry Lauder, Prince Charles of Sweden, Jerome K. Jerome, the famous novelist; Frank P. Walsh, Chairman of the National War Labor Board, and hundreds of others equally famous, praise the simple method of increasing brain power and thought power described in this free book. OVER 650,000 OTHERS PRAISE IT.

You have only TWO CENTS to lose by writing for your copy. You may GAIN thousands of dollars, peace of mind, happiness, independence!

Thousands who read this announcement will DO NOTHING about it. The effort and the will needed to send for this book—which is FREE—may be lacking. How can these people EVER gain what they hope for, crave for? They are the skeptics, the doubters, the "show me" wisecracs.

Other thousands will say, "I can lose only TWO CENTS. I may GAIN a great deal by reading 'Scientific Mind Training.' I will send for it NOW. It promises too much for me to RISK MISSING."

The thousands who are open minded—who are willing to learn something to their advantage—will ACT on their impulse to send the coupon. They will be better, stronger minded for having TAKEN SOME ACTION about their lives, even if they do nothing more than to READ a booklet about the inner workings of the mind. For your own sake—and for the sake of your loved ones, don't continue to GAMBLE that your future will be bright whether or not you DO anything about it! Mail the coupon today —NOW.

THE PELMAN INSTITUTE OF AMERICA

Approved as a correspondence school under the laws of the State of New York

Suite 682, 71 West 45th Street, New York City

The Pelman Institute of America
Suite 682, 71 West 45th Street,
New York City

Please send me without obligation your free booklet, "Scientific Mind Training." This does not place me under any obligation and no salesman is to call on me.

Name _____

Address _____

City _____ State _____

Frayed Nerves Gone Forever!

THOUSANDS of men and women who suffered for years from sub-normal nerve force and allied maladies are walking around today, their nervous systems as strong and steady as a healthy new-born babe's. They have found a new joy in life, never have the "blues" or nervous trepidations, no longer suffer from depression, lack of confidence, doubts, fears or worries. They never experience that sense of powerlessness, or those other physical and mental sensations which were formerly a constant handicap, and which were directly traceable to their sub-normal nerve force—although they did not know it then.

And these surprising results have been produced not by drugs or medicines of any kind, not by foregoing pleasures, not by retiring into seclusion, not by going through torturous physical exercises, but by simply knowing the few natural laws which govern the nervous system. These men and women know how to direct intelligently the hidden forces within them—how to easily develop a healthy nerve force and to control it scientifically.

These facts were brought to my attention in a very startling way by Prof. Eugene Victor Legaren, the eminent authority, lecturer, and writer on mind control over matter, and other scientific phenomena.

Man Only as Strong as His Nerves

As Legaren says: "Science and medicine now admit that only through Psycho-Analysis can men and women be quickly freed from obsessions, fears and many nervous disorders, which all other methods of treatment have been powerless to reach."

Legaren has proved that in just one evening a great number who suffered from nerves for years and never knew what their real trouble was, found an easy, simple method that directed them out of their misery into joyous health, success and happiness.

Recently a well-known magazine writer was convincingly shown by Legaren that where the nerve force is intelligently directed, the result is strong, healthy, red-blooded men and women—people of almost endless endurance; keen minded, forceful folks who are on their toes with vim and drive every waking hour. And when they retire, they sleep peaceful, dreamless sleep, waking refreshed and rejuvenated.

But where the nerve force is misdirected, it results in weak, anaemic men and women who are listless, dragged out, sickly and neurotic—"nerve" patients who crowd the physicians' offices, sanatoriums, and health resorts.

And unless they are quickly successful in gaining control of their nerve force, a second period develops; extreme nervousness; irritability; decline in sex force; poor memory; lack of mental endurance; nervous indigestion; neuritis; aches and pains in various parts of the body.

Beyond this second period lies the danger of the third stage of serious mental diseases; melancholia; dangerous organic disturbances; suicidal tendencies; and sometimes insanity.

But just as a loose control of our nerve force will soon destroy health and efficiency, so will a firm control and right direction of our nerve force quickly create and maintain health and vigor, dynamic personality, manliness and womanliness.

Nerve Disorders CAN Be Quickly Relieved

"Nerves" is not a malady that comes suddenly. It may be years in developing, but it is always caused by fear in some form or shadow. At first the victim is afraid to climb a dark stairway, or perhaps is afraid of thunder, crowds, solitude, sharp points, travel, snakes, mice—or any one of a hundred other things. The mother is afraid for her children, the father is afraid for his business; the daughter is afraid of her job; the son is afraid of his boss or a competitor. The victim experiences nervousness, embarrassment and fear when meeting strangers. So great is the mental torture, that the nervous person is constantly panic-stricken and irresolute—a sickening sensation of weakness and helplessness almost overcomes him. He becomes obsessed with little and big fears. His nights are nightmares, his days are horrors. His mind is prophesying the most terrible of all possibilities, interpreting every coincidence as an evil omen, and ascribing a dreadful meaning to all uncertainty.

Many people do not realize that they are victims of fear. Others believe that their fears cannot be changed. But this is because these people are ignorant, or because they do not want to change their beliefs.

Fears are a cause of "nerves," and "nerves" can be cured through Psycho-Analysis.

Legaren says, "The best psychologists of twenty-five years ago would have said that blindness and paralysis could not be cured by analyzing a man's fears. But such cures have been made. Of course, if the eyeballs had been missing or the nerve tissues absolutely destroyed, those cures could not have been made. They were made because they were cases of hysterical blindness and neurotic paralysis, which are mental things; and mental things can be changed."

The Strange Cause of Fear

Prof. Legaren says, "The existence of subconscious nervous fears is part of our inheritance from primitive conditions, when early men, like all wild creatures, were constantly beset with actual physical danger.

"And man is still burdened, subconsciously, with all these timidities and fears.

"We are all subconsciously afraid of the new, the dark, the strange, the untried, the unproven. Only with the aid of reason can we overcome these nervous fears and gain the courage to venture away from the routine that experience has proven safe."

Psycho-Analysis Now as Simple as A. B. C.

There is but one way that "Nerves" can be lastingly cured, and that way is by analyzing the mental causes which lie behind the nervous trouble. Neither medicine nor any method can reach the subconscious fears except Psycho-Analysis which is nothing else than the power of intelligently analyzing your subconscious "nerves"—finding out what is causing them, then eliminating that cause. And no one can do this analyzing quite so unerringly as yourself, when you know the simple methods of Prof. Legaren.

Prof. Legaren has perfected a simplified method of learning and applying Psycho-Analysis. It is absolutely simple, remarkably easy to follow, and can readily be put into practice by the layman, because written in a non-technical way. It will hold you spellbound from its first to its last sentence. It will direct you so that

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There is positively nothing mysterious about Psycho-Analysis as taught by Prof. Legaren. It is all plain American common sense. Simple, clear, concise, and unerringly accurate. Once you understand the principles of analyzing your "Nerves," which are always caused by subconscious nervous fears, through Prof. Legaren's simple methods you learn to banish all fear, self-consciousness, timidity, nervousness, and all other forces which have caused you suffering, sorrow and failure. And you will quickly know how to release a tremendous new force of amazing energy and power within you.

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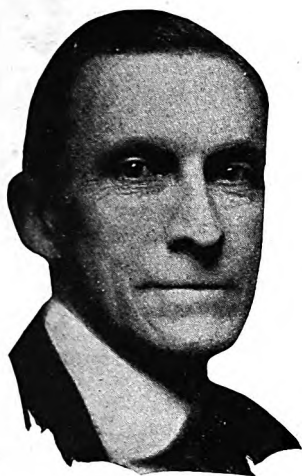
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A \$25,000 a year job is said to be open in the German Government for want of a suitable man. In this country we'd never let a little thing like that worry us.

—Judge

* * *

She: They tell me you were arrested for disorderly conduct the other day.

He: Yes, I tried being a pal to my boy.

—Toronto Goblin

* * *

Ticket Agent (at theater): Standing room only.

Bill: That's all right. I'll take a seat in the standing room.

—M. I. T. Voo Doo

* * *

Visitor (distractedly): Doctor, my husband complains of seeing dots before his eyes.

"I hardly think that is cause for serious alarm."

"But, doctor, he tries to sign his name on them."

—Answers

* * *

Football Coach (to players): Remember that football develops individuality, initiative and leadership. Now get in there and do exactly as I tell you.

—Life

* * *

The real estate firm that refuses to hire flappers and employs none but elderly women deserves to be congratulated upon its ability to distinguish between them.

—New York Evening Post

* * *

One: I came home last night and found a sailor kissing my wife.

Two: What did you do?

One: Nothing, I used to be a sailor myself.

Eversharp

"I've got to write a letter. Have you a pencil?"

"Soft?"

"No, hard. It's to a fellow who owes me money."

—Life

* * *

Tourist: Well I congratulate you. It is a great honor to be the oldest inhabitant.

Native: Yes sir, but what makes it so funny is that my old woman is older but she won't admit it.

—Goblin

* * *

Queener: Could I have just one kiss?
Sheba: I don't cater to the retail trade.

—College Humor

* * *

Sex Joke

Freshman: Where do flies come from?

Biologist: Other flies, where do you suppose?

—Boston Bean Pot

* * *

He: Do you know why I won't marry you?

Co-ed: I can't think.

"You guessed it."

—Williams' Purple Cow

* * *

"Where is Bill?"

"A. W. O. L."

"Whaddayah mean?"

"After women or liquor."

—Ohio State Sun Dial

* * *

Boy: Do you know, dad, that in some parts of Africa a man doesn't know his wife until he marries her?

Dad: Why single out Africa?

Jack: A few words mumbled over your head and you're married.

Jake: A few words mumbled in your sleep and you're divorced.

* * *

He was asking her mother's consent for her daughter to come to a carnival. The dear lady was most anxious, "Are you sure the party will be well chaperoned?"

"Yes, indeed."

"You are positive?"

"I am certain."

"Well, then she can't go. I want her to have a good time."

—Dartmouth Jack O'Lantern

"I'm not going to step out with Hazel any more."

"Why not?"

"She didn't invite me to her wedding."

—Oregon Orange Owl

* * *

Written on the Cuff

Jack McGrath in College Humor.

The louder a man talks the more likely he is to be lying; for a woman substitute softer.

Curiosity is the stepchild of convention.

* * *

Overdoing It

"Did you hear about the joke on the movie actress?"

"No, what was it?"

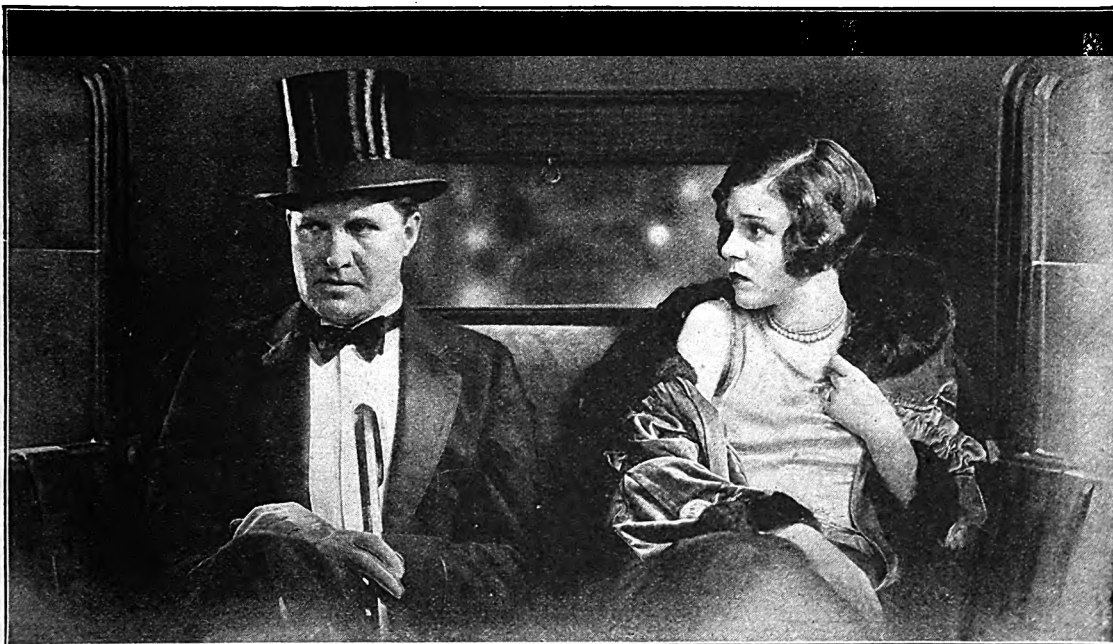
"Her secretary didn't keep the records straight and now she finds she has had two more divorces than she's had weddings."

—Goblin

* * *

If Adam came back to earth the only thing he'd recognize would be the jokes.

—Wisconsin Octopus



"You Didn't Say a Single Word All Evening"

HOW could I? I didn't even know what they were talking about."

"Well, Ralph, I wouldn't brag about that."

"But how was I supposed to know that they were going to talk literature and art? If they had discussed real estate, I could have chatted with them easily—all evening. . . ."

"Business, always business! If you were a big enough real estate man you'd know how to forget business and talk of other things in company!"

"I never felt so uncomfortable in my life," he said ruefully. "Couldn't even follow the drift of things. What was all that discussion about some poet who was killed in the war?"

"Really, Ralph—you should keep more abreast of things. I was surprised that you didn't contribute at least one idea or opinion to the whole evening's discussion."

He turned to her, curiosity and admiration mingling in his smile. "You were certainly a shining light tonight, Peg! You more than made up for my deficiency."

Many Wives Are Keeping Pace with Successful Husbands—This Pleasant Way

Peg was grateful for her husband's praise, and Ralph was quick to observe this. He moved closer to Peg, glad that he had succeeded in diverting attention from himself. "You were the prettiest and the cleverest woman at that dinner, dear," he added. "What a pity it is that we business men cannot find the time to

devote to books and reading. Now women—"

"One moment, Ralph, I know what you are going to say—something about women having more time. But, my dear, you know that for the modern woman that is not so! Let me tell you the secret of it all. Do you remember that Elbert Hubbard Scrap Book I purchased several months ago? You were rather skeptical about it. Well, I have been reading it in my spare moments ever since."

"That sounds interesting. Tell me more about it."

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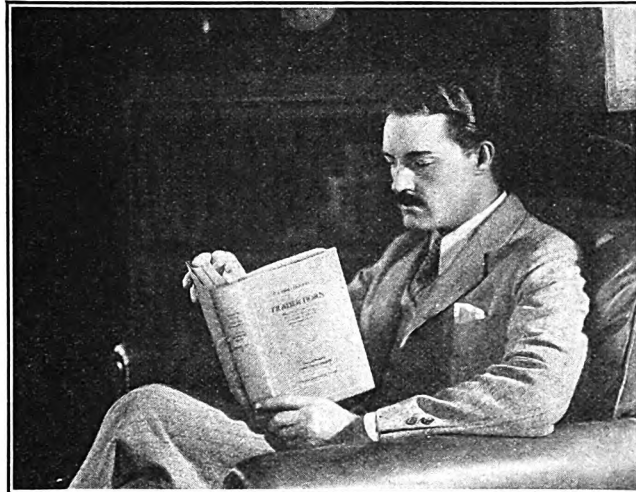
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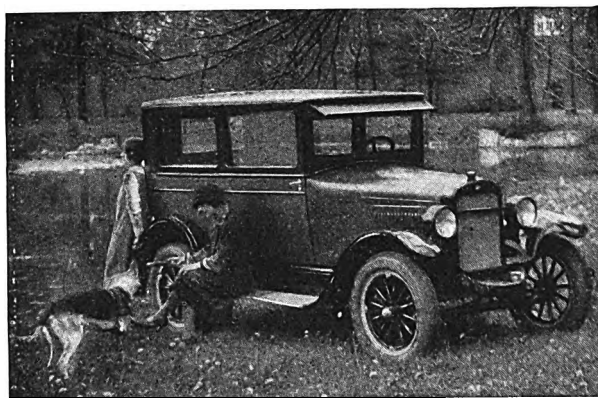
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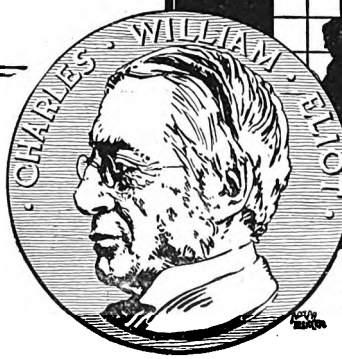
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A Chat With the Editor

Henry Knight Miller

The Mechanism of Replacement

THE great Teacher urged his disciples to overcome evil with good. Herein he set forth a profound principle of psychology. Instead of concentrating upon the negative, modern psychology advocates replacement of negative thoughts and emotions by positive. This technique we will call the mechanism of replacement.

A wise mother will not emphasize the child's bad habit but will patiently set to work to replace negative with good habits. She will not say, "Do not lie," but rather, "Tell the truth." Instead of saying, "Do not be bad," she will say, "Be good." In place of, "Do not be late," she will say, "Be on time." She will not say, "If you don't study you will fail as usual," but rather, "Study faithfully so you will succeed." This intelligent mother will refrain from berating her young hopeful upon his inordinate fondness for dirt and repugnance for soap and water. But the desirability of cleanliness will be wisely impressed upon his plastic consciousness.

THE HAVOC OF "DON'TS"

STRESSING negative factors tends to repress them into the subconscious. Repression has been the almost universal weapon of parent, teacher, church and government until the advent of modern psychology. Life has been made hideous by an unending, maniacal howl of "don'ts." Body and mind have been befouled by this ruinous and devastating influence. Childhood has been sullied and its freedom, spontaneity and exuberance murdered by the ugly heel of repression. The ambitions and aspirations of youth have been thwarted and the pulsing energies created for world conquest inverted in morbid and neurotic phantasy.

The evils of repression were not understood until the advent of clinical and analytical psychology. It was then discovered that energy repressed into the subconscious is not destroyed but its expression merely retarded until at length it gathers force and breaks out in either direct or disguised activity. In direct expression the man who has persistently repressed sex impulses and been an exemplary citizen suddenly creates a scandal by running away with a servant girl. Indirect expression may be achieved thru morbidity, cruelty, nervousness, kleptomania, physical illness or a variety of neurotic states.

FIND THE MIDDLE GROUND

THOSE who learn these facts frequently err in their reaction. Some upon learning how destructive is repression, rush into unbridled self-expression which tends to result in equally disastrous consequences. Others raise pious hands in horror and assail the psychological truth as destructive to morals and set to work with renewed frenzy to foster the repressions which murder human happiness and welfare. Both of these groups pause only long enough to learn half the truth. The psychologist does not advocate unthinking self-expression, tho he does wish that some more natural and healthful freedom of expression to the individual might be provided than the standards inherited from a repression-obsessed past would seem to approve. But he proposes applying to the rebel energies the mechanism of sublimation or replacement. The energy is to be redirected and used up in some constructive and socially acceptable direction.

Our forefathers sat over the restless child

burning up with unused energy and sternly repressed him. Today we organize athletic gym teams and dances, letting our young people burn up some of their superfluous energy. This is replacement. The energy which craves action, perhaps in fighting and destruction, is redirected, and games are substituted for the more barbaric activities.

Another reason why repression is an unsound method of inhibiting undesirable behavior is discovered from a study of the law of association of ideas. Every idea in the subconscious is associated there with other ideas and emotional responses. The reader can test this for himself. What associated ideas, for example, are called forth by green, blue, forest, home? Each of these will be found to call up immediately associated ideas. Thus green may call forth the idea, "grass"; blue, "sky"; forest, "trees"; home, "mother."

And so when one seeks to inhibit a negative condition or emotion, the very concentration upon that negative idea calls forth other negative associated ideas. For example, "I will not be sad." Sad is a word of morose and unhappy association. To say it or think it deepens the condition of sadness both directly by impressing it further on the subconscious, and indirectly by calling forth other memories associated with former states of sadness. Use the technique of replacement. Say "I will be happy." Here the thought of happiness directly affects the subconscious and the associated ideas are all constructive. These happy associations tend to put the individual in the state of mind in which he experienced the former happy sensations.

Many children are crippled mentally and emotionally for all time by the constant repression and negation of an unwholesome home atmosphere. One boy said, "I don't like the parlor because you have to die to get into it." Another, when asked what his name was, said, "Father calls me Bill but Mother calls me Don't." The mother who constantly emphasizes her children's faults is probably confirming them in their undesirable habits and emotional reactions. The wise, cheerful, kindly mother who praises the good traits in her children and takes time to appeal to their self-interest and reason in breaking the old habits, helping them thru the mechanism of replacement to build new and

better habits to replace the old, will send forth wholesome, happy and successful sons and daughters into the world.

THE MISCHIEF OF A NAGGING TEACHER

THE school room may be for the child a chamber of horrors because of a negative, scolding teacher who nags, discourages and represses. True, the children's wandering thoughts and tireless energy must be inhibited, but not with repression and negation. "Don't be always late. Your hands are dirty as usual. Stop that talking. Don't keep looking out of the window. You are the worst class in the entire school. Why don't you study? You are all too stupid to learn. You will never be promoted if you keep on." Such monstrous imbeciles are actually being paid to ruin the lives of our children. They should be barred from any contact with childhood and be given employment washing dishes or scrubbing floors. The wise teacher fills her school room with enthusiasm, interest, kindness, cheerfulness and has happy, loyal children. Her commands are all constructive. She is helpful, fair and encouraging. Her pupils rise up to call her blessed.

This also is one cause why so many churches are empty. Most of the congregation is at home. The preacher is enraged because of the small attendance. The hymns are probably of the mournful variety. In a lengthy prayer he instructs God as to the carelessness, indifference and sins of the people, and wails and howls out his anger and disappointment. Before the collection he scolds the unhappy few because the collections are so small (due to the fact that he himself has kept all but the most faithful of the flocks away by his gospel of repression, negation and hate).

His sermon continues the scolding and threatens the wrath of God upon the unfaithful, tho he is really talking to the handful of the faithful. These go forth depressed, disheartened. They might better have stayed home both for the glory of God, and the spiritual, mental and physical health and happiness of themselves.

Let us keep our words and actions constructive. Avoid negatives. Refuse to repress. Overcome evil with good. In the words of St. Paul, "Whatsoever things are true, honest, pure, lovely, of good report—think of these things."

The New Woman and the New Home

An Interview with Mrs. Ogden Reid

By J. George Frederick

"NOT some women, but every woman is immensely benefited by having some impersonal work to do, both before and after marriage, some job which relates her to the world of affairs and disciplines her mental faculties. Our homes and home life are being re-shaped to meet this modern necessity of woman."

The speaker was a slender, gray-haired woman, cool, mature and businesslike, seated in her office, thru the open door of which could be seen her extensive organization, the advertising department of a big New York daily. She was Mrs. Ogden Reid, head of the Advertising Department of the *New York Herald-Tribune*.

The huge new *Tribune* building was vibrating with the roar of great presses, and that bustle and tension which have ever been associated with metropolitan daily newspapers were everywhere in evidence; in the very atmosphere.

Mrs. Reid was the personification of executive capacity and temperament. Her desk looked like that of any good business executive. Her manner was that of any alert, self-confident executive. There were no "feminine touches" to the office; and her clothes, like those of any successful business executive's, were inconspicuous but tasteful. She was, in short, a living demonstration of that impersonal, efficient business capacity which ignores sex and concentrates on the job.

"Young women as well as young men," says Mrs. Reid, "should have that stimulation and growth which come from active participation in organized effort. Both have the same human claim to continuity in such effort, and marriage for either or both should mean no permanent break in this continuity."

"Right here is where I would be supposed to inter-

ject the old saw about what is to become of the home," I smiled.

A thoughtful look came over Mrs. Reid's face and she deliberated her answer, as would become an executive considering a fundamental problem.

"There can be no doubt that we are changing our ideas about home," she replied, "and it is time we did. Why shouldn't we change our ideas about home? It is not an end in itself; it must meet our human needs; meet the conditions of a new era for women, who have been held in bondage too long by old ideas of home."

Mrs. Reid paused. "Why," she suddenly asked, as her gray eyes snapped, "have we had such false ideas of what has held homes together? Food, for instance! Where

we eat is of no great importance, even to the preservation of the home. Yet we have made food almost into a home ritual, a fetish! Perhaps we have not the complete obsession over it that the French have, in their absolute suspension of business from twelve to two o'clock, and their story of the chef who committed suicide when the fish didn't arrive in time for the King's dinner, but nevertheless we have, until more recent times, made food preparation in the home too complicated and overwhelming a task. The home is not held together because it is used as a private dining-room; it is held together by the spirit and the comradeship of those who live in it. It has not been just or reasonable that, because of home food preparation, women should be obliged to give up opportunity for the development that comes from taking a part in the affairs of the world. Actually, this has helped to destroy the true spirit of the home, because it has made women discontented and rebellious, as well as given them somewhat of an inferiority complex. There is no

Women and Work!
The old problem, which is every day finding new answers.

Mrs. Reid, while being a real "housewife," does a job which, until yesterday, would have been considered one that only a man could do.

She says women who want to take an active part in the world's work don't need to give up the home, but do need to revise their ideas of what a home should be.

work in the world so hard as housework, and food preparation along old lines has been responsible. That is why we have seen such a remarkably rapid removal from the home of food preparation processes and the development of packaged and advertised foods. Years ago nearly all bread was made inside the home; today I am told that 94% of baking is done in factories, with benefit to all. We are giving up our over-sentimentality about food in the home."

"But the home itself?" I queried.

"Is more interesting than ever," was Mrs. Reid's challenging answer. "It is reducing the slavery, the drudgery and the artificial habits of life and housework which were once regarded as an inseparable part of the home, but were after all unnatural. Thinking women would not contend, as sheer sensationalists do, that the old idea of home was best. It was, indeed, the worst possible ideal of the home. The better ideal is emerging now. A wife is far more of a companion, both to husband and to children, under the new ideal than under the old. Considering the short time we live; considering the things a normal human being wants to accomplish in a lifetime, wasn't it a terrible waste of time and energy to operate the old type of home? The modern woman can and does combine home-making and a job."

"But," I urged, "many women have no ambition for a job, and others complain that they can't manage both, or that their husbands object."

Mrs. Reid's direct, keen eyes did not waver. "There are a great many women whose attitude toward work and a career is half-hearted. They are unfortunately the victims of our old environment and outlook. They did not catch the modern point of view early enough. The young people of today seem to do so; young women in whatever level of society early begin to plan their work interests."

"Did you?" I asked.

"I had to," was Mrs. Reid's quick response; and I waited for her "story," which I knew had authentic "romance" in it, despite her deprecating assump-

tion that her story was not exceptionally thrilling.

"My father died when I was a child," Mrs. Reid continued, quite matter-of-factly, "and all the family resources were soon used up by the time I got my education at Barnard College. I had, in fact, to help out with the cost of my education by tutoring and doing clerical work at the college. After I graduated in 1903 I immediately went to work. I secured a position as private secretary to Mrs. Whitelaw Reid. The Reids, as you know, owned the *Tribune*."

"It was in this capacity that I first met my husband, Ogden Reid, son of Whitelaw Reid."



MRS. OGDEN REID.

"It was seven years after I was married to Mr. Reid that I came on the *Tribune*. In the meantime I had by no means been idle. It was the period of the suffrage campaign, and soon after my marriage I became thoroly immersed in this campaign. I was treasurer of the New York State Suffrage Party, and my job was an office executive job, operating a lively campaign to raise money for the suffrage campaign."

"What made you decide to come back to business?"

"My husband had a very big job on his hand to build up the *Tribune*. He asked for my help. The *Tribune* is a family institution, you know—it has had but three owners in all its long history—Horace Greeley, Whitelaw Reid and my husband. Furthermore, it has always had a tradition favorable to

employing women workers, to a greater degree than most other newspapers. I went to work to develop advertising."

Knowing something of the newspaper and advertising business, I could fill in Mrs. Reid's sparse words. In a city like New York, where large and aggressive newspapers were contending mightily for dominance, and in those days when advertising volume was much smaller, I could picture the struggle she must have been thru. Advertising does not go by favor; it goes by circulation and salesmanship, and in New York the advertisers are a hard-bitten group who care not a whit that a paper was founded (Continued on page 74)

Hold Steady!

By F. Allison Barton

Everybody is getting nervous, says Mr. Barton, and the cure for nervousness is not less activity, but more. We are getting into the habit of being content to have things done for us and made for us instead of making things and doing things.



The invention of labor-saving devices calls for less a n d less physical and mental effort.

of the most natural and healthy forms of self-expression.

"Let's go see the ball game," is the cry, in place of the healthier invitation, "Let's play ball."

"Let's go see a play," cries the restless one, but seldom, "Let's act a play."

"Let's listen to a little music," is the call, instead of "Let us make a little music."

"Let us go somewhere," is the demand, rather than, "Let us ask in some of our friends and have a joyous little party in the home."

The constant desire to go, go, go, is a manifestation of pent-up energy seeking an outlet.

Increased health and energy have come to us with the advent of the automobile, which takes us out into the open, but that increased energy is not being used in a way to give mental balance. It has simply created a desire for "more speed," has augmented the feeling of restlessness.

The more highly organized the individual, the greater the unhappiness where self-expression is denied, and the greater the danger to the individual. Night-clubs, and their prevailing vices of self-indulgence in the fundamental outlets of energy—lust and gluttony—are evidences of this.

Business alone is sufficient outlet for the desires of some men and some women, but for the vast majority there must be some other means for emotional self-expression outside of the daily occupation. There is no question that a man or woman should get a certain amount of pleasure and satisfaction out of the daily occupation, but we are many-sided creatures, and long-continued routine along any particular line becomes irksome. And some occupations carry with them the burden, the stultifying burden, of unbroken monotony.

The writer knew a certain family of five. There were the father and mother and three children. They possessed a home of their own, a piano, a radio, a victrola, and the mother's work was lightened by every labor-saving device. Yet they were unhappy and restless. An evening at home seemed to be an affliction. Then some kind fairy got to work. Jim, the oldest, developed a creative gift for carpentry, fitted up a little workshop in the cellar, and made all kinds of articles both useful and ornamental. Mary, the oldest

THIS is a restless age, and the restlessness is a sign of misdirected seeking. Long continued restlessness is conducive to nervousness, to lack of mental balance.

Well-balanced rations help build up a healthy body, and a healthy body is a store-house of energy.

Energy must find an outlet. If it is dammed up too long it will burst the dam—with disastrous results.

As a nation we are getting physically healthier, but little by little the invention of labor-saving devices is calling less and less for either physical or mental effort. Our increasing energies are not finding sufficient outlets. We need outlets for the physical and mental energy which is gradually growing greater because less of our real vitality is sapped thru hard physical and mental labor. The automatic machine in the factory, the comptometer in the office, the washing machine in the home are examples of the way in which the tax on mental and physical energy has been lessened.

Creative effort is a fundamental and sane means of utilizing mental and physical energy; but it is an outlet that has been choked, if not completely dammed.

Self-expression is a form of creative effort, but even this outlet for energy is becoming choked. We now take even our pleasures vicariously. We pay to watch others play, but do not play ourselves—and play is one

Let's Balance Drudgery with Creative Effort!

Illustrated by Alex Kurfiss

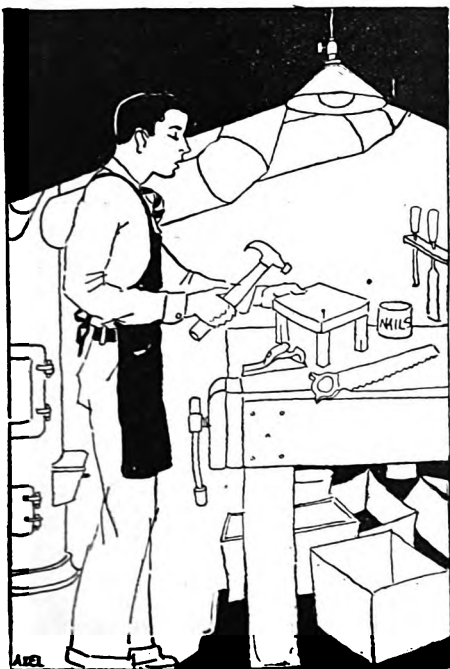
"The greatest satisfaction comes not from seeing but from doing, not from going but from achieving, not from pent-up energy but from energy creatively and constructively used."

daughter, took lessons in basket-weaving, and became intensely interested in this occupation or hobby; the mother caught the infection. The other daughter, Alice, with a partly developed ability for artistic expression, painted some place-cards which were seen and admired, and received orders for the artistic trifles which stimulated her to happy and renewed exertion. Father himself got a craze for what he called "foreign stamp collecting," a hobby he had ridden when a schoolboy.

The change in that family was delightful to see. It was a pleasure to visit the home, for each member of the family had developed interesting means of self-expression which all were eager to display. Each one had found "the balance weight," and their minds were now in a state of equilibrium.

The balance wheel of the ego is self-expression in a creative way; without it the mental machinery runs erratically.

Is your job an irksome one, a tedious one, a monotonous one? Is it a business which is "trying on the nerves"? Is your occupation of the kind that leaves you restless at the end of the day? Then you are not



Jim developed a creative gift for carpentry.

Instead of playing ball as we should, the best we can think of, "Let's go see a ball-game."



finding in it a full outlet for your mental energies, and you should, at once, seek to discover some hobby that will give you an opportunity to create merely for the pleasure of creating.

Drawing, painting, sculpture, ceramics, pottery, music, oratory, basketry are balance-weights, when used purely for self-expression and not as a means of making money, and to take up any one of them will add joy and zest to your life and kill that unhealthy restlessness that makes for ill-health and unhappiness.

Or, as hobbies, one might take up coin or stamp collecting, nature study, flower culture, photography, the raising of prize chickens, all of which are, indirectly, means of self-expression.

