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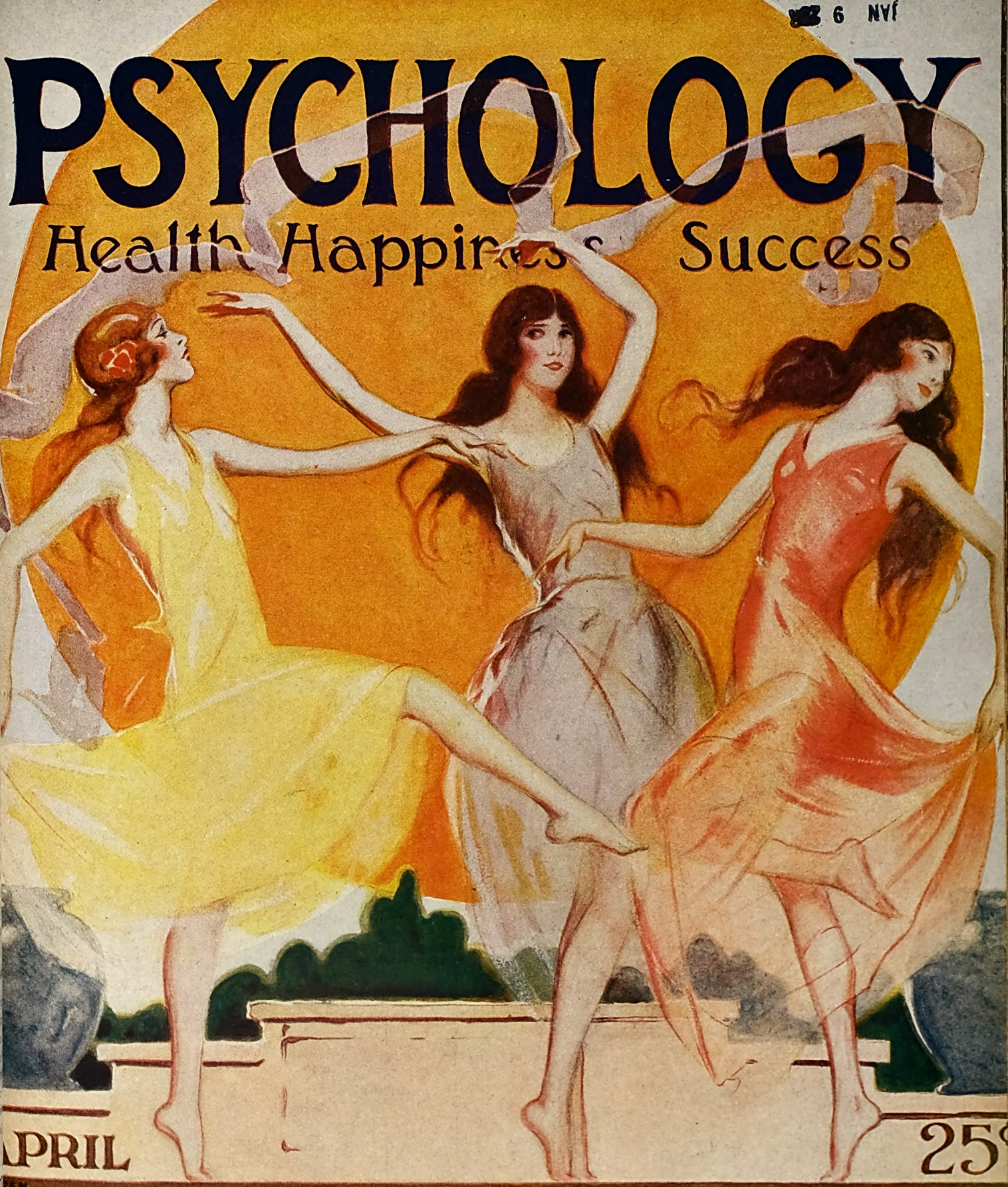
PSYCHOLOGY

Health Happiness Success



APRIL 25

EN

5th Anniversary Number

Stories of the Sixth Sense — Don't NAG!

How to Build COURAGE — Be "Self-Sustaining"

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LIFE IS NOT WORTH LIVING—

Without Sound Nerves

YOUR nerves govern your life—your efficiency, your happiness, your health. If your nerves are depleted, you cannot concentrate or think clearly; you have not the "pep" and spirit to enjoy your pleasures and sports; you have not the physical comfort and well-being without which happiness is **impossible.** Is life worth living under these conditions? No! You merely exist—you are not getting out of life **everything** that it has to offer!

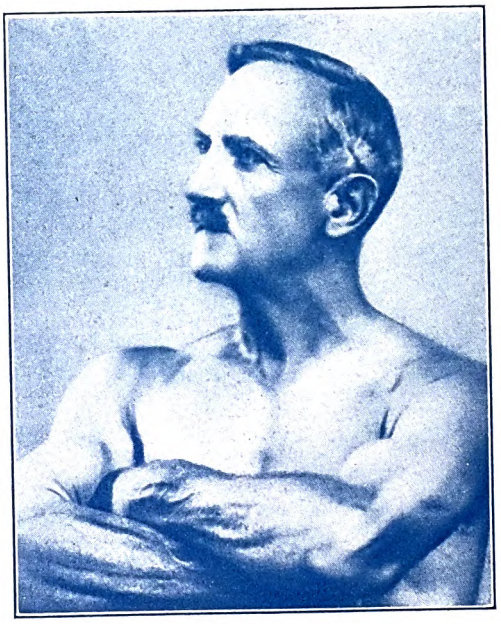
We are living in an age of SPEED; we are leading a "mile-a-minute" life. We crowd two, or even **five** years of life into a single year! We hurry, we worry, and, often, we dissipate our vital forces through ignorance.

Yet, we go on living our lives hard and fast, little realizing that we cannot go on for long, that there must come an end to our stock of Nerve Force, and that Nerve Exhaustion is staring us in the face!

Every victim of Nerve Exhaustion, when he is stricken with this terrible malady, firmly believes that he has been stricken **suddenly.** This is **not** true. The fact is, that it has been **years** developing, and that he has had many, many warnings of what was coming—but he did not heed them! Though he passes through years of sub-normal nerve supply, he pays no attention, he believes it quite common—as many misled people do—to feel tired and worn out; to suffer sleepless nights in periods; to feel discomfort after meals; to feel depressed, irritable, melancholy, and often in a "mental fog." He believes his trouble will solve itself "somehow," "sometime," especially since his physician assures him that there was "nothing physically wrong," that all his "organs are perfect," that all he needs is a "rest" and he will be "all right." A little rest helps a **little**—for a while, and then he is right back where he started, leading the same old life. Finally, he becomes a bit discouraged, believes that every man must endure "a few discomforts," and keeps going **while the going is still good.** Little does he realize that every day he is undermining his constitution, paving the way to all sorts of physical and mental disorders, and going through life only HALF ALIVE!

The country is teeming with cases that fit this story like a glove (for we Americans are the most nervous nation under the sun, not barring even the hot-headed Latins), they may be called "near-neurasthenics." A near-neurasthenic is but a next-door-neighbor to a full-fledged neurasthenic, in the grip of **actual, terrible** and **complete** Nerve Exhaustion—Nerve Bankruptcy!

There is but one malady more terrible than Nerve Exhaustion, and that is its kin, Insanity. Only those who have passed through a siege of Nerve Exhaustion can understand the true meaning of this statement. It is HELL; no other word can express it. At first the victim is afraid he will die, and as it grips him deeper he is afraid he will not die; so great is his mental torture. He becomes panic-stricken and irresolute. A sickening sensation of weakness and helplessness overcomes him. He becomes obsessed with the thought of self-destruction.



PAUL VON BOECKMANN

This photograph, taken very recently, shows him at the age of 57—the acme of Strength, Vitality and Nerve Force

The noted British authority on the nerves, Arthur T. Schofield, M.D., the author of numerous works on the subject, states:

"It is my belief that the greatest single factor in the maintenance of health is that the nerves be in order."

The symptoms vary according to individual characteristics, but the development is usually as follows:

First Stage: Nervousness, restlessness, sleeplessness, lack of energy, poor circulation, and other minor symptoms of low vitality.

Second Stage: Nervous indigestion, belching, sour stomach, gas in bowels, shallow breathing, decline in power of the reproductive functions, high or low blood pressure, hot or cold flashes, heart palpitation, mental uneasiness, irritability, undue worry, despondency, self-consciousness, etc.

Third Stage: As nerve weakness advances, the symptoms mentioned before become more severe. It is then the more severe mental symptoms appear; namely, fears, melancholia, dizziness, loss of memory, hallucinations, suicidal thoughts, and finally INSANITY.

If only a few of the symptoms mentioned here apply to you, especially those indicating mental uneasiness, you may be certain that your nerves are weak and deranged. Fight this weakness as you would fight for your life. **Conquer it,** or it will **conquer you.** There is nothing more terrible than Nerve Exhaustion.

Medicine Useless

Medical treatment for nerve weakness is worse than useless. Taking drugs to stimulate jaded nerves is like making a tired horse run by dragging him behind an automobile.

Physical Exercise May Be Harmful

Don't be deceived into believing that some magic system of exercise will restore lost Nerve Force, as is so often claimed by physical culturists. More often it wastes the little that is left, for exercise demands expenditure of Nerve Force. Bear in mind that some of the worst nervous wrecks may be found right among our physical culturists, prize fighters and noted athletes. Nerve abuse wrecks the strong man as well as the weak.

Important Book on the Nerves

Many excellent books have been written on the care and strengthening of the nerves, but by far the most practical book ever written for the benefit of the general public is "Nerve Force" by Paul von Boeckmann, the noted authority on this subject, who has for thirty years made an intensive study of people with weak and deranged nerves. The book is illustrated and contains 64 pages of condensed facts and advice upon the subject of Nerve Culture. The cost, prepaid, is only 25c (coin or small denomination stamps).

Your Children's Nerves

This book is of inestimable value to parents. Proper care of a child's nerves is as important as his mental training, for education is of little value unless backed by sound nerves.

Nervous parents are likely to beget nervous children. The information contained in this book will give a parent a thorough understanding of the dangers that threaten a child's nerves and how to counteract them, so that the child can become immune to nerve strain and become strong and healthy.

Unconditional Guarantee

This book is guaranteed from cover to cover. If after applying the advice it contains, your nerves do not feel 100% calmer and better, your money will be refunded PLUS your outlay for postage. There is no time limit to this offer.

Over a million copies have been sold, a record never before reached by any other book on health. This book and several other books on health subjects by the author are now on file in many public libraries and at the National Medical Library at Washington, D. C. They are highly recommended by noted physicians, scientists, teachers, ministers, and students of health culture.

What Others Say:

A prominent lawyer in Ansonia, Conn., says: "Your book saved me from a nervous collapse, such as I had three years ago. I now sleep soundly and am gaining weight. I can again do a real day's work."

A physician says: "Your book shows you have a scientific and profound knowledge of the nerves and nervous people. I am recommending your book to my patients."

A mother writes: "I always had that dragged-out feeling. I could not take any interest in my children's activities; they annoyed me. I could find no relief until I read your book. It taught me how to build up my nerves. Now I am a companion to my children, can play with them, and am interested in their doings."

A college student writes: "I studied so intensely to pass my 'exams' that I broke down completely, and had to leave college. After following your teachings, I was able to return to school and complete my education, graduating with honors."

A young girl writes: "I have been suffering from depression for a long time. I tried many cures, but none succeeded. In changing my mental attitude to life, you saved me from this terrible melancholy."

An athlete says: "To look at me, you would have thought me to be 'the picture of health.' But my appearance was deceiving—I was strong physically but internally my nerves were shaky and life was a burden to me. Now I understand that muscle isn't everything."

A business man writes: "Your book did more for me for indigestion than two courses in dieting."

Fill in the attached coupon today—NOW. The book will be a revelation to you.

Paul von Boeckmann, Studio 1474
Cellini Bldg., 48 W. 48th St., New York City.

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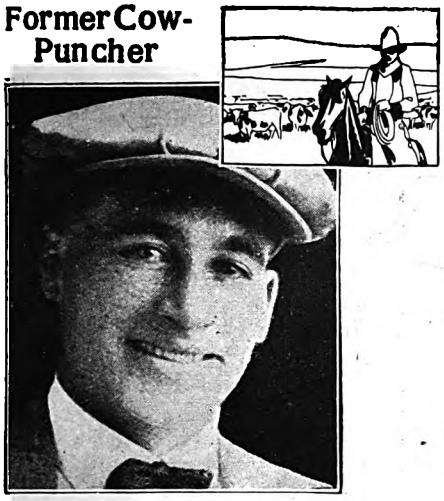
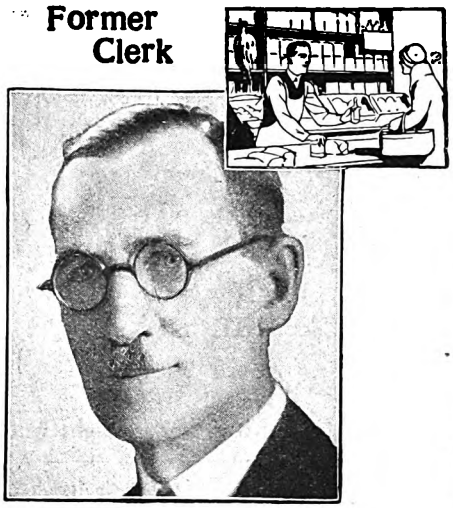
Former Cow-Puncher



$525 A Week

"Before enrolling with N. S. T. A., I was a cow-puncher. When I completed the course, I started out as a salesman. I made more than $3,000 in the next five months, which is proof enough that N. S. T. A. helped me. Since then I have made as high as $525 a week!" WM. SHORE, Neenach, Calif.

Former Clerk



$7,286 Last Year!

"I was working as a clerk earning $1,000 a year when I enrolled with N. S. T. A. After completing the course, my first year's income was more than **double** the old salary! Last year my income tax proved earnings of $7,286. My grateful thanks will always be due to N. S. T. A. for 'Salesmanship' as you teach it."
F. J. WALSH, Mass.

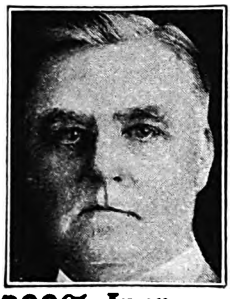
Former Factory Man

Over $10,000 A Year

"Your splendid course is worth thousands of dollars to any man. When I started the N. S. T. A. course, I was a foreman in a rubber curing room at $160 a month. I started selling after nine weeks and today my salary runs into five figures I shall always have a warm place in my heart for N. S. T. A."
R. B. HANSEN, Akron, Ohio.

$700 A Month

"I was dragging along as a farmer—barely existing, I decided to train with N. S. T. A. After finishing I received a list of firms wanting salesmen from you; I applied to three firms, and took the best one. Led my sales force and earned close to $700 last month."
L. O. HALLOMAN, Slaton, Texas.



300% Increase

"I was formerly a decorator but since taking your course, have held a position as a specialty salesman which brings me from $5,000 to $7,000 a year—300% increase. I can state that it has all come through N. S. T. A."
B. F. BOILON, Columbus, Ohio.

$1,000 A Week

"Before taking the N. S. T. A. course, I was making $200 a month, but could see no future. Since taking your course, I have advanced steadily and am now District Manager for a big concern. Last week my earnings amounted to over $1,000. Any N. S. T. A. graduate in Arkansas, Mo., La., Texas or Oklahoma wanting work, write me. I want N. S. T. A. salesmen for they are the fellows who bring home the bacon."
O. D. OLIVER, Norman, Okla.