The greatest satisfaction comes not from seeing but from doing, not from going but from achieving, not from pent-up energy, but from energy creatively and constructively used.

Do not try to elude that restless feeling by fleeing from it: use it in self-expression.

Never in history have there been greater opportunities for self-expression, for creative work, than there are today; and never before has there been so much energy available to perform that work.

The hobby you choose may eventually become the door to an occupation which will lift you out of the ranks of the discontented.

My Subconscious Mind Almost Ruined Me

*Before I learned How to Use It—A True Story of
the Inner Power that Destroys or Saves Us
According to Our Own Directions*

By John T. Foster

Illustrated by H. Winfield Scott

WE ARE all experimenters with the subconscious mind. We have at least proved that it exists. While some are farther advanced than others, we are essentially without proof that we have "seen it all." Our conclusions too often resemble the varying stories of the three blind men who "saw" an elephant.

It is impossible to discuss the subconscious mind without the frequent use of figurative phrases, such as the "submerged" mind. William James compared it to an iceberg, one-eighth visible, seven-eighths submerged. True enough, most people deal with the subconscious as they would an iceberg. They give it a wide berth, let it float willy-nilly save for an occasional attack with dynamite. Dangerous business, that. Too many bumps.

Less than two years ago I ran smack against the "thing." How much was "submerged" I do not know. Plenty loomed above me, at any rate. Everything was going wrong at the office. The Monday blues lasted all week, every week!

I knew that I was approaching the limit of human elasticity. Every fibre seemed stretched as tightly as India rubber undergoing a test for tensile strength. The simplest details of my work appeared as impossibilities. I was frequently in pain without being able to tell just *where* or *why*.

For the first time in my life I became conscious of my age. Strength was ebbing. I forgot the meaning of such words as courage, buoyancy. There were mornings when I debated the question all the way to town, "Can I get thru the day's work? Can I? CAN I?" There seemed to be no "yes." I merely rode with the tide.

I felt increasingly certain that if I didn't climb on top of whatever this thing was which had me down and learn more about it and what to do with it, someone would presently be asked to write my final description in a single line in the family Bible, the big one that's kept in the old secretary and dusted four times a year. I wasn't afraid of dying, I simply knew that the limit was in sight.

You may suggest that I was bilious, in need of exercise, diet, or whatever you wish. I tried everything. Doctors were entertained (at my expense). X-rays meekly permitted, health rules studied, an occasional day off from the office—still the bodily pain continued—likewise loss of weight and courage. The main disturbance seemed to focus in the abdominal region. At times the pain was acute.

Following an enforced vacation, my superior at the office remarked cryptically, "Jack, you've got only one

pain, but it's bothering you in two places, in the belly and in the head. Just one pain. Get rid of it."

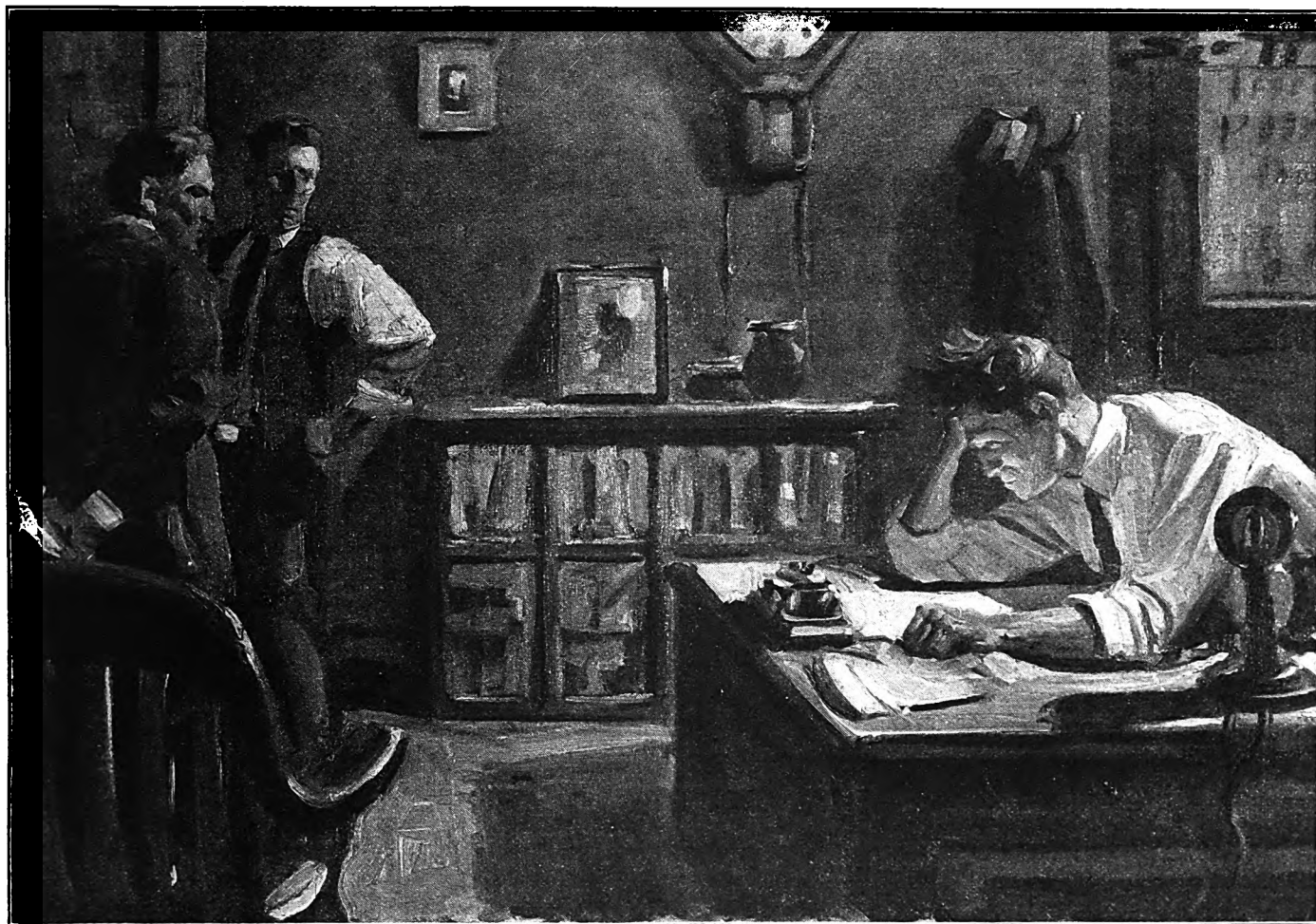
He is a man of wide experience. I knew at once what he meant, yet up to that moment I had believed myself free from psychic influence. I am not temperamental. Yet this man diagnosed my trouble as mental—therefore physical only as a secondary effect.

I had tried to be honest with myself all along. Swallowing my resentment at his bluntness, I went off determined to explore every nook and cranny of my mind to discover *why* this man had come to such a conclusion. Note this: I determined to remain open-minded. I did not try to disprove his statement, but simply set about taking everything apart to see why anyone should

Nothing really the matter with the Engine that throbs away in the mysterious region of the Subconscious Mind.

But its power leads down to sickness and failure—or up to "Health, Happiness and Success," according to the directions we give it—according to our day-by-day expectations.

This vivid story, from the real life of a real man, is both a note of warning to us all—and of HOPE for us all!



My office associates knew I was slipping. I instinctively understood their questioning glances.

accuse my "subconscious." I felt like the chap who is informed by a friend that he has a splash of mud on his back, after having paraded around town in mental complacency.

In order that we may discuss my problem in detail, I am going to tell you frankly that for more than a year I had been entertaining a Desire. It was what Arthur Brisbane describes as the demon *ambition*. I knew that for the present it was unattainable, and so attempted to squelch it—temporarily. Can you imagine a motor stopping itself with its own power? Something else has to do that. Yet I continued to repress myself with the result that Desire simply crouched down in the subconscious. The conscious mind called the act successful.

Never mind what I desired. It might just as well have been something which *you* are wanting right now. The mind works the same under a given set of conditions. The difficulty arising from self-analysis is that it's so hard for the mind to see itself in perspective. The eye cannot look at itself, nor can a fish swallow itself; yet the human mind is now engaged in the attempt to think about itself!

The thing you are doing at the present moment seems reasonable and normal because *you* are doing it. For that reason an insane man fails to understand his deranged mental state. He is what he is, just as

truly as he was what he formerly *was*—he is still *he*.

Well, I am sure that I was never insane (how can I prove it?) but I continued to be *I, myself*, and as such I repressed the Desire which kept gnawing at my consciousness like a caged animal. I know from that experience that an idea once implanted in the subconscious mind continues to function indefinitely regardless of the liberty given it.

Now I want to point out from my own experience the folly of trying curtly to dismiss a Desire from the subconscious mind. For generations past we have been trying to discipline ourselves (and others) by the suppression of desire. If we want something we can't have, we've been accustomed to using the suppression method. If a child asked for something it couldn't have, it was suppressed.

There is no difference in the operation of suppression, whether self-imposed or otherwise. The "*p-s-s-t!*" method is wrong. Study the child. Exhibit—little George. He wants candy. He tells his mother what he wants. His mother doesn't want him to have it. She says, "No." Whether or not he cries for it is a matter of individual temperament. But in every instance little George will go right on *wanting* candy until the desire is replaced by some other temporary whim. Mother's "No" does not affect his desire in the least.

You can see that, can't you, reader? Therefore the adult mind with its deep-rooted desires will not get results by telling itself "No!" Take my own case. I saw opportunity straight ahead. I was ambitious. My little family was counting on me. The opportunity challenged my *best*. But—circumstances said "no!"

And so I went to my work day after day, *wanting* to do what I could not do—being faithful always in the immediate details, but subconsciously wishing I could swish some of each day into the waste-basket and do what I wanted to do—this dual reaction being so natural that I considered it *normal*—until general inefficiency compelled me to take a mental check-up. Bodily weakness and pain had developed. Gastro-intestinal trouble threatened. I imagined a dozen different ailments—but kept going, day after day, and kept right on desiring, and telling myself to "cut it out." What happened? Desire crouched down in the subconscious just like a cringing dog or horse under fear of the lash—and eventually this mental imp developed *cramps*!

Week after week I tried to substitute for the "thing." I tried the theatre, parties, a change of hobby, I went to business by a new route—and everything seemed to alleviate but not relieve me. I even tried to be flip-pant—indifferent. Here's what indifference did for me.

Imagine Desire as a small child asking for something. The mother is busy—at least otherwise engaged. The conversation is as follows: "Mother, I want some candy. . . . Mother—Mother, I want some candy." . . . Silence. . . . "Mother, can I have some? Mother—Mother—*can I?*" (Not "may.") "Mother . . . CAN I? MOTHER! CAN I HAVE SOME C A N - D E E!"

You, my reader, have witnessed such conversations. You know that the child puts his point across. No mother fails eventually to register that she is being spoken to, and she is invariably irritated before she gives in.

If she tells the child to "wait awhile," the little tad is back in a minute or two with the same procedure. If she storms "No!" he goes away repressed, as I have previously pointed out.

By this simple illustration I have accurately described what took place in my own mind during those horrible months of attempted repression and indifference to my Desire. Sleepless nights, peevish days, emptiness of mind and spirit. Fear crept into my heart. I had not the courage to ask a trivial favor of my office associates.

At times I actually hated the sight of my office and everything and everyone associated with it. All work done was accomplished only with the greatest mental effort and resentment. I was a burden to myself and doubly so to my family, for I had neither smile nor pleasant word for any of them. And all this time I was giving careful attention to diet, exercise, deep breathing and the like.

My office associates knew, of course, that I was slipping. I instinctively understood their questioning

glances when my work compelled me to meet them directly, and I sought more and more to remain aloof and to repress that damnable thing which kept nagging at me.

I have purposely avoided the worst details. They are revolting to remember. You would profit not at all by having them set down here. If you have experienced similar difficulties, you know of the mental anguish to which I was subjected thru those harrowing days. I was really exhausted—physically. Continued mental stress sets up muscular tension in all parts of the body. The circulation is affected. My hands were always cold. My eyes bothered me a great deal. I ate ravenously, never seeming to get enough, only to discover a few minutes later that I had eaten too much.

There is little satisfaction in life like that. Wrinkles appeared in hands and face, and I was not yet forty. Did you ever examine a rubber band which has been left stretched tightly about a parcel for some time? All elasticity is gone; in fact, you see at a glance that practically all usefulness is gone. Under the slightest stress it will snap. Well, that's how I felt.

I don't believe I would have been under greater strain if my life had been threatened or my family in immediate danger. Perhaps the worthiness of my Desire was the most tantalizing factor. I knew that I had a right to want what I was subconsciously wanting—therefore I wanted it three times as intensively! And all the time I admitted to myself that I must wait, that I couldn't have it. . . .

* * *

I don't know what I might have done eventually had not three things happened: a friendly conversation, a sermon, a book. All three of them spiritual. If you are in that class which tries to get along without a personal religion, let me tell you right now that you're giving up a universal instinct. You, too, are guilty of repression.

Briefly, the friendly conversation was as follows:

"I know your trouble. You have forgotten that you are a part of the Divine and that your mind has functioned only as the Divine urge within you has led you on. My friend, God never hurries, nor worries, *why should you?* Everything about you is but an expression of Infinity. Why be ye troubled?"

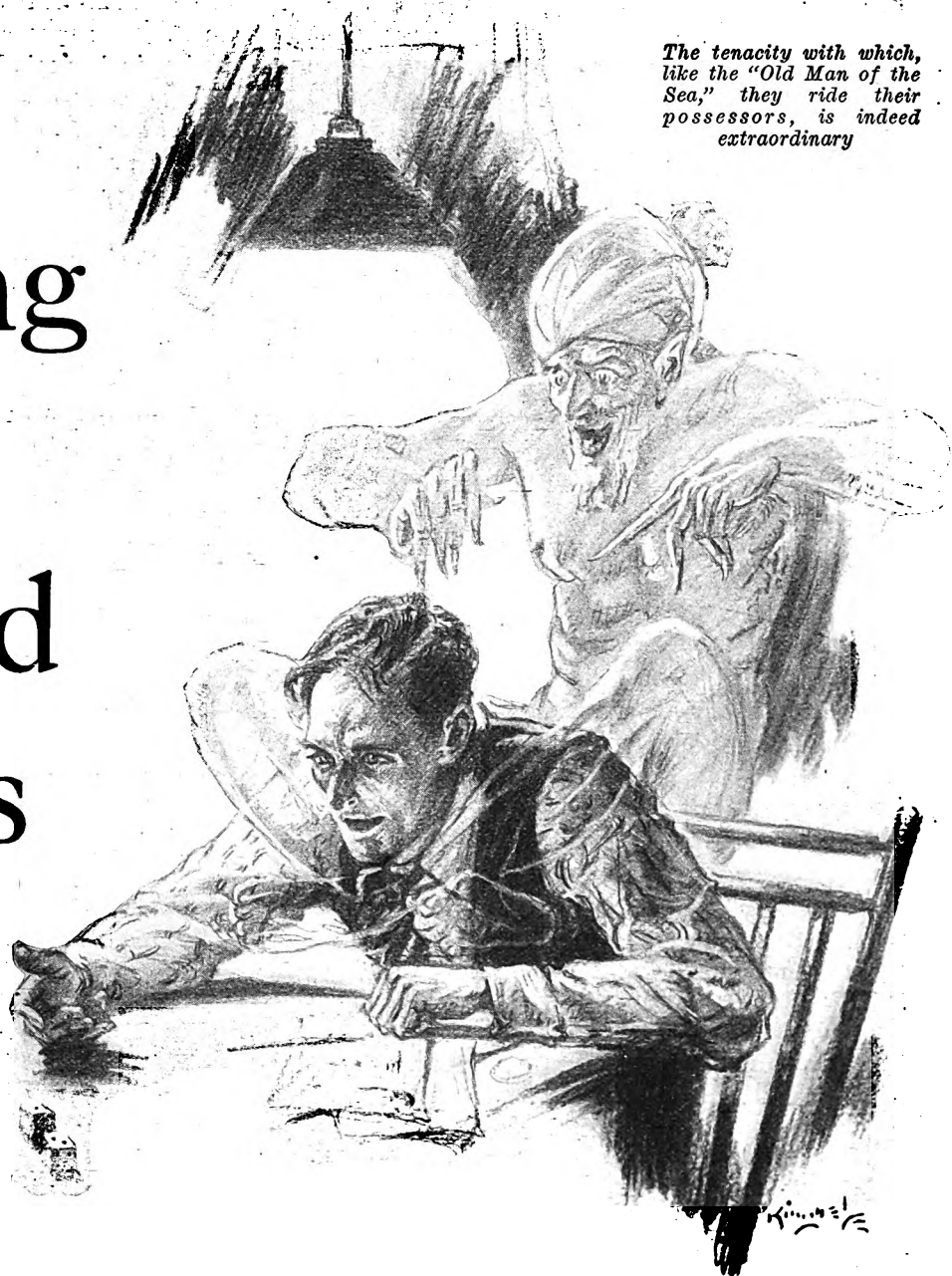
I listened, and went away strangely quieted. Within was the same urge, the same Desire. But it was *not* nagging at me. For the time being, it was stilled, altho alive as ever. I was puzzled. You see, I was trying to think about my own mind—one of the most difficult things in the world.

A few weeks later I heard a sermon ranging on these same points. "Why take thought of the morrow—consider the lilies—they worry not—yet Solomon in all his glory was not arrayed as one of these—why be ye troubled?" Troubled—troubled over many things—the *unworthiness* of worry began to grow. My Desire was just as dominant as ever, but quietly so. I went away from the service stronger, marveling over the change. I was happier than I had been (*Continued on page 88*)

Illustrated by
L. Kimmel

Kicking Out Mind Devils

By Robert H.
Kingman, M. D.



The tenacity with which, like the "Old Man of the Sea," they ride their possessors, is indeed extraordinary

"NO; but we have something else just as good," is always a disgruntling response when you have set your mind on buying what you want when you want it. Not so when it is your own mind that tries to induce you to accept a substitute in the shape of a topic of thought entirely different from what you really want to think about.

An obsession means that you have been a willing party to just such a trick of substitution. You have been persuaded into the habit of having your mind dwell on a subject that is perfectly indifferent or even distasteful to you, in order to avoid thinking about something that you would really much prefer to think about, were it not for the fact that you would be rather ashamed to acknowledge your interest in this something to yourself or your friends.

An exact definition would state that an obsession is an idea that constantly recurs to the mind in spite of

all efforts to banish it, or an impulse that causes one to perform some irrelevant or inappropriate action against his will. But at bottom of every obsession is a mental sleight-of-hand trick for keeping one's conscious mind busy on the subject of a perfectly indifferent action or thought instead of allowing it to dally with an intensely interesting one which, for various reasons, we would rather keep buried in the subconscious depths.

Just what are they like, these obsessions that act as scapegoats for the ideas we ought not to have? As a rule, they are conspicuous by their simplicity, one might almost say stupidity, rather than by any distinction of being bizarre or out of the ordinary. But the tenacity with which, like Sinbad and the Old Man of the Sea, they ride their possessors, is indeed extraordinary. And this persistency is due to the fact that they can never be swept away until the deep-seated some-

thing for which they act as a cover has been routed from the depths of its lurking place in that hardly accessible borderline between the conscious and the subconscious portions of our mind.

Touching every lamp-post passed, counting the stairs of every flight mounted, always making some queer little preliminary movement before starting to do things, are examples of obsessional acts. Obsessions may be the motive force behind such performances as standing for hours before the mirror struggling with the thought that the face is growing longer or the eyes smaller, or the fact that a dozen physicians have been consulted because of an unfounded and utterly unwarranted fancy of suffering from heart disease or consumption. Another variety of obsessions is to be found in the melody that continually runs thru one's head and the constant repetition of a name or verse that refuses to leave us in peace. Not so distressing in themselves, perhaps, but entailing, nevertheless, habits that impose a sort of mild mental slavery on their possessors.

A common obsession known as "washing mania" quite upsets the daily program of the individual because it consists of an irresistible desire to wash the hands at every moment of the day, associated with an overwhelming repugnance to touching things for fear of coming in contact with dirt and contamination. Over-conscientiousness in regard to exaggerated cleanliness is usually a matter of trying symbolically to wash from the hands some real or imaginary dirt that cannot be blotted out from the mind. Similarly, the over-zealous housekeeper vindictively pursuing every last atom of dust and righting the slightest deviation of every chair from its appointed place is the victim of an obsession, and finds in thus eternally putting her house in order the satisfaction denied in like attempts to put and keep her mind in the order she would like.

A peculiar obsession was the case of a woman who felt compelled to examine in the most careful manner the number of every bank-note that came into her possession. When questioned, she said, "I do not know why I do so, but I simply cannot help it. Whenever I see a bank-note something forces me to examine the number. Of course, I am distressed at my foolish behavior, but the impulse is absolutely uncontrollable."

Psychoanalysis revealed what the lady herself did not know—that this obsession had become a fixed habit in order to banish forever from her mind the thought of a painful episode in her past. She had, sometime previously, fallen in love with a certain man who had not responded in kind. One day she asked him to

change a coin for her. In complying, he put the coin in his pocket with the remark that he would never part with it. This speech aroused hopes of a reciprocated affection in her mind, and she became possessed of a burning desire to know whether he would keep his word in regard to the coin. Every similar coin that came into her hands was examined in an attempt to make sure that it was not the coin that she hoped was still in his pocket.

The man finally disappeared without having made any advances or declarations of the sort that she expected, and she ultimately realized that the hopes she had entertained could have no fruition. A conflict then arose between her wish, on the one hand to cherish his unfaithful memory, and on the other hand, to blot out the entire recollection of the never-to-be-realized and misplaced hopes from her mind. Repression of the memory of the incident was successful, and for years she had not consciously thought of the man or the coin incident.

But the intense interest she had had in the individual was transferred to the exaggerated preoccupation with bank-note numbers as a symbolic way of still nursing an emotion that she had tried to banish from her mind. The incident of the coin had been sufficient to give rise to the obsession of bank-note numbers, but because of the slight change of form from coin to bank-note, did not seem to her to have the slightest connection with the episode that she was so anxious to forget and so obstinate to retain.

In the words of the homely phrase, it enabled her to "eat her cake and have it too."

With an obsession, as with many another evil in life, it is often better to bear the ill we have than to fly to others in the subconscious mind for which they stand as symbols and censors. The man who touches the lamp-post is making shift to satisfy a longing to touch something that does not belong to him; and the repetition of harmless scraps of verses and melodies may prevent thoughts on topics that we have been taught to regard as taboo.

The impulse to think the obsessional thought or to perform the obsessional act varies in intensity from day to day. Those days on which it is found to be more incessant and irresistible than usual mark the times at which the outlaw idea is approaching very near to the surface with its demands for recognition and its threats of breaking forth into consciousness. The very intensity of the struggle that perhaps seems so disagreeable is in reality evidence that our self-appointed censor and guardian is satisfactorily performing its police functions.

How to get rid of "Obsessions":
Obsessions, says Dr. Kingman, spring from some repressed idea or emotion. They are never what they seem to be.

The first step in their expulsion, he says, is to recognize the repressed idea for what it is.

"If this basic idea is disposed of, the obsession will disappear automatically, for it meant nothing in itself and has now nothing to conceal or take the place of."



He came thru the station toward the train-shed—

Don't Be Too

A Warning Against the Pernicious Habit of Letting Others Make Up Your Mind for You

AMERICA pulsates with the "get-there" spirit. Everywhere in this country of ours we read and hear of ways and means by which the individual may improve himself, advance, become successful and happy, achieve. Everyone is stirred to excel and become distinguished in the eyes of men. Personal triumph has almost become the watchword of the nation.

And yet, despite the fact that individual accomplishment has become an end which we pursue with unbounded energy and eagerness, sometimes almost with frantic zeal, I find that most people, curiously enough, either are unaware of, or indifferent to, the existence of a certain character trait which may very easily thwart and vitiate the very progress they strive for with such unflagging interest.

The trait I refer to is suggestibility.

By suggestibility I mean the tendency spontaneously

to respond and blindly to follow outside influences, whether personal or otherwise, without employing judgment, logic or reason as a safety device to check up if such following be wise, advantageous, or even in keeping with common sense.

But before we consider the pernicious results that may flow from the suggestibility streak I want to talk about the prevalence of suggestibility in general. Take this case by way of illustration.

Some years ago a story by Elinor Glyn, called *Beyond the Rocks*, was filmed at a Hollywood studio. Gloria Swanson and Rudolph Valentino were the stars. A final inspection of the set suggested to the property man that the dressing table in the boudoir scene needed something to liven it up a bit. Accordingly he produced a large, ornamental perfume bottle which had an unusual, broad shape and a black stopper. This he placed in a conspicuous position on



And got aboard the wrong train

“Suggestible”!

By Louis E. Bisch, M. D., Ph. D.

Illustrated by Edward Butler

the table. In due course the film was finished and released.

The very next day that *Beyond the Rocks* was shown in the moving picture houses, department stores, drug stores, all kinds of stores that carried perfume, were literally besieged by women demanding *Narcisse Noir*. So great was the favor into which this special brand of perfume had suddenly jumped that it is stated one department store alone ordered one thousand dozen bottles. The distributing agents simply could not fill the orders that flooded their desks by mail and wire from every section of the country. Movie fans had recognized the black-stoppered bottle as the perfume called *Black Narcissus*. If Gloria Swanson was using it they, too, wanted to use it. It was their inherent suggestibility that made these women respond the way they did.

Doubtless you recall the time when endurance dancing became the rage. Couples would vie with each

other in trying to break the record, to see how many hours they could continue dancing without intermission, rest, or food. In some localities it developed into a regular mania. Municipal authorities had to put a stop to it. Again suggestibility was to blame.

A friend of mine decided to buy a car and he invited me to accompany him. He had studied the catalogues for weeks; he had tried out the various makes and models, and had made up his mind that he wanted a roadster.

When we reached the showroom the salesman, for reasons best known to himself, casually remarked that in his opinion a coupé, standing next to the roadster my friend had set his heart on, was the most attractive car on the floor. Immediately attention was shifted from the roadster to the coupé. A few more comments concerning the superiority of the coupé settled the matter. My friend bought the coupé.



If Gloria Swanson was using it, movie fans everywhere wanted to use it too.

I knew he would not feel content with this purchase, because I knew he had been persuaded thru his own suggestibility into something he did not really want. In the end this proved to be true. After a month's use he traded the coupé for the roadster he originally had selected, at a loss of five hundred dollars.

If you like you can readily satisfy yourself concerning the suggestibility of people by a few simple experiments.

For instance, start to run for a car or ferry. Note how many will also begin to run.

When you are sitting in a trolley or bus or train, pull out your watch and look at the time. See how many follow suit.

Try another experiment. Tell a woman—that is, if you dare—that her hat or dress is not becoming. Watch how soon she consults others about it.

Then, concerning your own suggestibility, have you ever caught yourself yawning after seeing somebody else yawn? Have you ever noticed how much you want to read a book or see a play or motion picture when you have read or heard that that particular book is the best seller of the year, and the play or picture the biggest hit on Broadway? If a person tells you that you are not looking well, can you deny the remark does not disturb you just a little? When an advertisement announces certain collars and ties as being worn "only by the best people," don't you experience an urge to buy those identical articles they have made so alluring?

Suggestibility also explains our slavish adherence to prevailing styles. Paris decrees! That settles it. The waistline is shifted up or down, the skirts are cut exactly to just so many inches from the ground, the sleeves are made short or long or embroidered or what not, certain colors become the most desirable for a few

months—you know how it goes—and all due to women's suggestibility.

Nor can we say really that the suggestibility streak in man is less pronounced than in woman. Has Jones the courage to wear a straw hat after September 15th? Observe him in a barber shop. If the man in the next chair has his hair singed, Jones thinks he would like to have the same thing done to him. If his chum, Smith, takes a trip to Europe, or a three weeks' vacation instead of the usual two, the idea begins to rankle in Jones' mind. If Smith appears on Sunday in plus fours, Jones begins to figure on buying an outfit like that himself. Yes, men may be as strongly suggestible as women.

The point is, of course, that we are all suggestible. Suggestibility is characteristic of every man, woman and child. No one is absolutely free from it. We find it motivating people in many different ways, everywhere.

Can suggestibility, however, really produce serious results?

Allow a child to play with another who blinks the eyes or stammers or suffers muscular twitchings like St. Vitus' dance and in short order the non-affected child will be similarly affected.

Insist that a certain food is indigestible and the



Couples vied with each other to see how many hours they could dance, without intermission, rest or food.

chances are dollars to doughnuts that several of those who have eaten this particular

food will experience stomach discomfort.

Indeed, if you insist strongly enough you can, thru suggestion, bring about many physical symptoms. Headaches, dizziness, coughs, palpitation of the heart, and other complaints can be started in a suggestible person merely by telling him with earnestness and positiveness that you believe he is experiencing such sensations.

I have a patient whose husband is like that. Only the amusing part of it is that one does not have to go to the trouble of suggesting a complaint to him; he suggests it to himself. Every (Continued on page 84)

Tie Your Recollections to Pleasant Things!

Fifth of a Series of Lessons in Memory Training

By A. H. Howland

THE second, and most important, form of association is the involuntary.

The same principle we found to apply in getting things out of your subconscious mind applies to getting them into it. You remember we said that in trying to remember a thing it is not wise to force the mind but rather to watch and see what suggests itself while you are trying to remember the forgotten thing. As you trace these suggested items one by one they will lead you to the thing you want.

It is so in storing away records for future use. The new face, the new fact, the engagement to be kept, will remind you of something else. This is your tip as to where the new picture should be placed. As you put it away impress upon your conscious mind the two or three things that suggested themselves at the time.

I knew a delightful old gentleman whose memory was stored with delicious fun stories. His mind contained the choicest collection of anecdote and quaint bits of humor I have ever known of.

His recalling and retelling of these stories is the best possible illustration of this involuntary form of classification.

When a subject of conversation was started he thought of and told a joke. This suggested another—and one joke after another came to his mind and he would have told a dozen before he stopped.

What does that mean? It means that every joke retained in his subconscious mind had been placed on a shelf with a lot of jokes on the same subject or of the same kind, and when he picked one up he saw them all.

The remarkable thing about this case was that many of the jokes he told he had not thought of in forty, fifty or sixty years. They were there all the time, stored away and classified in his subconscious mind, and when the time came they were brought forth for him to use.

This example illustrates something that has been mentioned before in these lessons, but cannot be too strongly emphasized, a thing that must be put down as one of the most vital rules of association.

IT IS EASIER TO REMEMBER A THING WHICH HAS BEEN ASSOCIATED WITH SOMETHING PLEASANT THAN A THING ASSOCIATED WITH WHAT IS UNPLEASANT.

The reason the old gentleman remembered his jokes was that he had had such a good time listening to them

and had given himself and others so much pleasure in telling them.

I once promised to read a book during the Christmas vacation from school. I let the days slip by and did not get the book read. Finally, determined to keep my promise, I went back to school a day earlier than necessary and took the day to read the book. It was an unpleasant sacrifice—and I cannot remember a single thing about the book. I did the same thing when only ten years old. My brother promised me, one Christmas, a dollar if I would read Washington Irving's life of George Washington before the next Christmas. I did it, but it was hard work. I didn't want to confess that the book was beyond me. I understood it all, but it was forced, unwelcome reading—and I have forgotten it all.

A further thing is necessary to note in the work of association—the new object to be remembered must be associated with one or more other objects that are not only pleasant, but are *clear and distinct*.

A clear picture, associated clearly with another clear picture, or more than one, will be available when the Will goes hunting for it in the subconscious picture collection.

For instance, I knew intimately a gentleman named McBride. One day, not having seen him for a number of months, I happened to think of him and was dumbfounded to discover that I could not recall his name. Everything about him was clear—his face, his expression, the tones of his voice, his character. I thought of the friends I knew who belonged to the same circle, thinking that this association would bring up his name with the rest. But it was hopelessly lost.

There was no unpleasant association connected with his name. It had merely vanished.

Suddenly I remembered it, and then I saw where the difficulty had been. At just about that time the name of the old *Lippincott's Magazine* had been changed to *McBride's Magazine*. Here was something that broke up the old classifications. The subconscious mind was confused. I had not gone carefully to work and taken the word "Lippincott's" off the shelf of magazine names and put McBride's there in its place. The result was that the word McBride stood for confusion, trouble, disorder in the subconscious mind. So the name itself was lost among the shelves of the subconscious mind and could not be found.

How to Replant Your Mental Garden

First Steps in the Task of Uprooting Weeds From Mind and Nerves and Planting the Seeds of Joy and Triumph

By Lon J. Haddock

Second of a Series of Articles on the Science of Mind and Work

CHAPTER V.

BEGINNING MENTAL GROWTH

EVERY normal human being desires most of all to be happy. But contrary to the popular conception, happiness is not an end in itself. It is not a jumping-off place; a goal. Happiness is a pursuit. Men do not arrive at a definite place labelled "Happiness" and remain there static "forever after." They go on; they grow. Nature's first law is "keep growing or die"! And growth, as one writer has well said, consists in exchanging the old for the new. Mental growth is just that—sloughing off old thoughts, ideas, opinions, and mental habits by substituting new thoughts. Our first procedure will be the preparation of our seed-bed. Obviously, we cannot hope to grow abundant crops on weed-infested soil, nor can we consistently expect to reap an immediate harvest from neglected or poorly kept soil.

Now, our seed-bed is going to be our mind, remembering always that we ourselves are the gardeners. We alone are to say just what crops are to be planted and just how much care and cultivation shall be given them to bring them to maturity.

Begin now with your analysis. What kind of thoughts have you been entertaining before? How constructive, how determinative have they been? There is no greater truth in the world than that we are today the result of our past thinking. The thoughts of our yesterdays have made us what we are today; and the thoughts we are entertaining today will make us what we are tomorrow. A man is what he thinks! Nothing more, nothing less.