Last Year's Pay Looks Like Small Change *To These Men Today!*

Here Are Six Men Who Were Formerly Caught In the Hopeless Treadmill of Low Pay Jobs! Today Every One of Them Reports Earnings From $5,000 Up to $10,000 a Year. Right Now—The Same Opportunity That Changed Their Lives so Completely Is Open to YOU! Don't Fail to Read Every Word of This Vital Message!

RAISED THEIR PAY 600% WHEN THEY DISCOVERED SALESMANSHIP

THINK what a 600% increase in salary actually amounts to—in terms of dollars and cents. Take your **own** salary for example. Multiply it by 6. Figure every hundred dollars you make as if it were **six** hundred dollars! Think what you could do with it—and you'll realize how amazingly these six men have prospered in so short a time.

Every one of them pictured here has known the seamy side of life. They were not always "on top"—and have not always made $5,000—$7,500—and $10,000 salaries. Nor have they always enjoyed the freedom and independence they possess today. One was a cow-puncher; another a clerk; another a factory worker—and $50 a week was the biggest salary of the lot! They were simply ordinary fellows—with **ambition** and very little more. But that was yesterday!

The First Step Up The Ladder

Men with REAL (not **bogus**) ambition usually find a way to go up the ladder and get what they want. These six men did. And all of them chose SALESMANSHIP because they realized that it offers bigger rewards—and delivers them quicker than any other profession under the sun!

One or two of these men hesitated awhile because of the foolish superstition that salesmen have to be born with some mysterious gift—but in the end they all cast their lots with the National Salesmen's Training Association—with astonishing and gratifying results!

Easy As A-B-C

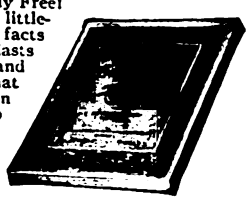
The experience of Mr. Hansen who rose from $160 a month as a factory man to over $1,000 a month after N. S. T. A. training—and the experiences of the five other men shown on this page are typical. Together with hundreds like them they prove that any man of average intelligence can quickly become a Master Salesman and enjoy the big earnings and advantages that go with it.

Reason it out for yourself. Salesmanship is just like any other profession. It has certain fundamental rules and laws—laws that you can master as easily as you learned the alphabet. And through the National Demonstration Method, an exclusive feature of the N. S. T. A. system of SALESMANSHIP training—you can acquire the equivalent of actual experience while studying. Hundreds of men who never sold goods in their lives credit a large portion of their success to this remarkable training.

Remarkable Book FREE

NOW FREE

Right now—we are offering to send you a copy of a remarkable man-building volume called "Modern Salesmanship"—absolutely Free! It contains hundreds of little-known and surprising facts about salesmanship; blasts dozens of old theories; and outlines a simple plan that will enable 'most any man to realize his ambition to earn bigger pay—whatever his present job may be. Clip this coupon now. No obligation. Mail it today!



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VOL. X. NO. 4 APRIL, 1928

Founded and Edited by Henry Knight Miller

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In MAY

PSYCHOLOGY readers are to be congratulated upon the addition to our editorial staff of Dr. G. Arthur Gayer, one of the best known psychotherapists in the world. Dr. Gayer was formerly associated with the late Dr. John L. Quackenbos, a pioneer in the use of hypnotism and suggestion in healing. In addition to his office clinic Dr. Gayer has for many years conducted a Sunday afternoon healing service at Hotel Astor in New York. The first of Dr. Gayer's articles as Contributing Editor of PSYCHOLOGY will appear next month.

THE MOST USEFUL WOMAN CITIZEN IN OMAHA. One of the most amazing narratives of courage and world service ever told. A sketch of Dr. Olga Stasny, by Ada Patterson.

NEVER MIND SEX—BUT GROW UP! "It is not sex, but fitness and ambition that determine the outcome of a life." "The influence of the sex glands is only one influence, and is very much overrated." A stimulating article by a scholar of high rank, Dr. Cody Marsh.

SHALL I BUY THAT CAR? A breezy article on the problem of instalment buying, introducing a contest among our readers on the advantages and disadvantages of credit buying. By A. R. Giffard.

Arthur H. Howland, Managing Editor; G. Arthur Gayer, Contributing Editor; Kaye Wheeler, Assistant Editor; Charles H. Desgrey, Advertising Manager; Joseph Sproul, Circulation Manager; James F. McCarthy, Executive Secretary.

Published monthly by the Psychology Publishing Co., Inc. Business and Editorial Offices, 17 West 60th Street, New York N. Y.

Subscription price, $3.00 per year. Canada, $3.50. Foreign, $4.00. Subscribers may send remittance by check or express money order or registered letter.

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Entered as second-class matter at the Post Office at New York, N. Y., under the act of March 3, 1879. Additional entry at Jamaica, N. Y., August 24, 1927.

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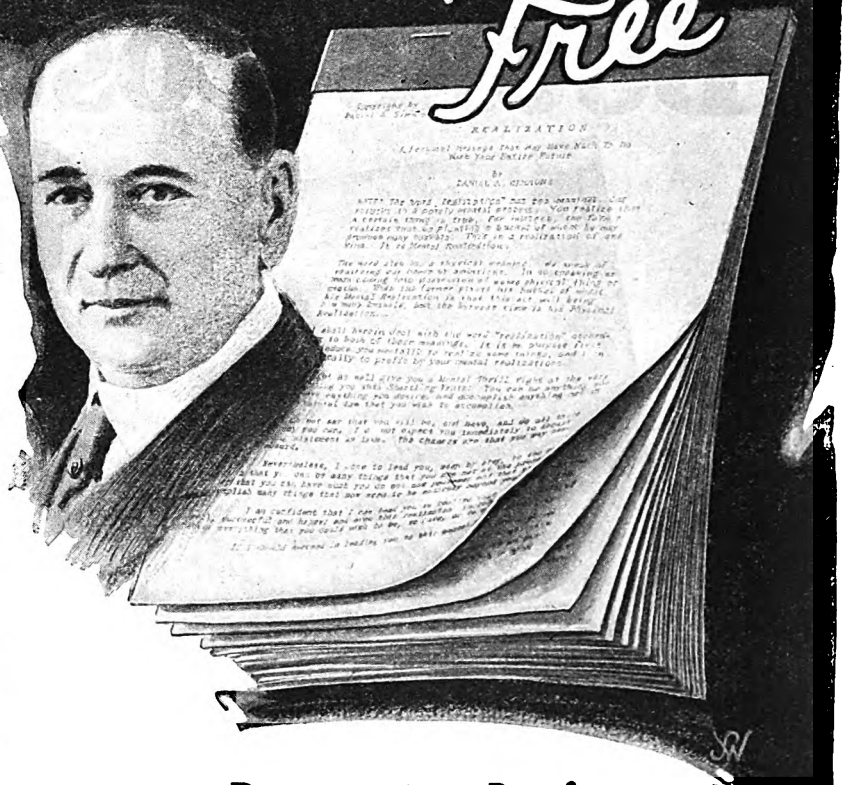

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Obstacles Overcome

Are you contented with your present surroundings and possessions, or do you want a beautiful home, fine automobile, and all those things that show success in life?

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Does worry destroy your peace of mind or ill health discourage your every hope?

Are you dissatisfied with the work you are doing or the progress you are making?

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Why Most Men Fail in Life

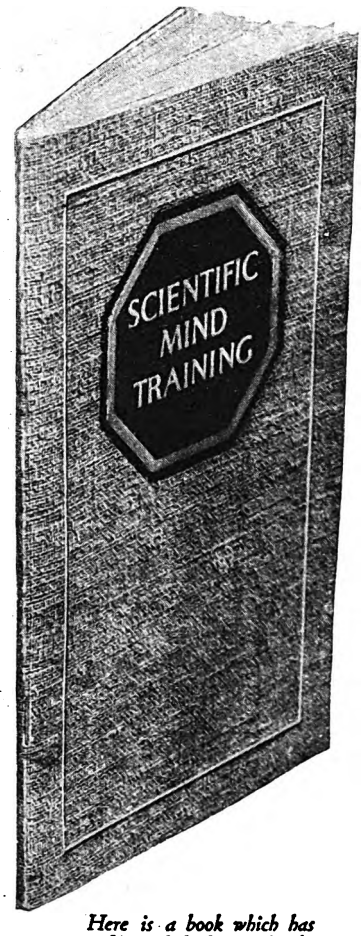
Scientific mind training—what is it?

Psychologists have long known that our mental faculties—the senses, observation, attention, memory, imagination, concentration, reasoning, will-power, and others—are susceptible to training, *just like any muscle in the body.* The degree to which they are *developed* in us is determined, in fact, by the extent to which we *use* these faculties.

If we *don't* use them; if we don't develop in any of these mental directions—these precious faculties, upon which our whole career depends, become (like unused muscles) weak, flabby, powerless, and ineffectual.

Few of us ever realize this fact, and as a result, most of us are not even half-alive; we are not one-tenth alive; the immense powers we possess lie within us—dormant, unused and atrophied!

The average man doesn't see or hear a fraction of what goes on around him; his senses are completely dulled, *by lack of use;* he doesn't know how to reason properly, because he has never developed that faculty; his powers of attention are completely untrained. His memory is like a sieve. He is altogether lacking in any power of sustained concentration. When his mind is not a complete blank, it flits from one inchoate idea to another. Finally, he has no Will-Power at all, for seldom in his life has he *used* this god-given faculty. As a result, he is putty in the hands of clear-thinking people who *do* know what they want.



Here is a book which has influenced the lives—for the better—of hundreds of thousands of people.

The lives of such people can be metamorphosed, *by scientific training of their mental faculties.* They think they are "failures;" they are usually despondent, discouraged, self-conscious. The trouble is simply that one or more important mental faculties are *completely undeveloped* in them.

When they strengthen themselves *where they are weak,* they quickly become, in their own words, "new people."

Astonishing Results Obtained

This scientific mind training is done through simple, moderate, fascinating "mental exercises," under the direction of a staff of expert psychologists. The system is known as Pelmanism, after the man who twenty-five years ago, in England, originated it.

The book illustrated here, "Scientific Mind Training," tells in detail about this remarkable system, illuminating the scientific theory behind it, and giving innumerable concrete examples of the astonishing results that have been obtained—by hundreds of thousands of people—through practising these simple and sensible exercises.

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Address .....

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

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It Pays to Advertise

ONE step won't take you very far,
You've got to keep on walking;
One word won't tell folks who you are,
You've got to keep on talking;
One inch won't make you very tall,
You've got to keep on growing;
One little ad won't do it all,
You've got to keep them going.

* * *

Add Modern Complexities

New developments generate new crimes. The pencil seller who was arrested for assaulting a man who refused to buy will be charged, it is thought, with "feloniously attempting to overcome sales resistance."

—Boston Transcript

* * *

Not to Blame

Father: Here's a C in your report again, in spite of your getting help at home all this term.

Young Son: Y'ain't fair, Pop. That C's only in deportment, an' you didn't give me any help in that.

—Kasper (Stockholm)

* * *

News of the Stock Market

SKIRTS HIGH and consistently sold short. Tabloids low and Gyroscopes steady. Razor transactions sharp during past week. Scotch strong. Automobiles prominent on the Curb. Prince of Wales formerly strong, but fell off again recently. Edison light. Airplanes coming down consistently. Elevators fluctuating tremendously with sudden rises and drops. Safes and Grand Pianos heavy. Mock Turtle Soup bullish, but Follies Girls Preferred gives every indication of bare tendencies.

Corsets off, also Red Flannel Underwear. Mountain Railroads on the upgrade. Patent Cigar-lighters uncertain. Many runs in Silk Stockings lately. Whisk-brooms brisk and Suspender Buttons weak. Congress inconsistent.

—Parke Cummings in Film Fun

Nightmare

The professor had for some time been profoundly occupied with problems in higher mathematics. He had therefore richly deserved the noontime nap he had taken.

But shortly after falling asleep, heart-rending cries were heard from his bedroom. His wife rushed in and found him in a half-awake and bewildered condition.

"But what's the matter with you?" she inquired solicitously.

"Ah! whew!—I've just had such a dreadful dream. I dreamt our little Pete was a negative fraction under a cube-root sign, and I couldn't get him out from under!"

—Verden og Vi (Copenhagen)

* * *

Twelve Questions

Appearing in the Liberty issue of Judge

1. What great General is buried in Grant's Tomb?
2. What two countries were involved in the Spanish-American War?
3. What weekly magazine that sells for a nickel is full of dandy articles and stories? (Not the Saturday Evening Post.)
4. What make of automobile is called a Lizzie?
5. Who is the President of the United States?
6. Who was the last one?
7. Spell Idiosyncrasy.
8. If a man has twenty dollars and gives ten to his wife, two to his daughter, one to his son at Yale, and one to his bootlegger, how many will he have left? (This is not a wheeze.)
9. What country borders on the United States at the North?
10. What is its principal export? (This is a joke.)
11. Who wrote Longfellow's "Hiawatha"?
12. What is the funniest magazine in the world? (Not Liberty.)

Etiquette of the Rumble Seat

WHEN four persons, evenly divided as to sex, ride in a car equipped with a rumble seat, places shall be assigned as follows:

Two men and their wives. The men sit behind.

Two boys with their sisters. The sisters sit behind.

Two boys with girls not their sisters. All four sit in front.

—Bill Sykes in Film Fun

* * *

Who's Got the Energy?

Photographer: Sam, are you ever fired with enthusiasm?

Sam: Yassuh! From every job I tackles.

—Camera Art

* * *

There are two periods in every woman's life when no man understands her. The first is before she is married and the second is after she is married.

* * *

Be Explicit, Please!

"How old are you?" inquired the visitor of his host's little son.

"That is a difficult question," answered the young man, removing his spectacles and wiping them reflectively. "The latest personal survey available shows my psychological age to be 12, my moral age 4, my anatomical age 7, and my physiological age 6. I suppose, however, that you refer to my chronological age, which is 8. That is so old-fashioned that I seldom think of it any more."

—The Outlook

* * *

"Luther Burbank, my eye!" exclaimed somebody who wanted to be overheard. "Didn't Lindbergh cross a volcano with an airplane?"

—F. P. A. in The New York World

* * *

Karl: Little children shouldn't swear like that—it's not right.

George: Aw wite, you show me de wite way, mister.

—Film Fun

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How $5 Grew to $100,000 In This Amazing Business

Let me send you my free book. It tells how, starting with a $5 bill, I made $100,000 in less than 5 years as a real estate specialist. I had no experience, little education, was in poor health, and had no influence. But I did have a system of my own which worked! And it is working today for many others who are making more money than they ever dreamed they would! My book tells their stories, too. Mail the coupon for your free copy.

I STARTED with $5—and an *idea*. My friends laughed and said "it's a fool idea."

But I was doing work I was not fitted for and which I thoroughly disliked, so I decided to "take a chance," especially since I had nothing to lose.

I was living in a gloomy boarding house, wearing cheap clothes, striving to keep out of debt, and getting mighty few of the good things of life.

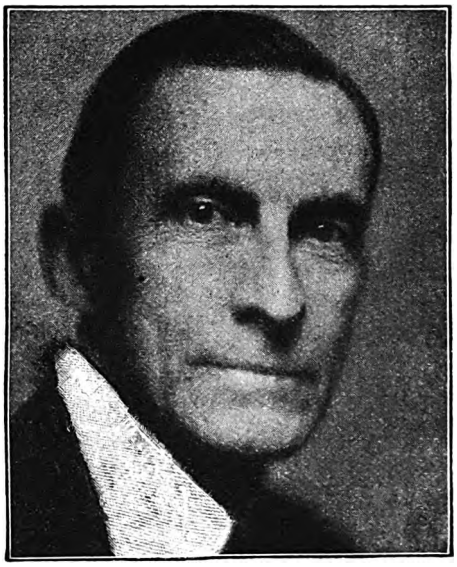
In less than two years after I started to specialize in real estate, I was making nearly *one thousand dollars a month.* And in less than five years I cleaned up a net profit of *over one hundred thousand dollars.*

You, too, can make big money MY WAY. You can start in your own home, in your spare time. I don't care how old or how young you are or how discouraged you may be. I don't care how little education or influence you may have. I don't care how little business experience you may have had. You can make big money if you follow my methods—and when I say big money I MEAN it.

Amazing Earnings

The first step is for you to write for my free book.

Read my own story. Then read how W. E. Shoop, a former weaver, made $6,000 on his first sale; how Mrs. Evalynn Balster, a widowed schoolteacher, made $5,500 commission on her first sale; how Eugene Walrath, formerly in the clothing business, cleared $17,000 on one deal; how Thomas E. Mone, Jr., a former insurance man, made $40,000 in 2 years, using my method. How Chas. F. Worthen, formerly a salesman, made $8,500 in 17 weeks by following my method. How H. G. Stewart earned $14,400 in commissions in 6 months. How Earl Beam earned $910 in his spare time after supper in a few months with my system. How Anthony C. Maurell made $4,100 in 3 months. How Al West made $3,200 in 15 days. How A. D. Perkins, formerly in the furniture business, made $2,556 in 2½ months. How F. B. Bennett made $435 on his first day. They all did it in this amazing business, using my methods.



My free book tells all about these wonderful successes. It tells how when I started in real estate I thrust overboard all the hit-or-miss, haphazard, rule-of-thumb methods of the past and put into operation my system which is superior to the old way as the modern ocean liner is superior to the old sailing vessel.

A Wonderful Business

Real estate—conducted my way—is a great business. It is as permanent as the earth itself. It is getting bigger and bigger as the country grows. It doesn't require years of study to learn like most other businesses and professions. It offers enormous earnings to ambitious men and women. Users of my system report earnings of $1,000—$5,000—$10,000—on single deals—as much as the average man gets for months and years of hard work. And the business is practically unlimited. Ten million properties are now on the market for rent, sale or exchange. And you can start without capital or experience—right at home—in your spare time. I did. So did others. So can you. My free book tells you how.

Get Free Book Now

My big, new illustrated book is filled with fascinating facts about my kind of a real estate business—what I did—what others are doing—what you can do.

Mail coupon right now and get this valuable, money-making information free. It doesn't cost you a nickel to find out what this book can do for you. So, act at once. You will never forgive yourself if you turn your back on this unusual chance to win big business success. Address PRESIDENT, American Business Builders, Inc., Dept. 10-4, 18 East 18 Street, New York.

$1,000 Reward

I will pay one thousand dollars in gold to anyone furnishing proof of the existence of any course in business training which has helped as *many* men and women make as *much* money in as *short* a time as my system for becoming a real estate specialist.

PRESIDENT, American Business Builders, Inc.
(Authorized Capital, $500,000.00)
Dept. 10-4, 18 East 18 St., New York, N. Y.

Mail me your free book telling how you made $100,000 in a new kind of real estate business—how others are making big money—and how I can do the same.

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Please print or write plainly

Address .....

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

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F·A·I·T·H +

They Make You a Partner

HENRY KNIGHT MILLER, founder and editor of PSYCHOLOGY, and president of Psychology Publishing Company, Inc., had very little capital five years ago when he brought out the first issue in his Brooklyn studio. Wise old publishers chuckled as they witnessed the advent of another new magazine, as they thought, doomed to be sucked under in a whirlpool of bills payable. But, the young ex-clergyman had a vast amount of *f-a-i-t-h* in the merit of his idea. And *Faith* and fight put it over. NOTHING CAN STOP IT NOW. It gains increased power every time a crisp new issue comes off the press. We expect the circulation to be 250,000 by the end of the present year. Common stock which *you* can now buy at *ten dollars* a share will undoubtedly soar to *twenty-five dollars.*

This statement, tho seemingly broad, has been made by Dr. Miller many times above his own signature to many of his readers and friends after an analysis by himself of the circulation situation, revealing the fact that with a net paid annual circulation of 200,000 each share of Common Stock would earn from $2.00 to $2.50 which would mean a value of $25.00 for every share. But can you visualize the valuation of this stock when the circulation figure changes to 1,000,000, as it most certainly will soon at the present rate of growth? One share purchased at $10.00 today may be worth $100.00 a few years from now.

PSYCHOLOGY is five years old. Now is the time to "get in on the ground floor," as they say in investment circles. Next year may be too late. Certainly five years from now you will not be able to touch PSYCHOLOGY stock.

PSYCHOLOGY is an outstanding magazine-success. It is a going concern. It is a sound investment. The best proof any magazine can offer that it *is* a success, that it *is* a going concern, that it *is* a sound investment, is to point to the volume of advertising it carries; for, as you know, it is the advertising revenue that pays the staggering printing and paper bills and the overhead.

Nine out of ten young magazines are swamped and drowned during the first or second year of life by the tremendous expense of publishing production. If a young magazine survives the second year, it is a sure indication that it has attracted a good volume of paid advertising. Then, like a baby with all its teeth, it begins to enjoy life! *It begins to show profit.*

Advertising

The truth about PSYCHOLOGY'S advertising is a little hard to believe, so we respectfully refer you to page 193 of the January 12th issue of Printers' Ink—the little *bible* of the publishing world. On that page, there was printed a column headed, "Volume of Advertising in Monthly Magazines for January 1928." There were thirty magazines listed under "flat size" and, altho every one of the others had been in the field for varyingly longer periods, PSYCHOLOGY stood *seventh from the top!* Here is a little table showing how PSYCHOLOGY Magazine compares as to age and advertising volume with the six well-known magazines ahead of it on the list:

Magazine	*Pages*	*Lines*	*Age*
American	50	21,452	52 years
Physical Culture	43	18,520	30 "
Cosmopolitan	43	18,449	42 "
Red Book	38	16,438	25 "
True Story	37	16,192	9 "
Better Homes & Gardens	31	14,033	6 "
PSYCHOLOGY	31	13,675	5 "

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F·A·C·T·S=?

With Henry Knight Miller

AS a probable investor in PSYCHOLOGY Common Stock, stop a moment and get the full meaning of the little table at the foot of the opposite page. Then, ask yourself whether you can afford not to accept this invitation to share profits with the publishers of this magazine-success which has forged its way, in five short years, from 30th place to 7th among first-rank national publications.

Circulation

We give these circulation facts and figures merely because of the interest they contain to prospective investors: for, when a magazine stands seventh in its class as to volume of advertising carried, it goes without saying that it has both quantity *and* quality of circulation. Especially is this true of a magazine carrying carefully keyed mail-order advertising, as in the case of PSYCHOLOGY. Every advertisement in PSYCHOLOGY Magazine contains a key number placed there by the advertiser, who keeps a strict record of the number of orders resulting from the advertisement bearing that particular key number. If he does not get a satisfactory number of orders, he never allows himself to be "stung" a second time.

PSYCHOLOGY can well boast, "Once an advertiser, always an advertiser," for the majority of its present clients have been with it from the start. This all proves that PSYCHOLOGY has circulation in enviable quantity and quality. Of course, HENRY KNIGHT MILLER knew that his *faith* would not be in vain. But, now, the whole world gasps at the reapings of that faith. PSYCHOLOGY is the talk of the big publishing town where millions upon millions are spent yearly in advertising!

PSYCHOLOGY'S amazing growth in circulation

April 1923 - - - - - - 4,000
April 1928 - - - - - 120,000

could not have been possible without the shrewdest management in every department. A steady subscription-getting campaign by mail is in constant progress. Friendly and fruitful contact is enjoyed with the leading subscription agencies of the country. News-stand representation, thru a system of independent distribution, is almost perfect in the larger centers and is constantly reaching out into the by-ways. Altho profits have been religiously put back into the business, unlike other young magazines, PSYCHOLOGY has not had to spend huge sums to put itself on the map. It carries no *forced* circulation, no *free* circulation. The people, themselves, recognizing the indisputable worth of having a national magazine devoted to health, happiness and success, thru self mastery, have *demanded* more and more copies—have passed PSYCHOLOGY around from friend to friend. Every member of the family falls in love with its fine, clear manner of discussing intimate human problems. Few there are who can read an issue without getting a welcome shaft of light on some personal or business problem. *Its intrinsic merit spells its success!*

You Are Invited

Dr. Miller will be glad to see *you* accept this invitation whether you buy one share or one hundred, altho no one is permitted to purchase more than one hundred shares. He will be delighted to have *you,* as a reader of PSYCHOLOGY, go on with him farther and farther along the road to success and financial independence. New York bankers have repeatedly offered capital, but it is not capital alone that the founder of PSYCHOLOGY is seeking. He feels that since the readers of PSYCHOLOGY have been such an important factor in its phenomenal success they ought to have an opportunity to share in its profits. This idea savors of his usual keen business sense—he knows that every reader-shareholder will be a booster in his own particular community, and that these boosters living in every corner of the world will become automatically a medium of publicity-power which could not be purchased with mere dollars and cents.

First Come--First Served

There is of course only a limited number of shares of common stock to be sold at this time. You can buy one share, or any number of shares up to one hundred shares, but not exceeding one hundred. The object is to obtain as wide a distribution of this issue of stock as possible. You will find the "Acceptance Blank" below a convenient means of becoming at once a partner in one of the most remarkable business institutions of today—*a five-year-old magazine which has already multiplied its original print order by forty-two!*

E. A. SPEIER & CO., Inc.
Suite 722, 551 Fifth Avenue, New York, N. Y.

ACCEPTANCE BLANK

E. A. Speier & Co., Inc.,
Suite 722, 551 Fifth Ave., New York, N. Y. (428)

I accept the invitation to buy ..... shares of Common Stock in PSYCHOLOGY at $10.00 a share. Enclosed find my check for $.....

Name.....

Street.....

City..... *State*.....

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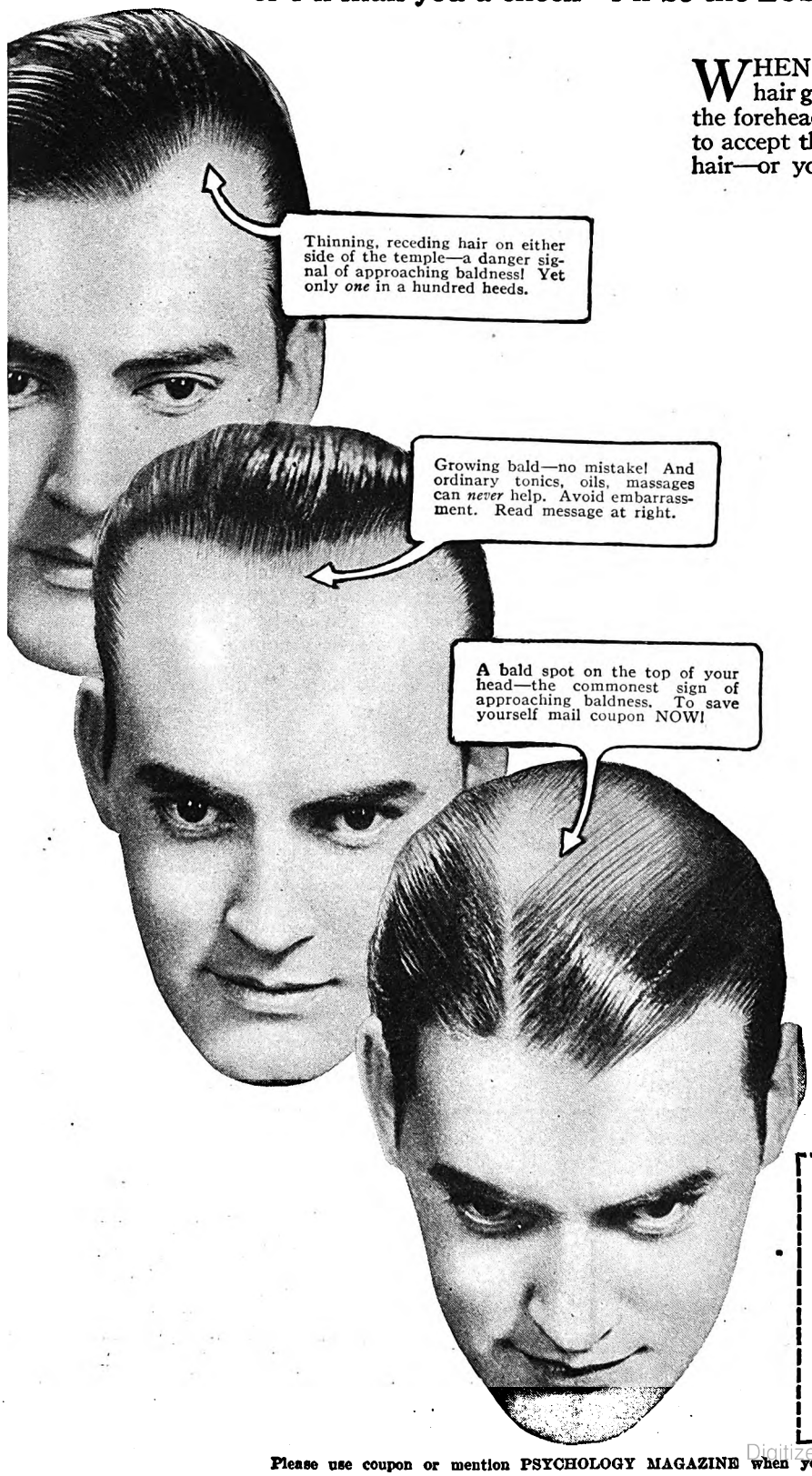
Where do YOU *want to Grow New Hair?*

Decide NOW! Let me cover that spot with new hair in 30 days, or I'll mail you a check—I'll be the LOSER, not you!



WHEN approaching baldness threatens—when hair gets thinner and thinner on the temples, the forehead, the top of your head—*that's* the time to accept this no risk offer. I positively grow new hair—or you pay NOTHING!

New Hair in 30 Days—Or No Cost!

Thinning hair, falling hair, dandruff, dry scaly scalp—DANGER SIGNALS ALL! Stop delaying. Stop wasting time and money on ordinary salves, massages, tonics and oils, which you *know from experience* cannot possibly bring worth-while results! Save yourself from baldness this quick, easy way—through my iron-clad contract—*without risk!* For I GUARANTEE to end dandruff—stop falling hair—grow new healthy hair in 30 days—or *I don't want a penny of your money!*

Why does baldness begin to appear? Why do ordinary tonics fail to help? In most cases of baldness the hair roots are dormant—*sleeping* through lack of nourishment. And tonics fail to help simply because they treat only the *surface* skin. To make a tree grow you don't rub "growing fluid" on the bark. You get to the roots. That's the simple secret of my scientific treatment. It goes *beneath* the surface—nourishes dormant roots directly—stimulates them to new activity—encourages quick and healthy growth of new, vigorous hair.

At the Merke Institute, 5th Avenue, New York, many people have paid as high as $100 for results secured. Now you can secure equally beneficial results at home for only a few cents a day—AT MY RISK. You *grow* new hair where you *need* new hair—or I pay, not you!

Coupon Brings FREE BOOK Explaining Treatment Fully!

Some cases of baldness are hopeless. I admit it. But so many thousands have benefited through my remarkable treatment that the facts are certainly worth knowing. Mail coupon for vitally interesting FREE booklet, giving the complete story—and, in addition, telling all about my iron-clad contract, which enables you to take the treatment without a penny's risk. No obligation. Sign and mail the coupon NOW! Allied Merke Institutes, Inc., Dept. 1074, 512 Fifth Avenue, New York City.