Begin, then, by studying your present mind crop. What of the weeds? Scientists have designated a weed as "a plant out of place." That means that a weed is not necessarily a noxious plant but—it is out of place! What may be a highly desirable growth in some other mind may be only a weak thought in your mind because

it does not contribute to the general harvest you wish to reap, but on the contrary may seriously interfere with it. What you want are thought plants that contribute to the development of your individual character. You are yourself, and there is no other individual in all the world just like you. Plant, then, and cultivate only the thoughts that suit your ultimate purpose. You may borrow seedlings and cuttings from the thoughts of others, but always with a view to their adaptation to your personal needs. Don't be a parrot or a mimeograph. Be yourself! Stamp yourself and your conduct with the seal of your own originality. The world respects the original thinker. Not the crank or representative of the long-eared gentry of set opinions, but the man of initiative, of resourcefulness and of independent judgment. The man who can give due weight and worth to the honest opinions of others, but who in the last analysis makes the decision and orders his course for himself.

Begin, then, by cleaning out your mind. Weed out the fear thoughts, the thoughts of discouragement and inferiority. Be honest with yourself. Try to find out just how much you, yourself, are responsible for your present condition. Ask yourself if it is possible that knowingly or unwittingly you have brought yourself into the condition in which you now are. Remember that thoughts of fear bring disaster. Thoughts of poverty bring pauperism. Thoughts of sickness and disease invariably find their fruition in ill-health and suffering. Conversely, thoughts of achievement, of growth, of wealth, health, power and happiness, if cultivated assiduously, bring their rich harvest of peace, power and plenty.

CHAPTER VI.

DON'T "ALIBI"!

NOW, whatever you do, do not "alibi." Get away from the habit of excusing your own failings. Stop apologizing, explaining, and excuse-

making to yourself and face the facts as they really are. Go into the innermost chamber of your being and have a little heart to heart talk with yourself. We are so prone to attribute our shortcomings and failures to causes outside of ourselves that it becomes almost second nature to accept things as they are. Then too, we seem to be naturally lazy; we shrink from effort. We like naturally to follow the existing course; the line of least resistance. It is so much easier to seek excuses than to make corrections, that we tend to shift responsibility from ourselves to any other factor. We were "born poor," therefore, we were deprived of the many advantages that have accrued to more fortunate beings, or—"Luck has been against us" because of ill health or this, that, or the other has happened to keep us from obtaining the object of our desires. But things do not "just happen." Every effect is the result of a cause and it is the purpose of these articles to stimulate you to look for the cause. Take a good square look at yourself; don't dodge, don't camouflage, face the facts.

In the realm of physics there is a definite negative factor known as inertia; a sort of initial resistance greater in strength than the normal resistance offered after the machine gets under full way. For this reason engineers provide an extra "Starting Torque" which, after the engine gets under full way, can be cut down to running speed. This same factor manifestts itself also in the realms of the mind. Years of idle or wrong thinking have left our different brain centers weak and poorly developed, or as the case may be, relatively well developed, but in the wrong areas. In any case the thought processes have become more or less fixed or habitual. It is a well-known fact, today, that our thoughts groove definite channels in the cortex, the outer covering of the brain, and similar thoughts repeated soon tend to establish their own definite registering center, and each succeeding similar thought travels with increasing facility over this established pathway.

It appears to be on the same principle that a sheet of paper, once folded, tends thereafter more easily to crease in the same fold. And while our mental processes are too minute to be detected, even by the aid of the most powerful microscope, the fact has been incontrovertibly established that every thought that enters the brain tends to cut a definite channel to its brain center.

With this thought before us we can begin to appreciate what "inertia" to any new manner of thinking has been built up in each one of us. It means that we

are going to begin, literally, to build new brains, or at least to reorganize and recondition the brains we have at present. And this can only be done by study, by the persistent application of new methods of thinking until they become our habitual lines of thought.

I want to get this thought fixed firmly in your mind to lead you away from the fallacy, altogether too popular, that mind engineering, or character building, is an occult process of metaphysical well-wishing, or a dependence upon some mysterious power outside ourselves. The mind has its physical organ in the brain and by a proper regard for its functioning, the individual can develop all the power he will ever need.

Now let us get straight and thereafter keep straight on this one thing, viz: The matter of building character and personality does not lie in any theoretical, metaphysical suggestion only. It must have a definitely associated physical basis, and that physical basis is the brain. Each one of our five physical senses, sight,

hearing, taste, touch and smell—has its definite local seat in the brain, the voluntary movements of the muscles of the body are also controlled from here. Each of these muscles or groups of muscles can be made to contract by excitation of the corresponding locality in the cortex or surface of the brain. Habits are merely the resultant of the development of definite brain centers thru repeated stimuli or exercise, and can be modified and changed by systematic practice and consequent development of opposing centers. The "dominant attitude," or outstanding traits of character, or

personality, by which an individual is to be distinguished become, then, nothing more nor less than the application until it becomes habitual, of the principles or law which Pierce terms the "law of dominant effect." It becomes then not a process of invoking some strange, occult, mystical, metaphysical spiritual (so-called) external agency, but on the contrary the matter simmers down to a simple matter of developing definite nerve ends and centers by repeated exercises. Thinking definite thoughts matures and stimulates these brain centers, literally causing the nerve fibers to grow until they become stronger and more responsive than the centers in which the opposing thoughts register.

The well-balanced man or woman whose attitude or conduct calls forth our most ardent admiration is nothing more nor less than the perfected product of the best thinking. This development may have been brought about by conscious organized practice or it may have come about unwittingly. But the funda-

What is a man?

You think you are acquainted with yourself—but are you?

In these scholarly chapters Mr. Haddock explains graphically the mechanism and processes of thought and experience and exhorts us all to set about the task of making the most of our limitless opportunities for progress and achievement.

In particular, he warns us not to present any fake "alibis," or groan: "What's the use?"

There's all the use in the world!

mental fact remains that it has been followed out persistently until the process has become involuntary. That is, the corresponding brain centers have been exercised and practiced upon until they now act without conscious direction, or by habit.

CHAPTER VII.

"OH, WHAT'S THE USE?"

TO one weak in will-power the shop-worn "Oh, what's the use?" will ding-dong in his ears until it finally deafens him to any further urging, and with a sigh of resignation he drops back into his accustomed groove of mediocrity.

But to the man or woman of purpose, it will come as a challenge to his power of mind, an insult to his will-power, a thief in his treasury; and with the glint of achievement flashing in his eye, his roused determination will shout the battle-cry, "I can, I will, I dare, I do."

"Oh, what's the use?" What volumes of human tragedy, of disappointed hopes, might be written around that one deadening phrase. We sit thrilled and exalted under the spell of some speaker's eloquent urging, or we are transported by the influence of sublime music, till we feel a power growing within us by which we could reach forth and fairly "pull down the stars" if that were requisite and for a brief season we feel its recurring urge, and each time we get a more or less pronounced conviction of a power within ourselves superior to any we have yet developed. But as time passes and the influence of the occasion begins to wane, we gradually sink back into our grooves of habit and then with a final farewell tingle we mutter our valedictory, "Oh, what's the use?"

"Oh, what's the use?" What if Henry Ford check-mated and thwarted in his various attempts to finance his first little gasoline motor had given up his apparently futile efforts? Would he today be numbered among America's four billionaires?

"Oh, what's the use?" Why did not Thomas A. Edison rest satisfied with that and take his eight or ten hours' sleep out of every twenty-four instead of training himself to get along admirably on a skimpy four hours—thereby enabling himself to have two or three times the working hours of the average man for his labor—that has made him the wizard of the ages?

Why did this phrase fail to register in the mind of the indomitable Lincoln in his doorless, shack home, lying prone upon the floor before the open fireplace doing his sums upon a shingle with a piece of crude charcoal for a pencil, with a plan and purpose forming in his boy mind that was to make him later the world's great emancipator and the immortal patron saint of untold millions?

With his trans-Atlantic cable three times broken, why did not Cyrus W. Field take refuge behind this rampart? or Milton, denied for all time the privilege of ever again gazing upon the sun-kissed world, fail to find surcease therein from his labors instead of giving to endless ages of mankind his *Paradise Lost*?

"Oh, what's the use?" All the use in the world! A use that runs the gamut of all human achievement. The use of purpose, attainment, growth and power. The use that makes men masters instead of midgets. The use that bridges the gap between health and sickness, wealth and want, power and puerility; might and mediocrity. The use that makes and maintains one a "self-starter," not requiring to be cranked up for every occasion.

No! Let the weak-willed or the fatalist bow supinely to its mandate if they will. But for you, there is to be but one aim, one purpose and that growth, unfoldment, mastery! Plodding, patient, persistent plodding, that knows no deviation or "Shadow of Turning" until the goal is attained. A definite, fixed plan of procedure, a life-purpose, and then—everlastingly at it with all one's might and main.

I would not have you conclude, however, that the process of personality-building is one of continuous stress and struggle. On the contrary it is one of constantly increasing joy and satisfaction. Like the exhilaration that comes to the swimmer after the first reaction of getting "wet over"; or the renewed vigor and strength that comes to the runner with his "second wind," so, too, after the first few efforts at mind training there will come a feeling of increasing growth and power that will soon make the work a delight as your mental machine overcomes its inertia and gets under full headway. As will be shown later, it is chiefly a matter of keeping your attention on your objective, fed by an intensive desire, maintained by a confident expectation of its coming to pass.

CHAPTER VIII.

HOW MEN ARE MADE

IT is not my purpose to lead you into involved or complex facts of science, but in taking up our work of self-improvement it is imperative that we begin with a proper understanding of the factors with which we will have to deal. First, then, just what we are?

Every one of us is a dual being; physical and psychic. Our physical body is adjusted to register our various contacts with the physical world about us, and it is chiefly thru the medium of our five physical senses, sight, hearing, smell, taste and touch, that we become conscious of the various phenomena in this world. Our physical body is the most finely adjusted mechanism in all the world. The genius of man has literally worked wonders in the development and construction of engines and machines that perform work of such delicacy and complexity that the processes appear almost uncanny, but compared to the human body the most perfect man-made machine is a cumbersome, blundering unit of wood and metal.

The human body lies down, sits, reels, stands or moves about from place to place with almost absolute freedom, according to the various moods of its engineer, the Will. And waking or sleeping, it operates with marvelously perfect (Continued on page 68)

What is Your Strain Limit?

Illustrated by
E. M. Frandzen

By
Edwin Bowers

Efficiency experts have shown that the human machine runs more smoothly and develops a greater output if it is not overstrained.

ONE of the most curious paradoxes in life is that the average human being will cheerfully admit that there is a strain limit to practically everything in the universe — except himself.

Therefore every rail spiked to the ties of a road-bed, every cable that helps suspend a bridge, every girder, every brick and stone, timber and joint used in construction, must undergo rigid scrutiny and inspection. With retort, pressure test, and all the devices produced by science for determining accurately the

strain and stress in any given material, we insure our-

selves and those who look to us for protection from sudden death or painful accident.

So far as is humanly possible we see to it that we do not overload or overwork the things that might "buckle" us into eternity. When engineers tell us that a building of a certain type of construction is capable of sustaining two thousand pounds to the square foot, we do not, as a general rule, load those floors down with heavy machinery, or with ponderous material far in excess of support limitations.

If an elevator is tested and certified as safe for the carrying of seven or eleven persons it would be a job-careless operator indeed who would dare to carry eight or fifteen persons in his car.

Also, we know just about how much a horse of a certain weight and build is capable of hauling, and it is the rare exception that we deliberately overload the animal. If we do, not infrequently the *Society for the Prevention of Cruelty to Animals* hales us into Court. There our thick-headedness and thick-heartedness are impressed upon us in the most potent of all ways—i. e., by a hearty stab at our pocket-book—one of the most tender spots in our anatomy.

And yet, when it comes to the matter of conserving our own energy and vitality or the vitality and strength of those near and dear to us, millions of us are blind, deaf and dumb, not to say paralyzed and *non compos mentis*. For we deliberately, and with malice aforethought, overload the machine we call our body, together with the dynamo that supplies the machine with motive power and energy. The result is that we pass the "strain-limit," full-tilt, with coat tails flying, charging head-on for a fall. Many of us lay the flattering unction to our soul that it is necessary to half-kill

ourselves for the reason that the job demands this feverish activity on our part.

When we finally "crack," as many of us do, and someone else takes our place, temporarily or perhaps permanently, our egotism not infrequently suffers a terrible jolt. For we realize that the organization functions quite as effectively as it did when we were shuttling and gyrating around the office—if not more so. The enormous gap in the ranks and the awful "jam" we figured would develop as a sequel of our enforced absence, forgot to make its appearance. In the vast majority of instances there is no reason for all the hustle and bustle, the mad scramble, that hurls us past the straining point, and for which we must pay.

Curious, that man, the noblest of all the animals, should be the only animal that ever deliberately works or plays himself to death. For, remember, quite as many "breakdowns" are attributable to the attempt "to keep up with the Joneses" as to the demands of industry. A kitten will chase its tail until it is healthily tired, after which it will curl up and go to sleep. A pup will romp and frolic gleefully until such time as the novelty wears off, or until it accumulates a sufficient amount of fatigue poison in its system to warrant "calling it a day."

The noblest work of God, however, will sit in a poker game for two nights and a day, with hardly an interval for sleep, and hypnotize himself into thinking he is having a good time. Or he will wear all the synovial fluid out of his knee joints pursuing a golf ball over a hilly course three hours too long for him, and spend the next day or two recuperating from his physical debauch.

A girl will dance ten miles a night—and every night—trying to catch up with what she mistakenly believes to be a "good time." If she is so situated, financially, that she can lie abed until noon and recoup the vitality she spent so lavishly the night before, there isn't much harm done—except that she has wasted a lot of time that might have been spent to infinitely better advantage in studying French, German or music, or in reading some good book.

However, the girl who has to be downtown by nine o'clock,



Do not permit yourself to become the victim of a chatterbox.



Even animals are possessed of this same faculty for drawing upon this reservoir of reserve power.

and who has to keep busy most of the day at the "demonition grind," is certainly kissing Old Man Trouble on the brow and displaying the "Welcome" sign to a set of ragged nerves, in following the ignus fatuus of pleasure into the swamp of "good times."

For sleep time is building time for the human (or animal) organism. Indeed, many of the really important recuperative processes, as, for instance, the conversion of the finished pabulum of digestion into living, vital tissue, take place during sleep only.

To be sure, many of our New Thought friends contend that sleeping is more or less a habit-relic of an animalistic past. Also, that a considerable proportion of the time spent in sleep might advantageously be employed in developing a definite mental attitude, a denial of the necessity for sleep, or an exuberant enthusiasm which might make sleep superfluous.

It is admitted that sincere and consistent autosuggestion along these lines has enabled many of our friends to get along with a minimum amount of sleep for considerable periods of time. Yet, these good folks have no assurance that this strain on the organism is not paid for heavily during the subsequent course of years.

Men who have made a scientific study of the matter tell us that one principal reason we need sleep is that

the accumulated fatigue poisons, the toxic effect of which helps produce somnolence, are oxydized during this period.

It must be remembered, each moment of our life there are two processes going on in every cell of our body. There is the building up process, *anabolism*; and the breaking down process, *catabolism*. The balance between these processes is called *metabolism*.

When our metabolism is perfect all our physiological functions are normal. The body "runs" like a well-regulated, well-oiled machine. When the building-up or nutritive process is retarded, or when the cell débris accumulates more rapidly than it can be eliminated thru bowels, kidney, skin and lungs, *something* goes wrong. Strain and extra stress are experienced in some organ or in some functioning process that ultimately, if not corrected, must result in harm to the organism.

One of the surest and quickest ways to correct and overcome the condition is to correct the *cause* of the conditions. Reduce the load. Or, better still, give the organism a chance for complete rest, so as to permit the cells to regain their metabolic equilibrium.

This cannot be accomplished by denying that there is anything wrong with the machine, or by ignoring the causes of the strain and stress that are heading the machine towards the precipice. (Continued on page 75)

One Secret of Success

Be Yourself

By Eliot Kays Stone

WHAT I am going to impart to you is not new, but it is the secret of success. It certainly will bring you joy and the constant approbation of your inmost self, and may bring you fame and fortune.

Neither is it really a secret. All the Great Ones of the earth have practised it either consciously or unconsciously.

And it is very simple; it is only applying it that is difficult.

It is only this: Be Yourself.

In whatsoever environment you are, in whatsoever circumstances—Be Yourself.

Let nothing overwhelm you.

There is nothing in the Universe greater than Yourself.

Grasp that fact; let it sink into your consciousness.

EACH SOUL IS THE CENTRE OF THE UNIVERSE.

Nature has toiled thru countless ages to evolve YOU.

Be Yourself, and you will fulfill the destiny which Nature has prepared for you.

Assert yourself—be fearless and free—and you will find Yourself an Æolian harp played upon by the Cosmic Forces.

Trust Yourself.

Trust your impulses, rationalize them, but be largely guided by them.

They are usually safe to follow.

If there is anything divine in man, it is these impulses.

They are the oracle of divinity, speaking in us and to us, and, unlike the sacred oracles of old, they do not have two meanings.

Be Yourself; be simple, direct; trust Yourself; "obey that impulse," and you will seldom have to ask pardon of any man, or of yourself.

The Delamater Interview

A Story of the Psychology of Guilt

By H. O. Ster

Illustrated by H. Winfield Scott

In Two Parts

Part I.

INHERITED wealth, plus temperament, made Reginald Delamater one of the hardest working men in the city—in his line. It was crime detection, the solution of apparently insoluble mysteries of a criminal character. He was not a mere meddlesome amateur. His means enabled him to indulge his hobby to an amazing and an unusually successful degree. He had studied crime and the methods of its detection and prevention not only in the larger cities of the United States, but had pursued the subject abroad, and was as familiar with the police systems and noted criminals of London, Paris, Tokyo and Melbourne as he was with those of New York, Chicago and San Francisco. He favored the psychological angle.

"That chap 'Rodion,' the student, in Dostoevski's *Crime and Punishment* illustrates my point," he said once, outlining his theories. "The Russian police knew, but they lacked the proof, that he had murdered his landlady. So they worked upon him thru the methods of psychology; and by delicate suggestion and manipulation brought him to the point where of his own volition he walked into the police station and gave himself up. He was made to feel that wherever he turned, the eyes of implacable justice were burning into his soul, and slowly but surely overwhelming him. He heard whispered accusations over his shoulder as he moved about in the crowds in St. Petersburg's slums; he grew to expect arrest at every street crossing, or to find an officer of the law awaiting him when he pushed open the door of his squalid lodgings. He read into every newspaper report of crime a reference to his guilt. He was finally worn down to the point where anything was preferable

to the uncertainty that was driving him mad. It was the inevitableness of fate as represented by the arm of the law that moved 'Rodion' to confess. The criminal world is filled with Rodions. Each has his peculiarly vulnerable point—fear, vainglory, anger, hatred, cupidity, revenge, pride. The trick is to locate the weak spot, and concentrate upon it."

Nature had cast Delamater in a mystic, brooding, melancholy mold. You would pick him out among his fellows by his tall, slender, stooping figure, the deep, penetrating eyes — bleakly gray—which looked cynically thru and beyond you; the dark, angular face and black hair which curled over a straight, narrow forehead. He was a morose and moody man, living his life alone amid the shadows which his morbid imagination conjured up. His success in solving several notable mysteries which the police had hopelessly abandoned so established his uncommon skill that he was ultimately induced, tho with some re-

luctance, to accept a position as Special Deputy in the Detective Bureau of the Department.

It was while he was serving in this capacity that the Mallory case came prominently before the public. Marjory Mallory was out of the Southland. She was of comely appearance and talented, with refined and delicate sensibilities. Those competent to judge foresaw for her an artistic career of distinction. Then, within a year after her arrival in the city she was found dead from a pistol shot in an isolated bungalow in the New Jersey Hills, which she had rented for studio purposes during the heated season. The evidence pointed to dependency consequent upon betrayed affections. But

Will the knowledge of wrong-doing drive an individual to seek his own punishment?

To what extent can psychological methods be employed to lure evil-doers to surrender and confession?

This vivid story shows how a drag-net of accusation, spread over the world, may catch a guilty man—possibly also one who may be technically innocent.

there was a fair hypothesis that the shot could have been fired by another, with malevolent intent; and it was upon this point that the newspapers built up a sensational murder mystery. But nothing beyond these bare facts was disclosed during six weeks of exploitation. Then, a fresh scandal claiming attention, public interest waned, and the Marjory Mallory mystery passed into the limbo of forgotten things.

Because of the secrecy which always surrounded Delamater's activities, nothing was known as to what part, if any, he had played in the investigation surrounding Marjory Mallory's death. Surprise was occasioned therefore when, several months after the affair had dropped out of public notice, on sailing for a vacation abroad, he made a passing reference to the case which immediately restored it to the front pages of the daily press. Ship news reporters were questioning him about a "crime wave" which the press was featuring when, quite incidentally, the Mallory case was mentioned. Delamater gazed fixedly across the bay as tho intent on something on the opposite shore.

"Oh, as to the Mallory case," he said, "I cleared that up to my own satisfaction some time ago. I know the man who is at least morally responsible for her death. The only question is as to what action shall be taken in the matter, and when."

"Who is he?" was demanded.

"Of course, I won't tell you that—yet," he replied, turning slowly back to the reporters, and adding with confident emphasis: "It will all come out eventually. One may have wealth and position, but they won't always count against the overwhelming power of truth. Say that a proud man in such a position had cherished ambitions which he was striving to realize, what would



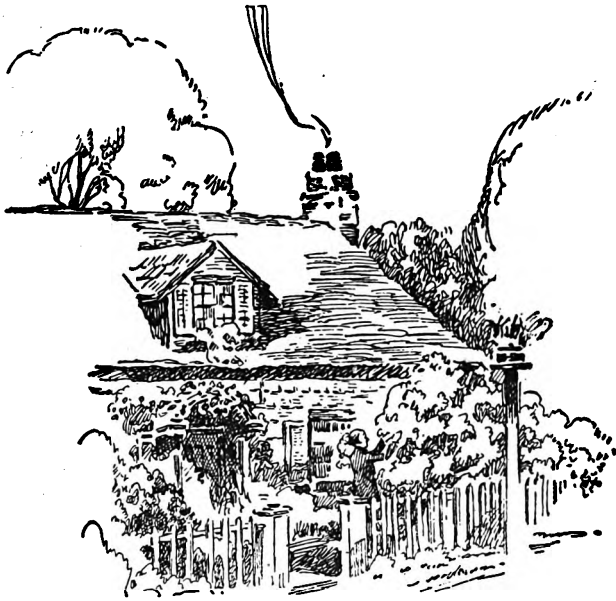
As he was about to leave the club he saw a policeman

be my duty if and when I deemed the time ripe, to make my proofs known?"

"Are you planning to do that?"

"It all depends upon the man," said Delamater.

Late on the same afternoon Mark Weston dropped into the Loyal Club. Weston was a distinguished figure in the life of the city; prominent in financial circles, a party leader, an orator, a public spirited citizen. He was suave and polished in manner, of graceful carriage, with a strong, mobile face crowned by silver-flaked hair. A softly purring man in his personal relations, Mark Weston was prone to make the incident of saying "Good afternoon" an occasion for a rounded oration. It was a quality which he manifested especially in his attitude toward women, with whom he was a local idol. Meeting a lady during an afternoon stroll along the proper side of the Avenue, after bending



If you romped happily with other youngsters—

Do You Like Yourself?

*A Novel and Simple
Method of Rebuilding
Personality*

By William A. McKeever, Ph.D.

ONE can easily learn to analyze himself psychologically and know about where he belongs in the scale of human values. He may trace out his own points of strength and weakness and thus have a ready foundation on which to rebuild his own character. While it may be possible to judge character by examination of the physiognomy, the hands, the hand-writing, and the like, these are artificial and superficial methods as compared with a study of biography, interest and desire. It is the trend of the inner mind. Something is holding us back, and something is pushing us ahead. Just what are these instincts, emotions, interests, and where did we get them? How can we get away from those mind forces which hinder us?

Of all the things which we actually know and can use, about the most permanent is human nature. The great human instincts and the deep human desires seem never to change, from age to age. Broadly speaking, the great enterprises in which mankind is interested are four, namely: to play, and to enjoy some kind of leisure-time activity; to work and to engage in some business, commerce or trade; to be sociable and to have loving and friendly relations with at least a few intimates; to worship and to work out some mode of communication with the Great Eternal Intelligence.

Before attempting to attain to your greatest desire, your "Libido," before attempting to overcome your greatest difficulty, make a careful examination of your biography, especially with reference to the four major issues named above.

Were you healthy and natural in your play and recreational pastimes during the years of childhood and youth? Or were you backward, hindered or repressed in these essentials?

Were you taught to work at simple tasks to fit your age and grade and given at least a try-out at several

of the great essential industries—in the soil, in the shop, in handling goods, in selling?

Were you privileged during youth to find your way among social companions, to pursue your young love dreams in quest of a mate, and to learn how to mingle freely with the masses?

Were you allowed the opportunity of free choice of place and manner of worship, and did you finally become relatively satisfied with some church, creed or doctrine of religious life?

The answers to the foregoing questions have greatest significance in determining who and what you are to-day; in determining what is your chief desire as well as what is your chief problem. These answers will likewise give you the basis of correction and transformation of your present character.

If you played and romped happily with other children while young; if you hiked and tramped freely thru the great out-of-doors during the so-called Scout age; if you entered into the spirit of athletic games during the second half of the growing period, and participated to a degree in some of them; if you finally thus brought yourself to the point of having a "hobby" or a leisure-time occupation which still interests and entertains you—then, on that basis you have had no cause for worry, depression or disappointment in your adult career. So far, you are a natural and healthy human being.

On the other hand, if you were associated chiefly with adults during the early play period; if you were for any reason kept from mingling with other youngsters; if you were held back, repressed and denied the foregoing natural rights during adolescence; if you were shut off, derided, cheated and suppressed in your prior right to go forth during youth in a free quest of a love mate—if any of these negatives were permitted to enter your years of formative experience, then your inner nervous system received the evil impress and you were accordingly afflicted with what we call complexes.

"It's Memories My Dear!"

The Story of a Woman Who Knew How to Store Up Happiness

By

Marion E. Burns



Pathé

"It's memories of the happy years we lived which keep me happy now."

A QUAINLY diminutive little lady, she was, and actively energetic for all the years, which had turned her curly ringlets to snowy white. Happiness radiated from her almost visibly, and once one saw her, bustling busily about the sunlit garden of her home, there remained a never-to-be-forgotten picture.

Her cheeks, flushed softly, as the apples growing on her trees, had their brightness enhanced by the vividly sparkling, wide-spaced gray eyes above. Her aging had been a kindly process. It seemed that nothing whatever of harshness had touched her, for even her voice, raised in subdued singing, as she worked, crooned tenderly.

She lived alone in the big house, where her waking moments were filled with the doing of kindly deeds for others. Such delicious dishes as were contrived in the immaculate kitchen to tempt the appetites of those of her neighbors who were ill! Such big baskets of good things as she valiantly carried to the poor and needy!

We, living near, had marveled at her courage in the choice of her residence, when she might have been idling her time at the home of any one of her married children.

And, so, I asked her one day, if she was never lonely.

"Lonely?" she queried softly; and then, emphatically, "I should say not!" finishing with a happily trilling laugh, which made one glad to be alive.

Presently she bobbed up from the chair in which she had been seated while she pared the luscious peaches, soon to be baked into one of her famous pies.

"Come, my dear," she said, "and I'll show you just how I thrive happily here, with never a solitary twinge of loneliness."

I had never been in the house before, and now, as she led me thru the spacious and airy rooms, I felt strangely soothed. One gained the impression that one's surroundings had been touched permanently by a delightful quiet.

We finally reached the living-room, big and hospitable, with its fresh curtains billowing out from the open windows, whence came streaming sunlight to display the bright colorings of the old-fashioned furniture, all apparently re-upholstered in modern trappings.

Above the mantel there hung a portrait of an elderly gentleman, impressively dignified, strong-faced, yet sympathetic and kindly.

"My husband," she informed me quite simply. "These are our children," she continued, and my eyes swept the long row of smaller framed photographs, resting upon the mantel below their father's likeness.

Piquantly eager to please seemed each face of the small figures, all clad in the frilly furbelows of a by-gone day. I could trace some slight resemblance to

coursed uninterruptedly down my cheek, as I nodded an affirmative. She continued:

"And if you, my dear, and all of you dear young things, living now your youth, would have the sunset years of your life unmarred by bitterness or vain longings for what might have been, begin now storing up out of your present love and joy, tender recollections, and you will find when old age finally comes upon you that a treasure house will be yours in which to dwell.

"I really don't know why people write all these sad verses and songs about memory—'Oh memories that bless and burn!' and all that sort of thing. My memories are all glad and sweet. Charles Lamb wrote so mournfully—'All, all are gone, the old, familiar faces.' But they are not gone. I see them all still, in memory, and can never bring myself to doubt that some day I shall truly see them all again—somewhere. And to my old-time sweetheart I keep thinking the words:

*I am with you, wandering thru Memory Lane,
Living the years, laughter and tears, over again."*

My eyes were misted by the beauty of the little woman's philosophy, as I made my way homeward. Pondering the sweet simplicity of her words, realization of their great truth was instantaneous. I resolved to put her precepts into practice in my own life, seeking for more of joy in the companionship of my loved ones, that I, too, when winter comes, may be warmly happy in a flood of tender memories.

"Store up out of your present love and joy tender recollections."

either father or mother in each of them. With one it was the mother's eyes; another had the father's strong chin, and happiness was predominant in them all.

She gestured first above, and then directly at the mantel.

"Here, you see, is why I am never lonely," she informed me, almost reverently. "My husband, who has long since passed on, and our babies, all alive and well, all alive and well, with babies of their own."

"I am afraid that I do not understand," I said hesitantly.

"It is quite easily explained," she returned. "We were always more than happy together. The children were forever vying in their efforts to please us and," here an adorable flush mounted swiftly toward her very slightly wrinkled brow, "my husband and I were always sweethearts. It's memories, my dear; memories of the happy years we lived, which keep me happy now. I dwell among them constantly and so, you see, I could never really be lonely, could I?"

A tear, I suppose of sympathetic happiness,



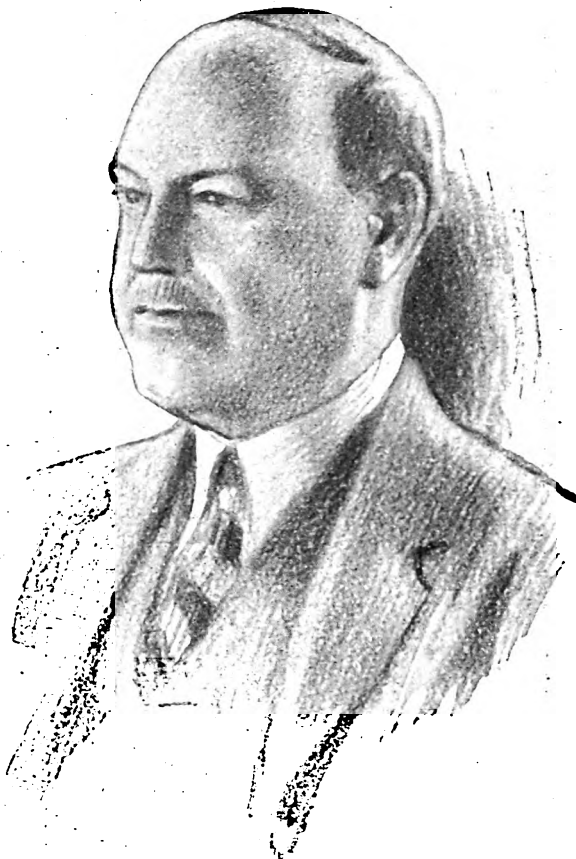
How to Make N-O Spell Yes

A Practical Talk With Salesman

By Jesse Grant Chapline

(President La Salle Extension University)

In an Interview With
Edgar Paul Herman



Jesse Grant Chapline.

THE only use of a 'no' to a salesman is to teach him how to win a 'yes,' said Jesse Grant Chapline, and then he went on to explain by telling of an incident.

"An old-timer, a door-to-door salesman, was talking to a tenderfoot whom he had been sent out to help. Together they were analyzing, interview by interview, each of the prospects who had not bought from the younger man.

"You did not stick long enough with this one. You talked too long to Mr. A. That third prospect can probably be sold on a second call. That fellow who asked the questions was giving you the finest opportunity in the world to make a sale."

"Now tomorrow you and I are going to start out together and we are going to turn some of those noes inside out, and we are going to get some yeses!"

"There are some noes that are better left no, of course, but many a no can be turned into a yes to the advantage of both customer and salesman. Those are the ones we're after."

Thousands of men in the selling field today are making good because of the instruction and inspiration received from Mr. Chapline. The "La Salle" influence permeates the commercial field and its men set the pace for their competitors.

Here is one of the President's typical high-power talks, sparkling with fact, argument and example, telling the ambitious salesman how to stop that final "no" on his prospect's lips and turn it into a "yes."

With a commonsense warning against forcing a yes when he ought to stick to no.

"He went on to explain that sometimes a great big no is made up of a number of constituent parts. The prospect says 'NO' concerning your shirts, but this no is really made up of parts which, perhaps, are like these:

1. They are good-looking shirts.
2. But I do not know this salesman.
3. I need some new shirts.
4. But I hate to spare the money now.
5. They are different from my other shirts.
6. But I guess the difference is for the better.
7. My wife told me to dress up more.
8. But she isn't going to run my buying.
9. The shirts are guaranteed.
10. But I guess I can get along with the old ones for a while.

"Now here is a final no made up of ten parts, five little yeses and five noes and the noes win. But a good salesman might have demolished some of those objections or changed them to yeses, thus letting the yeses win."