Allied Merke Institutes, Inc.,
Dept. 1074, 512 Fifth Avenue, New York City.

Please send me—without cost or obligation—in plain wrapper, a copy of your book, "The New Way to Grow Hair", describing the Merke System.

Name.....
(State whether Mr. Mrs. or Miss)

Address.....

City..... State.....
(My age is.....)

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Teach Yourself!

A High School Education now available **50 Volumes A Leather Cover** **All for $2.98**

DO YOU ever feel the lack of knowledge you really ought to have at your command? Perhaps you missed a high school education. Then again, perhaps you did not get the most out of it when you were in school. It is true that many young people never realize the value of an education until they have been for a time out in the world, as the phrase goes, shifting for themselves. Then they regret either that they did not finish school or that they did not make the most of their opportunity while they had it.

Classroom atmosphere has also often been a handicap. Many cannot learn as well in the strict way of formal education, but often such people—and you may be one of them—can get an astonishing amount of good from books after they have left school far in the past. It is to meet the demand of people everywhere who want to improve themselves—who want, in short, to broaden and extend their education along the general lines of the usual high school course that this series of 50 educational volumes has been gathered together.

Simplicity of Style

AN important feature of these books is their simplicity of style. They have been specially written so that everything is fully and understandably explained—in fact, so that no instructor except yourself is necessary. You will have to study the books and contribute your endeavor if they are to do you any good. But if you are sincere in your desire for self-improvement, if you really want to learn, honest application and alertness will make these books a mine of mental wealth to you. Look over the list of books in this series at the right and see how they can benefit YOU!

These books are all self-teaching—that is the plan that underlies them all, to make no instructor necessary. But the books are of no value unless you read them with the determination to learn from them. There is no royal road to learning just by sitting idly and letting your eyes wander over a page! But if you have genuine ambition, then these are the books to help you get ahead—these are the books which may perhaps be of more benefit to you than all the four years of formal high school education.

Astonishing Low Cost

IT is quite true that these 50 books, pocket-sized making them convenient to carry with you wherever you go to fill in spare moments, substantially bound in stiff card covers, cost only $2.98—first and full payment.

Remember that $2.98 is absolutely all you pay—with this first payment you get the books and they are paid for in full.

This extraordinary low price is possible because these books are produced in tremendous quantities. If they were bound in the usual expensive library form, however, they would cost something like $25 or $30. By issuing them in this attractive style, each book containing about 15,000 words of text, we are able to offer all 50 volumes for $2.98 prepaid, **payment in full.** There are no strings attached to this offer—$2.98 is positively all you pay.

Think of how expensive a high school education is in comparison. Here you can get 50 books for no more than one average textbook costs in school. And you dispense with the instructor altogether—you become your own teacher, and you get the thrill and satisfaction of learning through your own efforts. This satisfaction is truly its own reward. Try it and see!

Try This QUIZ!

Do You Know—

1. Who said "Where ignorance is bliss, 'tis folly to be wise"?
2. What is meant by "squaring the circle"?
3. What have the following names in common: Van Buren, Tyler, Polk, Fillmore, Pierce?
4. What are the four forms of English composition?
5. What is psychology?
6. Who were Donatello, Cellini, Bologna, Rodin?
7. What is the Milky Way?
8. Who was Delilah?
9. What famous speech begins: "Friends, Romans, countrymen, lend me your ears"?
10. What do the following mean: (a) "Sprechen Sie deutsch"; (b) "Parley-vous francais"; (c) "Hablan Usted espanol"?
11. How far does a falling body drop on the first second after starting from rest?
12. What does "ibid." mean?
13. Who was the Roman god of war?
14. What are the three orders of Greek architecture?
15. What chiefly caused the Civil war?

All of these questions, and scores of others, are understandably answered in this 50-volume, educational course totaling more than 750,000 words—and the price is only $2.98, payment in full.

Comprehensive Educational Course

JUST think of the scope of these 50 books—a total of 750,000 words. They include all sorts of subjects from history and economics and literature to mathematics and foreign languages and the arts. Even commercial subjects, such as geography and type-writing, are included. And then there are the handy reference volumes, the alphabetical dictionaries which give you concise information just when you need it and exactly as you want it. Everything you need is here—this series is really complete in itself, and you can carry the volumes about in your pocket because of their convenient size.

For those who so desire, indeed, other books on special lines can be secured later, in uniform format. Such things as farming, woodworking, story writing, etc., are available at similar low prices—full particulars of which are included with all orders for this 50-volume Educational Course.

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INCLUDED in each set of 50 books is a genuine sheepskin leather slip cover, holding one book at a time and protecting it while in use. A book may be slipped in or out in a few moments. Thus you can enjoy the luxurious "feel" of real leather while reading or studying these books.

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(15,000 Words Each)

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3. Grammar Manual. (Parts of speech, verbs, etc.)
4. Punctuation Manual. (Rules, examples, tests, etc.)
5. Words Pronounced. (How to pronounce 4,000 words often pronounced incorrectly.)
6. Conversation. (Guide to improvement of conversation.)
7. Vocabulary. (Guide to enlargement of vocabulary.)
8. Letter Writing. (How to write letters for all occasions, with samples.)

History
9. Outline of United States History.
10. Story of the American Revolution.
11. Story of the U. S. Civil War.
12. Lives of the U. S. Presidents (with portraits).

Economics (Finance)
13. Outline of Economics. (Simple course.)
14. Value of Money. (How to save money, etc.)
15. How Wall Street Works. (How money is made in N. Y.'s Wall Street.)

Literature (General)
16. The Classics. (Facts everyone should know about them.)
17. Outline of 100 Best Books to Read.
18. Reading Manual. (How to get the most good out of reading.)

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19. Facts about Painting and Painters.
20. Facts About Sculpture and Sculptors.
21. Facts about Music and Musicians.
22. Architecture: Its Meaning and How It Developed.

Languages (Foreign)
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24. French Self Taught. (Rules, syntax, etc., complete.)
25. Spanish Self Taught. (Rules, syntax, etc., complete.)
26. German Self Taught. (Rules, syntax, etc., complete.)

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28. Handbook of Commercial Law. (Contracts, leases, etc.)
29. Business Letters (with samples).
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Dept. S-332 **Girard, Kansas**

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Dept. S-332, Girard, Kansas.

Send me at once the 50-volume Educational Course and one genuine sheepskin leather slip cover. Unless my check is enclosed herewith I agree to pay the postman $2.98 on delivery—which is positively all I pay, and I am to be under no further obligation whatever.

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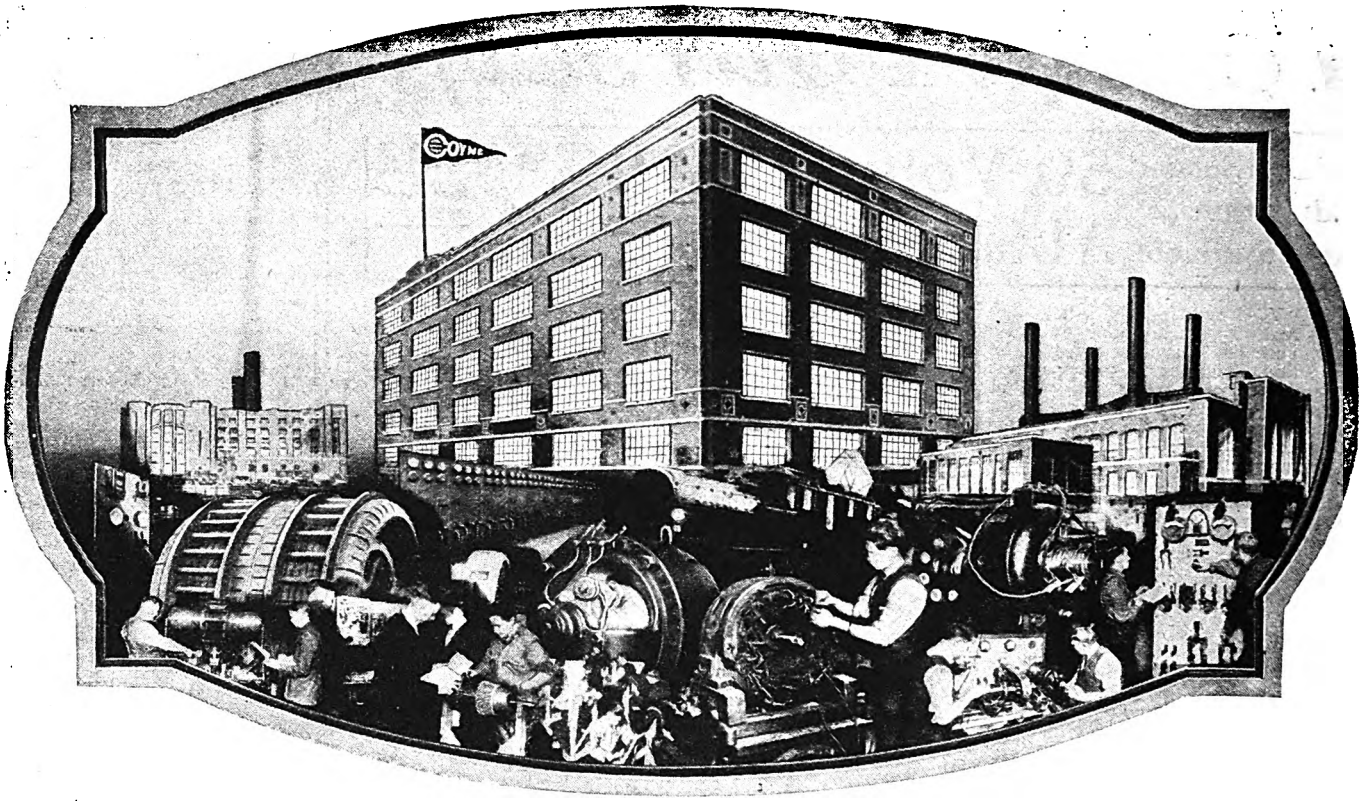

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Don't let lack of money stop you. If you have ambition and want to get ahead my employment department will assist you to a part time job where you can make a good part or all of your living expenses.

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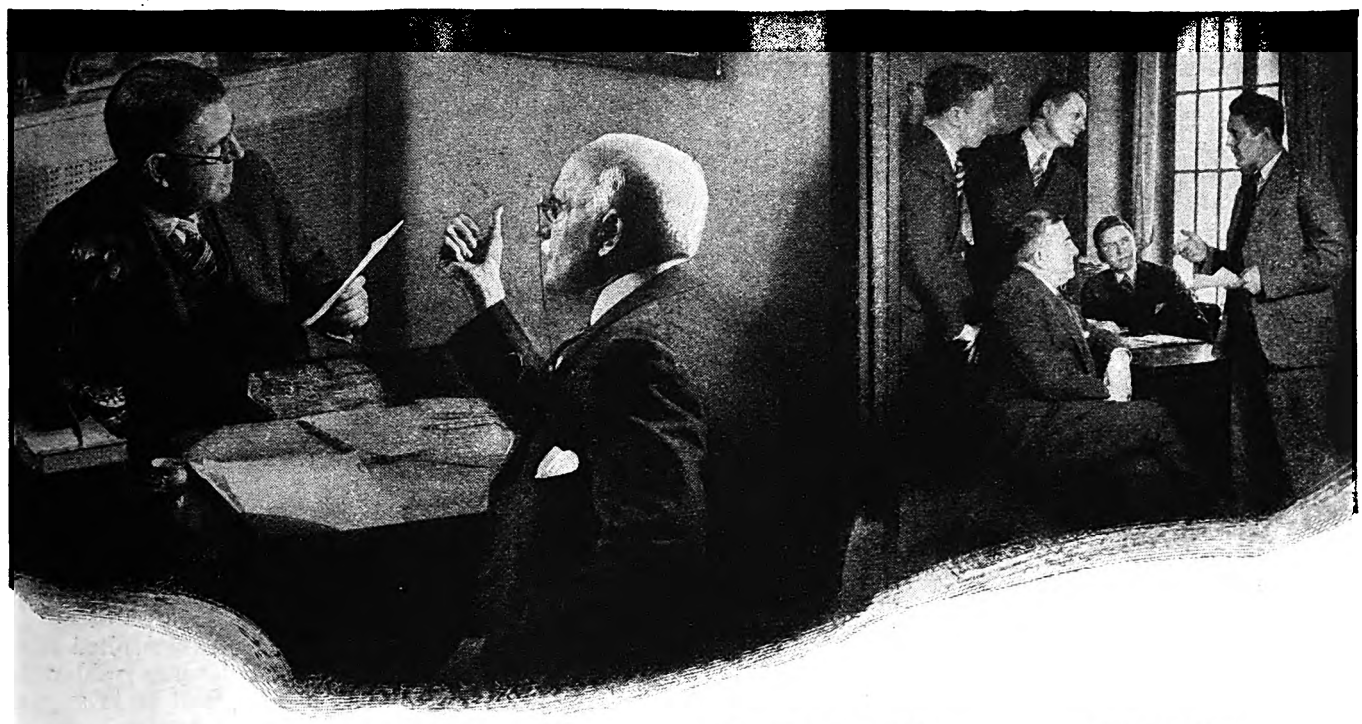

"Who Is That Fellow Who Speaks So Well?"

"That's Jim Harvey, a cost clerk in my department."
"Well, he seems to have ideas—and knows how to put them over."
"I never gave him credit for much ability. He was always the human clam type. But something's happened to change him recently."
"That reorganization plan of his sounds good to me. Notify all department heads to come to my conference room, and send Harvey in, too."

THE Jim Harvey who walked into the conference room was almost a stranger to his department manager. Was this the quiet, bashful fellow who had been buried in a minor job for two years in his department? He shook hands with $10,000 a year men in cool equality. He seemed not the least bit awed by the president's brusk command to start talking.

And then he began to speak. Not a foot shuffled—not a throat coughed—as his dominating voice rang out and held that group spellbound. Without a note or a diagram to aid him, he outlined the branch warehouse idea that would speed up production and cut sales cost twenty percent. Before he was half through, he knew it had gone over big. And he finished to the echo of a burst of applause and a unanimous grasping of his hand, as the department heads filed out of the room. The last man to reach him was his department boss, who drew him into a corner.

"Say, young fellow," he commanded in mock indignation. "What do you mean by burying yourself under my nose for two years? And what have you been doing that's changed you so much?"

Harvey smiled. "I have discovered a plan so remarkably simple that any man should become a powerful speaker and a straight line thinker in a very short time if he will simply apply himself to this method for twenty minutes a day at home, as I did.

"Well, it certainly must be a remarkable method. A few months ago you were the most timid, self-conscious man I've ever seen. Why, they've made a new man out of you. Believe me, I want you to give me the full details of the method. I've got to make a speech at the Chamber of Commerce soon. And I am far from a finished speaker.

"Oh, by the way, Harvey," as he turned to leave. "The president wants to see you first thing in the morning. I think he's got some good news for you."

* * * * * * * * *

There is no magic, no trick, no mystery about becoming a powerful and convincing talker—a brilliant, easy, fluent, conversationalist. You, too, can conquer stage fright, self-consciousness, and bashfulness, winning advancement in salary, popularity, social standing, and success. Now, through an amazing new training you can quickly shape yourself into an outstanding influential speaker able to dominate one man or thousands.

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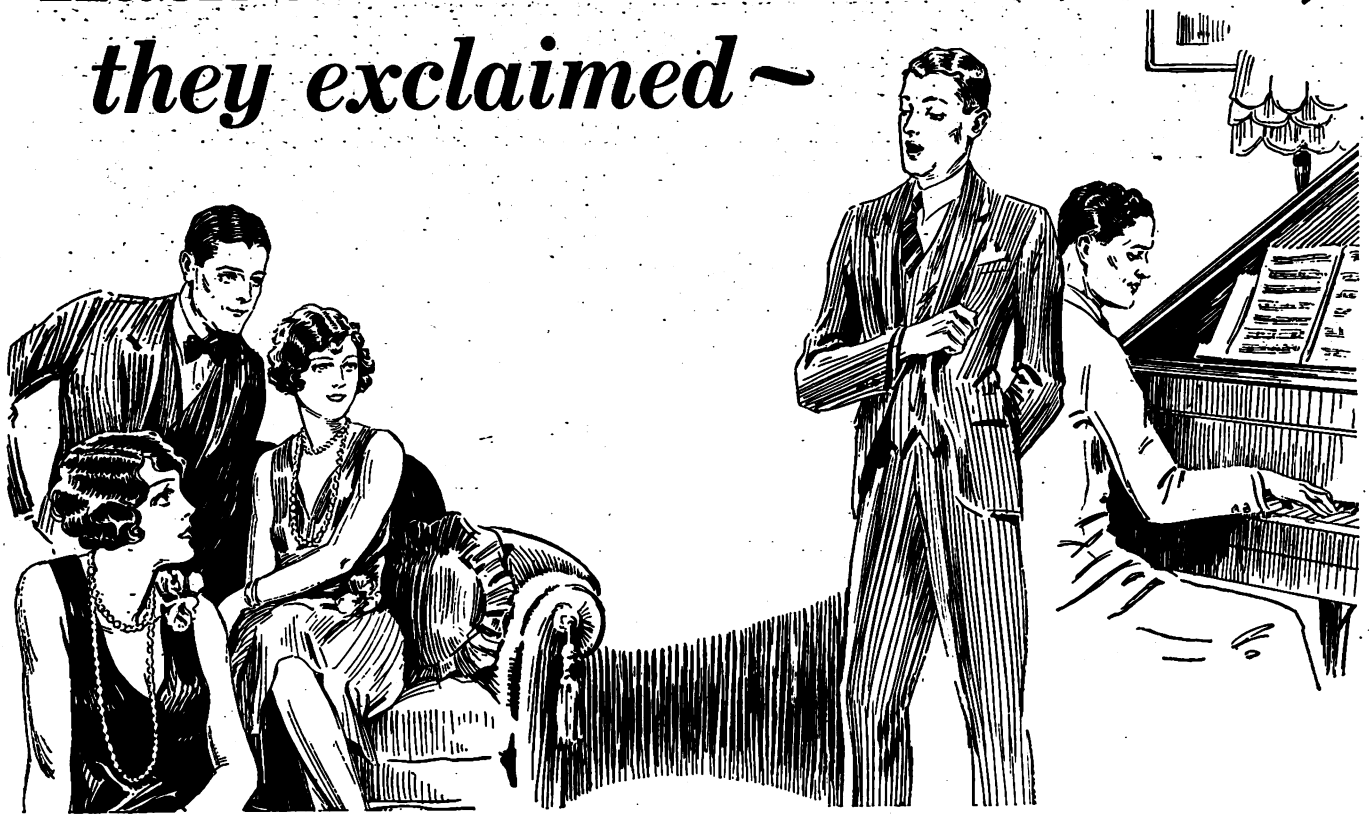
"Hasn't he a marvelous voice," *they exclaimed~*



How Harry Corbin suddenly became popular through an amazing new method of learning to sing.

WHAT a wonderful thing to be popular—after one has been an outsider all his life. Always sitting at the edge of parties—never really "one of the crowd."

All that's over for me, now! I can be the "life" of any party, if I want to.

For now I can sing! I can harmonize and carry tunes. I can sing songs for the crowd—the kind they all like—popular or classical, it doesn't matter. Yet only a short time ago I wouldn't have dared to sing—my voice was so poor.

Only a few nights ago I had the supreme pleasure of astonishing my friends. It was at Claire's party; and it was the slowest party you ever saw. Poor Claire was trying her best to get things started. Everyone was bored. Why didn't someone *do* something?

No one paid any attention to me when I asked Sid Baxter to play the ballad. But in another moment the whole room was hushed. They were listening to me in amazement. And I knew it was not so much the selection that held them enthralled as the richness and clearness of my singing voice.

Before the last note had faded away there was a burst of applause.

"Hasn't he a marvelous voice," I heard someone exclaim. "So rich, so clear, so resonant!"

I Reveal My Secret

Later on Sid cornered me and demanded that I tell him how I had learned to sing so quickly. With an air of great mystery, I said: "My teacher is Frederic Freemantle."

"But he's a well-known concert artist," exclaimed Sid. "Your lessons must be very expensive."

"Their cost doesn't average more than a few pennies a day," I said.

"Impossible!"

I felt that it would only be fair to tell them my "secret," and so I explained about Frederic Freemantle and his remarkable home-study course in Voice Production which in hundreds of cases has proved that anyone can quickly develop a singing voice of richness and quality.

I told him how he had condensed all his valuable concert singing experience and years of training into a simplified course of twenty-four letter lessons.

I told them of his unique method in "voice production" and of his lectures conducted at the Steinway Hall in New York.

I told them how Frederic Freemantle has trained speakers and singers to develop voices of richness and clarity. Beginners and advanced pupils have improved their voices a hundred percent through his complete, simplified, home method of voice development.

You, Too Can Develop A Rich Singing Voice *in a Short Time*

Through the famous Frederic Freemantle School of Singing you can teach yourself to sing well, to develop a full, clear, resonant singing voice in less than half the usual time. At home, during your spare moments, you can train yourself in the fascinating art of singing. For singing *is* an art—and is recognized as such in every company. The man or woman who can sing well is always popular—he is always in demand—he is invited everywhere. Not only do you derive new pleasure, but many of Freemantle's students are highly paid concert, stage and radio singers.

Here is a pleasant, easy, inexpensive way to develop your singing talent. No tiresome drills and exercises. No classroom tactics. You are your own teacher. You teach yourself quickly and easily how to master every phase of correct singing, and also your speaking voice.

Coupon Brings FREE Details

If you are in earnest about wanting to sing—if you really want to gain new happiness and increase your popularity—send off this coupon at once. We will send you an interesting free book which fully explains Mr. Freemantle's work and the unique method of voice culture which he has just perfected after years of study and experiment.

Act today. Clip and mail this coupon NOW, and the fascinating free book will be sent to you at once. No obligation. **Frederic Freemantle School of Singing, Steinway Hall, New York, N. Y. Dept. 14.**

FREDERIC FREEMANTLE
School of Singing and Voice Production
Steinway Hall, Dept. 14
New York, N. Y.

Please send me your free book which fully describes Frederic Freemantle's home training course in Singing and Voice Production. No obligation, of course.

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What Delighted Students Say

"Since my study with Frederic Freemantle I have advanced steadily with my art. These same vocal truths as taught me are in the *Letter Lessons*, and are the same helpful ideas that have been the foundation of my successful vocal career."
Maybelle B. Marston
Philadelphia, Pa.

"Your methods of teaching voice are effective and bring about results that others fail to get."
Mrs. L. H. Brown,
Logansport, Ind.

"Having studied Voice Production and Singing for several years under Frederic Freemantle, I am thoroughly familiar with his methods of teaching. I am pleased to find that the principles given in his *Letter Lessons* are the same truths he taught me years ago and which I have found so beneficial to my voice in my business career and in public speaking."
Hugh E. Wallace,
Omaha, Nebraska.

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A Chat With the Editor

Henry Knight Miller

The Ministry of Psychology

WHEN the writer founded PSYCHOLOGY magazine just five years ago he found himself in a dilemma as to what his psychological platform should be. He knew there were as many schools of psychological thought as there were religious denominations and their divergent points of view none the less marked.

There were the "die hards" among the academic group, staid college professors who had been dealing so long in theories, technicalities and laboratory experiments that had only remote values for human life, that they refused to believe their science had within it the dynamics of racial regeneration. One of the best known college professors in America indignantly declared that psychology had nothing whatever to do with health, happiness or success. Another professor recently advanced the bright theory that even brains have little to do with success. His amazingly and totally unscientific theory being that not brains but luck conditions success!

PSYCHOLOGY'S BROAD SCOPE

NOW conceding that the particular school of psychology which the average college professors elect to expound to their classes may not be concerned with life values and the application of scientific principles to human needs, we seriously question their right to proscribe as legitimate psychology all that does not come within their own limited field of investigation.

One professor said, "The relationship of the mind to health, if any, belongs not to psychology but psychotherapy." Well, psychotherapy is as much a branch of psychology as Hawaii is a part of the United States. If any certain professor is so engrossed with his own limited field of study that he is ignorant of the abundant evidences and data of allied fields he should at least not be so dogmatic as to repudiate the work and findings of those specializing in these other fields.

BEWARE THE CHARLATANS!

NOW if the academic die-hard group formed the North Pole of psychology, the popular campaigners, pseudo-psychological Billy Sundays, might represent the equator. They consist primarily of men and women of ingratiating personality and limited educational background. They lack perspective and balance. The ability to distinguish between that which is true, relatively true or totally false is conspicuous by its absence in these popular spellbinders. Much that they say is true; much is utterly false. Neither they nor their enthralled audiences of illiterate but earnest men and women are able to differentiate between the true and the preposterously false.

Some of these lecturers are conscious fakes, charlatans pitilessly preying upon human ignorance, cupidity and need. They know they are putting it over on the uncritical public and are "raking in the cash" without rendering any service commensurate with their extravagant promises upon which they rely to lure the gullible into their courses.

Others are self-deceived enthusiasts who have taken a course or two of lessons from an equally untutored teacher, read a few books, have their pictures taken in faultless Tuxedo or gorgeous evening dress and then have circulars and billboard posters printed modestly setting themselves forth as the world's foremost psychologists and they probably believe it, tho they would flunk a freshman examination in psychology in any third-rate college.

Most of these popular lecturers altogether

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ignore academic psychology as they know nothing about it. Their teaching is a weird jumble of New Thought, Christian Science, Theosophy, Oriental Philosophy, Hygiene, Metaphysics and Occultism. Several of these lecturers assured their followers that they never would die, or at least not for several centuries. Several of these are now dead. One assures the ancient matrons and spinsters in his audience that they can all look like flappers and their hair can be the color it was when they were sixteen, despite the snowy whiteness of his own hair. One who is bald insists that new hair can be easily grown. A number who are persistently without money offer to teach others how to be rich. One told an assistant whose purse had been stolen to "just believe it will return and it will." The purse did not return. Such a statement is so obviously ridiculous and unscientific that it would stamp its perpetrator as void of critical ability to differentiate between truth and obvious hokum.

Yet these popular crusaders, with all of their limitations of ignorance, fraud and deceit, have rendered invaluable service. While they have confused the thinking of many, they have made others think, to whom mental exercise before was quite unknown. They have awakened tens of thousands from the ruts of unaspiring mediocrity and aroused an ambition to succeed. They have stressed the tremendous powers of the subconscious mind, which academic psychology has stupidly ignored. They have led tens of thousands into a superb self-confidence in place of the haunting self-depreciation of the inferiority complex. They have given hundreds of thousands an idea, however hazy, of the almost unbelievable power of autosuggestion as a means to health, contentment and personal advancement. Finally, they have put the die-hard college psychologist on the defensive where he can no longer emulate the traditional ostrich. Burying his head in the arid sands of academic dogmatism the die-hards either ignore or intelligently deny this vast human foment which contains more data for scientific investigation than a thousand college laboratories.

The Need for a Mediator

THE task of the writer has been to act as mediator between these extreme groups. In Psychology magazine we have been applying the principles of scientific psychology to the actual problems and needs of human life. We have sought to build up a sound synthetic psychology, taking what is valid from all schools of psychological thought, simplifying it in expression and applying it to the problems of personal life. Without engaging in any dispute or propaganda we have been leading the masses to a more academic and scientific point of view and the academic group to a less dogmatic position with respect to the popular application of psychology to the interests of business, health, home, love, happiness, self-mastery, self-confidence and life's other multitudinous activities and concerns.

The Far-flung Ministry of Service

MANY popular teachers have endorsed these aims and enthusiastically recommended the reading of Psychology magazine to their students. On the other hand, Psychology has been commended and prescribed for collateral reading in not a few college class rooms. One English college professor recently stated that the publication of Psychology is one of the most momentous developments in the history of science. An organization for psychological research composed entirely of college professors and reputable medical doctors, by special action of its board of directors thru its president, offered the editor unqualified commendation of his writings as editor of Psychology magazine.

In the meantime hundreds of thousands of people all over the world have become regular readers and tens of thousands have written letters of most unbounded appreciation of the inspiration and benefit they have gained from its pages. Thousands have written of the complete restoration to health. Others have materially increased their financial income. Others have found the blue bird of happiness, self-mastery, a new understanding of the meaning and mystery of life and a new incentive to live, love and serve.

Upon this, the occasion of our fifth anniversary in this far-flung ministry of service, we wish to thank our growing army of friends for their loyalty and appreciation of our efforts and to pledge our unremitting zeal henceforth in the task of leading them to that knowledge of themselves and others which will enable them to contact life gloriously and triumphantly.

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human activity it concerns. Long since have we grown cynical. For as robust as faith is and as tenaciously as we cling to it there is no element which undergoes a more violent change from positive to negative, once it has been shattered. We pity the fallen leader, but he who has been false to his own colors is among the most loathed of men.

And so in thinking of this happy occasion, the fifth anniversary of this magazine, I am impressed with nothing quite as much as the loyalty of its owner and editor, Henry Knight Miller, to a doctrine he has espoused with vigor and regards so highly that its dissemination is one of the basic aims of Psychology. Courage. Back of all that he has to say to his large audience, by word of mouth or in his inspirational writings, you will always find as a dominant note the thought that courage is one of the most fruitful factors in the attainment of individual goals. You who plumb the depths of your own soul know this is an obvious truth, yet you like to hear it, because the teaching of courage inspires courage. And my belief is that if the teaching of courage possesses merit, the teaching of it by one who practices it possesses infinitely greater merit.

One evening recently after I had been invited to "write something" about the magazine's fifth anniversary, without restriction or dictation as to any observation I might make, I sat chatting with Dr. Miller in the study of my home. I guided the conversation around to a discussion of his earlier life, now and then interjecting a question which would give me a lead I was seeking. For, tho he was unaware of it, I was making my own interpretation of biographical facts in the hope that I should find in this brief and informal talk concerning his boyhood and young manhood embryonic evidences of the rugged steadfastness of purpose which was to carry him, with colors flying valiantly from a beleaguered masthead, thru a peculiarly trying experience.

His father, a well-known and greatly beloved Methodist minister, died when Henry was six years old, leaving the family with the small competence he had managed to save from a none too opulent salary. Two years later an incident took place which assumes a significance beyond its ostensibly unimportant character in that it was the first tangible manifestation of an innate spirit of resourcefulness. At this time, when he was eight years old, we find him wrestling with a great problem of life. In the two years elapsing from the death of his father it had gradually become fixed in his mind that Fate had cut out for him heavier responsibilities than most boys had to face at his age. He stood at a crossroads—on one side, a boyhood which would follow the custmary routine of attending school and engaging in all the joyous activities of carefree youth, and on the other, a destiny consecrated to the principle of service and helpfulness. And he chose the latter, not hesitatingly, but with firm and buoyant resolve.

Into the chronology of his life thru the succeeding eight years is crowded a story of exceptional achievement, all of its incidents being of particular importance now that he has, while still a young man, become the leader of a far-flung movement. At eight he was selling newspapers, at twelve he controlled an agency for the distribution of five or six large newspapers, from which he derived an income that most men might have envied; at fourteen he was the leader of a thirty-five-piece orchestra and at sixteen he occupied the pulpit of a middle western parish and was ministering to the spiritual needs of its two hundred members. If there has ever been a younger pastor of a church I at least have never heard of him.