"How?"

"Well, some of the little noes might, like the big one, have been further analyzed. For instance, take the one 'I hate to spare the money now'; possibly that one might have been broken into these thoughts:

1. I will have the money Saturday.
2. But I want to buy some paint to paint the car.
3. I will have to spend for shirts sooner or later.
4. But I may have more money next month.
5. These shirts are cheaper and I'll save money.
6. But the prices will be the same next month.
7. I have enough for the down payment.
8. But that would leave me a little short.
9. I don't want to be a tightwad.
10. But I do want to be thrifty.

"Now here is a big no backed up by a number of lesser ones, each backed up by a further set of lesser ones, something like this:

NO

equals NO NO NO NO NO NO
YES YES YES YES YES

"But since each NO equals no no no no no yes yes yes yes yes

NO

=
no no no no no
no no no no no
no no no no no
no no no no no
YES
YES
YES
YES

"Those little noes are a lot weaker than the big YESes. One of the twenty-five might be attacked and broken up. It may be that the salesman would not be around again for many months. It may be that the prospect did not understand the terms. It might have been that material costs were rising. It might have been pointed out that true thrift is no penury. In other words, the salesman might easily, no doubt, have answered some of the little noes, yet he allowed himself to be stopped by the big NO.

"He probably did not realize that often a negative decision results after a pretty balanced consideration of the factors with two yes elements weighing just about as much. Sometimes a very little thing will change one of the factors and thus change the whole decision from a NO to a YES or to a big final

YES

"Now how can some of these little noes be recognized?

"In the first place, by the questions the prospect asks and the objections he raises. Next, by a careful advance consideration of possible objections and by statements which answer them in anticipation, positively rather than negatively.

"You see," said Mr. Chapline, "a no is merely a challenge to the salesmanship that the salesman presents to his skill, persistence, and faith.

"Will he let a series of little noes scare him out?

"Often an experience like the shirt salesman's, of three days with little results, is the best kind of experience for a beginner. If he starts out and is too successful at first, he sometimes peters out—because he does not see the seriousness, earnestness, bigness of the work. He gets overconfident; he does not properly prepare, study, develop.

"One of the best salesmen I know was a perfect flivver for several months, but he stuck to his job. He saw that the trouble was with himself, not with his goods, not with his proposition, not with his prospects. He had to learn to sell.

"Many a man who gets the worst of it, as the Irishman put it, in selling in the beginning, really gets the best of it."

Mr. Chapline is a salesman of parts himself, and takes great interest in marketing problems, both of his own institution and of many other business enterprises. He has written and spoken much of constructive value on the science and art of selling.

He believes that many problems, the biggest as well as the smallest, yield to a careful and competent analysis and to a breaking-down process, somewhat similar to this analysis of the No given to a salesman.

He frequently says a problem is a challenge to a red-blooded man—to his intelligence, to his energy, to his initiative, to his sticking qualities.

Turning Noes inside out is paralleled by the important process of turning Yeses inside out. Frequently an executive makes a snap decision and says Yes, when a careful analysis, such as illustrated with the Noes, would show that the answer should have been No—that conservative management should have said:

Cut the overhead.
Don't overextend the credit.
Take fewer risks.
No expansion yet.
Build more reserves first.
Be more conservative.

Turning a yes inside out for a salesman, similarly, may mean:

Stick to your territory; don't change.
Don't knock off work so early.
Cut the expense account.
Be more careful.
Sell him so he STAYS sold.
Anticipate objections.

According to Mr. Chapline, sometimes a number of noes coming along at the same time, or about the same time, may teach the salesman to take a better grip on himself. They may tip him off to the fact that he had better be saying no a bit himself to the prospect's no—and pitting his will against the prospect.

He may be needing to say no to himself, and thus cut down indulgence, expense, waste, carelessness, or half-effort. He may need a balance for his over-optimism.

Sometimes he may sense a negative reaction from the first, and have to use some strategy.

This type of thing the salesman does every day of his life. He finds it easy to do when he turns big NOES inside out and finds the constituent little yeses and noes and sees how easy the little noes are to handle.

The Need for Love

*Sane Views of a Physician
on Problems of Sex and
Love—With a Few
Rather Stern Words
to Parents*

By

C. Franklin Leavitt, M.D.



There is a "right kind of love."

"DOCTOR, I just can't be a flapper, for my training is directly opposed to promiscuous kissing, necking and the things of this nature so common in the life of the flapper today. Yet I long for the right kind of love. I am of course not popular with young men, for they seem to demand these things I find it impossible to give. What am I to do?"

Thousands of girls are in just such a position as the one whose letter I have quoted from above. And unless these girls change their viewpoint a little I am afraid many of them will continue to be lonely and have their craving for love, a husband and home unsatisfied. I don't mean by this that they need cheapen themselves by permitting every young man they meet to kiss them—far from it, but they should realize that certain expressions of fondness, if they care for a young man, are permissible and will do no harm as long as they keep these expressions of feelings within reasonable bounds and under their control and direction. And under such circumstances the right kind of a young man will have more respect for them. I know this will be a real shock to certain strait-laced mothers who read my words, but it is the plain, unvarnished truth.

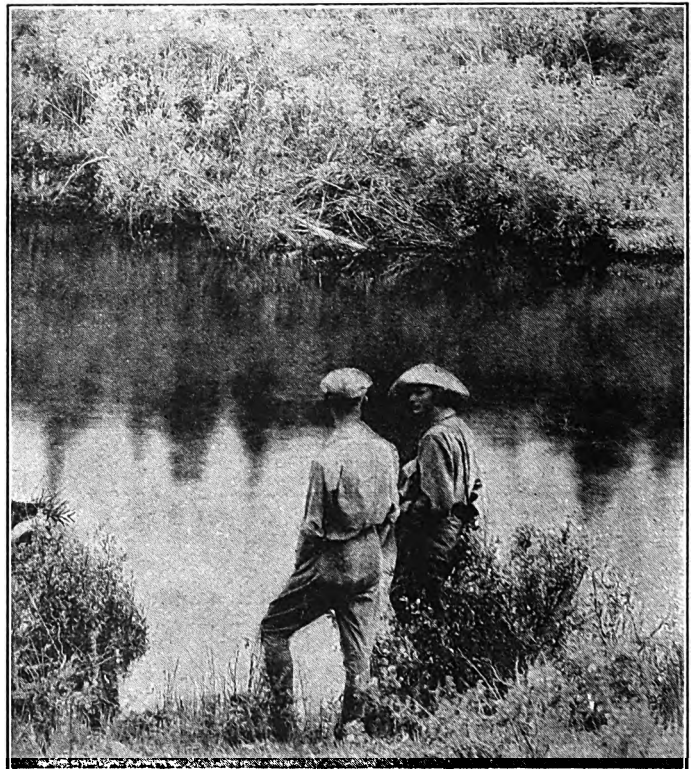
Could some of these mothers follow the lives of young girls as I have an opportunity of doing, I am sure they would then quite agree with me. Repression of the love nature means tension, nervous-

ness, the development of phobias and often neurasthenia, and cranky, crabbed old maids.

Lots of real love in a girl's home life will help out in such a situation as this, but it cannot fully take the place of the love she craves from the opposite sex.

"Doctor, I am so badly in need of a friend, someone I can talk things over with, can confide in, for my life is really very lonely, unhappy and unnatural. I wouldn't dare tell my mother just how I feel, for she would not understand and might misjudge me."

I frequently receive similar letters from lonely girls with love complexes. I perhaps would receive ten times



A way can be found that does not mean disloyalty.

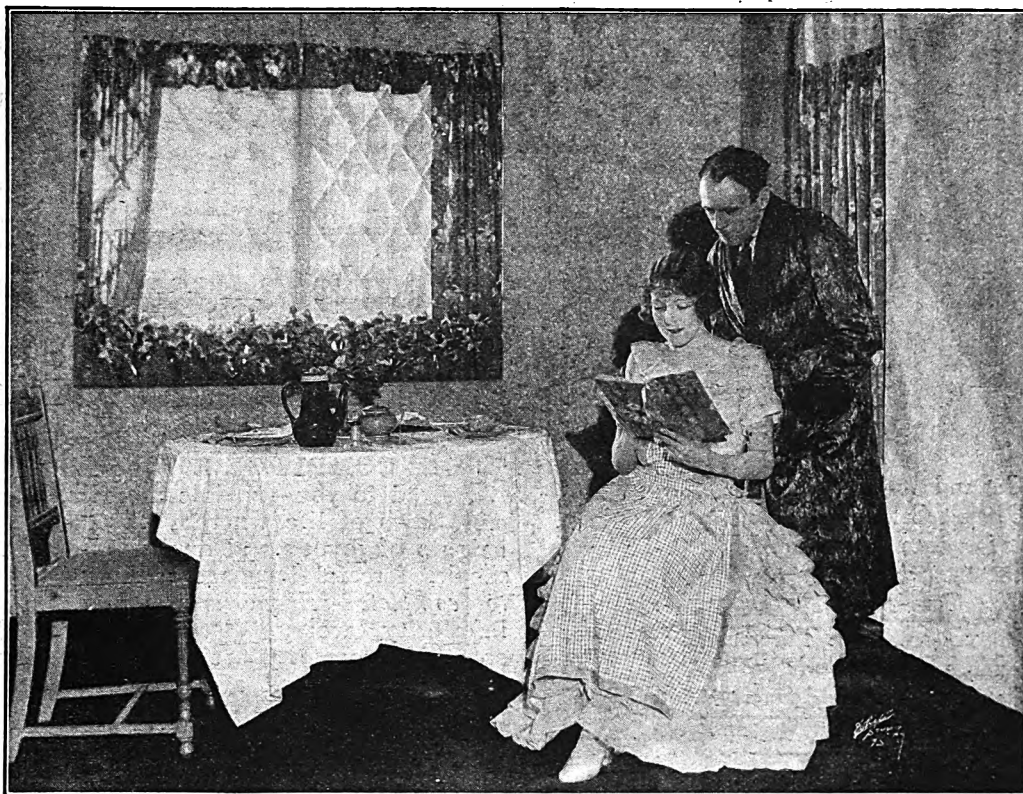
as many such letters as I do were it not for the fear of their letters in some way being made public. This, of course, is a very foolish fear, for I would be lower than the beast if I were to divulge heart secrets such as these are.

I wish I might quote fully from a letter recently received from a young girl in a distant state who has never seen me, but who said that she was love-sick and wanted to write a little love letter to me so that she might help relieve the aches a bit. She

has little love in her home life, is dominated by a strong, positive type of mother who thinks fondness and expressions of love are a sign of weakness in one, and thru this she is being gradually crushed and her personality absorbed completely by this strong mother. This is having a weakening effect on her mentally and physically, and I dislike to think of what the result will be unless she has some change come into her life.

Another young woman came to me just about ready to commit suicide because her sister was popular and showered with expressions of love, while she sat home depressed, without companionship or even a few words of encouragement. Her sister was the kind who gets things, for she had plenty of confidence, initiative and even nerve. Even the family showed signs of caring more for this vivacious sister. The two sisters were of opposite natures. The one who suffered was very sensitive and retiring. Of the two the sensitive sister was the most lovable, but feared to express her nature. Both girls were pretty. This girl was lacking in understanding and her viewpoint of herself and life was faulty. When this adjustment was made she was soon sought after and married within a year.

My illustrations have taken up only the life of the young girl thus far, but there are young men who suffer quite as keenly. But the young man, with his greater freedom, does not usually find life as trying as a young girl similarly situated. He can go out where life exists, even tho he is not a real part of it. But I want the young man to know that his problems are



A woman thrives on praise and likes to be told how nice she is.

quite as important as those of the young girl, and that loneliness is unnecessary.

Another young woman who recently passed thru my hands has been denied a natural love life thru having a very peculiar father and mother to deal with. They are disturbed too much if she has company at home, and they object to her going out with young men. She has been a very obedient girl, loves her parents in spite of their unnatural attitude, and thus has become a loveless slave. The home atmosphere is very trying, for the mother and father argue continually and she must help adjust the quarrels and bring peace. But thru it all she did not lose her sweetness or become entirely discouraged. I was able to show her that she had a duty toward herself as well as her parents and she has since kindly insisted on her rights and today is enjoying comparative freedom.

Duty, plus the statement of her father that if she did not obey he would disinherit her, had held her a slave to this unnatural life.

Do not patiently submit to things that you know are unjust. There is always some way out of all such difficult situations, I assure you. And a way can be found which will not mean disloyalty to your parents.

Scores of letters have come to me which reveal the most selfish sort of attitude held by parents toward their children. It is common for a parent to scheme to break up a love affair that exists between her child and another. Not because she dislikes the young man or young woman, but because (Continued on page 69)

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 Mold an Indomitable Will
 Think Correctly
 Get What You Want
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"Your course saved my life. I was discharged from army hospitals as incurable with tuberculosis, stomach troubles, shell shock, and total despondency. I am now 100% well and happy."

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is the same course that Dr. Henry Knight Miller, its author, has given to thousands in cities throughout the country at paid lectures. Wherever given, amazing cures have resulted. *Tuberculosis, insomnia, chronic constipation, nervousness, colds, catarrh, tobaccoism, the drink habit, and other negative conditions,* have been cured. Financial prosperity has resulted to many. Happiness and inspiration have followed unfailingly.

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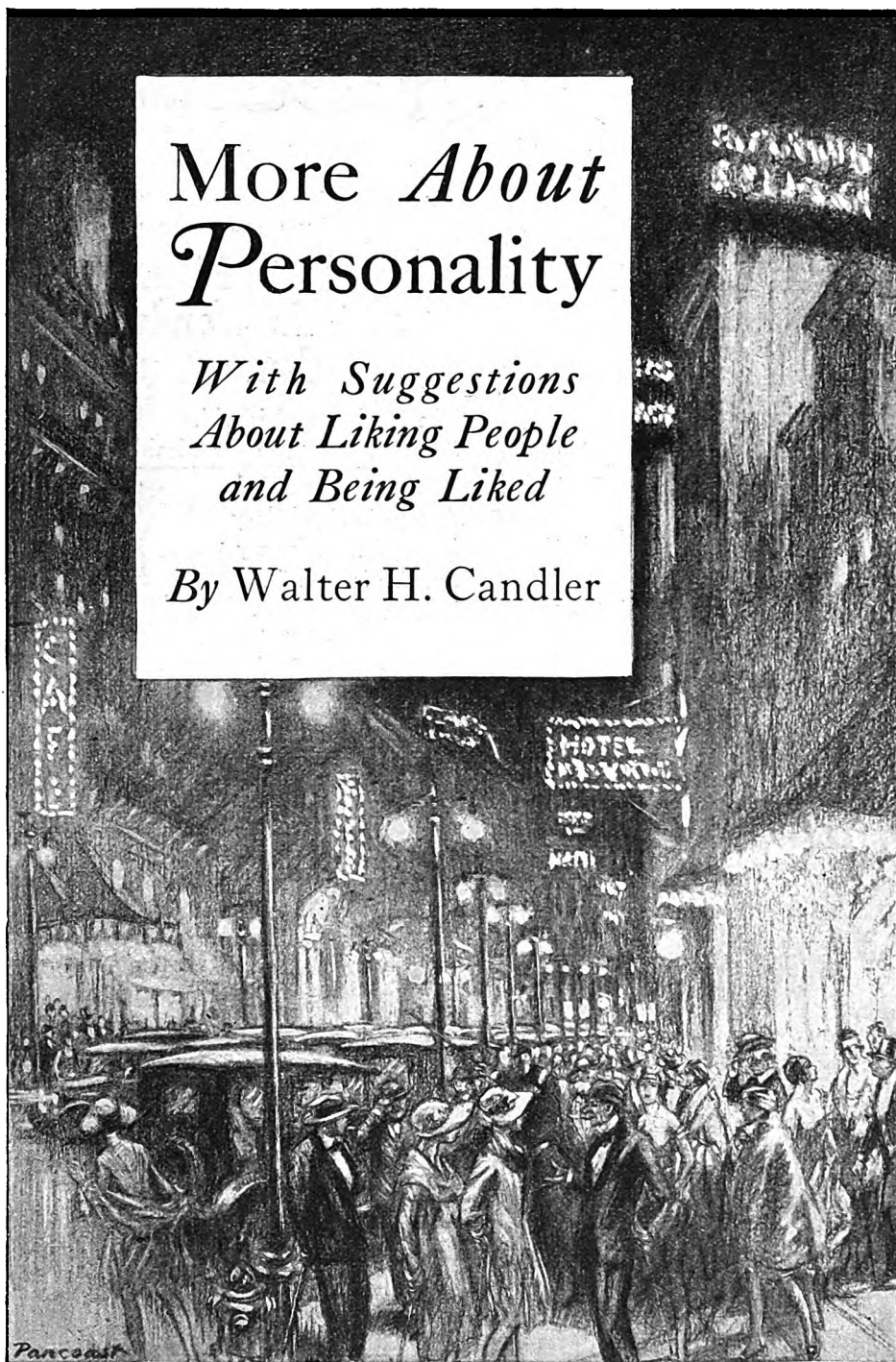
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More *About* Personality

*With Suggestions
About Liking People
and Being Liked*

By Walter H. Candler



as a picture without shadows.

He who thinks that a perpetual smile, simulated happiness or sorrow, constitute personality, is either very shallow or is seeking escape from life's stern realities by following the misguided and erroneous teachings of some metaphysical cult that inculcates the thought that an individual can pull himself up by his bootstraps.

An analytical study of the springs of character as manifested by one's personality would necessitate going back thru the ages for many millions of years. An exact knowledge of the conditions by which our primordial ancestors were surrounded and how they very evidently conquered them would enable us to understand some of our emotions. Probably every emotion that influences us for good or bad had its origin in some condition of the past. That different races of peoples, surrounded by different conditions, inherit certain emotions peculiar to these conditions, leads to this belief. The emotions resulting from conditions of the remote past are buried deepest in the unconscious and, with many of us, remain dormant thruout life unless stirred into action by a condition or conditions which created them. In short, our unconscious is filled with memory-fragments that produce a great influence in our lives and cause us to do things, good or bad, without knowing

PERSONALITY is what we are; it isn't a pretense or a make-believe something, it's a reality.

The finest personalities I have known seemed to have been developed by hardships, by sorrow, by pain. The good fellow, "well met," whose personality has been developed in the brightly lighted cabarets, in the banquet halls, and in other places of amusement where the loud, hollow laugh echoes, is scarcely capable of shouldering the responsibility of a big job. Such a developed personality may pass on the screen or stage where people pay for illusion, where knowing how to grin just so is a big asset. Sadness is as essential to the fullness of life as is joy. A life that has known no sorrows, no heartaches, no anguish, is as incomplete

why. We like or dislike something or somebody; we like some animals and dislike others; we like some people, perhaps those to whom we have never spoken, and others we dislike without knowing the reason, and most of us are so accustomed to this everyday manifestation of our unconscious selves, we do not concern ourselves about it.

How many times have you glanced at the occupants of a car in which you were riding, and almost unconsciously picked out the faces you liked and those you didn't? Often you see faces you actually abhor. They are not necessarily ugly ones, but they repel you. Another face attracts you strangely. It is not beautiful, but it appeals to you. Across the aisle is a face

that makes you feel uncomfortable; two eyes stare at you and you look away, read the advertisements, study other faces, then inadvertently look at the face that made you uncomfortable, and those abominable eyes are fixed on you, without a blink or squint, utterly void of expression, seeming to look thru you.

I should like to know, and I'm quite sure you would, why those eyes stare? What strange emotions do they stir up within us and what do we, perhaps, stir up in their owner?

I sat under the uncomfortable stare of a man once until I could stand it no longer. Arising, I went to where he sat, and as calmly as my outraged feelings would permit, asked him why he persisted in staring at me in so ridiculous a manner.

"Sir," said he, arising, "I have just been wondering the same about you."

"I have been sitting over there for at least thirty minutes," I retorted, angrily, "and you have not had your eyes off me in that time. I should like to know what you see?"

"I beg your pardon," he said, apologetically, "but I was wondering the same thing, for every time I happened to glance your way, you were looking at me."

Adam tried to justify his dereliction in the Garden of Eden, so I suppose this is a human trait.

Some years ago I made an exhaustive study of the phenomenon of the Sixth Sense, and while I did not get very far, I at least determined that there is such a sense; and if there is any difference in the ages of our senses, it is the oldest. One who has come into contact with aboriginal peoples knows beyond question that they use and are actuated largely by their sixth sense. Animals have it developed to a high degree; especially is this true of dogs and horses. Many of us have been in position to observe the apparently super-intelligence displayed by dogs and horses. I recall our old dog, Cato, owned by our family when I was small. He seldom paid any attention, except at night, to anyone coming or going. One day we heard him barking at the front gate and carrying on as if he had seen a bear. Looking out, my father, much to his surprise, saw a lady at the gate. He ran out quickly and scolded the dog, but the dog paid no attention to him, and kept on barking. Finally, my father held him until the lady ran into the house. Such actions were so unusual that all of us were wondering what was wrong with Cato. The lady gave vent to her feelings by saying to my mother, "I hate dogs—always have, and if I had my way, all of them would be exterminated." Old Cato's sixth sense had told him that there was a dog-hater at the gate and he felt he should do something about it.

I rather think our primordial ancestors used their sixth sense as a means of communication before the era of speech—a sort of telepathy. We have seen it demonstrated. This sense apprised them of hidden dangers. Were there not times when a grunt or any sound might have meant sudden death? We scarcely can imagine such conditions, as we have not experienced them except in isolated cases; but there is that memory-fragment within us, and we know that in the presence of a great danger, a fire, storm, or some catastrophe, we are controlled and impelled by something of which ordinarily we are not conscious. Then, again, we know something of the feeling of revulsion that sweeps over us when we come suddenly upon a snake squirming along the road, or coiled ready to strike. Even a harmless mouse darting about will throw the average person into a panic. If you have ever been among the great, silent mountains and in the dead hours of night heard the blood-curdling screams of a panther and the terrible yelps and howls of hungry wolves, you will understand what I am saying.

The uneducated and children depend more upon the sixth sense than others. It is more developed in women than in men. A woman "feels things" while a man "reasons." She gets hunches, has premonitions and the like. Education, the sum-total or crystallization of man's experience, consists of numerous habits. We think a certain thing or do a certain thing until, under the direction of intelligence, it becomes a habit; that is, we

think or do it until intelligence, which is creative, can step aside and the process continues unabated.

Education enables us to get along without the use of intelligence, whereas, if an uneducated man gets along at all he must use his intelligence. This accounts for many uneducated people being more intelligent than educated people; they are better creative thinkers. While the educated mind is trying to take a thing apart, to analyze it, the uneducated mind is trying to put it together, to make it a concrete entity.

As we become better educated we depend more upon our tuitive and less upon our intuitive faculties. We have less use for the perceptive sense today than did our ancestors of a few thousand years ago. I believe there is no question but that we have a sixth sense tho it is dormant or nearly so with most of us.

Certain racial characteristics are as pronounced as are individual. We Americans inherit many racial traits, and out of this cosmic intermingling or blending of different racial characteristics, we have evolved a distinct personality—the American personality. When an American goes to Europe, he can be distinguished as an American at once; he (Continued on page 73)

Mr. Salesman:

Do people like you?

Do you like people?

Mr. Candler, an expert in training for Salesmanship, says that the two chief factors in Personality are Honesty and the Ability to Like People.

Incidentally—he gives us here some meaty observations on the mysterious "Sixth Sense."

Ideals

In Love, Worship and Character Building

Reviews of Current Plays

bitterly resentful toward the professed followers of the Lord, because they have just driven her clergyman father out of the humble pulpit he has faithfully served in order to get a younger man with more "pep." A Bible salesman comes along at the opportune time and



Henry Hull, as the king in "The Ivory Door."

BLESS YOU, SISTER

THE incomparable and versatile Alice Brady, the heroine of *Bride of the Lamb*, where she was the pathetic victim of religious hysteria, in *Bless You, Sister*, appears not as victim but perpetrator. Yes, Brother, Alice is a full-fledged female Elmer Gantry, a professional enticer of Glory, Hallejahs.

In the opening action she is



Jeanne Greene and Muni Wisenfreund in "Four Walls" at the John Golden Theater. (Oval) Judith Anderson in "Behold, the Bridegroom" at the Cort Theater.



Robert Ames, Charles Bickford and Alice Brady in "Bless You, Sister" at the Forrest Theater.

she vents her wrath on him so cunningly that he signs her up to go along with him as a Bible salesman. The next step is evangelism.

So eloquent is one of her sermons, delivered on the stage, that even a scoffing agnostic who is in love with her is moved to "hit the trail," but her ex-pugilist assistant mistakes the motives of the new convert and knocks him out with a generous punch in the eye. There is confusion in the party when the "lame" man is seen on the street without his limp, and when a testifier changes her prearranged testimony.

The play is an exposé of insincerity and irrational emotionalism in evangelism, as Elmer Gantry was an exposé of insincere sensationalism and self-seeking in the pulpit.

Those who liked "Elmer Gantry" will revel in *Bless You, Sister*. Those whom Sinclair Lewis made furious will have spasms of holy indignation at this show. The play has some great moments and Alice Brady is at her best.

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If you are sick and want to Get Well and Keep Well, write for literature that tells How and Why this almost unknown and wonderful new element brings relief to so many sufferers from Constipation, Rheumatism, Sciatica, Gout, Neuritis, Neuralgia, Nervous Prostration, High Blood Pressure and diseases of the Stomach, Heart, Lungs, Liver, Kidneys, and other ailments. You wear Degnen's Radio-Active Solar Pad day and night, receiving the Radio-Active Rays continuously into your system, causing a healthy circulation, overcoming sluggishness, throwing off impurities and restoring

the tissues and nerves to a normal condition—and the next thing you know you are getting well.

Sold on a test proposition. You are thoroughly satisfied it is helping you before the appliance is yours. Nothing to do but wear it. No trouble or expense, and the most wonderful fact about the appliance is that it is sold so reasonable that it is within the reach of all, both rich and poor.

No matter how bad your ailment, or how long standing, we will be pleased to have you try it at our risk.

For full information, send coupon to day—not tomorrow.



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While Radium is the rarest and highest priced substance in the world, it is also the most powerful, consequently a little goes a long way. It is difficult to form a conception of the vast amount of energy stored in even the most minute quantity of Radium.

A one-hundredth-millionth milligram will throw out one hundred thousand combined rays in twenty-four hours at a velocity of 12,000 to 180,000 miles per second. Radium will give out light, heat and other forms of energy for an estimated period of 2500 years before total disintegration takes place.

The Los Angeles Times, March 2, 1923, in a special article stated: "From a bit of radium no larger than the head of a pin, millions of electrons are being erupted continually and these eruptions will continue so long as the radium lasts."

Radium is usually produced from Carnotite ore by a very expensive process.

From two hundred to four hundred tons of ore have to be treated to produce one gram of Radium. The Laboratory of the Radium Appliance Company has succeeded in working out a scientific process whereby Carnotite ore of the highest grade in Radium content is stimulated and fortified by the addition of actual Radium. Several coats of this very expensive mixture are then applied on the surface of a light, comfortable pad, 4 1/4"x11" in size.

These pads are thoroughly tested as to Radio-Activity before being sold, and being covered with the same Radio-Active mixture, there can be no variation in the Radio-Activity which they emanate continuously through a period of years.

This process, combined with the almost inconceivable power of an atom of Radium explains why these pads can be manufactured and sold at a price within the reach of practically everyone.

Thousands Have Proven the Marvelous Effects of Degnen's Radio-Active Solar Pad Without Risking a Penny

Tens of thousands of people have tried out these pads, with the privilege of returning them if not satisfied. Read what people are saying—these are extracts from just a few of the many thousands of letters we are receiving all the time:

INDIGESTION

Philadelphia, Pa. "I tell you I was near death's door. I did not know what it was to go to bed and sleep, and in the day time I would almost walk like a drunken person for the want of sleep. Now I get a good night's sleep again and am not bothered with indigestion."

STOMACH TROUBLE

Chicago, Ill. "After suffering from stomach trouble for 11 years, I wore your pad for a week. I have gained my health back. I am never tired any more like I used to be and I am full of pep. Never in my life did I feel as good as I am now feeling."

SIX AILMENTS GONE

San Francisco, Calif. "Upon the recommendation of a physician, I purchased one of your Radio-Active Solar Pads, with the following results:

"For seven years past I have been afflicted with chronic lumbago, frequent attacks of pleurisy, neuritis, neurathema, rheumatism in the left knee, and indigestion which caused ulcers in the mouth."

"Thirty days after applying Pad, I have scarcely any symptoms of any of the foregoing disorders and most of them have been entirely eradicated. I will add that I am over seventy years of age and that I feel as young as I did at forty."

ASTHMA

Rock Island, Ill. "He had had asthma since he was a young man and he is now past 75 years old. He bought one of your Pads. He began to get better right along—has no more cough and sleeps right along."

Aurora, Ill. "I am very much pleased with the Radio-Active Solar Pad and I would not think of returning it. I feel different in every way. My asthma and my nerves are improving more by using the Radio-Active Solar Pad than under any other treatment I have ever tried."

CONSTIPATION

Madison, Wis. "I am feeling a whole lot better and have more ambition and my bowels move more natural every day now, that is something they have not done for several years."

NEURITIS

Athens, Ga., June 10, 1925. "I suffered from neuritis of the spine, shoulders, hips, chest and arms for twenty years, and I spent a fortune trying to get relief. At the end of twenty years I was worse. I ordered one of your Radio-Active Solar Pads; after wearing it five days I had no pain to amount to anything. I have been wearing it night and day since January 15, 1925, and I have never felt better in my life."

PARALYSIS

San Francisco, Calif. "When I received the Pad I had been paralyzed all on one side of my face—couldn't close my eyes. When I would laugh, only one side of my face would laugh and I looked terrible. I saw your ad in the paper and thought I would try it. I had been that way for five weeks. In two weeks my face began to move. Now when I laugh I can laugh on both sides. And I love to laugh and when I couldn't laugh it was a terrible feeling. Thank you over and over for what you have done for me."



It is conceded by recognized medical authorities that sluggishness or poor circulation is the cause of nearly all human ailments, and that where there is a perfect circulation, disease in any form cannot long exist. When you stop to consider that the one underlying cause of nearly every known ailment is CONGESTION—the one remedy CIRCULATION—all claims made for the Radio-Active Solar Pad are not only reasonable, but in strict accord with modern medical science.

RHEUMATISM

Whitmans, W. Va. "Some time ago I ordered a Radio-Active Solar Pad for my right side. I had been suffering from Rheumatism and could not walk. About two weeks after I began wearing the pad I began to feel better and can now say I am a healthy man. I am working every day and do not have any pain."

GUARANTEE

We Positively Guarantee

First, that Degnen's Radio-Active Solar Pad contains actual RADIUM in sufficient quantities to be highly radio-active;

Second, that you may try the Pad for a liberal trial period;

Third, that if it fails to give you satisfactory relief from your trouble, whatever it may be, it will not cost you one cent for the trial.

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COUPON

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1571 Bradbury Bldg., Los Angeles, Cal.

Please send me without charge full information how Degnen's Radio-Active Solar Pad is helping sick people, and how I can try it in my own case without expense.

Name.....

Address.....

FOUR WALLS

JOHN GOLDEN is producing at the theater which bears his name one of the most tense and appealing dramas of recent years, *Four Walls*. The action revolves about one Benny Horowitz, who has just been released from prison after a five-year sentence for connection with the activities of a gang of which he was a leader.

He has left prison with the conviction that it is not four walls that keep men prisoners but something within their own minds.

He renounces his old gang, gets a job, defies every force which seeks to drag him back to his old ways, and insists that he is going to be free. He even spurns love for fear of being tied down. His passion is to be free.

But the four walls of his mother's tenebment get on his nerves and he sallies forth just to look over the old haunts. His old sweetheart announces her engagement to his bitter enemy, the new leader of his old gang. He drinks rather freely to lose his sense of irritation. Then follows a gang fight during which the new gang leader is inadvertently knocked over the roof to his death.

The sweetheart defends Benny the next morning and aids the alibi which his mother's companion, a girl who dearly loves Benny, has concocted. But she tells Benny that he is now hers, to do as she says, because she alone knows the truth. He refuses to bow to this tyranny and calls the police inspector to confess his responsibility for the gangster's death.

He exults that he has thus found inner freedom and is happy. Freedom and happiness are thus properly identified as states of mind dependent not upon external circumstances but solely upon inner consciousness. This is one of the most powerful psychology plays of recent years and is a brilliant and moving production from any point of view.

The play is admirably cast. Clara Langsner as Benny's mother and Muni Wisenfrend as Benny de-

serve special credit. The play is written by Dana Burnet and George Abbott. It should enjoy a long run.

BEHOLD THE BRIDEGROOM!

LIKE a zephyr from the Mauve Nineties, *Behold the Bridegroom* comes to Broadway. But it is a zephyr with a kick like a cyclone. When Antoinette Lyle, in the person of Judith Anderson, dies on the stage, one is apt to recall the pathetic demise of one of the *Little Women* and the solemn tread of her father across the stage, each step announcing the tragedy and his own anguish.

And if the craft and the public had been asked to state whether such a man as John Marston could get away with such a device as placing a pressed white rose against his manly chest so that the dying woman might verify and authenticate the passion which was about to slay her, the negative vote would have been almost unanimous. But the unanimous vote would have been an error. For he does do it—effectively, so effectively that, even on Broadway and in 1928, he brings a catch to the collective throat of the audience and salt water to many an eyelid. As for the dramatic power of Miss Anderson's interpretation of Antoinette Lyle, no words of praise can be high enough.

Can the clinical records of any present-day physician or

hospital show a case of an otherwise normal woman dying of love-sickness? It had been supposed that that custom had been left behind with the last century. And for an up-to-date playwright like George Kelly to choose that for his theme is odd, to say the least.