These are material successes, which seem all the more remarkable because they piled up so rapidly and because they came to a boy who was still in his teens. Yet as unusual as they were, I am less impressed with them than I am with what may be gleaned from them. What seems of transcending importance is the light they shed upon an infixed faculty of *leadership* — the undeniable indications that here was a mind that seethed with ideas and here an imagination that was struggling to overcome the obstacle of immaturity. At sixteen he was visioning, creating, constructing. If the spirit of boy lived it had been tamed and was secondary to the spirit of builder. The chrysalis had actually taken place, a destiny fixed, and it remained only for time to work out the details.

In his writings and lectures you have undoubtedly noticed a constant tendency to advocate the principle of fair play. Turning back the pages of his life some eighteen or twenty years, we find a striking illustration of how this love of justice had a vital influence on the molding of his entire career. As a high school student he protested against a situation within the institution which shaped itself in his mind as symbolizing the essence of injustice. Overruled by his superiors, he quit the school and became a student at a seminary, where it chanced he was again to clash with high-handed methods. This second instance (*Continued on page 56*)

Dr. Miller numbers his friends and followers by the hundreds of thousands.

The public is always curious to know all that can be known about the inner life of its leaders.

Do they practice what they preach?

Do their achievements justify their principles and their teachings?

I have asked Mr. Crowell, a staff writer of the Saturday Evening Post, to write this biographical anniversary sketch of Dr. Miller, knowing not only that it will be of deep interest to Psychology, *but that it will strengthen the faith and courage of all who read it.*

Arthur H. Howland,
Managing Editor.

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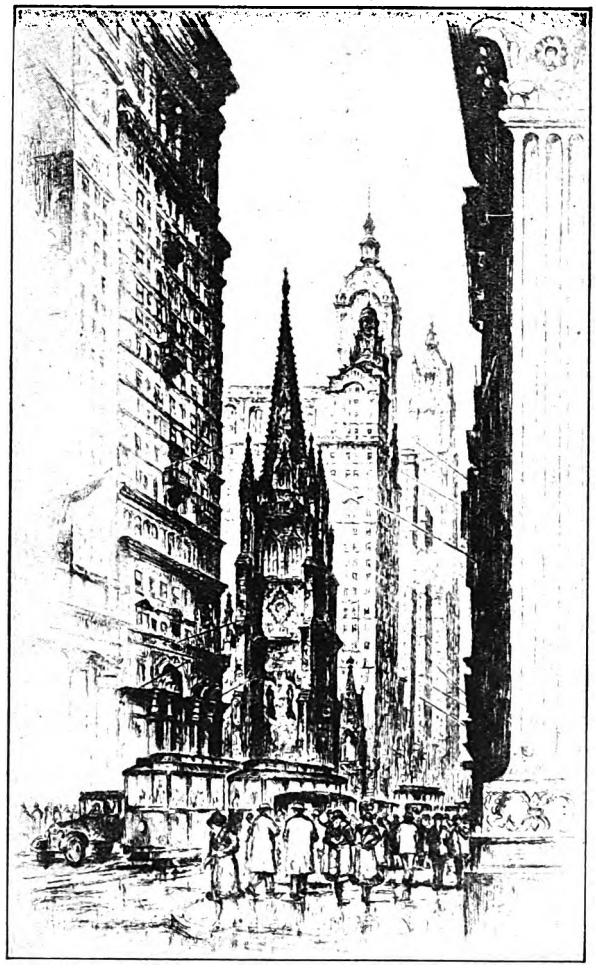

Etching by Anton Schutz
Old "Trinity" at the corner of Broadway and Wall Street, New York.

An Easter Hint to the Church

How Church and Clergy May Fruitfully Apply the Scientific Principles of Hypnotic Suggestion

By Louis E. Bisch, M.D.

Etchings by Anton Schutz and Mortimer Borne

THE life of man's spirit is fed from many sources, chief among them the Arts. These interpret eternal beauty in ever-changing forms and lead his soul into places of refreshment and renewal.

Religion does more than this. Man needs a power higher than himself to look up to and adore. His inner life must rest upon a religious foundation—whatever form that may take—that his spirit may be revivified and his soul kept strong.

In the course of the centuries religion has developed a highly organized machinery. Music and the decorative arts have long been her handmaids. Her ministers, proud of their commission to deliver the word of God to men and to proclaim the reality of his being and the power of his love, have used every means they could devise to draw men closer to the wells of spiritual invigoration. Yet they have often failed to break down the psychic barrier between themselves and the people. Men's hearts remain seemingly untouched. What shall the clergy do to make their hearers receptive to the message they stand ready to deliver? How shall they guide men and women to a truer spirit of reverence, so that the beauty and uplifting power of religion may reach them more readily?

Science tells us that a force, long known, has only comparatively recently been isolated and carefully studied, that of hypnotic suggestion, which the Church ages since borrowed and applied to the solution of her problems, but which she did clumsily and without adequate appreciation of its far-reaching scope.

Hypnotism, then, is no new scientific mechanism. The Roman soothsayers employed it, the fakirs of the Orient practice it today. The Catholic, Greek and other churches have made use of it for centuries. Suggestion, auto- or otherwise, forms the basis of the successful conduct of all religious revivals. The gathering together of large numbers of people for one purpose, swayed by sensational oratory, thrilled by music, moved by direct appeal, stirred by dramatic episodes of conversion, engenders a mob suggestibility which often gains momentum to the point of hysteria. Results are produced, sometimes lasting, but oftener, we think, transitory and liable to dangerous reaction.

Only recently, we repeat, has science recognized hypnotism as an entity and given it a name. Its natural path of development has lain in the field of medicine, but the time has come for the Church to recognize the wisdom of appealing to science for fuller information as to this helpful force, and for instruction how, deliberately and understandingly, to use this most effective method of opening the closed minds of men, so that her ministers may by its help carry to a more successful issue than they now do, their difficult mission.

When the soul cries out for comfort and peace, or when it yearns to express its craving for higher things, or when from habit merely it desires to testify to its relation to God thru the medium of public worship, the body carries it to church. It should find awaiting it there a peace and comfort unattainable elsewhere. The

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dim, airy spaces of the vaulted roof, the soft radiance of light streaming from stained glass windows, the atmosphere heavy with incense or the perfume of flowers, the stillness—all induce a relaxed and susceptible state.

Presently the deep tones of the organ are heard, at first soft and throbbing, then louder, until the attention is enthralled and held. Worrying and disturbing thoughts loosen their grip. The tension of the mind is released and it gradually becomes a blank.

People enter quietly and fill the pews. There is a soft rustling as they settle into their places. They have all come there, inspired by the same purpose. From their presence, their nearness, emanates a soothing and constraining influence.

Far in the distance, down the long nave, rises the high altar. It is radiant with the harmonious colors of flowers; it gleams with the steady light of candle flames. The gaze of the worshipper is irresistibly drawn toward it and fixed.

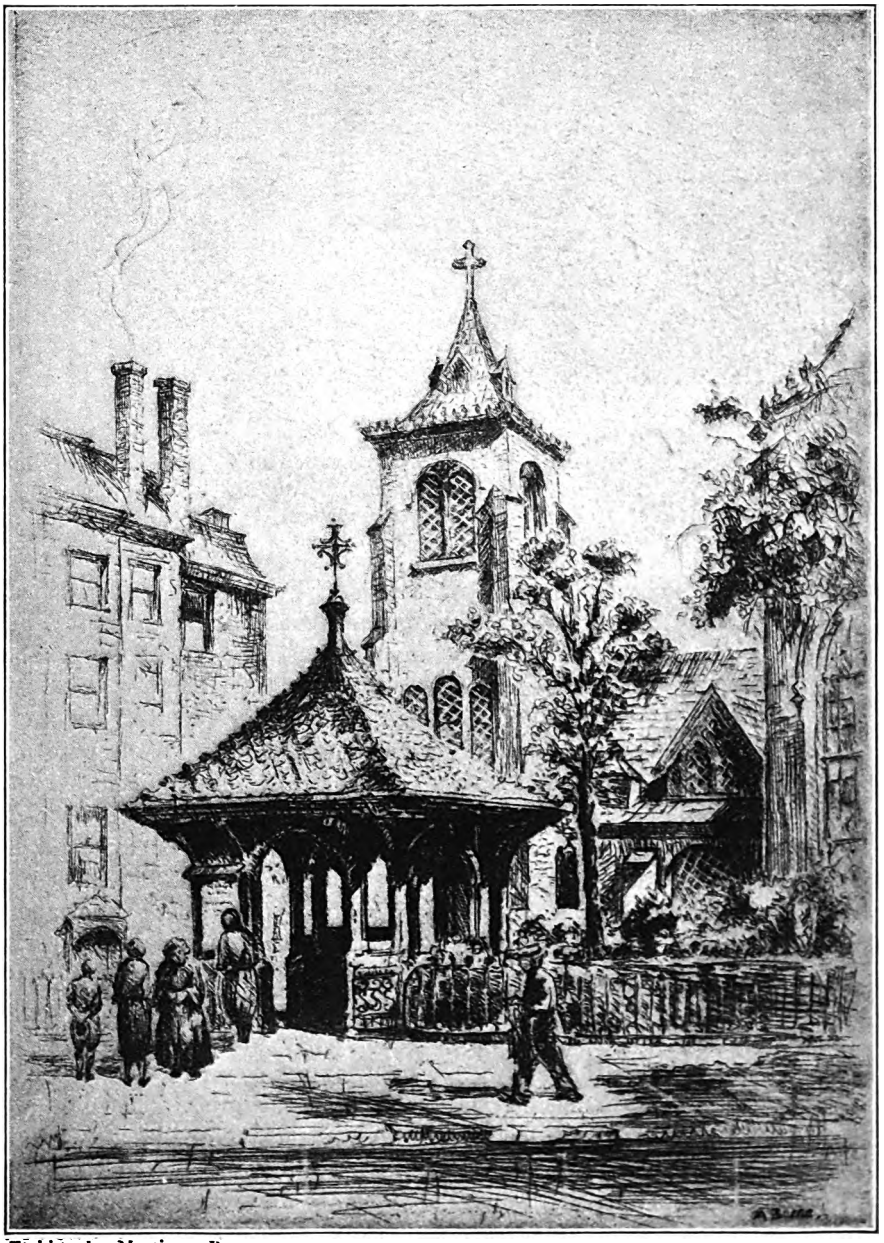
With head thrown back, he gazes upward. A feeling of drowsiness—the physical concomitant of the growing calm of his mental state—begins to steal over him. A critical attitude is abandoned—the mind settles into a condition of passivity.

This is but the preliminary to every hypnosis which every hypnotist practises. The "properties" which he has purposely brought into play have been in the hands of the clergy for centuries. The office and its carefully planned furnishings find their counterpart in the church. Instead of a great building with massive columns, the physician chooses a quiet, spacious and cheerful room; instead of jeweled windows which color and dim the daylight, he brings electricity to his aid; the atomizer and *eau de cologne* take the place of incense. He seats the patient in a comfortable reclining armchair and tilts his head back. He sets a metronome going; its continued "click, click, click," draws the attention, then dulls it. Finally, by holding a shining object in front of and above the patient's eyes so that the eyeballs are turned upward, a sense of fatigue ensues. The mind is focused, alien thoughts are crowded out, the patient is accessible to suggestion.

So much for preliminaries. We see the similarity of the ecclesiastical and the medical procedure. The ends in view are different but the means used to attain them are the same. In each case the so-called *rapport,* or communicating link between the active and passive personalities has been established. The mind is now in a receptive state and the impressions made upon it can be lasting. The operator can bring submerged, often forgotten thoughts out of the darkness of the unconscious into the plain view of consciousness. He can push down undesirable thoughts into oblivion; he can substitute good for evil. However, he can accomplish this only if he understands the laws of his science—only if he knows the "tricks."

Clergymen are unfamiliar with these tricks. Either purposely or carelessly they have allowed certain scientific

(*Continued on page 65*)



Etching by Mortimer Borne

The Church of the Transfiguration, romantically known as The Little Church Around the Corner, at Twenty-ninth Street and Fifth Avenue, New York.

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Don't Nag!

By

C. Everett Wagner

The husband knows that orderliness is one of the first laws of Nature — but continues to leave his things in a mess.

IF you have never been nagged, please do not read any further.

All the world hates a nagger. It has been said that the only vice everybody despises is advice. We give excellent suggestions. Other persons nag us.

All husbands dislike nagging wives. The careless husband leaves his shoes and socks scattered over the floor of the bedroom, his ties and soiled collars are in a mess on the chiffonier. He knows that orderliness is one of the first laws of Nature. He is perfectly aware that his shoes should be placed in the closet, his soiled socks in the clothes bag, and his ties nicely sorted in the drawer. His wife has probably advised him to put away his clothes once a week for many years. What has happened? Nothing, except the nagging. The ties are still crumpled on his chiffonier and his footwear is still in a heap on the floor. The wife continues to give excellent advice about putting his things away. The husband continues to leave them in a mess. The former's suggestion that the room should be orderly is sound and excellent advice. No one can raise the least possible objection to it. But the husband calls it nagging, and gets irritated, for it seems that his wife always scolds. Yes, wives do nag their husbands—and they have sufficient cause.

The only wife I ever knew who was not scolded by her husband was married to a mute.

Believe me, all wives are disgusted with nagging husbands. I write now as one nagging husband who pleads guilty to the charge. From both experience and observation the question arises, where is there a husband who has never nagged his wife, particularly about getting ready to go somewhere? Where is there a husband who has not said, "Hurry up, dearie," for a million times (at least, it seems that many to the wife)? He has a feeling of relief after he has exhorted her to "speed it up."

But what happens to the wife? She gets flustered and disgusted at her husband. It really takes her much longer to finish her toilet preparations than if he had sat down and kept quiet about it. I suppose that husbands will continue forever and a day to yell, "Hurry up, dearie! We'll be late." Then, when she finally does put in her appearance and they start out each is provoked at the other—a nice frame of mind to enjoy an evening! Their boiling tempers have been heated by nagging. The only wife that I ever knew that was not scolded by her husband was married to a mute. But not all men are mutes—tho at times all wives are quite sure their husbands are dumb!

Mothers surely do nag. One of the freshest memories of my childhood was when my mother pestered me about washing the inside of my ears and the back of

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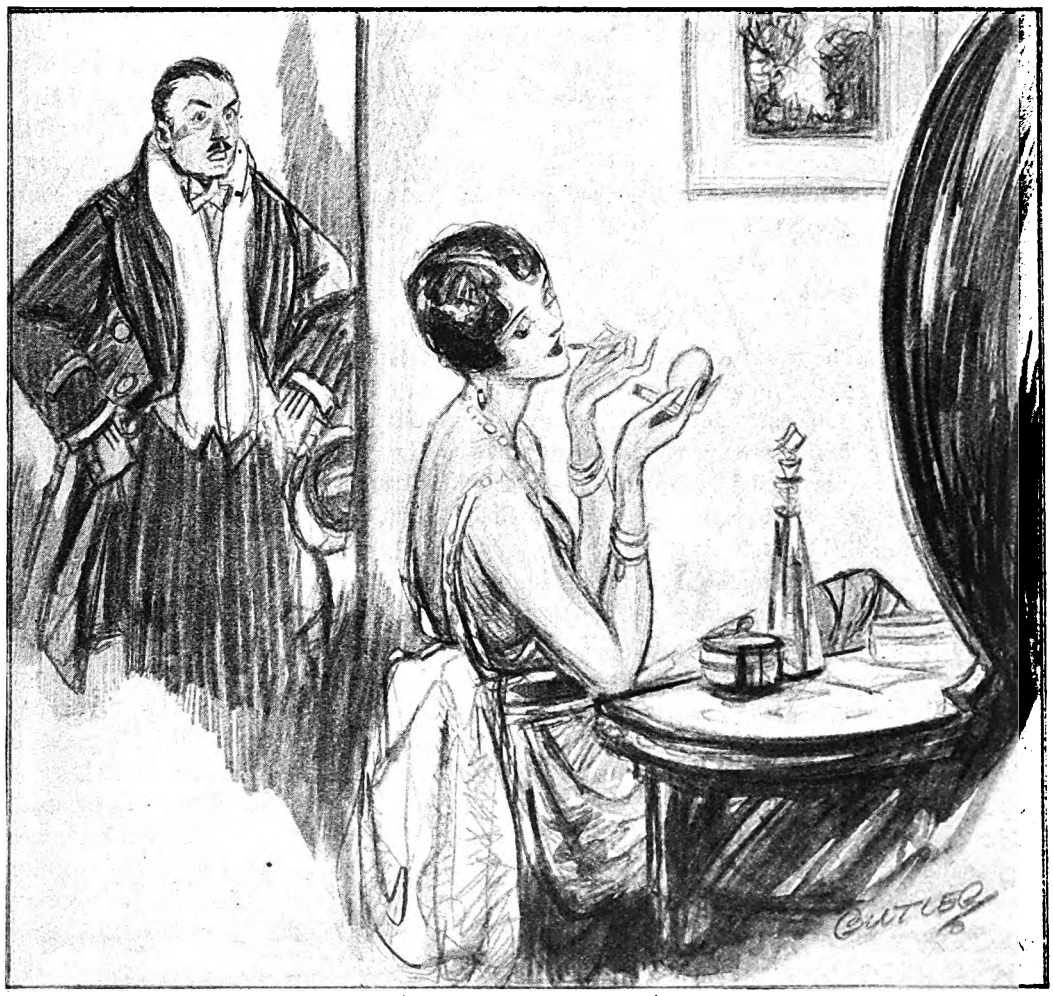
It Leads Nowhere Except to More Trouble

Illustrated by James Butler



It really takes her much longer to finish her toilet preparations than if he had sat down and kept quiet.

It's not advice but new desires and new hopes that change human beings.

my hands and neck. I couldn't understand why so many parts of my body had to have backs. It seemed to me that mother tormented me morning, noon and night about cleanliness, which to me was an irritating nuisance. And whenever I was compelled to wash the back of my ears, neck and hands, it was always done against my will. Every grown-up boy sympathizes with the youngster's replies to his teacher's inquiries, "What are eyes for?" "To see." "What is a nose for?" "To breathe." And then, "What are ears for?" "To be washed behind!" Mother gave me good advice about cleanliness. But I didn't like it. It probably caused me to lose my temper more often than any other thing. Now, she could have kept on giving that healthful suggestion about washing until I was a hundred years old. Her nagging would never have brought about the desired change. Something happened in my life when I was about fourteen years old which I will relate later.

Isn't it strange how the sons and daughters of nagging parents have become likewise nagging parents? That is the repetition of the vicious cycle of pestering. Human nature plays a funny trick on one, for one's memory is miles and miles long when it comes to recalling times he has been nagged, while it is only inches long when remembering times when he has nagged.

Children certainly pester their parents. One of my habitual practices in trying to get what I wanted was just to keep pestering. When I desired candy (which was practically all the time) I would keep tormenting mother until, part of the time, purely out of the desire to get rid of my nagging, she would buy it. Every child has a wave of nagging, and in the lives of large numbers of them, that is a permanent wave.

Many ministers have a reputation for nagging. A family will hurry around Sunday morning in order to arrive at church about 11 o'clock. They congratulate themselves that they are at church this morning. Attendance is very small at the church service. The pastor is disappointed, for he knows there ought to be more members present. He has strong convictions that the members ought to be more faithful and regular in their attendance upon the service of worship. With these feelings of disappointment he begins to scold the audience because more people are not present. Then he launches forth in a tirade on the lack of Sabbath observance, people going away in automobiles over Sunday—you know the rest of it, for you have been nagged by a minister. The pestering pastor really nags those who are at the church service for being there. In his aim he is like the policeman who shoots

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at the running away, hold-up robber and hits the child who happens to be playing on the street. People soon catch on as to whether the new pastor is just a new pest in the community or not. As one woman said to her pastor when he called, "Don't come in if you are going to nag me for not attending church." Another parishioner said, "I don't want to go to a church where the preacher is always scolding us." People quickly "get the number" of a pestering pastor, and that number is a mighty small one.

The world we live in is a world of naggers. Wives nag their husbands, husbands nag their wives, parents nag their children, children nag their parents, ministers nag their congregations, and bosses nag their workers. All of us are naggers, yet no one likes to be nagged. The advice may be scientifically sound, its purpose most Christian, and yet it is disliked, for the time being, at least.

This universal practice of pestering one another rests upon some false assumptions concerning human nature. One of them is that if people know what is best for them to do, and what is right, they will always and inevitably do it. To know is to do, is their philosophy. That may be a good belief for some preachers, but it is practically no good for human nature. Life is deeper and bigger than knowledge.

The second false assumption of the tormenters is attributing to the receivers of advice the same feeling of righteousness and goodness that the givers of advice have. There was a zealous religious person present at a young people's meeting in which a few high school girls snickered and whispered during prayer. That was disrespectful to prayer and to the one leading it. After the service was over, the ardent individual gave some good advice about proper conduct during prayer to the misbehaved ones. He felt quite good and righteous after his deliverance, believing that his duty had been fulfilled. He jumped a long distance to the conclusion that these high school girls felt quite happy about it. The true state of their feeling was that of a strong antagonism against and disgust with the one who had given them fine advice. The difference between the feelings of the giver and the receiver of advice is so often the difference between the North Pole and the South Pole.

A third mistaken conviction of the naggers is that it is the best way to help individuals and the most effective method of promoting the kingdom of righteousness. When counting the results achieved by nagging, we come upon complete disappointment. We have been fooled. Being pestered has had only a fraction of a per cent of influence in the changing of our lives. People know, for instance, that they shouldn't accept bribes for shady services rendered, but tens of thousands of bribes are accepted every day. We can scold them about it, but that isn't going to cure them any more than thousands of other people who are pestered concerning other actions and deeds.

One of the disappearing illusions in my ministry is a rapidly decreasing confidence in the value of advice to save the world. In this glorious task, advice plays a minor rôle. Likewise, before I was a married man, I relied heavily upon advice changing the personality of my future wife. But years of experience have in this connection, also, revised my opinions of the value of advice. I am certain that my wife has far less confidence in it than I have in so far as changing her husband is concerned!

To the everlasting shame and discredit of naggers, nagging has little influence to bring about desired changes. Yet it is habitually resorted to by most of us.

It isn't advice, but new desires and new hopes in people's lives that change them. What most people need is new aspirations. These are the main springs of character that bring about desired changes.

All mother's nagging won't make a boy wash the back of his neck.

It is almost miraculous the transformation in folks' lives when their desires are also changed. There came a day in my life when mother no longer had to nag me about washing behind my ears and the back of my neck. That was not only a day but an experience, for I became interested in what the girls thought about my looks. For the first time, on my own initiative I would scrub the back of my neck. For the first time, it was a life and death matter whether I had a razor-edge crease in my trousers. For the first time, I was ashamed when my

(*Continued on page 95*)

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The Motive of Crime

Dr. Alfred Adler Says that What the Criminal Really Desires Is to Demonstrate His Courage

By Ruth Benedict

ACROSS the ocean at noon each day a group of men and women, students of Individual Psychology and members of the famous Adler seminar, gather in the cozy study of Dr. Alfred Adler, their teacher, and discuss with him personal and pertinent topics.

"What about Hickman?"

The question broke in suddenly upon a discussion of the Inferiority Complex led by its discoverer and elucidator, Professor Adler of Vienna.

A group of ten persons was seated cozily in Dr. Adler's study, with the eminent psychologist himself leaning back comfortably in his big leather armchair in front of his desk.

The informal nature of these noon gatherings is one of their charms. The class, if such it may be called, is a friendly meeting place for those eager to approach closer to the riddle of human relationships. Dr. Adler speaks without notes and appears at times rather to direct a conversation than to fulminate cut-and-dried principles. Many find that cigarettes aid the discussion. Whenever the professor is in Vienna he holds these noon causeries in English. They are open to all properly accredited persons, be they physicians or laity. The general principles of Individual Psychology are illustrated by the discussion of concrete cases, and questions from his hearers are always welcomed. Hence the query: "What about Hickman?" Details of the shocking crime had filled Austrian papers and members of the class, knowing that Dr. Adler had been especially interested in the Loeb boy's mental attitude at the time of the former murder, felt sure that he had been following the present abnormal case.

"I cannot but believe that this crime was committed in emulation of other atrocities," answered Dr. Adler gravely. "No doubt the murderer considered himself a dashing outlaw who wanted to outshine others, particularly young offenders.

"We have learned that every person must attain a goal of superiority in some way or other. Criminals achieve their purpose by doing something which the average person dares not attempt. They pit their courage against the world, especially against the police. Hickman had come up against the wall of his social inferiority and this was the way he took to get out.

"We see," continued Dr. Adler, "since Hickman found himself in an unfavorable situation—he had lost his position in the bank, he was not succeeding brilliantly, not justifying the promise he had shown in school—he had to show himself superior in some way to satisfy this universal desire for preeminence, and so he took the usual cowardly way of attacking a weaker, unsuspecting person."

"But how could society prevent this?" broke in an earnest social worker in the group. "Hickman had not been persecuted and on the other hand he had done nothing for which he could be punished."

"No," assented Dr. Adler. "and, anyway, I do not believe in punishment. It only makes a wrong-doer careful lest he be found out. It never reforms him. I think society's error was in allowing this lad to think himself a hero. If we could educate the world, especially the children, to value correctly, so that they would understand the difference between being a hero and being a coward, then most crimes would be prevented."

"But don't you believe in capital punishment?" asked a conservative member of the group.

"No, because the more you increase punishment for such criminals the more you encourage them to feel that in undertaking crimes they are heroes fighting against great odds."

"Punishment never reforms a criminal." These words from the lips of one of the world's greatest psychologists, Dr. Alfred Adler, should have some effect on public opinion in general and law-makers in particular.

It has a bearing also on household discipline. The whole conception of punishment seems destined to be weeded out of modern thought. It belongs to an age of barbarism, not an age of civilization.

Since what the bad boy wants is to prove himself brave, when you punish him you merely challenge him to more serious efforts to show you he is not afraid.

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Ethel Barrymore, considered by many to be America's greatest living actress, keeps the glow and beauty of youth in the maturity of middle age.

The Business *of*

A Breezy Summary of Practical Points for Defying the Years

KEEPING young is a business, there is no doubt of that, and when we neglect it the business goes into bankruptcy. Its office is mentality served by an office force of thoughts, whose duties are to keep out troublesome pests, Worry, Anger, Fear and Illness; to interview Harmony, Courage, Happiness and Health; to sum up, at the close of each day, the receipts and to turn those receipts over to you, the manager. So watch your office force. Do not tolerate inefficiency.

Altho a correct mental attitude is absolutely essential, it must be allied with a body that is vibrant with health and vitality. It is doubtful whether an ideal affirmation of youth and happiness will succeed in being heard above the clamor of a consciousness that shrieks its message into the subconscious with wails of, "I have a splitting headache,"—"My feet are killing me"—or "Oh, Lord, how my tooth aches."

Let us continue to use the affirmations, they are of supreme importance, but it is foolish to expect them to perform the miracles of Aladdin's lamp. Then let us turn our attention to the physical body that houses this wonderful subconscious of ours.

There are certain laws that govern the universe and old Dame Nature is the judge who metes out punishment for breaking them, with an inexorable justice which treats rich and poor alike, for she accepts no bribes.

Mrs. Oliver Harriman, famous beauty of the social aristocracy.

Edna Wallace Hopper, known far and wide as the 62-year-old flapper. (Oval) Alla Nazimova defies the passing years. (Left) Fannie Ward still thrilling audiences from the stage at 64—as she did at 24.

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Keeping Young

By

Marguerite E. Stevenson

Photographs by Keystone Views

(Above) Anna Pavlowa, far past the mark when a woman is supposed to lose her girlish figure, still retains her prestige as one of the greatest dancers in the world. (Left) Mary Roberts Rhinehart, famous novelist, is a full-blooded sportswoman.

Mistenguette, the most famous Parisian music hall star, who, altho over 50 years old, still claims to possess the shapeliest legs. (Left) Mrs. Harry Payne Whitney, prominent New York sculptress and society woman, insists that the secret of youth is fervent interest in worth-while work.

(Left oval) Miss Anne Morgan, whose engagement is being persistently rumored, deserves a place in the list of the twelve greatest living American women.

It seems superfluous in this enlightened age to speak of diet. Physicians give it first consideration, volumes have been written and daily columns appear in the newspapers on the subject, but in spite of this fact the great majority of the populace go on breaking its laws, some deceiving themselves that they can get away with it without paying the penalty, others openly scoff at it, while others deliberately choose to enjoy the pleasures of indulgence and pay the price. A few live in blind ignorance, but Nature as well as man rules that "ignorance of the law is no excuse."

It is not necessary to be a faddist in order to eat blood-making, bone-building foods. If any doubt exists as to what these foods are, we are fortunate enough to be able to profit by the life-time study of men and women who have written all about them, and it is simply up to us to read and follow their advice.

When you are eating the correct food with a full knowledge of its body-building qualities, it is then time to start the affirmations. Send in a message of truth to your subconscious. Keep the table a merry place. Avoid giving training in table manners while eating. Give these instructions between meals and have rewards for the child who scores the highest in actual practice.

A little lady in our neighborhood has been lately practicing eating certain wisely-chosen foods, at the same time (*Continued on page* 66)

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Rescuing Souls from The Hell of Drug Addiction

The Story of Ten Million Souls in Inferno and What the World Is Doing to Save Them

By Carleton Simon, M.D.

In an Interview with Arretta L. Watts

DR. CARLETON SIMON, an internationally famous authority in criminology, devoted his entire time for seven years to the study of the narcotic evil. For five years as a "dollar-a-year man" he served the City of New York in the capacity of Deputy Police Commissioner. He accumulated a vast mass of paraphernalia and data, including records of narcotic criminals in the remotest parts of the world. Thus this work was formed into an International Narcotic Criminal Identification Bureau, to which 27 nations and 700 American cities subscribe and to which they send their own records. During Dr. Simon's term at Police Headquarters 16,643 arrests for narcotic offences were made and $7,000,000 worth of drugs seized. Much of his effort was also successfully given to the cure of drug addicts. And of all methods of treatment for cure of this arch curse Dr. Simon puts the use of a proper psychology *first*.

Ten million victims of the narcotic drug habit in the world.

In the United States, according to Congressional report, 1,900,000 drug addicts.

At most conservative estimate the sum spent yearly in the United States for narcotics is $228,125,000.

Adding financial loss to the nation of the incapacity of these victims, the loss to American prosperity is nearly half a billion dollars—

To say nothing of the appalling mental and moral waste and damage—

And the fact that the narcotic habit is the foundation of every conceivable form of crime, the results of which, in the words of Dr. Simon, are "almost beyond reckoning."

THERE is nothing in criminal history more alienating, more socially deteriorating, more malignant, more damning than the use of narcotic drugs.