But with all the anachronisms and near-absurdities, with all the strange mixture of truth and falsehood, sense and nonsense, Mr. Kelly has really written and Rosalie Stewart has produced a really great play.

The piece is a solemn warning against trifling—trifling with life, trifling with sex, trifling with love. "Tony" Lyle had trifled too (*Continued on page 80*)



Eva Le Gallienne, the organizer of The Civic Repertory Theater.



What Has "Come Over" Jimmy Smith? ---He's A New Man!

"**S**URELY that *can't* be Jimmy Smith! What on earth has come over him? Why, Jimmy *used* to be a meek, apologetic sort of chap who looked as though he was half afraid of himself.

"But look at him *now*!—swinging snappily down the street, bubbling over with confidence, keen and alert, dressed in expensive clothes, and looking as though he's just come into a million dollars. What on earth has produced this amazing change in him?"

New Thrills for You

You can imagine the joyous thrill Jimmy experienced as he overheard his friends make these remarks. And later, when he stopped and told them all about it—how he had literally "made himself over" and was now a big success.

This is a true-life incident which actually happened to "Jimmy" Smith, who lives in Cleveland, although, of course, that's not his real name. Hundreds of others have done it, too. You can do it. You can actually "make yourself over" in a remarkably short time. Like many people, you may be lacking in self-confidence. Or embarrassed in the presence of others. Or of a sensitive, retiring disposition that causes you to take a back seat while others push themselves forward and get ahead of you.

By doing a very simple thing you can throw off these handicaps to success. You can quickly develop the delightful poise and self-assurance of a widely traveled man of the world. You can be sure of yourself and able to meet, talk with, and hold your own with anyone and everyone under any and all conditions.

The success you achieve, and the way people treat you, depend upon your personal qualities. You get what you are entitled to have. Water always finds its own level. It's the same way with people. The level, or kind, of qualities you have determine the success you achieve. People are where they are because of what they are. That is Natural Law and there's no getting around it.

The Law of Success

Raise the level of your personal qualities and you automatically raise—*increase*—your success. People act differently toward you—treat you with increased respect. Annoyances you now have to put up with, vanish. Bigger opportunities are offered to you with higher pay and more congenial surroundings. You are made happier in every way—actually find yourself living in a new world. You get higher and better things simply because you have developed higher and better qualities.

Thousands of men and women of all ages, the country over, testify in glowing terms to the wonderful change in their personal affairs that this remarkable method has quickly produced for them. Self-confidence quickly developed. Fear and worry banished. Health improved. Quick promotions. New opportunities opened up. Hidden talents developed. Income increased. New, delightful friendships formed. And people lifted up from a narrow, monotonous existence into an expanding, thrilling, joyous life of abounding happiness and wealth.

Others Say:

"I am indeed another person since taking your Course. I can never thank you enough for what you have done for me."—E. O. H., Portland, Ore.

"It has worked wonders in my health and happiness and also in my study of Art."—S. B. A., Vancouver, B. C.

"You enabled me to turn defeat into victory. My whole family has now taken a new lease on life."—A. K. H., Nanagan, Japan.

Sent to You Free

How it is done is told in two delightfully-written manuscripts entitled "The Great Discovery," and "The Secret of Life." They are yours for the asking. They'll show you, as they've shown thousands of others, how to win joy and happiness and financial success greater by far than you ever thought possible. Mail the coupon NOW! The two manuscripts will go to you immediately, free of charge or obligation.

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Suite 169-A, 75 Westland Ave., Boston, Mass.

FREE!



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Suite 169-A, 75 Westland Avenue, Boston, Mass.

I'd like to see your two manuscripts, "The Great Discovery," and "The Secret of Life." No charge or obligation to me, of course.

Name.....

Street.....

City..... State.....

What Can We Do For You?

Conducted by C. Franklin Leavitt, M.D.

QUESTION:—W. E. W. writes:—

My problem is one that I need advice and information on. I am eighteen years of age. I lived in San Francisco for three years previous to last September. For the last three years I have been trying to save enough to continue my education, as I only completed grammar school. I know my opportunities are better here than they were in the West, but somehow I have not been able to save, and I am beginning to lose hope. It is now, and has been, my only ambition and interest; in fact, I will always be lost without it. I have begun to worry a bit and look upon myself and the world with contempt. I cannot concentrate on what I am reading and at times I am tempted to do something desperate to attain my end. I am most interested in music and literature, and have very little interest in the commercial field, except advertising. I would like newspaper work I am sure, but my education is not sufficient to obtain it even tho I might get along fairly well. Without an education I will always be a forlorn creature, alone in the world and ashamed to look the world in the face. Could you inform me of any person or organization who might help me?

ANSWER:—

My young friend, it isn't so much education you need as it is "guts." You are a coward, afraid to face life unless you have just certain forms of education; depressed because at eighteen you haven't been able to accomplish that which you seek. You forget that most things we look upon as "big" come only thru long and hard effort. Even tho you had an education, it would do you no good unless you change very materially your general attitude toward yourself and life. I know of people who have worked for long, long years to accomplish something that you perhaps would think very small and simple. But they were willing to pay the price in effort. This YOU have failed to do so far. Your wishbone is where your backbone should be. It is very evident that you have been picturing this education as something that must come in a certain, definite way. Thousands in the large cities are adding to their education each year thru the help of night schools. You are situated so that you could take advantage of this too. Why don't you? You may not accumulate enough money to do nothing but go to school, but you can work and go to school in the evenings; and if you are really ambitious you can go thru all the high-school classes in this manner and get a diploma. Are you willing to pay such a price?

You are young, my friend, and have the world and life before you, so make the best of each moment and DON'T spend time in worry, regret and depression. Get busy. Wake up! Be willing to fight for what you believe is rightfully yours.

QUESTION:—"A Constant Reader" writes:—

I have been reading your columns in PSYCHOLOGY for about two years, and I find them very interesting, and was wondering if you could advise me as to my own health. To begin with I am a very nervous, high-strung, sensitive person, and I have doctored for this nervous condition for quite a while. The doctor that I went to is a Nerve Specialist and he told me I would be subject to the blues all my life. What I would

like for you to tell me is this: Isn't there something I can do or some way to relieve this terrible depression that comes over me every once in a while? While I am depressed I worry terribly about what other people think of me, and also worry for fear I am not as bright as the average person. When in one of these moods I am frantic, and feel as tho I could pull every hair out of my head. I try to reason things out, but I am absolutely helpless, as there seems to be something that interferes and keeps me from thinking the way I want to. I will be very grateful to you if you can advise me in any way.

ANSWER:—

The orthodox physician has not had a training in his college work which makes him capable of handling such a case as yours, not even those who call themselves nerve specialists, unless they have taken some form of post-graduate work following their regular medical training. If such a physician would just say, "I am not prepared to take charge of such a case as yours," instead of telling the patient that the case is incurable, or that she can expect to suffer the balance of her life, he would be giving his patient a chance to run across some treatment in the future which would pull her out of the habits of fear she has fallen into. But when a man, who is supposed to be a recognized practitioner, tells a patient, "Your case is incurable," it usually sinks deep in the minds of sensitive patients and thus closes the doors to other forms of help. More than fifty per cent of the cases that come to me in which fear plays the leading rôle, have been created thru some unwise statement of a physician. He doesn't mean to "hang a crape" on his patient, I am sure. He just doesn't understand the effect of suggestion and thus does not realize the harm he does.

It is NOT necessary for you to go thru life experiencing these spells of depression. The condition in your case is due to a combination of neurasthenia and inferiority complex. Your fears have passed just the inferiority stage, and have become sufficiently acute to be called neurasthenia, or a psycho-neurosis. Your nerves are in an extremely sensitive state, bordering on a true form of hysteria, when you are suffering from your acute depression. Of course, the solution is, first, to have a better understanding of yourself and your powers, to realize that YOU have the power to change this condition thru developing greater confidence, control, will power and the power to reason. It is a matter of gradually changing your viewpoint by passing thru a training and re-education of your subconscious self. What you are suffering from is really a *state of habit*. You are too conscious of yourself, and too sensitive regarding the other person's opinion. You will have to strengthen and toughen yourself to a point where you are *master* of sensitiveness, instead of sensitiveness being master of *you*. Today you are a slave to feelings and sensations, instead of being master and being guided by reason. I know it is difficult to control one's self when acute fear takes possession, but you can shorten this period of depression and gradually develop to a point where you have conquered it.

(Continued on page 69)

Don't Pay Me a Cent If I Can't Give You a *Magnetic Personality* -5 Days FREE Proof!

NO matter how lacking you are in qualities of leadership, no matter how colorless, timid, unsuccessful and discouraged you may be, I GUARANTEE to so magnetize your personality that your whole life will be completely transformed!

I can give you poise that banishes self-consciousness, charm that makes you irresistibly popular, personal power that will indelibly influence the minds of others and amaze your friends.

I'll make you a fascinating force in social life, a powerful, dynamic, commanding figure in your profession. You'll become more popular, more prosperous, more gloriously successful than you ever dreamed possible!

Let me send you the proof—absolutely free! If within 5 days you do not experience a decided change in

your personality, if you do not find yourself making new friends with ease, if you do not discover yourself already on the way to social popularity, business success and personal leadership—just say so. Tell me my principle of personal magnetism can't do every single thing that I said it would do. And you won't owe me one penny!

What Is Personal Magnetism?

What is this marvelous force that raises the sick to glowing, vibrant health, the timid to a new confident personality, the unsuccessful to positions of wealth and astonishing power?

You have it—everyone has it—but not one person in a thousand knows how to use it! It is not a fad nor a theory. It is simply you, yourself—your manner—your own

marvelous personal force, released and magnified a hundredfold in an amazingly clear-as-crystal, scientific way! More necessary than good looks. More valuable than money. For without it a salesman is handcuffed! Without it a business man is powerless to command! No actor, no teacher, no orator, no statesman

can long hold his audience spellbound without this supremely influential magnetic force!

Personal Magnetism! How easy to release it! How wonderful its results! No long study or inconvenience. Not the slightest self-denial. Just a simple, clear, age-old principle, that taps the vast thought and power resources within you, releases the full sweep of your magnetic potentialities and makes you almost a new person from what you were before!

Personal Magnetism is not hypnotism. Hypnotism deadens. Magnetism awakens, inspires, uplifts. Personal Magnetism is not electricity. It is like electricity in one way—while you cannot see it, you can observe its startling effects. For the moment you release your Personal Magnetism you feel a new surge of power within you. You lose all fear. You gain complete self-confidence. You become, almost overnight the confident, dominant, successful personality you were intended to be—so fascinating that people are drawn to you as irresistibly as steel is drawn to a magnet!

The Facts Are Free

The fundamental principles of Personal Magnetism have been put into an extra large volume under the title of "Instantaneous Personal Magnetism." It is bound in beautiful dark burgundy, with the title gold embossed. Its scope is as broad as life itself. "Fires of Magnetism." "Sex Influences." "The Magnetic Voice." "Physical Magnetism." "The Magnetic Eye,"



"Oriental Secrets," "Rapid Magnetic Advancement," "The Magnetic Mind," and "Magnetic Healing," are only a few of the subjects covered in this amazing book. A magnificent book that tells you just how to cultivate the magnetic influence of your nature.

You can sway and control others. You

can command success. You can influence people to do the things you want them to do. Through this amazing book you gain the key to a magnetic personality in 5 days—or you don't pay one penny. That is my free offer to you!

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You must see this wonderful volume—examine it—let it influence indelibly your own personality. You send no money with the coupon—you pay no C. O. D. You get the book first. If you aren't stirred and delighted in the 5-day period, return it and it costs you nothing. Otherwise keep it as your own and remit \$3 in full payment. You are the sole judge. You do not pay unless you are absolutely delighted. And then only \$3.

You simply can't delay. Clip and mail the coupon NOW.

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All right—I'll be the judge. You may send me the volume "Instantaneous Personal Magnetism" for 5 days' FREE EXAMINATION in my home. Within the 5 days I will either remit the special low price of only \$3 or return the book without cost or obligation.

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What Others Say!

"Has been worth ten thousand dollars a year."

"I am indebted to Shaftesbury for all that I am in this world."

"All I have I owe to my daily habit of studying Shaftesbury."

"I am glad that I dared to buy the books."

"The Personal Magnetism books have raised me from poverty to my present position."

"There is nothing better."

"I would not part with them for any sum of money."

"One of the greatest books I have ever seen—the greatest in existence."

"Made me a success—financially, socially and morally."

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What Is Sex Magnetism?

What is that magnetic, powerful influence that draws one man to one woman—forever, irresistibly? What is that strange, never-failing spark that awakens love? What is it, in man or woman, that seems to draw and fascinate—the hypnotic power that no one can resist?

You have it. Everyone has it. But do you use it?

A Glimpse

Over the Editor's Shoulder

As He Opens and Answers His Mail

OUR readers continue to write us about their reactions to PSYCHOLOGY. They tell us what articles they like and which are particularly helpful—and also those they do not enjoy. We wish space permitted us to publish all of them. Parts that are personal we do not use, as we never wish to violate the confidence of a reader.

PSYCHOLOGY is to help you. Do you like it? Are there certain articles you do not agree with? We want you to feel that the magazine is yours and we wish you to help us make it helpful to everybody.

TELL US ABOUT IT

W. Sutherland, Jr., of 945 Wethersfield Ave., Hartford, Conn., writes:

It will be a source of genuine satisfaction to me if this letter brings to you an appreciation of the vital part your magazine PSYCHOLOGY has played in my recent life and the lives of those dear to me. We have enjoyed beyond measure the various articles written by Dr. Fox, Dr. Leavitt, Dr. Lindlahr, and last but not least those wonderfully inspiring and clean heart-to-heart talks by yourself. In our periods of depression and in fact whenever we have felt the need of spiritual help (and that is always), we instinctively turn to our PSYCHOLOGY teacher and find help. I am prompted here to say that it is a blessing to have a real magazine of "Universal Love" in this age of bunk periodicals. PSYCHOLOGY is our conception of a great healing and otherwise helpful influence—and we are grateful for the privilege of having it in our home.

Let me close with the thought that if I could do for the poor and helpless what Dr. Fox and you are doing daily I should not ask a greater honor from the great "Universe" and the Master of it.

Mrs. Earl E. Atkins, of Holden, Mo., writes:

DEAR DR. MILLER:

Some time ago I made this resolution: I will never again fail to express my appreciation, when it is possible for me to do so, to any person who has done me a service. So, I write this letter to express to you my deep appreciation of your fine live editorials in PSYCHOLOGY Magazine. You have certainly helped me a lot. Sometimes I have that feeling—"well this was surely written for my special benefit, it is just what I need," and surely thousands of others must have felt the same way.

PSYCHOLOGY is a wonderful magazine and there is a great need for just the

work it is doing. I thank you and wish you and PSYCHOLOGY that full measure of success that your service to humanity so richly merits.

Mr. Louis Dasis, of 839 6th Ave., New York City, writes:

Not long ago it happened that I got hold of the magazine PSYCHOLOGY and I should say that as if by magic it seemed to me that I found something that I had lost. Being a lover of the Truth, many books I have read but the best book is your PSYCHOLOGY. I hasten therefore to congratulate Dr. H. K. Miller on the powerful ability of his articles, having a clear vision of life's problems, that may transform any miserable being, enlighten him, clear his head of the garbage and make him happy.

Such articles dealing with life's problems ought to be in every home. The benefits that one derives from them are tremendous.

Mrs. Carl S. Hall, of Hall Battery Service Co., Bedford, Indiana, writes:

Too much praise can never be given to PSYCHOLOGY Magazine! I will never forget the day that I received my first copy.

I have read your magazine for over a year and have wonderful results. Thru it I have taken up my music which I had dropped for several years. Mrs. Martin, of the Martin Piano School, and I play two-piano numbers together and broadcast from WHAS, Louisville. Some time ago we also gave a recital in her studio and will play again in Louisville. I also hope to study in Chicago, in the near future.

Here in my husband's office I have many occasions to try out psychology. I collect many old bills thru it, even by mail. I have told many of my friends about psychology, and as a result one friend is studying it in college.

If we think the right thoughts, we are bound to have results! I have helped to cure several relatives and friends of illness thru psychology.

I am only telling you all this to show you that I really have put PSYCHOLOGY to use.

Wishing you all the success in the world.

Albert R. Punge, of 1601½ Washington St., Davenport, Iowa, writes:

Having bought at the newsstand the November issue of the PSYCHOLOGY Magazine, which is the first sample of it I read, I found it so interesting that I can say it is the first time I read a magazine wholly. One article after another was so interesting that they all attracted my attention. At last I read *What Can I Do For You?* where the first question by L. L. B. appealed most to me. From what he writes there describing himself, I feel to have complementary qualifications of character, and I guess that if we could become associated, both our wishes would become accomplished.

Jeanette Lawrence, of 918 Mission Way, Sacramento, Cal., writes:

DEAR DR. MILLER:

Your editorial of January a year ago, *The Touch of Midas*, opened for me new vistas of thought and possibilities. Now comes *Can You Go Alone?* I read, re-read, absorb, realize and live.

It came to me not only as a crutch, but literally as a revealing awakening, a sort of ice bath to bring back the consciousness of the within.

Can You Go Alone? has prodded the discouraged, drugged consciousness into activity. I have gained so much from these editorials, but I want more: I want your course and your books.

Gertrude E. Bartlett, of Midland Park, N. J., writes:

DEAR DR. MILLER:

I have the deepest respect for your religion as expressed in the editorial of a recent number of PSYCHOLOGY. It is a broad, inclusive, truth-loving, peace-engendering, noble and kindly religion—a splendid challenge to the bickering, unholy warfare now raging under cover of religion.

One evening recently I was returning from business particularly weary and in need of a nurse, I guess, for I became absent-minded to the extent of going down the wrong tube entrance and taking a train that landed me in Newark instead of Erie; and I was so dazed that I never realized my mistake until it was too late to rectify it at Grove Street.

To make matters really serious I had an engagement to meet a gentleman and go home to dinner with him. His wife was to meet us at the station with an auto. It was my very first invitation to their home. Can you imagine my feelings? Something like a nightmare, isn't it?

A very kind and smiling woman sat directly in front of me in the tube train, for I was hanging from a bar as usual, and she overheard me asking a gentleman, a neighbor at the bar, when this particular train touched earth again, and whether I could hope to get back that night, and if so, how.

Now that the ordeal is over and the hostess has accepted my apologies and forgiven me, I begin to see the funny side of it.

She interrupted the gentleman to say that she was getting off at the next stop, Newark, and would show me how to come back. And she did. She just tucked me under her wing, so to speak, and led me to the exact spot where I dropped the fare in the box.

Two mornings later I met the kind lady in the Hudson Terminal in a rather deserted spot, and I said, "How do you do?" She put her arm around me and asked me if I had any further trouble that night. When I repeated my appreciation of her kindness that evening, what do you think she said?

"Well, I saw you had PSYCHOLOGY in your arm and I said, 'There's another one' (Continued on page 95)

"Don't spoil the party!"

.. someone called when I sat down at the piano

—a moment later they
got the surprise
of their lives!



I WAS just about to enter the room when the sound of my name caught my attention.

"It'll seem like old times to have Dan with us again!" Bill was saying about me.

"Maybe it'll seem too much like old times!" came the laughing rejoinder. "You'd better lock the piano!"

"Nonsense! He won't have the nerve to play after what happened the last time!"

"That was a shabby trick. I almost wish we hadn't pulled it. . . ."

How well I knew what they were talking about! Yes, it was a shabby trick they had played on me. But, looking back, I really couldn't blame them.

Let me tell you about that last party. Jolly, informal—all the guests old friends of mine. I had sat down at the piano and in my usual "chop-stick" fashion started playing some popular numbers.

But before I had played more than two or three pieces I noticed an unusual stillness. I stopped playing, turned around, and saw—the room was empty!

Instead of entertaining the party, as I had fondly imagined, my halting, stumbling performance had been a nuisance.

Burning with shame and indignation I determined to have nothing more to do with the "friends" who had let me make a fool of myself—when suddenly it occurred to me that there was a way in which I could turn the tables.

Carefully avoiding the "crowd's" parties, I had bided my time until I was absolutely certain that I could put my plan over. At last tonight, the moment had come.

Calmly walking into the room I pretended not to notice the guilty expression on Bill's face as he welcomed me. Every one seemed overjoyed to see me again—obviously glad that I had evidently forgiven and forgotten last year's trick.

Suddenly I turned to Bill and said, "Hope you've had the piano tuned, old boy. I feel just in the mood. . . ."

Instantly the friendly atmosphere changed. It was amusing to see the look that spread from face to face. For a moment no one spoke. Then, just as I was sitting down at the piano, some one called:

"For heaven's sake, get away from that piano! Don't spoil the party!"

That was my cue. Instead of replying I struck the first bars of "Sundown." And how! Easily,

smoothly, with all the verve and expression I had always longed for!

Gone was the halting, nerve-racking hesitation that had formerly made my playing a torture to the listeners. No wonder the guests gasped with amazement. Fascinated, scarcely believing their ears, they drew nearer. When I finished they loudly clamored for more. Time and again, when I would have stopped, they eagerly insisted on "Just one more, please!"

How I taught myself to play without a teacher

When they finally allowed me to leave the piano I turned around and said:

"Just a moment, folks! I want to thank you for what you did for me last year!"

The eager, laughing faces turned red with embarrassment. One or two of the boys murmured an apology. Seeing their confusion, I continued:

"I mean it! If you hadn't opened my eyes, I'd still be a dub at playing. I went home mighty angry that night, I'll admit. But it taught me a lesson. And believe me, folks, when I think of the real pleasure I get out of playing now, I'm only sorry you didn't pull that trick sooner!"

Before letting me go home that night Bill cornered me and said, "Listen, Dan, I want an explanation! How did you do it?"

I laughed. "Why, I just took advantage of a new way to learn music, that's all!"

"What do you mean 'new way'? Didn't you take lessons from a teacher?"

"No! I taught myself!"

"What!"

"Absolutely! You've heard of the U. S. School of Music, haven't you?"

"That's a correspondence school, isn't it?"

"Yes. When that trick showed me up last year, I sent for one of their free demonstration lessons. Well, it proved to be so much easier than I had hoped for, that I sent for the complete course. And believe me, I'm mighty glad I did! There wasn't any expensive private teacher to pay—and since the lessons came by mail, I didn't have to set aside valuable hours to study. I practiced only in my spare time, a few minutes a day. And the course is thorough! Why, almost before I knew it, I could play anything—ballads, rhapsodies, waltzes, jazz!"

WHICH INSTRUMENT DO YOU WANT TO PLAY?

Piano	Hawaiian Guitar
Organ	Drums and Traps
Violin	Mandolin
Piccolo	Harmony and Composition
Clarinet	Sight Singing
Flute	Ukulele
Harp	Trombone
Cello	Cornet
Guitar	Saxophone
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	Automatic Finger Control
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You needn't know a thing about music to take this pleasant, rapid course

This story is typical. The amazing success of the men and women who take the U. S. School of Music course is largely due to a newly perfected method that makes reading and playing music as simple as A—B—C.

Even if you don't know one note from another now, you can easily grasp each clear, inspiring lesson of this surprising course. You simply can't go wrong. First, you are told how a thing is done, then a picture shows you how, then you do it yourself and hear it.

Thus you actually teach yourself to become an accomplished musician right in your own home. Without any long hours of tedious practice. Without any dull or uninteresting scales you learn how to play real music from real notes.

Free Book and Demonstration Lesson

Our wonderful illustrated free book and our free demonstration lesson explain all about this remarkable method. They prove just how anyone can learn to play his favorite instrument by note, in almost no time and for just a fraction of what old slow methods cost.

Remember—it is not too late to become a capable musician. If you are in earnest about wanting to play your favorite instrument—if you really want to gain new happiness and increase your popularity—send off this coupon at once. Forget the old-fashioned idea that "talent" means everything. Read the list of instruments to the left, decide which you want to play, and the U. S. School of Music will do the rest. At the average cost of only a few pennies a day! ACT NOW. Clip and mail this coupon today, and the fascinating free book and Demonstration Lesson will be sent to you at once. No obligation. U. S. School of Music, 3852 Brunswick Bldg., New York City.

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3852 Brunswick Bldg., New York City

Please send me your free book, "Music Lessons in Your Own Home" with introduction by Dr. Frank Crane, Demonstration Lesson and particulars of your offer. I am interested in the following course:

Have you above instrument?.....

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City.....State.....

The Psychology of the Snyder Murder

By Holmes Graham

"WHY did you do it?"

One of our modern newspapers has instructed its police court reporters to ask this question of prisoners who confess the commission of crime.

In a surprising number of instances the criminal himself does not know what prompted his actions. He does not know the workings of his own mind:

"Why did you do it?" was asked of Henry Judd Gray, mild-mannered corset salesman, who, with the help of Mrs. Ruth Snyder, murdered her husband. Gray had just described how he had crushed the skull of the sleeping man with an iron sash weight.

"That's what I want to know," Gray cried, with a dazed expression on his face.

The big question in the famous—or infamous—Snyder case, however, does not hang over Henry Judd Gray, but has to do with the motives of Mrs. Snyder, who induced and helped Gray to kill her husband. Gray, it developed at the trial last May, was as putty in the hands of the blonde Ruth Snyder. He appeared to have been a tool—almost the same kind of accessory to the crime as the sash weight.

When he was drinking, he testified, he was absolutely under her control. After he had confessed the crime on the witness stand and had no hope of saving his own life, he swore that this "woman of steel" had told him of her attempts to take the life of her husband months before the murder, once with poison and again by turning on illuminating gas.

"Why did she do it?" was, and still is, the fascinating question, the focus of interest in this, one of the most sordid and one of the most celebrated crimes in modern times. The answer to this question has been eagerly sought by tens of thousands of persons, and is the quest of this article.

"Why did she do it?"

All of us—if we are frank—will admit having been at some time or another in a frame of mind to commit a crime of more or less dire consequence. Perhaps this is the reason we are eager to spot the cause, the precise reason why criminals do commit crimes and earn prison bars. We reason that if we can find the type of thinking that

causes such actions we may be able to avoid the mental path that leads to such terrible disaster.

This makes the psychology of crime one of the most fascinating studies known to man.

Here were two persons, outwardly situated like millions of married folk who are neither wealthy nor poor, who own their own home, who are in comfortable circumstances financially, and who are, apparently, in no wise out of the ordinary middle class people. Yet, these two, by their own confessions, committed murder of the vilest type.

Albert and Ruth Snyder and their little daughter, Lorraine, lived quietly in their Queens Village home. Neighbors thought they were happy. They were not quarrelsome, they were not blood thirsty, they were not banditti. They were simply very nearly of that broad stratum of society referred to as "average Americans." Of course, there is no such person as an "average American." But these members of the Snyder and Gray families had so much in common with most citizens of the United States that the story of the famous "sash weight and picture wire" murder sent a tremor of apprehension along the spines of thousands of "best citizens."

Why did millions hang on every word of evidence that came out at the trial at Long Island City last spring? Why is it called the "trial of the century"?

What is the remarkable fact about the Snyder murder? If these people were not banditti, not cutthroats, why did the wife and mother become an accomplice and instigator in the murder of the father of her child?

It is safe to say that such a murder could result only from hate. Granting this, the big question for psychologists is not, "Why did she kill Snyder?" but, rather, "Why was she consumed with hatred against him?" The cause of the intense hatred for the father of her child is the heart of the psychology of the crime.

Let us first review the facts in the case as brought out in the confessions of the two who were sentenced to death for their crime.

This was a so-called "triangle" case, but was no ordinary one. Gray and Mrs. Snyder were both of middle age, both were married. Each had a child

by lawful marriage, and neither had important complaint to make against his partner.

Gray had nothing to gain in Snyder's death, for during more than a year he had never even seen the face of his victim. His part in the crime as an instrument seems transparent. The way in which he confessed everything in blackest detail led the jury and the public to believe that he did not lie when he followed the example of Adam and welched, "The woman bade me, and I did sin."

Having eliminated Gray as a primary cause, what then of the woman? It would be well to discard some other erroneous theories advanced as possible causes of the crime first, and then seek the cause of the berserk rage that drove Ruth Snyder to see that her husband was, not merely betrayed, not deserted—as might easily have been the case—but to personally see to it that he was killed.

Gray did not pursue her. She pursued him. This was also proved at the trial. She lent Gray several hundred dollars, seemingly in order to gain an added control over him. There were no money quarrels with her husband. Collecting her murdered husband's life insurance, however, would have assured her of no financial worries in the future after his death, but there is little to indicate it as the main motive of the crime. Either Mrs. Snyder or Gray could command money.

Had it been lust for Gray, as some theorists state, she might have easily escaped with Gray illegally, or she might have divorced her husband. As it was, there was no proved record of quarreling on the part of Snyder even when his wife spent nights away from home in Gray's company. The trial proved conclusively that she was neither a coward nor a fool in the usual sense. She knew she might easily desert her husband for Gray.

None of these theories explain why she—according to Gray's testimony—planned for months to murder Albert Snyder, and actually gave him poison tablets and tried to asphyxiate him in their home.

None of these theories will hold water. They do not explain the insensate hate behind the deed.

To analyze this hate: we find it no

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sudden flare-up from a hot temper. It was no flash from a momentarily intoxicated brain. It was like a steady, determined, white-hot fire that was suppressed for months and finally flamed into monomaniacal rage, a rage that would move heaven and hell and damn little children in their cradles—just so the life that was the object of its hatred could be extinguished.

We are confronted here with the most desperate hate that humankind can feel. Only one fact gives a clue to the fountain that spewed these poisonous ideas of murder into the brain of Ruth Snyder until she was as one possessed with a devil.

Ruth Snyder testified that she had known her husband only a few weeks before their marriage, and had been in his company only a few times before their engagement. Shortly after their marriage, she said, *they found their tastes differed in most matters.*

If she were to be asked the cause of her hate for her husband—who, strangely enough, she perhaps loved at the same time—in all probability her answer would be that of Judd Gray, "That's what I want to know." For this woman, it must be remembered, showed no inclination to leave her husband. Seemingly, she loved her home and her child.

Love and hate have been known to dwell in the same breast, and the combination is said to create an unusually torturing hell.

It became patent during the trial that she did not love Gray, but was willing and glad to use him as a tool for doing away with her husband. What was the secret of this hate for Snyder, then?

Her hatred, it should be borne in mind, was not like the sudden rush of waters that quickly chokes the gullies after a cloudburst—quickly come and quickly gone. Rather it was like the irrepressible rising tide of a Mississippi flood that breaks all restraint, surging higher and higher after rising sullenly for weeks, until no human power can block the havoc that is wreaked as the dams and dikes burst.

Note that this latter type of flood is not fed by one downrush from the clouds, but is the accumulation of thousands of small, trickling streams and rivulets, each surcharged, and each adding pressure to the main channel very much as a myriad of nerve fibres pour sensations into the spinal column and brain.

Now let us try to imagine two persons of utterly different tastes suddenly brought together by marriage for life.

The girl, with ideas of living spelled in terms of gratification of the five senses, a beautiful, animated, eager, healthy young animal. Life to her represents action, seeing, dancing, tasting.

She likes parties, gaiety, laughter, eating, drinking and associations with many persons who have similar tastes. Her very nature one of outward expression, she is an almost perfect type of the "extrovert."

The man, an introvert. He loves to think; he despises non-productive action. He is an artistic man, loves philosophy and his books on history, religion, the arts and sciences. He is a born scholar. Frivolity is anathema to him. He despises garishness. He loves the simple plants in his garden, the simple laughter of his child, his boat, the quiet seashore, the solitude of the woods. In short, his tastes are the antithesis of hers.

For their honeymoon he wants to go to Bermuda, where it is quiet. He wants to read, to sketch, to think, to admire nature. She wants to go to Cuba, wants to dance, to explore exotic places, to gad about and have a showy, sporty time. They compromise. She

TO look fearlessly upon life; to accept the laws of nature, not with meek resignation but as her sons who dare to search and question; to have peace and confidence within our souls—these are the beliefs that make for happiness.

—MAETERLINCK.

goes to Bermuda with him for a week, then he reluctantly goes with her to Cuba. During both weeks both of them are kept miserable by little differences in tastes.

Our imaginary woman must also be of the domineering type. She loves to control, to lead. It is the breath of life to her. In the case of Mrs. Snyder, "dominance" expresses the sum total of her relation to Judd Gray's life.

In our fable, the husband is his wife's superior, mentally. The wife realizes it, and the fact distresses her. She rebels at it, but refuses to admit it even to herself. She nags. In every encounter he comes off victor. His method is passive non-resistance, the method of Christ and of Ghandi, the method that no small spirit can ever stand, nor can ever overcome. Nothing but death can overcome it.

She nags. He not only defeats her in every tiff, but baffles her with his method. Gradually the daily sting of hopeless mental and spiritual defeat is driving her mad.

Being proud, she will not admit this defeat either to her husband or to herself. Hence the war in her soul.

Imagine a conversation:

"Let's invite the Buzzbuzz Club here for cards tomorrow."

"I'd rather invite a cage of baboons."

"Did you bring home the scandal feature paper?"

"No, I brought the *Times*."

"I went in the Jones' store today to buy some ribbons. I think they have horrid clerks there. And they so seldom have anything you want. Now the Browns' store is a little higher priced—"

"All right," says husband, without looking up. "It is of no importance. Go to the better store for your things, of course."

And so it goes. Always at odds, wife always mentally snubbed, however kindly. She always resents it, and is always unable to score a point. The husband's non-resistance defense is always letter perfect.

But the wife is of the domineering type. Aye, there's the rub. Here is a well-nigh perfect formula for tragedy.

The gathering clouds are temporarily stayed by the arrival of a baby, which draws the two together by drawing them to itself. After a time, however, the breach widens, and gradually, imperceptibly yawns into an abyss. Added to personal likes and dislikes there now comes the tug over the training of the child. The philosophic husband is determined the baby shall not be educated in what he regards sophistry and illusion. As for themselves, he argues, she may go her way, he will go his. But as for the child, he proves to her in a hundred ways that it is he who should direct its education.

Thus, this dominant woman is not able to dominate the only persons in the world she cares a fig for dominating—her husband, whom she secretly admires and loves, but whose superiority she hates, and her child. She seeks respite in adventures and clandestine affairs.

Perhaps things go to the point where the husband, aware of her infidelity, still employs the defense of passive non-resistance. Perhaps he says, "When I married you, I did not imprison you. You are mistress of your own fate. As for our child—that is different. She must never know."

Would not such an impasse for a proud—but not highly cultured woman—be the last straw?

It is extremely probable—almost certain—that the real cause of the Snyder murder was continually repeated mental and spiritual irritations suffered by the less cultivated mind and spirit of the wife. There is every indication that most of these humiliations and defeats were in small matters, comparable to pin-pricks. But their cumulative effect was tremendous and disastrous. Like the marching of the feet of soldiers on a bridge, they were powerful enough to wreck the structure. And two homes fell in ruins.

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The Delamater Interview

(Continued from page 41)

had cherished ambitions which he was striving to realize, what would be my duty if and when I deemed the time ripe to make my proofs known?"

WHO IS THE MAN?

As he gazed intently at this paraphrase of Delamater's interview, Mark Weston's strong, expressive face grew thoughtful. When a newspaper desires to lay stress upon a significant fact, he mused, that fact is presented in bold face type. He read the statement a third time, finishing it with compressed lips and staring with narrowed eyes into the darkening corners of the lounge. He searched his memory. He had heard of Delamater as a man of wide repute as a crime detector. He thoughtfully beat a tattoo on his knee with nervous fingers, and drew steadily at his cigar oblivious of the fact that it had gone cold.

"I don't believe he ever said such a thing," he told himself with an uncertain toss of his head.

But once more he took up the paper and read with concentrated attention the Delamater interview. He was sitting with drawn brows, meditating over the vague paragraph when Police Commissioner Wallace entered. Mark Weston stirred involuntarily as the commissioner advanced directly toward him, and then drew back, waiting.

"Good afternoon, Mr. Weston," said the commissioner. "Fine day."

Wallace sank back into a chair in a relaxed attitude. Weston had an uncomfortable feeling, however, that he was being closely scrutinized behind the official's friendly smile.

"Thru with the *Star*?" asked the commissioner after a pause.

Starting from his reverie, Weston swept the puzzling headline once more with lowered eyes, as he slowly handed the paper to the police official and with an effort directed his gaze into the street. His attention was drawn back to the commissioner by the latter's burst of laughter.

"Ha! Ha! Delamater's at his clever tricks again."

Weston waited.

"See this?"

"What?"

"Says he knows who's responsible for the Mallory girl's death."

Weston moistened his lips.

"I pay no attention to what that sheet says."

"As a general thing I can't blame you," the commissioner rejoined. "But I happen to know that Delamater has been busy on this case."

Weston's eyes narrowed, he framed

his lips to speak, hesitated, and then in level tones he asked:

"Do you know the man he refers to?"

"Not yet. The fact is, he never reports to me until he is ready to act, and I'm satisfied to have it that way. That man's skill in ferreting things out is uncanny." He bent forward and laid his hand on Weston's knee. "But, Mr. Weston, you can bet that if he says he knows, he does, and I feel sorry for the man, for Delamater is relentless when he is sure of his ground."

Weston shifted his knee beneath the weight of the commissioner's hand.

"It's very interesting," he said.

"And Mr. Delamater has gone to Europe. Do you—ah—suppose his man is there?"

"My friend," answered Wallace earnestly, "it doesn't matter where he is. When Delamater thinks the time

GIVE me the money that has been spent in war, and I will clothe every man, woman and child in an attire of which kings and queens would be proud. I will build a schoolhouse in every valley over the whole earth. I will crown every hillside with a place of worship consecrated to the gospel of peace.

—CHARLES SUMNER.

is ripe to strike, he'll get him if he wants him. They have a habit of walking right into his traps."

"Well, I bid you good evening, Mr. Commissioner," said Weston, after another pause, and with his customary dignity he strolled from the room. A close observer, however, would have noted that something had come into the life of Mark Weston, suddenly, that was occasioning him grave concern. As he was about to leave the club he saw a policeman standing on the pavement just outside the door, and he halted abruptly. But after an instant's thought, he braced his shoulders and strolled forth. Glancing hastily about, he bought a copy of the *Star* and quickly thrust it into his pocket.

Arriving at his home he went direct to the library. He closed the door and drew from his pocket the copy of the *Star*. Listening intently for the approach of his wife or daughter he balanced himself against a table and scanned once more the Delamater

interview. Then he lifted the corner of a divan cushion and with a furtive gesture hid the paper away and sank into a chair.

"How could he know?" he murmured.

He directed his thoughts into the past. Proofs? There had been letters—but a very few. What did they contain? . . . He must look up what the newspapers had printed at the time. That period had been trying enough—the anxiety—the waiting. What, if now—when he had thought the chapter closed!

"I didn't know!" he muttered.

His wife entered the library, and her smile of greeting was checked by an expression of alarm.

"Mark, dear! What has happened?"

He winced at the knowledge that his agitation was noticeable.

"Nothing, nothing," he stammered. "Only a severe headache."

"But you are ill," she insisted. "Let me do something for you."

Battling with his nerves, he answered: "No, just excuse me from dinner to-night. I shall go to bed shortly. It will pass off."

He retired to a restless bed. From the brief paragraph upon which his eye had fallen a horde of sinister fancies had sprung, boring like acid into the pride which was the well-spring of his life. He sought to get a fresh grip upon himself. The unreality of the fear that had suddenly possessed him appealed to his reasoning powers. Stretched at full length, he grappled with it.

"Here is a tissue of imaginings by a boastful policeman," he reasoned, "who has spun his fancies to make a newspaper sensation. There is absolutely nothing to connect me with any of it—is there?"

A voice within him, all about him in the darkness, answered:

"You know the facts."

"But I committed no crime."

"Not before the law, perhaps. But in the court of public opinion where you wish to be judged! This man knows, you know he knows."

"Far-fetched," Mark Weston's logic retorted. "Granting that things are as you say: what harm can he do to me?"

"Read the interview."

Weston sat bolt upright in bed, cold perspiration standing out on his forehead. No need to read that interview again. In the darkness it stood out in letters of red, his eyes open or shut.

"Cherished ambitions—striving to realize—my duty if I deemed the time ripe—"

Logic fled before the voice of conscience.

"How am I to know?"

"That is the point," whispered the voice. "You won't know until—"

"In God's name, when?"

"When you have done something, or have failed to do something; when you have taken some step to satisfy your ambitions which this man sitting in judgment over you feels, according to his whim, is sufficient to justify your denunciation," replied the voice relentlessly.

He hastily switched on the lights in a feeble effort to bring back a sense of reality to his surroundings. The effort was vain. He arose from a few hours of troubled sleep oppressed by a sense of being no longer master of himself. He who twenty-four hours ago had the world at his feet looked out now on a universe in which pitfalls lay in whatever direction he might turn. He crept from his bed in the manner of an infant venturing upon its first timid footsteps.

"What must I do to stay the blow of this Thing?" was the thought that took shape in his bewildered brain. He gasped as he beheld his drawn features in the mirror. He prepared to shave, but tossed aside his razor with a shudder when he caught himself reflectively feeling the keen edge of the blade.

Ordinarily, Mark Weston was a man of resource and decision. A developing sense of cunning now prompted him to move warily. He left his home surreptitiously, avoiding a meeting with his family, and went to the Loyal Club. Two younger members were talking in the lounge. Their words came to him as tho echoing down a long corridor.

"My wife showed it to me in the *Star* last night."

"All the papers have it this morning. Delamater is a wizard."

"Do you suppose he really knows?"

"He never falls down. I'd hate to be the man in the case."

"Think of his nerve—dropping the hint and sailing away."

"That's his game. I'll be interested to see what comes of it."

They passed out. Weston's face turned gray. With bowed head he hurried from the club. He bought all the morning newspapers and attacked them furiously as he rode down town. Every paper in the city carried the Delamater interview on its front page in varying phraseology, prominently displayed. He breathed a sigh of relief as he tossed each paper aside. No names mentioned, thank God! But what to do? Doubt, indecision, gripped him. The impulse—the power to act, passed from him. Arriving at his office, he locked himself in his room. From the safe he drew a packet of letters. His eyes grew misty as he read them, coming at length to

"Were You Born a Money-Maker?"



Neither was I,
but I have
learned the
secret of
making money
—and here
it is...



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"I'm going to let you in on a little secret, Tom. It cost me ten years to discover it, but if you can use it—and you can—you're welcome to it."

"When I was your age, I was always wondering why the boss never seemed to take much interest in me—why, for instance, when he needed a new department head he would always pick the other fellow. Oh, I got a little 'raise' now and then—maybe an extra five a week, every year or two—but the jobs that paid real money always went to someone else."

"Then two things happened—"

"First, Bob Harris was promoted to Chief Accountant—salary \$6,500. I knew Bob didn't have any more natural ability than I had—yet the fact remained that he got the place. And I had to admit that he was better able to swing it!"

"On top of that, Bert Winslow, who hadn't been with our organization half so long as I, was stepped up to General Sales Manager—salary \$8,000."

"Well, I took myself aside, and for the first time in my life I looked the situation squarely in the face. That night I clipped and mailed a LaSalle coupon."

"First thing I knew, a vacancy occurred—not the big job yet, but a job much bigger than the one I had been filling. I landed it—made good—then got a better job—and a better one yet—"

"I told you I was going to let you in on a little secret. Well—the secret is this: Always try to give a little more than you are paid for! And in order to give more, first get more to give!"

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now

a brief note, dated the day before her body had been found. It had been delivered in the mail the following morning. It contained neither salutation nor signature, but was written in a clear, firm hand:

How could you be so base when I trusted you and loved you so dearly? It is more than I can bear. God forgive you as I do.—Farewell.

His head fell forward and a sob escaped his lips.

"Not murder, thank God! But how with the world? She forgave!"

Would the world forgive?

He glanced again at the note. A lock of brown hair protruded from the envelop. He pressed it to his lips.

"She was incomparably lovely," he murmured. "Only a woman of her beauty, charm and mind could have led me from the path the world demands we follow. What has the world to do with great loves? I loved this woman."

Mark Weston's vanity was sorely wounded. He indulged himself the solacing reflection that she would not have countenanced this monstrous treatment with which he was menaced because of her. A tear stole down his cheek. His career—his whole brilliant future was imperiled. A wave of self pity swept over him. That such a thing could be possible. For a single indiscretion, which was pardonable because the temptation had been great, his world was to be toppled down about his head. He angrily bent forward to return the letters to the safe. Then taking second thought, with a quick glance about, he tore them into small bits.

"It is intolerable!" he cried. "I will not submit."

He would fight, he determined. He strode from his office with head high

and shoulders thrown back. But on entering the elevator he saw over the shoulder of a man in front of him an evening newspaper. On the first page was a fresh line from Delamater. Reached by wireless, he had replied:

"Nothing to add to my statement. HE KNOWS."

Weston's face burned and his shoulders drooped again. At the door he gazed cautiously about before summoning his chauffeur. Entering his car he drew down all the blinds to keep out prying eyes. Fight? Like Marius, keeping vigil over the dying Flavian, "he had a recurring sense of some obscure danger beyond the mere danger of death; vaguer than that and by so much the more terrible, like the menace of some shadowy adversary with whose mode of attack he was unacquainted."

(Concluded in March)

How to Replant Your Mental Garden

(Continued from page 34)

balance and unified co-ordination. And while the motivating power at any given moment of our waking hours is the Will, we shall see later that there is also a more subtle factor back of the Will, that presides over its processes waking or sleeping. In the control of the body, however, there are two great nerve systems — the cerebro-spinal with its activating center in the outer brain, and, closely corresponding with this, the sympathetic-vegetative, or involuntary, governing all the vital functions of the body. These systems are made up of main cables, trunk lines and widely ramifying intercommunicating nerve fibers that distribute to every part of the body. Not a muscle expands, contracts, or undergoes the slightest change save as the operation is ordered and carried into execution by one or more of these intricate and in most cases microscopic nerve members.

As has been stated, the cerebro-spinal system centers in the brain and yet not in the bulky matter of the body of the brain, but in the thin, gray cortex, or surface of the brain proper. In this thin coating of filmy gray substance are carried on all the involved processes of cerebration, or thinking.

From these centers the two main cables pass downward thru the medulla-oblongata, and crossing at the occipital foramen, or opening at the lower back base of the cranium, they pass into the bony covering of the backbone with branch lines emerging between each vertebra and the next and distribute from here to the various parts of the body.

It will be noted from this that the

nerves that rise from and control the movements and responses of the right side of the body originate in the left brain while conversely those that govern the processes of the left side of the body originate in the right brain.

Any sensation, therefore, that originates either externally or internally on either side of the brain and requires a mental response, registers in the opposite side of the brain.

This system is the reasoning, the logical, directive nervous system of the body, and by and thru it we direct our movements and become conscious of the various stimuli that come to us by way of the five physical senses. It is governed and directed by the Will. In its operation it is analogous to the electrical current in that it cannot operate without forming a circuit. That is, it is so arranged that for every incoming stimulus or sensation of an afferent nerve, as these inward-bound nerves are designated, there must be an outward-carrying or efferent nerve channel.

Whether sensations arise inside or outside of the body before there can be a directive response, the circuit must be made complete by a return message from the brain to the stimulated nerve end. This cannot take place until time sufficient for cerebration or thought assimilation has taken place in the directing brain center and while in most cases this process appears to be instantaneous, it has been proved conclusively that an appreciable period of time elapses between the registration of any stimulus in the brain and the corresponding reaction in the part affected.

To exercise intelligence and purposeful control, therefore, requires time. "Quick as thought" is not nearly so quick as the velocity of light, for instance. Light travels approximately 188,000 miles per second, whereas a nerve stimulus registering in the brain, assimilating and returning to its original source, travels only a few feet in the same length of time. Quick thinking and quick reacting, then, can be cultivated and developed by each individual. And it is the rate of this mental-nervous-response that distinguishes temperament—quick, medium, or slow. The person of quick temperament thinks and acts quickly, the phlegmatic or easy-going type is slow-going mentally and in physical response; and between these two extremes are all shades of temperament.

Every thought stimulus or similar excitation registers in a different brain center or associated center, and the more these nerve centers and associated brain areas are developed the quicker and more nearly automatic do their responses become, until finally they carry out the complete process—sensation, thought assimilation, response — with practical automatism. The response becomes "habitual." When this stage is reached there is no longer need for the concentrated direction of the mind, and the Will is left free to take up new processes of development.

We go on and on from one accomplishment to another in proportion as we develop our brains, until we become as many-sided and as proficient as we have the imagination to conceive, the desire to attain, the will to determine.

What Can We Do for You?

(Continued from page 58)

QUESTION:—Mrs. P. M. writes:—

If you could give me the advice I am seeking I would be a very happy woman. For the last eight months I have been suffering from a terrible affliction. I cannot look at people—I hold their gaze a few seconds and then I must look away, or their speech will become affected. They cannot seem to concentrate on the subject they are talking about. I feel as tho my pupils gradually dilate and that I must look away or they will. This has come upon me slowly, first only men, but of late also women; even my own father and husband at times. I get very despondent over this. I fear insanity. I am so conscious of it I shun people, and after they notice this they shun me. I used to be very popular and was loved by everyone, but my friends have all gradually disappeared. Many times just before I am to meet someone I keep repeating to myself, "It is gone, I can be my old self," but invariably it shows up. I read your magazine every month. Could you suggest anything? I don't know how to go about it to cure myself.

ANSWER:—

Frequently people become too conscious of some certain act or thought, and thru it they soon develop a fear which changes the course of their lives completely. When one is conscious of a certain thing she does become unnatural, and it is this unnaturalness that is noticed by others. I don't believe people notice your eyes at all, but they notice that you are disturbed, and thru this disturbance you are self-conscious and confused. And it is this that they try to avoid. A self-conscious person is rather trying to talk to, for it often makes the other person somewhat self-conscious too, and he or she finds it rather difficult to

know what to say. Thus, people get so they try to avoid you. A self-conscious person thru her confusion has little to give, therefore they are not sought, for people like friends who are able to furnish interesting topics of conversation.

Could you forget yourself you would find the same powers present within you that once made you lots of friends. You see you now dwell on this fear you have in connection with your eyes, instead of on pleasant topics you can talk to them about, and this changes everything in their eyes. Self-conscious people also exaggerate considerably. They can often see things which really do not exist. A self-conscious person who goes on the dance floor for the first few times thinks that everyone in the hall is looking at her, when in reality few notice her.

Now if you can just reach a state where you are not afraid of this thought in connection with your eyes, you will soon throw it off. It is the fear which may make your eyes look a little unnatural, and nothing else. You have seen people with a picture of fear on their faces. This expression may be present in your case. But it is the fear that makes it, and nothing else. Instead of trying to prime yourself for these interviews, just try to forget the whole thing. Suggestions just before doing a thing sometimes impress the fear on your mind the more. The thing you must strive to do is to ignore. Believe that there is nothing real to fear and just assume as indifferent an attitude toward it as possible.

You will not go insane I assure you. Self-consciousness has nothing to do with insanity. Just DON'T be afraid.

The Need for Love

(Continued from page 49)

she wants to keep the child at home for either companionship or for financial reasons. And thru it thousands of lives have been ruined. It is a common practice for a mother or father to strive to live the life of the son or daughter in order to selfishly satisfy some repression that has existed because they were not able to do similar things when they were young. Fathers and mothers absorb the lives of their children in this way and rob them of their birthright—the power to decide for themselves, confidence, personality, individuality and positiveness.

I find another large class of people whose love-life is stifled and repressed thru a form of self-consciousness. This

is found among those who come to this country and are unable to speak and write the English language well. I have a letter on my desk at this moment from a highly educated woman of thirty-seven who says she is living a loveless, very lonely life and has reached a point where she has come to the conclusion that life is not worth living. She makes excuses for the poor English she uses in her letter, but were I able to write as nice a one in some foreign language I should feel very proud of it. Thru self-consciousness she has shut herself away from the world and brooded. She hates her work, for she has nothing of a recreational nature to offset it, and just



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wishes that each day might be the last.

The opinion I have formed from reading her letter is that she would have no difficulty in making hosts of acquaintances and friends if she but gave herself a fair chance, and would I am sure marry and have this love-nature of hers entirely satisfied. Life would then take on an entirely different viewpoint and she would really want to live.

I have a young man here just now from Texas who during the first few interviews actually broke down and cried. He longs for affection, but feels that he is different from other young men and can never expect to go with girls and later marry. It is all due to an inferiority complex and nothing else. He is really a fine type of young man, moral, good looking and industrious; just the type that most refined young girls could love. But as long as he holds this picture that he could not be wanted, that he is different from others, and that these things are not for him, of course he will not give himself a chance to prove that he is wrong. But I shall convince him in time and help him change his habits of thought.

As to married life itself, domestic complexes are almost as numerous as the stars in the heavens. No two cases are just alike, and thousands have written to me or come to my office, for help.

Some months ago a man and his wife came to me and tried to state their troubles, but as they both insisted on being in my office at the same time I did not get much further than to witness a big "scrap" between them. Each denied the other's accusation. But it was easy to see that the woman dominated. She was satisfied with herself, felt that she was right in all things and that she was abused because her husband would not at all times yield to her will. He was quite meek, of the "yes, my dear" type. She is the kind that claims she loves but has a strange way of showing it. He longed for sympathy and affection, and I am sure had earnestly tried to draw these from his wife.

After some argument she agreed to let him take up some correspondence work with me, for of course he was the one who needed it (and he was) and she was the injured one. He had to get her consent to take up the work, tho it was his money that was to pay for it, and his efforts that had made the money. The work went along for some two months and then the husband appeared at my office without his better half.

He reported physical gains but stated that he was living a life of hell and wished there was some way out of it. He gave me his complete con-

fidence and told me the following: "If I happen to glance in the direction of a woman I am flirting with her or have something up my sleeve. If I receive a letter from my brother, there is some plot attached to it. If I visit my mother, she is trying to influence me to do something under cover. If I come home a few minutes late, I have been indulging in something I hadn't any business to. And this occurs morning, noon and night. At times I resist, but she is determined and would hold out for weeks before she would give in. And to avoid trouble I take the worst of it."

I wish I could go into detail in connection with this, for it made you laugh as well as boil with anger. And this has been the atmosphere in which their children also have been brought up.

She says she loves them all, but we know what the Bible says about love without deeds. You couldn't make that woman believe she was wrong, I am sure. Such a situation is a difficult

THE ideal life is in our blood and never will be still. Sad will be the day for any man when he becomes contented with the thoughts he is thinking and the deeds he is doing—where there is not forever beating at the doors of his soul some great desire to do something larger, which he knows that he was meant and made to do.—PHILLIPS BROOKS.

one to handle. I have suggested the usual things, but he has found they do not work. So when he was here I said to him, "What I shall say I am not telling you to do, for I have no right to suggest such drastic measures, but I will tell you what I would do under similar circumstances."

If I were treated in such a manner and had exhausted all reasonable practices in trying to change things I would pack up my things and leave for a few months and see if by the end of that time she was ready to listen to reason. And if she were not, I would refuse to live with her.

Such an environment is sure to wreck a sensitive organism in time, and I would not patiently stay and be wrecked. You might as well stand on a railroad track and defy the oncoming train to hit you.

I believe in using every effort to try and adjust such situations in a pleasant manner, but where this is impossible it is at times necessary to resort to things that we all dislike to

do. It is impossible to have love and harmony and live in such an atmosphere as exists in the home of this couple. Marriage must be a give-and-take proposition, a partnership. And when either mate tries to rule the life of the other it is sure in time to mean war if there is a spark of manhood or womanhood in the one who is being dominated.

This reminds me of a story I heard sometime ago. A man said that when he was married he and his wife agreed that he was to pass on all major questions, and she would be permitted to pass on the minor ones. But he said, "Do you know, I have been married for twelve years and there hasn't been a major question come up as yet, according to my wife's interpretation."

A few years ago a woman came to me and told me that her husband had threatened to leave her unless she changed her ways. She came to me, she said, because she had been sent and not because she believed I could be of material assistance. Her story was as follows: "I have inherited a strong emotion which expresses itself in the form of anger. My father was just like me. I realize my fault and would like to correct it, but you will agree, doctor, that this is my nature, an inheritance, and that correction is therefore impossible. I fly into a rage and say and do many things that I am later sorry for. My husband has told me that the next time it happens he will pack his things and leave home. There are children to consider, doctor, and I just can't think of his leaving. What am I to do?"

I told her that if she would honestly try to cooperate with me she could overcome this fault. She told me it was hard to believe, but that she would try. She did try—and she saved her home and kept her family together.

A woman writes: "I am going thru a hell on earth. I have a husband I love dearly, but he is constantly telling me of women he goes out with, and I have been told by friends of two instances where he has undoubtedly been untrue to me. And when faced with the charge he has not denied it. He gambles and keeps myself and children almost on the point of starvation, and often returns home drunk. And yet I love this man, and so I am the most miserable creature you can imagine. What in the world can I do?"

There is a type of man who takes it for granted that no matter what they may do their wives will be faithful and ready to receive them with open arms any time they may return to their homes. Such a man is hopeless as far as family life is concerned, for their moral standards are low and they assume they have a perfect right to do just as they please. A woman with any sort of pride or spirit would

not live long under the same roof with such a beast. Were I such a woman I would rather get out and scrub floors than to live under such conditions. The woman who clings to such a man and puts in hours in bitter tears is taking the wrong course. There is little chance of his changing. But she can take herself away from such an environment and build a new life for herself.

There are many people mismated, existing under a state called incompatibility, who perhaps will wish to continue living in this way rather than break up the home. But instead of grieving over the inharmony and becoming more and more depressed the thing to do is to have lots of friends and outside interests which will offset the depressing home atmosphere. We can stand trouble without going down under it if we have some form of recreation and pleasure to look forward to from day to day. It is the same grind, without interruption, which brings a form of monotony that is paralyzing and extremely depressing.

THE NEED FOR ADJUSTMENT

SIMPLE things causing friction and inharmony could be adjusted. I think many people are too critical, constantly looking for the flaws and faults in their mates and other people as well. They call attention to the weaknesses in an unkind way, instead of tactfully trying to help the other correct the little things that annoy. People forget that marriage is a give-and-take proposition and that we all have weaknesses and all make mistakes. Try to show more love, be kind, be thoughtful, and you will find many such troubles vanishing.

A man is apt to forget that a woman thrives on praise and wishes to be told times without number how nice she is, how much she is loved, that there is no one who can take her place. A wife likes to be surprised by having her husband come home and say—"I have tickets for the theater to-night," or "Put on your things and let's go to the movie." Too often the woman must take the initiative in such things and ask her husband to go here or there. I know at times you have suggested things, and she has replied—"Oh, I don't care to go there," and you have made up your mind that you will let her do the selecting and suggesting hereafter. But you can do both. Sometimes she will say—"I would like to do so and so." Don't say anything at that time, but if it is a show she wishes to see, surprise her with tickets, or if it is to go to someone's house, come home and say: "Let's go over to So-and-So's house tonight." Men often have to be dragged out, and women soon tire of this. Surprise her with some flowers, or a box of candy once in a while. She

will appreciate it more than you imagine.

Many wives are at fault, too, for they become nervous with their housework and the care of children and give vent to anger and criticism too freely. And they may become quite positive and dominating at times also. But if you will study the situation you will find a way to make a joke of it and avoid friction.

Let me tell you something about a husband who recently spoke to me about his troubles.

This man has recently had a stroke for which he believes his wife responsible. He states that practically all the time at home he is in a wrought-up, emotional state; constantly resisting arguments and objections to every little thing he may wish to do. To give in constantly would mean losing his personality and would also require the exercise of a great degree of control. And to hold on to his personality means small battles all of the time. As an example, he may say: "I think I will go out and get an evening paper." His wife will come back with the remark: "Oh, why do that, you don't need it. I wouldn't go if I were you." He wants the evening paper and he goes for it. But to do this he has used considerable strength in the form of unnecessary control, resistance and emotion. And this undoubtedly does in time have a very marked effect on his physical organism. This man is of a nervous temperament and has found that a few minutes' relaxation following his evening meal avoids a form of nervous indigestion. He has tried for months to go to his room for a few minutes following the meal and has explained times without number to his wife how necessary it is to him for the purpose of properly digesting his food. But he has not succeeded in doing this once. She always follows him and starts some argument which ends in his feeling badly. On the night he had the stroke he started for his room and said: "Please leave me entirely alone for just a few minutes." He had taken but one step upstairs when he saw his wife following him. He said that something of an unusually emotional character seemed to hit him when he realized that she was coming, and he fell to the floor in a stroke.

I am sure this wife loves her husband and cannot understand how he could possibly wish to be alone even for a few minutes. She does not realize her faults, and believes, I am sure, he is merely cranky. Such a woman is hard to deal with.

REAR-SEAT DRIVERS

AMAN told how his wife was constantly driving the car from the rear seat. A very common practice among women, I have found. She

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would say: "Now be careful; we are coming to a very dangerous corner." He listened to it for months and then decided on a certain move which proved a good one. When he approached such a spot he would slow down long before he came to it and go at an unusually careful, slow speed. This he continued to do until one day she remarked: "Why go so slow?" and he replied, "This is a very dangerous corner and we must be extremely careful." This was repeated until one day in exasperation she shouted, "For pity's sake go faster!" From then on he could go as fast as he desired and there was no more comment.

Another good way to stop the wife from driving from the rear seat is to make her learn how to drive, and after she is doing a little of it to repeat in a joking way some of the things she has made a practice of telling you. Laugh while you do so and soon the whole thing will be a joke.

Sex inharmony is often responsible for the troubles of married life. And frequently lack of understanding is back of it all. Things are said which hurt, and gradually the feeling of love and confidence is weakened. Selfishness and thoughtlessness are big factors in this form of inharmony. Hundreds of women have written me that they detest this side of life, that it is almost revolting to them. There has been a reason for this. Selfishness, lack of consideration or the right feeling of love and tenderness, are very frequently responsible. This is a very sacred thing to a good woman and is not to be made light of or taken in the spirit of "it is rightfully mine, whether you like it or not."

Many times this holy union is spoiled while on the honeymoon thru a selfish, uncontrolled emotion, and too much feeling of possession. Men forget that most women are of a finer, more delicate nature than a man. They must be treated in a tender, gentle, considerate manner. Women like certain forms of positiveness and strength in a man, but when it comes to the love side of life the "cave-man" attitude does not usually win out.

In the case of the very young, it is up to the parents to carefully study the natures of their children and use a form of training which will fit the individual needs. You will find certain weaknesses expressed in your children and you should direct their lives in ways which will tend toward developing added strength. Bear in mind that development comes only thru *use*. Don't think—"Oh, she will outgrow that." Don't take such chances. She may if she comes in contact with associates of a certain type, but more often they do not grow out of it. Let love, sympathy and understanding guide you in training your

children. Make real chums of them. Try to carry yourself back to that age and be one of them. Try to gain the confidence of your children so that they will come to you with their little troubles. And if they tell you something rather startling, don't punish them, but reason with them and try to show them why they should not repeat such a practice. Don't try to frighten your child into being good. Much of the fear in the world is due to precisely this practice. When your child reaches the age when sex matters might be discussed or thought of, *you* tell them about this side of life in a tactful way so that they will be prepared to resist temptation. Don't tell your children that such things are not to be discussed, that all thoughts of it are sinful, thus building up wrong impressions. Many of the sex inhar-

*To suffer woes which Hope
thinks infinite;
To forgive wrongs darker
than death or night;
To defy Power, which seems
omnipotent;
To love, and bear; to hope
till Hope creates
From its own wreck the
thing it contemplates;
Neither to change, nor fal-
ter, nor repent;
This, like thy glory, Titan,
is to be
Good, great and joyous,
beautiful and free;
This alone life, Joy, Empire
and Victory.*

From "Prometheus Unbound," by
Percy Bysshe Shelley

monies found in women are due to some wrong idea of this side of life which has been drilled into them during childhood.

Remember that more trouble exists thru ignorance than from the desire to be bad. And *you* are responsible for the lives of your children. They come to you and are as clay in the potter's hands. *You* do the molding. If *you* do not tell them these things they will get distorted ideas from ignorant statements made by other children. This is often the beginning of perversion. Children are naturally curious, and they are going to learn these things. If you act as tho there was some terrible secret attached to these things they will want to know more than ever.

And don't, thru too much love, protect your children *too* much. They must meet some of the trials of life in order to be properly fitted to meet the world and win. If your boy asks to go swimming, don't tell him he can-

not go, that you are afraid he will be drowned; but rather tell him of the dangers and then let him go and take his chance with other boys. *He may lose his life later on thru not knowing how to swim.* And swimming is splendid exercise. Let reason direct you in all you do—not merely your deep love.

Arrange parties for your children so they will come into frequent contact with other children. This will help to overcome self-consciousness in the sensitive. Do all you can to develop confidence, positiveness and courage. Do not dominate your child to the point of robbing him of his personality or that he fears you.

Too often girls are restricted to such an extent that they have no normal social life and are not permitted to become accustomed to meeting boys. Such girls often marry the first young man they meet and later regret it. The first close contact is so thrilling that they mistake this for love. Fathers should not plan careers for their sons without consulting them. The son's nature may be very different from yours, and what you would look upon as just the right thing might not fit the boy's nature at all. Talk the thing over with him and to a great extent let him decide.

Remember that a wrong home environment is more responsible for later troubles than anything else. This is especially true where the child is of a sensitive, impressionable nature.

Some of this may seem a little foreign to love, but it is all part of the foundation on which love is built.

To those who have suffered thru a lack of proper childhood training, I say—Study your needs, your weaknesses, your short-comings. Take a mental inventory. Your first step is to believe that the adjustment necessary to the life you wish to live *can be made*. To feel "fate-driven" thru thoughts of heredity and the fact that your habits have been present for years and are deeply impressed on your subconscious mind, will bar the way to all onward progress. You, of course, *desire* these changes, but to make your mental picture come true it will be necessary for you to build up a faith which will be as strong as your desire. Your mental complexes are present only thru the effects of *habit*.

If you find yourself afraid to mingle with people thru a feeling of inferiority that is the very thing you should do. You can not grow strong by doing *easy* things or by seeking lines of least resistance.

Fear has been master, but this is unnatural, and thru fighting it in the right way *you* can become master. This will open doors to friends and to the love you have longed for.

More About Personality

(Continued from page 53)

doesn't have to say one word—he is recognized. The American personality is different from any other. It, primarily, is a sales personality.

Emerson said that when two people meet in conversation there always is present a third person. I believe he meant that the sixth sense sits in judgment or has an understanding that is greater and more accurate than that conveyed by words. Words are comparatively modern and are artifices or auxiliaries as are the innumerable other modern conveniences. They only help to convey ideas and impressions. When anyone tries to give us an erroneous impression or idea, our sixth sense usually detects it, sometimes despite all our reasoning processes to the contrary.

We try to like some people but there is something about them we do not understand that repels us. Perhaps they are well-mannered, and try to please us, but we feel uncomfortable in their presence. Then, we know of people who seem careless in manners, habits and dress, yet we like them and always are glad to see them.

Personality is what we are. If we are dishonest at heart, we cannot cover it up with good manners—it will come out in spite of all we can do or say. Gentility aids the personality, but it is not personality any more than are good, well-fitting clothes. General appearances mean much and help to give the first definite impression; but it must be understood that appearances and manners are auxiliaries only. We cannot purchase personality at the haberdashery, millinery, drug store or learn it by reading a book of etiquette, because these things cannot inject character into a barren soul. But, if there is character, they help in its pleasing expression.

When we strive to give others false impressions we simply harm ourselves. This isn't a theory, but a proved fact.

If we are honest and have good intentions we do not have to tell people about it, they know it—feel it, just as they also do if we are not. Probably they will not tell us of their impressions, but they have them just the same. Some people are hard to like because they give us negative impressions that persistently ruffle our equanimity, and it is with supreme effort that we manage to be polite to them. Business transactions with such people are hard and usually unsatisfactory. Others we like instantly, and they like us, and business negotiations with such people are not only pleasant but help to make secure the bonds of enduring friendships.

Now would it not appear, in the light

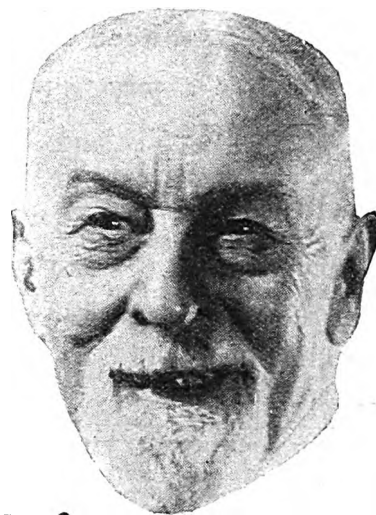
of common sense, that personality is, first of all, *honesty*, and second, the ability to *like* people? I think so. Good manners—knowing how to meet people—good appearance, neat attire, help, but in the absence of honesty and the ability to like people, these and all other superficialities mean little.

But, it is one thing to talk about liking people and another to actually do it. The world is full of unlikable people—dishonest, discourteous, snobbish, selfish, conceited. True, but such people are in the minority in the business world, and their ranks are gradually becoming thinner. The old order of things has changed. Where business used to be just business, it now is more; it is more than buying and selling, just as life is more than eating, sleeping and having a good time. Modern business is so closely allied with the ways of humanity that the successful salesman must have an intimate knowledge of the tastes, desires and needs of people; he must cultivate public opinion and have the ability, which is acquired by concentrated and patient study, to forecast public needs and desires.

Yes, business is more than business; it is psychology; it is honesty; it is courtesy; it is ethics; it is progress, and the very soul of it is PERSONALITY, the sum-total of all these things. It becomes an integral part of every human transaction, and the successful salesman is he who realizes this and strives each day to perfect himself. Salesmanship is the humanizing element that supplies the harmonizing lubricant between producer and consumer; it is the systematic moulding of desire, need and opinion into one crucible; it moves and is actuated by the universal impulse of progress.

There is a higher order of salesmanship today, and never has there existed such a crying need for men and women who can measure up. The profession calls for the best brains, for skill, for creative ingenuity and for morals, for good breeding and self-discipline.

So now, in conclusion, suppose we ponder over this thought of Emerson's: "He who, in his integrity, worships God, becomes God-like." Hawthorne emphasized this in *The Great Stone Face*. Read that story. Personality is not a mystery—it is the reflection of us, as we are. We may look into our mirrors and deceive ourselves, but we cannot look into the eyes of others and deceive them; their sixth sense intercepts that intangible, invisible current, as does the radio aerial, and the soul reproduces it exactly as it is. We are liked or disliked for what we are.



Triumph Over Wretched Old Age!

Noted Doctors Endorse This New-Type Treatment for Men Past 40!

Now, in your own home, you can use a new type of drugless gland stimulation endorsed by noted doctors and sanitariums throughout the world. Thousands of men, some of them even as old as 90 years, have used the method successfully.

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Risings . . . Foot Pains?**

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Sleep Without "Drugs"

**Former Battle Creek Sanitarium Physician
States Amazing Flaxolyn Discovery Relieves
Constipation Condition Naturally and Brings
Sound Restful Sleep by Perfecting Digestion.**

Thousands of people who formerly suffered nights of sleeplessness and days of agonizing stomach distress due to constipation—now feel fit, eat with keen appetites and sleep serenely since taking Nature's own formula, Dr. Luntz's Herbal Flaxolyn.

According to Dr. A. W. Herr, formerly physician at the Battle Creek Sanitarium, "Flaxolyn relieves in a natural way that dreaded condition called constipation. In many cases where auto-intoxication prevented sleep, the use of Flaxolyn has been the means of so cleansing the colon that natural sleep is now the usual thing and life has taken on a different—a brighter—outlook for these people."

Dr. George Starr White (M.D., LL.D., F.R.S.A., London,) tells how "Flaxolyn helps to eliminate the irritants from the intestinal and urinary tracts, and by so doing makes possible quick, sound, restful sleep."

**Los Angeles Minister says "Flaxolyn Saved
My Stomach and Health"**

Dr. Middlekauff writes as follows: "Some years ago when I was in personal need of Gastro-Intestinal help, I used your Flaxolyn with most excellent results. I am enclosing \$10 for a quantity of Flaxolyn to help my patients, as I am now a Naturopathic physician. I am a retired Baptist minister. I broke down in health completely 15 years ago, but on Nature-cure lines (and with the help of Flaxolyn) I have gotten back my health. I am sure of helping many people with Flaxolyn because it pays proper attention to STOMACH NEEDS—which ordinary laxatives do not."



Dr. Middlekauff's experience with Herbal Flaxolyn has been more than duplicated by doctors, sanitariums and patients all over the world. Dr. Victor Hugo Lindlahr of the Lindlahr Sanitarium in Chicago; Dr. Edgar J. Saxon of the London Health Center; Dr. Theinling of Winnipeg, Canada, and hundreds of other physicians have given unstinted praise to Flaxolyn because it is a natural remedy.

A box containing many treatments costs but \$1, and may be the means of starting you on the joyous road to health.

Don't wait. Start taking Flaxolyn. It does not gripe, because it is natural. You will feel the tonic change at

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Health advice given free with all purchases. Make your questions plain and brief. Dr. Luntz will try to help you without charge.

Follows Health Teachings of Great Father Sebastian Kneipp

The following letter has been sent by Dr. Benedict Lust, president of American Naturopathic Association:

"I have been using Flaxolyn in my treatment of a number of my patients at the Butler Sanitarium. I consider it a most modern and natural adjunct, and find it a great help in assisting the process of elimination of irritants from the system. It helps bring the body back to its normal stage. It is certainly a natural remedy and complies with the teachings and tenets of such as the great Father Kneipp and other authorities of natural healing."

FLAXOLYN "OPEN FORMULA"

Not a secret—Nothing to hide, says Dr. Harris H. Luntz, (M.D., D.O.)

Baked Flaxseed—Relaxes congestion and acts as an astringent.

Vegetable Charcoal—Aids digestion, sweetens the stomach, overcomes acid and gas, purifies undigested, fermenting food.

Juniper Berries—Cleanse, purify and stimulate the kidneys and bladder.

African Ginger Roots—Quicken the flow of the vital digestive juices.

Dandelion Roots—Purify the liver and blood.

Cardamom Seeds—Act on the stomach lining as an aromatic, cleansing tonic.

Chinese Rhubarb—Invigorates the stomach and the liver.

Spanish Licorice Roots—Remove any foreign mucus that may be clogging and poisoning the digestive organs.

Culver's Roots—Stimulate the natural flow of bile and so purify the liver.

Gentian Roots—Create a healthy, normal appetite.

Greek Valerian Roots—Tone the nerves and induce the restful sleep of health.

California Bark—Cleanses the colon and removes foreign matter from the intestines.

once. You will enjoy renewed vigor, a new grip on life. Full treatment sent postpaid on receipt of \$1.

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\$.....(\$1 per carton) to cover all
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The New Woman and the New Home

(Continued from page 19)

by Horace Greeley. The Post, older and once edited by William Cullen Bryant, was in even a less favorable position. The new ideas of journalism had taken away old time leaderships, and if the once mighty Tribune were to "come back" and take its place among the big papers, it would have to win a great deal of advertising, the life-blood of modern publishing, to do it. Young Ogden Reid, son of an illustrious father who had once been Ambassador to Great Britain, chose to call his capable wife to his side so that together they might win the battle and place the Tribune once more undeniably among the largest New York papers, despite the formidable competition of Hearst, Pulitzer, Ochs, Munsey and later of Cyrus Curtis and the strange newcomers, the tabloids. It was a titanic struggle, in the roughest possible of tournaments for favor, backed by men with many millions, determined at all costs to win.

In this hurly-burly, the quiet, calm and slender figure of Mrs. Reid had to make good, and she did. Young Ogden Reid did not call for his wife's help in vain. And she started at the bottom, too—soliciting every form of advertising which the Tribune carried. She was equal to the big task, and has earned the right to an executive place higher than most women. On this point Mrs. Reid is once more deprecatory.

"We make a mistake," she says, "in looking only at the professions, for example, of women who reach high executive positions. There are far more women executives than any of us suppose, particularly in the textile and retail fields, where women's special abilities shine most brightly. Women are the natural buyers. Eighty to ninety per cent of merchandise is bought by women; they have a flair for it, and they make good far more readily in fields where buying and home goods are a factor than elsewhere. They are following out into business the work they once did at home. What could be more logical? They take particularly well to advertising, too, for the same reason; it has to do with family merchandise, its points and its purchase. In recent years an unusually large number of women have come into advertising—and made a secure place, too.

"Women always do well to use their special faculties and experience. Their past life and traditions have made them exceptionally adaptable; especially able to work under the peculiarly difficult conditions under which women have always worked. They have al-

ways had to deal with diversified tasks, a multitude of interruptions, with careful economy. You know, a boy always has a better chance to get small change from his father than from his mother, because his father never knows or cares what small change he has in his pocket. But a woman does; she has always had to count the pennies. A woman is a natural conservator, both of human life and of materials."

"Then why haven't still more women climbed further upward?" I challenged.

A thoughtful look spread over Mrs. Reid's face. "Probably because they have been so long trained to regard men as demigods," she replied, "that they have an ingrained feeling of inability to climb. They fear that they are not able to climb. They cling to

subservience, subordination. They do not trust their abilities enough. They are still fretted about the home as a barrier to upward climbing, when as a matter of fact the safety, the continuity, the attractiveness of the home are really dependent on the kind of companionship a woman can offer. This companionship need not come merely thru feeding her husband, but thru sharing his interests or having companionable interests of her own."

And she had said there was no "romance" in her career—she who, left early to help educate herself and earn her own living, had climbed by merit to a high executive position, met in the course of her work a husband whose task was identically her own, that of administering one of the oldest and most influential journals in our nation's history.

What Is Your Strain Limit?

(Continued from page 37)

When our auto is "all gummed up" with carbon, or when it develops a "knock" or some form of engine trouble, we do not question the fact that attention is needed or that repairs are in order. Some time in the distant future we'll have sense enough to treat our physical engine as carefully as we do our auto or our watch.

However, there is one factor in connection with overwork and strain in an animate organism that is absent in a machine. This is the factor of the "mental whip." The auto can travel only so many miles on a gallon of gasoline. The watch can run only so long without rewinding.

Under the spur of necessity, or what they imagine is necessity, however, millions of men, women and children toil far beyond the breaking point, often laying the foundation for lifelong invalidism thereby.

Industry seems to demand this last pound of flesh, altho, and to its great credit, be it said that industry has become much more civilized during the past decade or two. First, hard-headed efficiency experts showed, by production figures and production costs, that the human machine ran more smoothly and developed a greater output when it wasn't overspeeded, and when it was allowed reasonable time in which to cool its bearings and recharge its batteries.

And so Henry Ford and other forward-looking industrialists have reduced the days and the hours of labor—not necessarily from any philanthropic or humanitarian standpoint—but with a shrewd weather-eye upon unit cost of production and the conservation of their operative efficiency. Also, factory laws, in effect in most of

the states in the Union, place upon those recalcitrant or short-sighted industrialists who have not yet digested modern values a definite responsibility, enforceable by law.

The vacuum cleaner, the electric washing machine, the carpet sweeper and scores of labor-saving devices have liberated modern woman from the thralldom that killed off scores of thousands of her sisters of past generations, years before their time. The old pioneer mothers of this country—who gave up their lives at the rate of about three to each husband, in an effort to propagate the race and help tame a wilderness simultaneously—would get a marvelous thrill out of seeing what steam heat, running hot and cold water, telephones, movie theaters and bridge clubs do to take the burden from the backs and to tickle the minds of modern women.

In one respect, however, we are still as cruel and stupid as ever, if not more so. This is in connection with the education of our children. It would almost seem, especially from the standpoint of a physiologist, as tho the instructors—or whoever is responsible for the curriculum devised for school children—take a sadistic delight in immolating school children upon the altar of their pedantry.

The children are stuffed with an assortment of more or less useless knowledge until they become satiated, not to say nauseated, with this hodgepodge. They can bound Uruguay and tell the chief exports of Spitzbergen. But they haven't the remotest idea just *why* they need fresh air.

They may, by a terrific effort in concentration, be able to answer some intricate question in mental arithmetic.

Perfect Sight Without Glasses



Throw Away Your Glasses and See Better

Correct errors of vision without spectacles. Thousands have discarded glasses through simple home treatment. No medicine, no apparatus. No danger. Dr. Bates' amazing book, giving full instructions, sent on 5 days FREE TRIAL.

PRACTICALLY every known eye trouble, even partial blindness, has been benefited and entirely cured, simply by discarding glasses and practicing a simple new method of eye-training discovered by Dr. William H. Bates. Far-sight, near-sight, astigmatism, cross-eyes, squint, cataract—all have been successfully remedied without medicine, operation, or optical aids of any kind.

Even though you have been told that you will never again be able to see satisfactorily without glasses, *owing to permanent changes in the form of the eyeball*, it is still possible for you to be cured—and see better *without* your glasses than you now do with them.

Mistake made millions "spectacle slaves"

The use of glasses is based on the theory that the lens of the eye changes its shape in focusing for near and distant vision. This has, however, never been PROVED! In fact, after many years of practical experience, Dr. Bates proved this generally accepted view to be FALSE. He demonstrated, by hundreds of careful scientific experiments and tests, that the eye focuses in an entirely different way—by means of its "external muscles." He showed that spectacles, far from aiding the vision permanently, actually interfere with the natural, perfect sight that almost every eye can be trained to have.

After making this remarkable discovery, Dr. Bates' next step was to use it in curing himself of defective eyesight which the most eminent oculists said was incurable. They said that because his lenses had hardened, his eyes would never again be able to focus. He wore two sets of strong glasses, for both reading and distance, and could not see clearly without them, yet, by means of the method of eye-training he had discovered, he was able to discard them and now reads the finest print and sees distant details with equal distinctness.

Sent to you on approval

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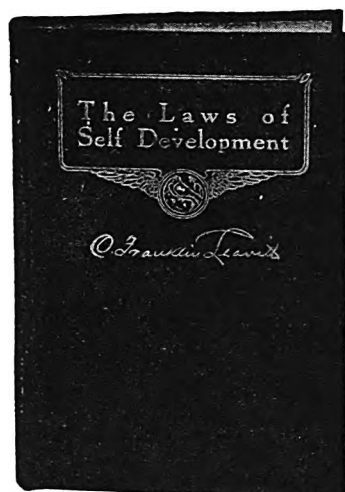
Gentlemen: Please send me a copy of "Perfect Sight Without Glasses." I will give the postman \$3.00 plus postage when it arrives. If not convinced of its value within five days, I will return the book and you will refund my money without question.

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Very sincerely yours,
Ella Wheeler Wilcox.

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This is a work of very high order dealing with the causes that govern conditions and clearly setting forth principles controlling our realization of life and its truth. It deals conscientiously with the metaphysics of being, giving directions for control of the mental and a course of illustrated physical exercises. It teaches how to train our forces for health and advancement. Bound in de luxe cloth, stamped in gold and white. Price \$2.00, postpaid. The Progressive Teacher, of Nashville, Tenn.

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A Proof That It Really Gives Material Aid

Dear Dr. Leavitt:—I have just finished reading your book, "MENTAL AND PHYSICAL EASE AND SUPREMACY." I have never known a time when words seemed so small and insufficient just to say that I thank you. Thank you seems so small.

Sincerely yours,
Mrs. Bert King.

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LETTER VIII—Education of the Physician—Environment—Self-Mastery—Mental Attitude Toward Sex.

LETTER IX—Inspiration by the Physician—The Stimuli.

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LETTER XI—Command by the Physician—The Question of Self-Help—Another Glance at Jesus' Method.

LETTER XII—Psychoanalysis by the Physician—Theories and Methods—Suggestion Produces the Effect—Freud's Dream Theories.

LETTER XIII—Telepathy in the Treatment of Distant Patients—Unrecognized Telepathy—Curative Telepathy—Telepathic Curative Methods.

LETTER XIV—All Cures Are Self Cures.

LETTER XV—Self-Reeducation.

NOTE: There are 27 more letters, but lack of space prohibits listing them. You should not miss any of them.

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But who, in real life, would be jackass enough to tax his mind with the solving of any arithmetical problem when paper and pencils are so universally available?

From nine until twelve, from one until three, and rarely less than two hours of "home work" are entirely too many hours of study for growing children, who need air and sunlight more than any plant or kitten.

I have in mind one delicate little girl in our own family, just coming into adolescence, who is losing weight, becoming more and more anemic, and developing an increasing susceptibility to colds and infections—from nothing except the crazy treadmill of school work to which she is manacled. Any one who insists that a growing child should be stuffed with what school boards fatuously designate as *knowledge* for seven precious hours every day needs a guardian—or an elementary course in physiology.

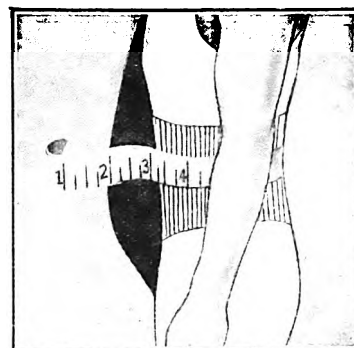
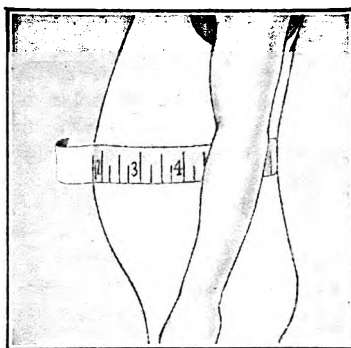
It is contended, however, and with some element of justification, that the average human uses only about 10 per cent. of his potential mental or physical powers at any time. Also, that he could vastly increase his mental or his physical efficiency by "putting himself in tune with the Infinite," and by letting the vibrations of the cosmic stream in which we are bathed flow thru him, and effect a revivifying process.

It is no doubt true that few of us utilize all our forces. It is undeniable that, in the presence of some vital necessity, many of us may be capable of acts of physical strength or mental or spiritual endurance that would be unthinkable in our "natural" state.

Even animals are possessed of this same faculty for drawing upon this reservoir of reserve power. A friend of mine told me of an incident that occurred in his younger days, in which a horse of comparatively light weight, under the influence of fright, ran away, dragging a load up a long sandy hill that would have taxed the full strength of two horses of this weight.

Under the influence of exaltation, in the maddening ferocity of battle, or in mania or delirium, superhuman strength has been shown. It would seem that, with the removal of all inhibitions, or at a certain degree of concentration, a kind of psychic "possession" is manifested.

One of the most curious features of this manifestation of super-normal strength or agility is that it can be expressed in the flexion and extension of the delicate and totally undeveloped muscles of a little child. This is apparent in the wild delirium of fever, for example, in which the combined strength of two or three adults may be required to hold the frail little body in bed.



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While these exhibitions of abnormalism are not always followed by prostration, complete depletion results so frequently as almost to make it the rule. We now understand why this is so, and why it must, in the nature of things, almost invariably be so.

We know that, during the strain of great emotion or in the exigencies of "fight or flight," the adrenal glands, little cap-shaped bodies situated atop of each kidney, throw comparatively large quantities of their secretion, adrenalin, into the blood stream. Adrenalin has a powerful stimulating effect. It gives "tone" to the muscles, endurance to the organism and courage to the heart.

The effect of adrenalin, however, is by no means permanent. Indeed, in many cases of adrenal depletion—cases characterized by a lack of functioning power of the adrenal glands—the stimulation is not much more pronounced than would be the ephemeral stimulation produced on a horse with whip or spur.

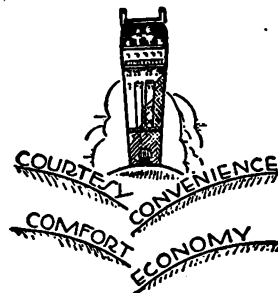
It is almost a fundamental physiological law that action is followed by reaction. The more violent the action, the more pronounced or profound the reaction. This explains the exhaustion of delirium or mania, or the weakness that follows a nervous explosion, such as a quarrel. The system must "lie low" in order to enable the adrenal glands to manufacture another supply of their stimulating secretion.

But, the question is asked, how about tapping the great cosmic reservoirs of magnetism, electricity, or whatever the force may be that supplies or reinforces vitality? Why, if it is at all possible for us to draw upon this force, is not the supply inexhaustible?

We can undoubtedly absorb strength from this stream of magnetism, and the supply is inexhaustible. Yet our capacity for absorbing magnetism is limited. The person whose cerebellum, or magnetic storehouse, is capacious, whose lungs, heart and blood vessels are in condition to gather the electrical force from the air and convey it to all the tissues in the iron of their blood corpuscles, is the person best able to tap the cosmic reservoirs and benefit by this abstraction of life force and kinetic energy.

The man or woman who is lacking in "back-brain" development, whose breathing area is restricted, whose blood is deficient in hemoglobin, and whose heart only feebly propels his or her anemic blood thru the tissues, is under a handicap in attempting to tap the cosmic forces.

Perhaps Napoleon is one of the best examples of this faculty. Of great personal power and marvelous endurance, he possessed recuperative ability so great that a few hours' sleep a night, supplemented by short periods



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Your symptoms can seem to you quite alarming and cause you great unhappiness and mental distress. And though your fears even to you may at times seem unreasonable, they have you "trapped" and you feel the fear is stronger than your reason. There is little relief experienced by visiting your family physician, for his words are—"Just forget it, take a little trip, rest, or go to a sanitarium." And this does not change the condition. But IT IS CURABLE and you can be set free and these limiting thoughts changed.

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of complete relaxation in the saddle or in camp, sufficed for his complete rehabilitation.

And yet when the poisons and toxins generated by his malady crept thru his veins and accumulated in his tissues, he was no longer able to exercise his gift of tapping the powerful forces that contributed so largely to his success. And Waterloo was in the making. How fitting in this connection the inspired observation, "For whosoever hath, to him shall be given; and whosoever hath not, from him shall be taken even that which he seemeth to have."

Again we ask the question, how do we know when we are drawing upon the magnetic forces for supplementing our vitality and resistance to fatigue, and how can we tell when this energy and this endurance is spent directly from our own store?

Simple enough: we know that the strength expended is from our own reserve when the finished task finds us spent, with the feeble pulse and the lowered blood pressure of adrenal depletion. One familiar with the characteristics of his own radical pulse (the pulse taken at the radial artery in the wrist) should know the average rate and the usual "feel" or tension in the artery. When he knows this, he will know when the tension deviates from normal. A lowered pulse tone, coupled with a definite sense of fatigue, are his guiding signals. They mean that he is depleting his vitality more rapidly than it is being restored, and that Nature must be given a chance to rebuild the dissipated energy.

How can this best be done? By bringing all the physiological functions into as nearly a perfect condition as is possible. Sound digestion of the proper kind of food, in proper balance: active elimination from the bowels, kidneys, skin and lungs must be promoted. An adequate amount of restful, refreshing sleep must be obtained.

Free the mind from worry, anxiety and the thousand natural shocks that drain off the adrenalin.

Also, do not chatter, and do not permit yourself to become the victim of a chatterbox. Useless conversation and the concentration expended in listening to glibble-gabble are sore provokers of nervous exhaustion. Eliminate, so far as possible, everyone who drains your vital forces, or those whose vibrations you are not in harmony with, as evidenced by the irritability, unquiet or feeling of fatigue that comes over you after being for a period in their company.

Try to cultivate repose, even though you may, for a time, require suggestive treatment in order to restore the nervous equilibrium.

Also, practice vitalic or dynamic breathing by standing, several times a day in front of an open window and expelling every particle of residual air from the lower lung cells. This is done by a series of forced exhalations, one after the other, with no intake of oxygen until the lung is emptied of every possible cubic inch of air. Then fill the lungs to absolute capacity, and repeat as before for from five to ten times.

It is often our own fault if we permit vitality-stealing, and the rape of our energies. For we lack the courage to "cut loose" from the parasite who is leeching and vampiring the soul itself out of our body. When we realize that we have only so much energy to spend, and when we understand the processes and the things that force this expenditure, we will have learned how to prevent the loss.

If we do not then take measures to stop the loss pronto, we deserve the swift retributive kick that old Dame Nature is getting ready to administer. But if we have sufficient intelligence and the gumption to "clean house," we'll have the world by the tail, on a downhill road. And we'll live happily ever after.

Kicking Out Mind Devils

(Continued from page 27)

observed to be always talking to herself while ascending a staircase, and inquiry revealed the fact that in her opinion she could not mount the steps without saying, before taking each step and each time in a louder voice, "Now, I'm going up, now I'm going up," the pitch of her voice keeping pace with the height of the stairs! It was also discovered that she felt herself obliged to count a certain number of counts between each letter in the spelling and reading of a sign, because, as she explained, "I should die if I didn't!"

All of which rather goes to prove that the child is, what it will always

continue to be, a child. And when it is older it has become merely an adult child; it does not change in its potentials in the least.

Can you recognize your own pet obsession? Almost everyone has one, the few call it by that particular name, however quick they may be to apply it to the slightest departure from the ordinary in their neighbor. In yourself such a matter is apt to be looked upon as a sign of firmness on some particular subject; or a valuable trait of personality. So vast a difference it makes whose foot the shoe is on!

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Your obsession may be a most insignificant matter like the whistling of the boy when he drew on his stockings to drive out the unpleasant thoughts on the subject of enforced early rising. Or it may cover and make bearable the iron of the deepest grief or tragedy that has entered into and seared your very soul.

Granted that you do have an obsession and now know something of the 'how come,' your next question will naturally be 'how go?' This usually means a rather long fight and one for which sympathetic and outside help is invaluable. Without the latter, the process is very much like trying to raise oneself by the bootstraps. The first essential is that the repressed idea must be recognized for what it is, torn from its hiding place and then bravely faced and resolutely put out of the mind instead of being buried again in the depths. The ostrich that buries its head in the sand when confronted with danger does not change the facts by an iota. Once you have discovered the basic idea for which your obsessional act or thought is performing the same service that the sand does for the ostrich, you have made the first step in the right direction. If this basic idea can be disposed of, the obsession will disappear automatically, for it meant nothing in itself and has now nothing to conceal or take the place of.

How may one recognize as an ob-

session an act or a thought so slightly different from the normal? The best advice we can give in that matter is to take nothing for granted and to question every thought and deed however far beyond question it may seem. Not one man in a billion, when taking his dinner, ever thinks to question why he eats or why he wants more. He eats because the food tastes good and makes him want more. If you ask him why he should want to eat more of what tastes good, instead of considering you a philosopher, he will probably laugh at you as a fool. And yet this same man may not be able to drink milk because of an obsession that conceals an aversion for that food forced upon him as a small boy by a dictatorial mother or father.

The metaphysician asks such questions as, "Why do we smile when pleased and not scowl? Why are we unable to talk to a crowd as we talk to a single friend? Why does a particular maiden turn our wits upside down?" The man in the street can only reply, "Of course we smile; of course our heart palpitates at the sight of a crowd; of course we love the maiden, that beautiful soul clad in perfect form, so palpably and fragrantly made from all eternity to be loved!"

But so probably does every other animal feel about the things it tends to do in the presence of specific objects.

Ideals (Dramatic Reviews)

(Continued from page 56)

long—and when the Bridegroom came she was not ready—and was shut out into the Outer Darkness.

Rather, she has shut herself out. The sense of her own unworthiness, of the breadth of the gulf shutting her away from anything genuine in life and character, was so strong as to slay her hope. It was this, perhaps, that she dies of rather than of love.

The most interesting angle to approach any such problem play as this is to seek out solutions. How could the tragedy have been averted? Several points suggest themselves.

Perhaps it is not too much to say that so long as there is regret there is hope. The only individuals who are irretrievably lost are those who do not care. It is like the old scare doctrine of the "unpardonable sin." Even in the midst of the extravagant follies of evangelism, astute spiritual counsellors used to tell terror-stricken seekers that so long as the sense of guilt and remorse was present these were signs that the mysterious unpardonable sin had not been committed.

A good axiom that for the new year. Matters are never hopeless so

long as there is regret and longing.

But suppose a great, a truly great love affair has gone wrong, or has been missed. What then? Is death the only answer? Here, it seems to us, is precisely where the supposedly great psychiatrist of Mr. Kelly's play misses his opportunity. (Tho, of course, if he had taken it there would have been no play—at least not this play.) The psychological rule of "shifting the attention" applies in love as well as in other difficult situations. It is probably not the mate that matters—but the capacity to love. The shallow girl of this play awoke to the fact that she could love. And this fact alone might have been made her salvation. Those who find themselves capable of loving have no need to die; they are just ready to begin living. A noble man had made her aware of her own worthlessness and of the worthlessness of her companions of the past. But she should have known—and could have been made to see—that he was not the only noble man in the world. She could have come to love someone else, worthily, and been saved.

Second choices are not always tragic.

They can often be built up into something equaling, if not transcending, the first choice.

Or a little wise counseling at the beginning could have made her see that she might, by patience and courage, make herself not only worthy but able to win this first man of her choice.

The play as it stands is stark tragedy. She was blinded by the brightness of the heavenly vision—but instead of being led into the light, she slunk away into the dark to die. And death, under such circumstances, is the last word in cowardice and imbecility.

Nevertheless, the play, just as it stands, is incalculably worthwhile. A protest against the coarse, cruel shallowness of the life of the so-called "upper classes"; a protest against the program of a thoughtless, self-centred life; a protest against cheapness, sordidness and selfishness in love; a plea for a resurrection of some of the old idealisms of love, for the search for the first choice, the true mate—these are verities that do not change from one decade or one century to the next.

The lamp of love, of the power to love, must be kept trimmed and burning against the coming of the Bridegroom. Each individual must work out his own program and principles of this readiness. It appears that the indiscreetness sketched by the conscience-stricken girl of the play, in a hysterical burst of confidence to her cousin, need not have had their devastating effect. They could have been set down to the costs of experience, except for their heartless disregard of the rights and happiness of others. This much is hinted in the humble confession of the man in the case after the woman had satisfied the claims of her disordered judgment. He saw that if he himself had been truly ready he would have recognized the splendor of her own contrition—and saved her.

The Ivory Door

WOULD we prefer to keep our legends, to retain our ideals based on pretense rather than know the unclothed, unclogged truth? Would we prefer to believe conditions are as we think they are rather than know them as they actually exist? If it is safer to avert the mind and the eyes from the unknown, should we follow that plan?

A. A. Milne, in his mystery romance, *The Ivory Door*, playing at the Charles Hopkins Theatre, brings up these questions and then safely tucks them away.

The people would rather have their legend than their king, they would prefer to have their world of pretense unshaken rather than adjust themselves to new truths, according to this whimsical tale of Mr. Milne's.

For years the people have believed

in their king—that he knows all, does all and feels all. They have a legend about the romance connected with his marriage; and a legend that any one who goes thru the ivory door in the palace never returns. The new king, most adequately played by Henry Hull, has a passion for truth at any cost. What if death did await beyond the ivory door—"you would know just before you didn't come back what lay beyond." There would be no one to tell, but *you* would know the truth.

On the morning of his marriage he decides to go thru the ivory door. He confidently expects to return and this is his last chance to act entirely on his own responsibility. He goes and finds disillusionment. Always he finds disillusionment at the end of a legend. The "beyond" is only a road that leads outside the palace wall. He expects to be hailed as the discoverer of truth.

But the people refuse to believe that he is their king. They believe he is an evil spirit returned in the form of the king. But there is still another chance: his betrothed will recognize him when she comes. In vain does he tell them that she has never seen him; they believe that the romance began long ago, and they prefer to have it so. The princess, portrayed by Linda Watkins, does not recognize him but decides to go thru the ivory door herself and find what lies beyond in order to clear the mystery.

But when she too comes back they believe she is another devil. "How can they believe when they don't want to?" she asks. "They would rather lose their king than their legend. They have talked the truth away."

So by the same superstition that refuses them their thrones they are permitted to escape.

In the prologue we have a glimpse into the future. The new king tells the new prince about the ivory door and the legends of the kings who never came back.

Donald Meek is the "character before and after the curtain" whose staccato chuckles sputtered and rippled into legato laughter so infectious that a bit was reflected on the face of each in the house. Is he laughing with the author or at him, with the people or at them, or just laughing with and at all of us?

The Cradle Song

WHAT repression and sublimation of desires may lead to is the subject of *The Cradle Song*, written by Gregorio and Maria Martinez Sierra. It is one of the most popular plays in Miss Eva Le Gallienne's ambitious program at the Civic Repertory Theatre. In an atmosphere heavy with "don'ts" we see a group of attractive and normal young girls in a convent attempt-

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ing to adjust themselves to the vows of the church which they are soon to take.

No noise is permitted—only on special occasions are the girls even allowed to converse freely. The Mother Superior is kindly and sympathetic and would be more lax in enforcing rules were it not for the criticisms of the other sisters.

The maternal instinct lying dormant in each of the girls springs to life when a baby is left at the Convent. After a great deal of discussion the girls are permitted to keep the child and the old doctor, a real friend, legally adopts her. Sister Joanna of the Cross, played by Miss Le Gallienne, is given special care of the child because of her knowledge of child training. Her joy is boundless.

Life in the Convent continues. The old doctor is the only man who ever comes beyond the sacred portals. His prescription to one girl suffering with melancholia is marriage.

When the baby grows up she falls in love with a man whom she has met thru the doctor. Her parting from the Convent is heart-breaking. Sister Joanna of the Cross, now an older woman, is inconsolable, and as the girl leaves she throws herself across a chair—crushed. The last flicker of life—her contact with the outside world—has gone. The thing for which she lived has left her.

Is it all agony for the girl who is gone or is part of it the realization that she has missed the keenest of life's joys—being loved by one whom you love. Wasted years? All those years given to the Church! Are they wasted? Could these thoughts have whirled in the conscious mind of one who has sacrificed all willingly and gladly to what she believed was the greatest of all careers? Or were they relegated to the domain of the subconscious where even she can revel in rebellion?

Wasted youth! Is not any youth wasted that is given over entirely to sacrifice? Is any theory faultless that not only permits but encourages such sacrifices?

The Doctor's Dilemma

MANY of George Bernard Shaw's plays are like semi-circles with tangents. Each play is complete in itself, but each tangent developed fully would make another play. He drives thru to the end clearly and thoroly, but still reminds you that there are other themes he can and will write about—or perhaps has already in his vast repertoire.

That the ethical quality of an act depends entirely upon your point of view is the main theme of his play, *The Doctor's Dilemma*, which the The-

atre Guild is producing so richly at the Guild Theatre.

Would infidelity to his art have been more forgivable in the artist than infidelity to his wife? Did his lack of money consciousness overshadow and blot out the value of his great artistic ability? Was the surgeon justified in letting a great artist die in order to save a mediocre doctor? Which was of greater value to society? Or posterity?

"Would we prefer having our pictures good and our men and women bad or our pictures bad and our men and women good?" asked the characterless artist. "Pretty pictures are always agreeable while men and women aren't."

The scene where the artist dies on the breast of his wife is written with that power of which Shaw is capable and acted with the sincerity and beauty characteristic of Lynn Fontanne and Alfred Lunt.

The Theatre Guild has triumphed again in its presentation of this play. Few organizations have contributed so much to the theatre-going world of recent years as has the Guild with its program of producing good plays by good authors in a completely professional manner unhampered by the fact that the subscription lists guarantee a certain financial stability. Few of the strictly commercial theatres can boast of as fine and careful directors.

The Shannons of Broadway

JAMES GLEASON, he of *Is Zat So* fame, and Lucille Gleason, supported by a capable cast and a saxophone orchestra, are rollicking thru another "sure fire hit," *The Shannons of Broadway*, at the Martin Beck Theatre in another comedy written by Gleason himself. The Shannons, a vaudeville team, appear in the "Swanzy House," a little New England hotel, and are refused shelter. They buy the hotel, get in on a real estate boom, outwit the sharp village-leading citizen, bring a loving couple together, play the saxophone, and all together have a big time and contribute not a little to the pleasure of the audience. Without Mr. Gleason himself the play might be only another quite good comedy. But he gives the action the droll touch characteristic of his past eccentric comedy performances and makes it one of the really big comedy hits of the year. Unless you hate to laugh, you will enjoy the Shannons.

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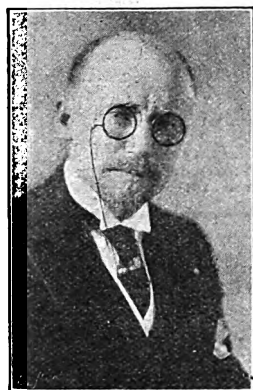
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dancing girls in profusion, many of whom can dance; show girls, some of whom are worth showing; comedy, most of which is borrowed from burlesque of at least thirty years ago without even the trouble of revision. But there is the saving grace of the one and only Ted Lewis and his musical clowns doing cleverly the same stuff he has done for the last decade.

A sketch called *The Love Boat*, a typical Chinese wharf song, dance and drama number, is made noteworthy by the exceptionally fine work of Catherine Gallimore.

Jack Osterman in his usual happy vein does his best with the slender comedy material the authors have provided, and Jack Pearl does the Yiddish "old stuff" cleverly.

There are some elaborate sets and the costumes are attractive. It is in fact the first fully-dressed-for-winter edition of *Artists and Models* that has been staged. If you have never seen one you would enjoy this, but if you have seen the earlier editions you will regret that the Shuberts do not try to find some writer with new ideas. This edition is largely a revival of those that have gone before, tho it does have some splendid moments.

Don't Be Too "Suggestible"!

(Continued from page 30)

time this man's wife takes to bed, even for some slight indisposition, he promptly quits work and keeps her company. "I just don't feel good," is what he usually says. "I guess I'm developing what Mary's got."

This is an extreme case, to be sure. Yet it often occurs when one member of a family contracts a disease others in the same family feel convinced they have caught it too.

I stated previously that no one is entirely free from suggestibility. The same statement was made at a banquet which I attended recently. One of the guests, a very matter-of-fact, stolid business man, scoffed at the idea. "You can't make me believe stuff like that," he asserted. "I know there's no such silly weakness in me!" He was even willing to wager on it.

It happened that three of the men present determined, without taking me into their confidence, to bring Mr. X's boast to a test. They decided that each morning they would send a card to Mr. X's residence on which would be printed just one word "Beware," followed by the drawing of a small hand, solidly inked in black.

The first morning that X received the card he showed it to his wife and laughed. The second morning he threw it carelessly aside. The third

morning he studied the card and became thoughtful. The fourth he did likewise. On the fifth morning he hid the card so his wife wouldn't see it. The sixth morning he did not finish his breakfast. And on the seventh morning he made an excuse about not feeling well and resolved he wouldn't go to the office. Then his wife telephoned me.

I was astonished to find that X had lost four pounds in weight. He admitted he had been sleeping poorly for a week. He was tense, irritable, restless and nervous.

I guessed that someone was playing a joke on him, and told him so.

"How can I be sure?" X replied. "How do I know, but what somebody's got it in for me? You can't imagine how it's made me feel." And it took another week before X had finally got his nerve back and fully regained his health and composure.

The principle of suggestibility is often employed in initiation ceremonies to secret lodges and societies. Tell a blindfolded person that you are going to cut him with a knife, but instead use a sharp piece of ice, and your victim will experience pain and the sensations of hemorrhage exactly as if you had actually carried out your threat. People have been frightened badly thru such practises. Nervous breakdowns and even death have resulted. Fear reactions can be started easily with suggestion.

Suggestibility we all have. It is instinctive. It dates from childhood days when our play was largely imitative, when we learned thru imitation what we saw our elders do, when the urge of imitation forced us to explore paths of knowledge and experience along which the older boys and girls bade us follow.

Suggestibility was natural enough when you were developing. And in a way it is natural enough that you should possess a certain degree of suggestibility after you are grown into adulthood. How great, however, is that degree? To what extent does suggestibility lead you into feeling and behavior that is detrimental to your well-being and progress?

If you become doubtful of your own state of health when you become associated with someone who is ill, or you allow someone to persuade you into feeling sensations that do not actually exist, is not your suggestibility streak stronger than is good for you? If you cannot resist get-rich-quick schemes and they make you buy fake oil and running stock, or you cannot withstand the shallow attractiveness of artificially inflated land booms, or gambling of all sorts, don't you think your suggestibility weakness should be looked into?

Yes, suggestibility is a weakness,

universal tho it be, natural tho it be. The stronger your suggestibility, the weaker your will power. Suggestibility undermines, handicaps, corrodes. The stoutest, toughest mental fibre is unable to withstand it, is bound to succumb to it. A suggestibility weakness, persisting after you are fully developed will menace your efficiency, your success, your peace of mind, your happiness, just as surely as will small doses of a narcotic.

You may think that the comparison of suggestibility with drug-taking is far-fetched. Well, I admit that the simile is somewhat strained, that it is an exaggeration. Nevertheless it is an exaggeration of the truth.

In the beginning the habit-forming drug gives pleasure. It makes the individual feel good. Later, in order to get a good kick out of it the doses must be increased. Finally, no matter how large the doses may be, no pleasure whatever is experienced. The addict now takes his dose only to allay physical anguish and mental torment.

At first, to give way to your suggestibility also makes you feel good. You are following the lines of least resistance. You are gratifying an instinctive tendency. To let yourself go, to be persuaded, is sort of soothing. But when you fall for suggestibility once you are much more likely to fall for it a second time. The third time is easier than the second. As in the forming of a drug habit, you become a suggestibility addict in an astonishing short space of time. Finally, your suggestibility nags and bothers you unmercifully. If you don't give way to it you feel utterly miserable.

Chronic alcoholism is often started in a similar way. People happen to become associated with a group that drinks. Suggestibility leads them to take the first drink and the habit-forming quality of suggestibility does the rest. In fact, all vices and suggestibility are twin brothers.

I once knew a man who simply could not resist imitating others, no matter how hard he tried. If his wife happened to announce she was going to buy a new pair of shoes he, too, resolved to get a new pair for himself as well. If he looked out of the window and saw a passer-by carrying an umbrella, he felt most uneasy unless, when he went out himself, he also took an umbrella. If, in a restaurant, he heard his neighbor giving an order, he promptly ordered the same meal. Once, when waiting in a Chicago railroad station for a train to New York he looked up from his paper to see several people running out into the train yard. He could not resist that. He ran along and boarded the train with the rest. To his dismay he learned the train was headed for St. Louis instead of New York.

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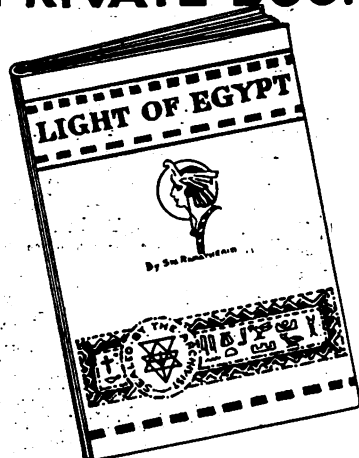
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Sick people like this exist. When suggestibility becomes as pronounced as that we call it a "compulsion neurosis." Highly specialized methods of psychology are required to treat such conditions and sometimes it is almost impossible to bring about a cure.

What can you do, however, about your own suggestibility streak? How can you prevent it from becoming aggravated? What can be done to stop it from menacing your individuality, your entire future?

And it is important that you actually do pay attention to this very natural weakness in your character make-up. If you allow suggestibility to get the better of you, you can never be sure of yourself. Your will power loses its punch. Your personality becomes wishy-washy and flabby. It is safe to say that no individual who succumbs to his own suggestibility will ever accomplish anything noteworthy. The highest achievements depend upon individual and independent thinking. If you want to get anywhere in this world you must learn to rely upon your own opinion and judgment. You must possess the strength of your own convictions. You must not be afraid to do and dare. You must avoid being a camp-follower. You must practice leadership. In short, it is a duty you owe to yourself that you fight down the temptation of suggestibility at every turn.

The way to fight suggestibility is with will power. Make up your mind that you won't give in, no matter what happens. Whenever you find yourself following a lead, whether it be something you read or hear or see, unless there is sound logic and reasoning behind it to back it up and make it plausible, sensible and fool-proof, determine at once to resist. Try also to do something in addition that is directly opposite to what the suggestion indicates. Immediately and repeatedly prove to yourself that you are able to resist with unflinching firmness. Soon your suggestibility weakness will be under control. Soon it can be rendered absolutely harmless.

In resisting your suggestibility you will find at first that you feel somewhat uneasy. You experience a sense of impending danger. A kind of fear grips you. But that passes. Let these sensations prove to you merely how enslaved you were to the suggestibility habit, how necessary it was for you to rid yourself of its handicapping influence.

If you observe the way your suggestibility streak reacts you will also find that it usually works very speedily. Before you know it you are already conforming to the suggestion. It sort of catches you unawares. Therefore try always to think before

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you act. Introduce a time element.
Psychologists would say "lengthen
your reaction time."

I daresay you have been wondering
exactly what it is that causes suggesti-
bility anyway. Just what happens in
the mind to make one person more sug-
gestible than another? Has it some-
thing to do with a chemical change,
or a molecular change, or an electrical
change, or what?

Unfortunately, science cannot at the
present day give adequate answers to
such questions. In fact, we do not as
yet know what thought is. The physi-
cal substance of the brain is composed
of nerve cells and the fibres that radi-
ate from these cells. When these
nerve cells function, energy is pro-
duced which we recognize as thought.
It is believed that nerve energy and
thoughts behave like electrical cur-
rents. Even this much is not proved.
And as for the rest, it is an absolute
mystery.

Early childhood training is un-
doubtedly the most important element
in the building and survival of traits.
We are all about equally suggestible
as children. Whether the degree of
it is increased, lessened, or remains
about the same depends largely upon
the wisdom of our parents, teachers
and guardians. If you encourage sug-
gestibility in children they will tend
to become more and more suggestible.
If, on the other hand, you develop
their logic, reasoning and will power
to the greatest possible extent then
their adult suggestibility streak will
become correspondingly less pro-
nounced.

Suggestibility, of course, does not
always bring about evil effects. Some-
times it leads to beneficial results.

Lindbergh's feat in crossing the At-
lantic has surely created a wave of
suggestibility. Roused by his daring
feat the imitative trait in aviators has
egged them on to try and do likewise.
Many lives have already been lost be-
cause of it. Many more will be lost.
Still, in the last analysis, one cannot
but conclude that suggestibility has
blazed a new path of exploration which
eventually will redound advantage-
ously to mankind at large.

Such cases, however, are exceptional.
Everything considered, we must re-
gard suggestibility as a weakness. The
less you have of it the better. The
more you fight it the better. Remem-
ber that superlative achievement and
suggestibility never go hand in hand.

You have probably heard the story
about the sheep. Hold a stick in front
of the leader so he will jump over it
and all the sheep will do likewise.
Then take the stick away. The sheep
will continue to jump as tho the stick
were still there.

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My Subconscious Mind Almost Ruined Me

(Continued from page 24)

for many weeks. Yet not a thing had happened in my work to make me so.

Right here I want to clinch my point. Most people think that they can be happy only as outside influences prove favorable; that it is impossible to be contented if business is rotten, competition unfair, if debt threatens; that these things must be solved *first*, but I am absolutely sure that a lot of folks go to their "little green tents" years before they need to, simply because they think wrongly about this one point.

I know now that the expression of Divine Mind is the only perfect substitute for worry, and that it is a satisfying answer to every Desire. In short, as soon as I began trying to measure up to this conception I got so busy with my immediate tasks that I felt relieved at once. Within a month, my business associates began to remark over my improved appearance.

I discovered that Fear was leaving me. I no longer dreaded business conferences. And to my complete astonishment, I found the realization of my long-pent-up Desire gratifyingly near.

About this time a little book was mailed to me. It was called *The Book of Life*. I found in it nothing new, but many things *different*. For instance, those old lines of Henley's:

"I am the master of my fate;
I am the Captain of my soul,"

sent a thrill thruout my body—yet I had known them since childhood. Why the remarkable change in viewpoint?

So far, I have discussed emotions with which everyone is familiar. Perhaps you feel "all fed up" on advice, sermons and inspirational literature. It is also possible that you are having difficulties with Desire such as I have described. Smug self-satisfaction is likewise a subconscious sin, but not to be discussed here.

My friend, the sermon, a little book, each spoke to my Desire directly. I do not yet know to what part of me they spoke. They simply reasoned with my subconscious mind. They did not repress in the least as I had been doing. They did not say "No!" All of them breathed confidence, patience, persistence, *hope*.

The time is near when we shall understand that most of parental training (perhaps ninety-nine per cent of it) must be directed to the subconscious mind (practically all of a child's conduct is determined subconsciously); that a child's subconscious operations are normal until warped and cramped

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by parental repression and pernicious ignorance of Universal Law.

It is possible for me to take one of my own children aside and quietly discuss any problem which his mind may develop without repressing it in any way. The child may desire candy, matches, or what not. It is usually helpful to tell him a story, true, short and to the point. He thus gets a better view of human experience. His subconscious Desire is spoken to. And when Desire is dealt with directly, any problem may be solved. I make this statement in the full knowledge that it is easier for me to lose my temper and scold or punish, than it is to instruct my child.

Desire in children differs from Desire in grown-ups only in the duration of the stimulus. In neither case should it be repressed. The adult is expected to govern himself, therefore the subconscious mind is frequently in need of self-suggestion rather than self-repression. It is good to sit down with one's self and "reason together."

By "reasoning" I mean meditation, not Introspection. A search for Truth, not the entertaining of Egotism. You know Introspection is merely a searchlight turned upon Self-As-Is, with all Divine aspects forgotten. Just self—temporal—uncertain—shifting—treacherous. That's why people worry. They are fearful lest their selves will not achieve everything planned. They lose sight of their commission to claim their birthright and share duties in a creative world.

Believe me, anything which can rob a man of sleep, peace of mind, and efficiency, to say nothing of the twenty-two pounds avoirdupois, deserves to be "treated rough." I learned afterward that even the doctor's wife was whispering to her friends that "he'd better get plenty of insurance, for he's not going to last long." What an exemplary specimen of subconscious repression I must have been!

I know now that I might have accomplished in a week what I spent over a year floundering thru. It is possible to talk to Desire or Anxiety in one's own mind exactly as one would deal with it in the mind of another. Words need not be spoken, but they certainly must be *thought* and *felt*. The subconscious must be dealt with at all times *constructively*—not destructively. It operates from the cradle onward. It cannot be repressed, but can be guided!

I had known this from previous observations, but had not felt the need for subconscious guidance. You will be interested in a personal experience. Several years ago my wife's sister underwent an operation for appendicitis. She was a slight little thing, had never been strong, but in coming out of the anesthesia, she surprised us all by



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(See Old at 23, p. 35; Catarth, p. 35)

What Is Your Limiting Fear?

Is it Self Consciousness? Or Worry? Or Apprehension? Or lack of Initiative? Or Confidence? Or is it fear of some hidden disorder being present in you, or of your contracting some terrible disease? Most people have some limiting FEAR in their lives, but when these fears are sufficiently acute to make you unhappy or to limit you unnecessarily, it is high time to begin to get rid of them.



Many people suffering from such troubles go so far as to believe that they are different from others, to make out and that they may even go insane. This is all due to lack of proper understanding of yourself, your own powers, and just how to use and direct them. It is something you dislike to discuss with your friends and relatives, for you know they do not understand and will laugh at you and tell you to forget it. But it is a serious thing to forget it. And you want to know that there IS A WAY OUT. A new life—new possibilities—will open up to you if you just attack these mental enemies in the right way and get rid of them. **AND THIS IS POSSIBLE, I ASSURE YOU.**

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threshing about wildly, talking incoherently for some time, and in many ways acting wholly unlike herself.

"It's usually this way," explained the nurse. "Preachers swear and sinners pray." Of course she was confined in the hospital several days longer than usual because she literally used up all her reserve energy in the useless struggle.

About a year afterward my wife was taken to the same hospital for the same kind of an operation. The surgeon afterward told me that the case proved far more serious than he had at first expected, and that he had little hope for recovery when the incision was closed.

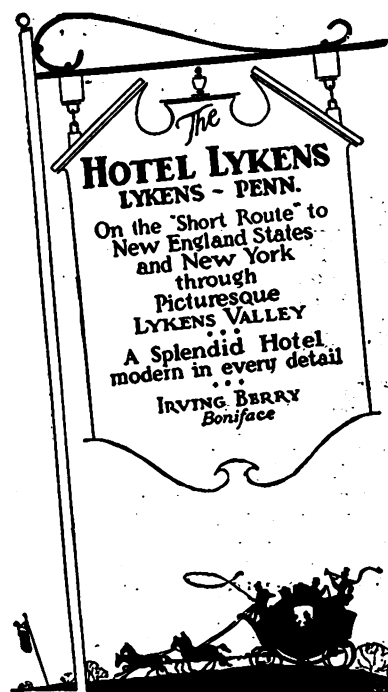
Every detail of that experience is indelibly imprinted on my consciousness. I remember how peaceful she looked as the attendants carried her back to the room—with me following hopelessly after. I sat down by her bedside simply because there was nothing else to do. In about thirty minutes or so, she turned her head on the pillow, the eyelids fluttered, I noticed the nurse stirring about the room, a moment later I heard a soft, "Hello, dear," and to the astonishment of everyone in the room she was back with us again, fully alert, physically relaxed, and in charge of the body.

After she had fully recovered, I induced her to tell me of her mental impressions as she entered the operating room. She reminded me first of all that she did not speak to any of us as she left because she entertained no thought of "failing to return." She had set her mind constructively.

It seems that she had quietly considered the whole experience before entering upon it. She had visualized how she would come out of the ether and above all else she had vowed to herself that she would neither resist nor speak wildly during the hazy period of the "return." In short, she had instructed her subconscious mind just what she wanted it to do.

I recall that the only thing she said as she climbed upon the table was, "I don't like this business!" And yet she was going steadfastly toward it. She did not remember afterward having said anything to the surgeon. One would conclude therefore that the subconscious was following a lifelong training, that of resisting bodily harm, and that it was crying out against the self-imposed discipline. Once under, there was no longer any fear, because the "submerged mind" had been carefully instructed. It was operating under mental stimuli previously given, with the splendid results already described.

Difference of temperament might be cited as an explanation, but in reality the two women are much alike in this point. Furthermore the incident so impressed me that I soon gave it a try-out on my own account. A little later



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I myself had to undergo a minor operation requiring on anaesthetic and I was able, thru my new understanding of the subconscious, to go under the ether and come out again without—as my wife testified—"making any fuss."

As soon as I was certain that such control of the subconscious was again needed, it was a simple matter to set the submerged machine working constructively.

The body was weary. A short fast, a simple diet, then back to my desk in the knowledge that body was normal. I found it necessary frequently to remind myself that I was making reasonable progress in my business efforts. That others were not doing equally well, and so on. Finally, since I had consecrated my Energy and Will to the doing of the thing which was now possible, I kept telling myself that there remained nothing else for me to do.

I simply reminded myself of these facts as often as doubt or fear crept into mind. I did not repeat a formula as Coué advised. The mind does not require that, if it is under fair control. But it *does* have to be directed constructively, without a single *Don't!*

The subconscious mind resents all *Don't's*. It is always on the alert for work to do. It has no place for "things it can't do." It simply refuses to listen. I know now as never before that Worry is born of Hurry and Uncertainty. That Ben Franklin was operating subconsciously right when he wrote, "Be patient, and you can have what you will."

It has been fairly easy to regain a normal viewpoint. A few days' rest, the right diet and plenty of conversation between the Conscious and Subconscious secured my release. I regained my weight, the confidence of my associates at the office, and am still on the job, doing what I might well wish out of the way so that I can take up what I eventually expect to do.

Desire is now my ally, just as it should be. It has been a hard lesson to learn, just as St. Paul was admonished, "It is hard for thee to kick against the pricks."

Once more I am on top. Ambition can function without bringing on subconscious cramps. Look within your own mind. Much that you have been pleased to call "temperament" is only subconscious repression. Get acquainted with your subconscious self. Give it something worth doing, and it'll start right off like a whippet free of the leash.

I believe in my ability to cash in on Desire. All measurements have been taken. I know that I can measure up to what others will expect. I have knocked, and I have confidence that the right door will open to me. Worry and Fear have disappeared.

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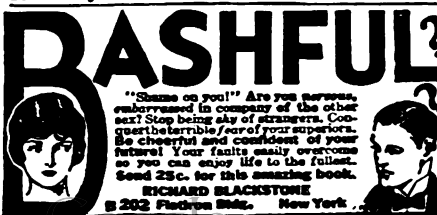
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Do You Like Yourself?

(Continued from page 43)

sympathy with the masses. You will accordingly suffer from many adult ills, unless you have the complexes here implied removed by corrective mental methods.

The young person who is permitted to grow up without sufficient industrial practice suffers not only from lack of social sympathy, but he also suffers from a feeling of physical weakness and from toxic ills incident to soft, spongy, poison-saturated tissues. Weariness of the flesh is his portion. Nothing short of long-continued and heroic gymnasium or other physical practice will suffice to build up the tissues solid and firm.

The third great human interest in which to test yourself for experience or otherwise is sociability. To what extent did you learn to be friendly during your early years? If you were brought as a child into the company of not a few of the common herd; if you were trained in social relations—the repartee, the give-and-take, the jests, jokes, quarrels and rejoinders, the chummy affairs and the spirit of the gang; if you acquired the common courtesies and the polite demeanor of so-called respectable society; if you mingled freely with youths at their parties and athletic and recreational affairs; if you had a very trying young love dream which threatened you with disaster for a brief while—as nearly all normal young persons do—and you fully recovered from this: then, you are likely to be "social-minded" and you are accordingly healthy and happy.

But, alas; there is a reverse picture into which you may have to look for your image. That is, if you were kept away from other children, the assumption being that the others were too "naughty" for you to associate with; if you were not allowed your right to go with the gang or the clique and learn their language; if you were not privileged to go out with the crowd during the high school age, and so acquire their modes of happy response to the whirlwind of social excitement; if you loved secretly and in vain and were not privileged to work yourself out in a few love affairs of your own; if you do not know the social behavior of young and old from first-hand experience: then, you are almost certainly a victim of some hate, jealousy, or anxiety complex. As a result of this repression of your social instinct you may today suffer from physical ailments, despondency and a sick mind in many other respects.

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Of course there are incidents and accidents in connection with the ordinary young person which leave deep wounds and which must be reckoned with in the analysis. Whatever went into the life or experience with emotional color—it may be said with certainty—has left a complex. A fear shock, an anger shock, a jealousy shock, a terrible tragedy, and the like, are examples of the sort of thing which leaves the nerves tied in knots. Trace all these, mark them and remove them thru denials.

In carrying out the foregoing method of self-analysis one must not only search himself thru for past repressions and perversions, for shock incidents, and the like, but he must make a test of his present mode of living. The mind is related to all things else in one's life. The diet, the exercise, the sleep, the recreation, the present occupation, the present human relations, the management of one's finances, and the family connections—all these may well be examined carefully, and variations from the standard or normal situation may be marked to advantage.

Wrong diet, for example—especially the indulgence in too much of the protein, the starch, the sugar elements of food—will slowly break the physical rhythm and bring on morbid states of mind. Under-exercise often becomes a disturbing habit, rendering the tissues soft and loose and a depository of the toxic elements of the food consumed. Wrong diet and the retarded metabolism attending such error, soon lead to oversleep and the stupor of chronic fatigue. Employment at an occupation that is dreaded and despised will gradually break the health of both body and mind. Bitter contention, inside the family or out, may likewise lead to digestive disturbances and gradually unsettle the mind. Badly managed finances, chronic debt involvements and similar difficulties are also destroyers of peace and happiness.

Two practical aims should finally come sharply to the attention in the matter of self-analysis; first, the problem; second, the project. By the problem is meant the chief source of worry, dread or disturbance in one's life. To locate that and to trace its cause is a big start on correction and relief. The mode of relief cannot be treated here,

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except to say that it should be thru denials and affirmations by the methods of relaxation and silent visualization now well known to psychologists. Once the most disturbing factor in one's life is overcome, the others yield more easily.

By the project is meant the "libido," that is, the dominant wish. One should attempt to bring that out to a clear definition during the course of the self-analysis. Just what is my chief ambition? What should I prefer to do and to be above all things else? What preparation, qualifications, advantages have I at hand for attaining to that end? What are the chief obstacles, and how may I overcome them? How may I call in special or expert assistance in the matter of solving my problem and attaining to my project? Ask yourself these questions.

Finally, after having determined by self-examination precisely what is your chief problem and what is your chief desire, act at once on this finding. Break away from obsession and habit and launch yourself into new lines of thought and action. A courageous and radical program of change of your entire character, undertaken with quiet, firm and persistent vision, is likely to bring you rich rewards. "The spirit of the Lord shall come upon thee and thou shalt be changed into another man" (or woman). Re-state this Bible phrase and make it say, "The Spirit of the Lord IS come upon me, and I AM being changed." Make such as this your motto of self-reform as a sequel to your self-analysis, and the entire world you live in may soon appear as a bright, new world. "Then shall thy light break forth as the morning and thy health shall spring forth speedily."

Over the Editor's Shoulder

(Continued from page 60)

of the school,' and I just had to speak to you."

So you see you have not only founded a splendid and inspiring magazine but have started a beautiful fraternity besides.

Who Are You? by Reed Robinson, was a splendid article. I found it very helpful. It's a new way of praying—a hopeful and really worthwhile way. Instead of asking God for something—success, happiness, etc.—in the old way, we are getting ourselves in tune with Him and drawing Him into our very souls. Praying in this way is not a task but a pleasure. It's a long time since I have done the kind of praying I call a task. I gave it up because I could not stand the strain of going over the day's worries at night on my knees. Now I rarely worry, and when I do I don't have any agonizing prayers about it.

I now believe that positive suggestion is perfect prayer, providing, of course, that the suggestions are ennobling.

Old at 23

OLD AGE depends on OSSIFICATION or hardening of the arteries. An excess of starchy foods such as oats, wheat, rice, potatoes, etc., is one cause of the encrusting of the inner walls of blood vessels, producing malnutrition, HIGH BLOOD PRESSURE, homeliness, OLD AGE and DEATH.

DOMESTIC animals, horses, cattle, sheep, etc., eating grains (herbivora) are SHORT lived. Wild animals, eating mostly flesh (carnivora) are frequently LONG lived, (100 years).

Observe the deposits inside old water pipes and kettles. Similarly an excess of calcareous substances from starchy foods with earthy matter from water, clog the arteries.

Watch the people who consume large quantities of starchy foods, bread and water! They look HOME-LY and AWKWARD in their movements, and their skins are often rough and scurfy. Scarcely any animal food, fruit and vegetables produce an appearance of youthfulness, grace, and refinement in coarse-looking starch-eaters.

For quick proof try only aged persons, who have exhausted their reserve power. Send for statements of ELDERLY persons who have experienced a wonderful change to youthful activity after only 10 days' trial of the new system of UN-DILUTED water-free nutrition.

The injurious effects of water, table salt, cereals, fat, butter, sugar, etc., are explained in our booklet; also the one common underlying cause of all disease.

Write us for particulars of Government Bulletins, describing experiments on convicts, hens, cows, etc. Deficient feeding produced disease, whereas FULL NUTRITION corrected e. g., paralysis, blindness in hens, rats, etc.; beri-beri, skin affections, etc., in men.

From sworn statements:—**PARALYSIS**, Age 61. Right hand and leg helpless three years, restored in three weeks. **ARTHRITIS**, All joints swollen from lime deposits. Knees and wrists locked immovable for eight months. **Blind** for two years. Can now see, walk, do home work. **CATARH**, hay fever, and asthma, improved from the first meal. **GALLSTONES**, Age 80. Cholic every week for years, but now one attack since instruction over four years ago. **TUMORS**, Age 40. Dissolved within a year. **GOITRE**, Collar reduced 17 to 15 inches normal size. **UTERINE HEMORRHAGE**, Age 50. Bedridden three years. Now does housework. **ECZEMA**, Age 69. Skin cracked, scaling, normal in three months. **PSYORRHEA**. See Reprint from "Dental Digest." **PREGNANCY**, Age 30. No nausea, no swollen feet nor constipation, delivery painless. **Waterfree Meals**. Educational Booklet 10c. **BRINKLER SCHOOL OF EATING**, Dept. 27B, 136 West 72nd St., New York (See Catarh, p. 30; Brain Glow, p. 30)

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Cash for Business Needs

The *Paramount Plans for Producing Cash Capital* are practical, scientific, efficient and economical. They show you how—*exactly how*—you can raise the money necessary to start a business of your own—to buy a business already established—purchase an interest in a going concern—extend an established business—introduce a new business idea, plan, patent or service—or raise money to tide you over a period of financial depression.

The *Paramount Plans* are not financial essays filled with impractical theories. They are simple, definite, easy-to-use—plans—complete in every detail—ready for you to use immediately to raise the money you need.

Thousands of bright, capable men and women—young and old—are held back from business success simply through lack of funds. Many energetic, ambitious people have sound, sensible plans, ideas and opportunities which they are unable to take advantage of, or put into profitable operation, simply because they do not possess the few hundred or the few thousand dollars necessary to get properly started. Scores upon scores of money-making business ideas die-a-borning merely for the want of a little money to properly launch them and carry them to success.

If you have a business plan, project, idea or opportunity that merely needs cash capital to get it going, get and use the *Paramount Plans* at once. They contain the real secrets of money raising. They show why Paramount methods get results and *why* other methods fail. They show you the ineffectiveness of the usual way of trying to get capital. They make plain the foolishness of the customary, limited, haphazard, hit-or-miss efforts to raise money. They show you how the *Paramount Plans* open up an unlimited field from which to obtain the business funds you need.

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Every one of the *Paramount Plans* is proved-out and time-tested. The men who prepared these plans are experts in the raising of capital. From the financial campaigns which they have prepared millions of dollars have been quickly and economically obtained for various business enterprises. These men—leaders in their line—now make available for your use the actual plans—complete from A to Z—which you can adapt to your own needs.

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You Must Have a Plan

You cannot expect to be successful in raising money unless you have a sound method—a *practical plan*—to follow.

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Many people fail in what they undertake just for the need of a little experienced advice and guidance. Why take that *chance*? Why go it *blind*? Why not get and follow expert advice?

Do Not Delay

Successful people are *positive* people. They *do* things. Therefore lose no time in getting the invaluable financial knowledge contained in the *Paramount Plans for Producing Cash Capital*.

Send no money. Just fill in and mail the coupon. We will mail you the complete *Paramount Plans* at once. When they arrive pay the postman ten dollars, plus the postage. Then examine the Plans at your leisure. And, if for any reason—or no reason at all—you do not feel that you have received many times your money's worth, just re-mail the Plans to us and we will return your money at once. That is the fair, square way the *Paramount Plans* are sold. We take all risks and guarantee your money back if you are dissatisfied in any way.

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