Narcotism contributes its quota of contamination to the cesspool of crime wherever it is found. Wherever drug addiction flourishes there vice, unbridled licentiousness and depravity are present. Honesty and poverty may fraternize and the product still be morality, but poverty and narcotics associated with each other have only one termination—and that is criminal activity.

The narcotic criminal is the most dangerous criminal in the world. There is nothing he will not do to attain his object. From the very nature of the effect of the drugs he loses all control of his will. He is unfit for labor. The longing compels him as does no other torment besetting the human body and drives him to steal, to kill, and to commit the most fiendish atrocities.

The narcotic slave is not only held in bonds that grip him physically, but his conscious moments and his very dreams are slaves to forces that he has unleashed and which dominate his every thought and act. Relentlessly they drive him with a whip against whose sting he is impotent.

It is estimated that there are now about ten million narcotic drug addicts in the world. In the United States alone, according to a Congressional report given out several years ago, there are more than 1,900,000 users of narcotic drugs. Assuming, however, that the actual number of downright addicts is as low as 250,000 and that the average drug dose to the consumer is $2.50 a day, which is an exceedingly low estimate, this would reach the striking sum of $228,125,000 yearly for narcotics.

If we add to this the economic waste of $2.50 per capita for loss in earning capacity of these addicts we have as the price paid for narcotics in the United States the astounding total of $456,250,000, or nearly a half billion dollars—dollars devoted to destruction!

And adding still further the financial cost of crimes committed as the result of drug addiction, the total costs would be almost beyond reckoning—even beyond imagination.

The drug habit is not a new phenomenon. It goes back to the Dark Ages, whence, like many other social evils, it has been handed down to the present generation.

The entire history of narcotism is intertwined with crime. The seeds of this vice were planted here unseen and unnoticed. Its roots grew deeper in the underworld. People in general, ignorant of its malignant

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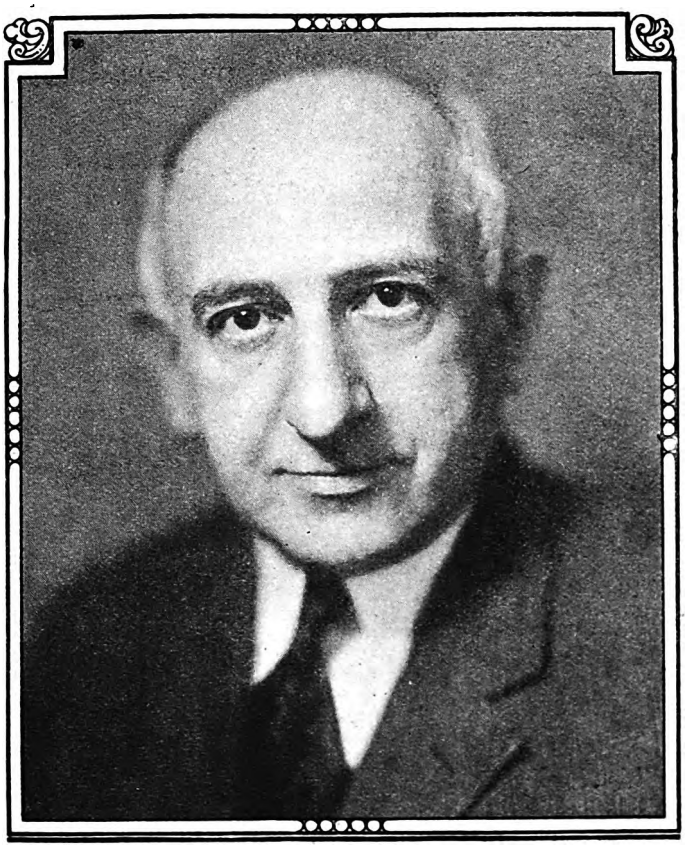
growth, unconscious of its proximity as it crept closer and closer, passively viewed the development and gave it no further thought.

It is only of recent years that there has been a general awakening to a recognition of its gravity and extent.

It may be safely said that there is scarcely a ship that enters our ports, perhaps none that traverses the high seas, that does not carry its hidden store of narcotics. In almost every city on the continent there are groups of young men and women who have acquired the narcotic drug habit.

One of the principal reasons why narcotic drug addiction attained so great a growth in America is the fact that for long it was regarded chiefly as a social problem. It is still a popular notion that a large number of narcotic users owe their addiction to medical treatment, to the use of patent medicines and an array of causes attributed generally to various bodily ills.



Dr. Carleton Simon

It is true there are some who might be termed "medical addicts," but they are few in comparison, for the figures show that fewer than two per cent of the 16,000 addicts handled by the New York police during the last five years trace their addiction to these causes.

Over 98 per cent frankly confess that their narcotic addiction was due to bad environment, vicious influences or criminal associations.

The confessions of addicts are invariably tinctured with selfish motives. Drug addiction is a secret vice. Excuses are sought to justify the habit. The mind of the addict seeks tranquillity in his narcotic and the body craves the effect. *He hates to face the firing line of a cure.* It is common knowledge that all addicts are prevaricators; they lie concerning the most trivial matters. This is caused by a morbid change of mind which, in turn, colors and corrupts the moral sense.

The first effect of the narcotic upon the user is a feeling of elation. As this wears away there comes a feeling of depression which can be relieved only by additional doses of the drug, and to produce the desired effect those doses have to be increased. Later on the drug produces a normal feeling in the user.

When this effect is gone there is an abnormal feeling which changes from bad to worse, according to the length of the habit. It is not long before the addict gets to the point that he suffers untold horrors of body and mind when out of the influence of the drug. He must have it to restore his normal condition, and he will have it at any price. To secure it he will commit crime.

Statistics show that more than seventy-eight per cent of the drug addicts arrested in New York have a criminal record on file in the Narcotic Criminal Identification Bureau. The great majority of these criminals became criminals when they used drugs; they did not use drugs because they were criminals. Yet in many the criminal *tendency* was the soil.

The seller of narcotics is by far the most difficult of all law violators to aprehend, contrary to the prevailing belief that the counterfeiter holds this position. In all lines of criminal endeavor there is always an injured party. The thief steals something, and there is information ready regarding the stolen article and where the theft took place. The person who has been robbed is aggrieved. The burglar breaks into a house and leaves his fingerprints. The elusive counterfeiter passes a bad bill—and the bill itself becomes a clue, altho more difficult to follow than many other clues.

But with the drug seller, the case is different. The drug user gets what he wants and therefore does not complain. He is not an aggrieved party. Therefore an entirely new system of detection has to be followed in pursuit of the drug vendor.

The solution of the narcotic problem lies in the apprehension, isolation and cure of the addict—in the fact that the principle of striking at the demand will automatically stop the supply. As long as we have addicts who make a market for the drugs, so long will we have those without moral principles who are willing to thrive upon the vices and weaknesses of their brethren. For this reason the addict must be taken off the streets and placed in an institution where he can obtain suitable care. The old idea of driving the drug addict from one city to another is giving way to a newer and saner method of stamping out this vice and preventing the sale of the drug.

Drug addiction can be cured (*Continued on page 58*)

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Cynthia Schemes

The Story of a Woman Who Knew How to Get Cooperation

By

Delle B. McFarland

Illustrated by

E. M. Frandzen

SOME women have a scheme complex. Cynthia is like that. The least little thing will set her off; and I soon learned and dreaded that far-away look of hers—eyes half shut and brows drawn in thoughtful lines.

"Bob"—at first drowsily, then as the idea took shape, "Oh, Bob, I have the most wonderful scheme!"

"Have you, Darling?" (I humored her at first, not knowing.)

"I believe we could have an outside door cut in that back bedroom and rent it out. We don't really need it, you know, and we could use the money for some big thing."

"But, Honey, the owner may not want a door there"—Cynthia's mouth half opened, but I continued hastily, "and I know he wouldn't go to that extra expense, especially as he cut the rent for us."

"Oh, it wouldn't be any expense—we could do it ourselves."

"You forget I'm a bank clerk, Honey, not a carpenter, and besides——"

Cynthia cut in, "But you *could* do it, you know. All

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The Salesman's Conference Table

Discussion and Counsel on Practical Problems of Salesmanship

Conducted by Walter H. Candler

ONE of the hardest battles the inexperienced, frequently the experienced, salesman has to wage is against fear. He either conquers fear and succeeds, or permits fear to conquer him and fails.

Two fateful spirits constantly battle for control of our lives—the spirit of *Courage* and the spirit of *Fear*. Suppose we examine them briefly.

Courage is creative, receptive to new ideas, progressive. Usually it is daring unless modified or controlled by the spirit of *Caution*, the child of experience. *Courage* is associated with youth; Caution with age. Where the evening of Youth merges into the dawn of Age, somewhere between the thirty-fifth and forty-fifth years, usually we find a balance or happy blending of Courage and Caution. Past forty-five the average man gradually becomes less courageous and more cautious; he finds himself becoming resentful of new ideas.

Fear is retrogressive and destructive. No salesman, or anyone who is amenable to Fear can succeed or expect to be happy. This statement is based on scientific principles, not superstitious bunk.

Courage is born of civilization and nurtured by consistent and persistent education.

Fear is the eldest and most wayward offspring of Ignorance.

During the Dark Ages, fear ruled as supreme monarch. For upward of ten terrible centuries this grim monster shrouded the world in the blackness and fog of superstition and ignorance. Then, to paraphrase the great Ingersoll, there strode forth an intellectual giant, a plumed knight, who hurled with unerring precision the glittering lance of Knowledge, Reason, Enlightenment, into the putrid bosom of this black monster. Ignorance and superstition loosened their clutch upon the medieval world and the light of life trickled in and slowly dissipated the horrible, spectral shadows. This man was Francis Bacon. Much of what we are today we owe to his courageous and unconquerable spirit and that of his followers.

As we come to understand something about the operation of fear, it becomes less potent. A child trembling with unspeakable apprehension in a dark room, smiles and relaxes when the light is turned on. When a salesman fears he will miss a sale or have a bad day he usually realizes his fear. When we fear a disease we invite it. The events or things we fear we visualize and help to produce.

A scientific organization recently issued a warning against some of the things we must not believe. It gives a long list of supernatural, medical, biological, mechanical and other fallacies which linger even in cultured minds, and intimates that these delusions should be unmercifully crushed whenever their heads rise above the subliminal threshold.

Some of these cherished convictions the average person is willing and ready to give up without much of a struggle. He is more and more prepared to take the scientist's or the physician's word that they are wrong and ought not to be harbored. But others persist perennially in merry defiance of reason, logic and commonsense. Non-progressive persons who cherish them may well ask whether science itself is quite sure it does not harbor certain delusions of its own.

Some of us still have a sneaking fondness for such alluring pastimes as making long-range weather forecasts, fooling with the divining rod, casting horoscopes, constructing perpetual-motion machines, carrying lucky pocket pieces, trying to harden copper, squaring the circle, curing rabies by shooting the dog and treating with its hair the wound caused by its bite, discovering superhuman intelligence in pet animals and using whiskey freely for snake bites.

Large circles of enthusiastic grown-ups still are convinced the moon has an influence on crops, that professors are absent-minded, that red-headed persons are hot-tempered, that walking under a ladder, Friday the thirteenth, starting on a trip and turning back, seeing a black cat cross the road in front of them, possessing a two-dollar bill, etc., are bad luck.

Some day, perhaps, mankind will put the age of superstition behind it and become rational thru and thru. When mortals refuse longer to beleve that the stars in their courses affect our destinies, that the ichthyosaurus survives in Patagonia, and that the world is likely to come to an end in the immediate future, then it will be time, in Dr. Holmes' words, "to order your ascension robe."

The following verse by J. J. Montague in the Chicago *Daily News*, is very appropriate: (*Continued on page 71*)

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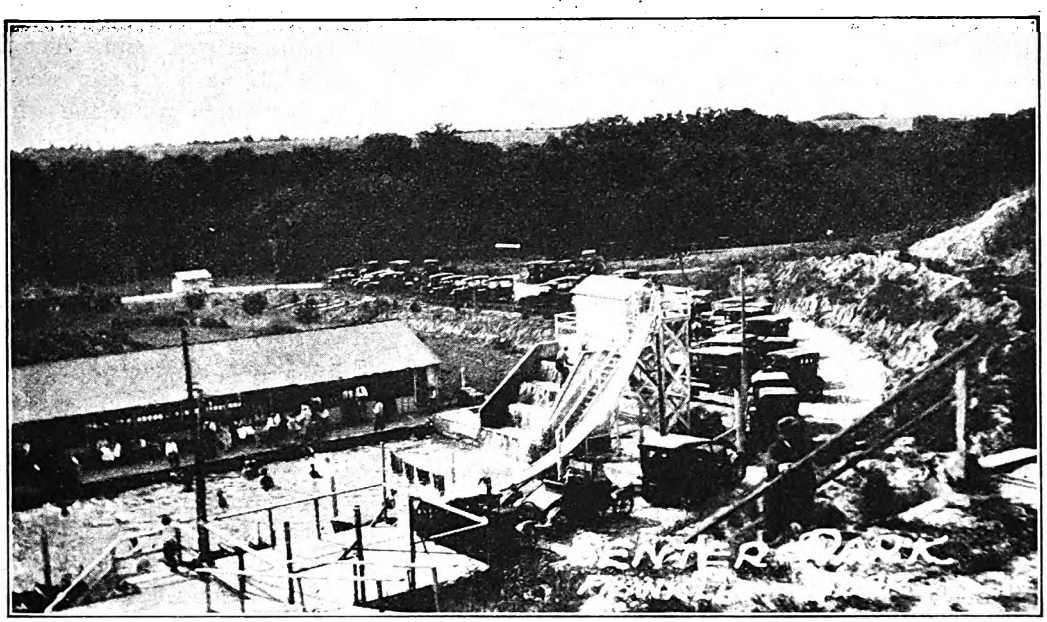

All sorts of pastimes at Senter Park, and luxurious fields beyond—all because the Senter brothers had visions, and were not afraid of hard work.

It Couldn't Be Done—But They Did It

The Story of the "Senter Boys" and How They Re-created a Nebraska County

By Ada Patterson

THERE were many to tell them it could not be done. There always are when one proposes to step beyond the hard-beaten path. But the three Senter brothers went on trying to make their dream come true.

Most young men who leave the small-town home come back for brief vacations to tell, in pitying, patronizing tones, of the glories that lie beyond the horizon. If they do not say they look: "Of course, such beauty and convenience are impossible in this town. Good-bye. I may see you next year or in two or three or four years."

The Senter boys, on the contrary, talked to the all-around-the-year dwellers of Franklin, in Nebraska, of the beauties of the mountains and the vegetation of the bland Pacific Coast and talked of bringing bits of that beauty and samples of that abundant vegetation into the life of the mid-prairie town.

Elder and presumably wiser men laid halting, compassionate hands on the brothers' shoulders. "You can't do it," the Solomons advised them. "Don't go beyond your depth nor above your height."

The Senter brothers—they are in the order of their age, Otto, Charles and Louis—smiled and made no answer. They are masters of the art of silent doing.

They did what their seniors said was impossible. They raised the health rate of the town, so the leading physician computes it, twenty-five per cent. They helped to induce an investment company to build a fine, new hotel. They brought an extra crowd of 12,000 persons to the village on Independence Day. They were the determining factor in winning for Franklin the county seat from a town in which it had been established for forty years. They persuaded motorists from the Lincoln Highway to camp in Franklin who had never heard the name of the town. They galvanized into new life a decaying community.

The story began with three work-stunted boys and their widowed mother. The eldest of the lads was twelve, the youngest eight, and the middle boy ten, when the story begins. Their mother, leaving them alone on the sunbaked, drought-cursed farm near the state line between Nebraska and Kansas, to do day's work for the neighbors at fifty cents a day, adjured

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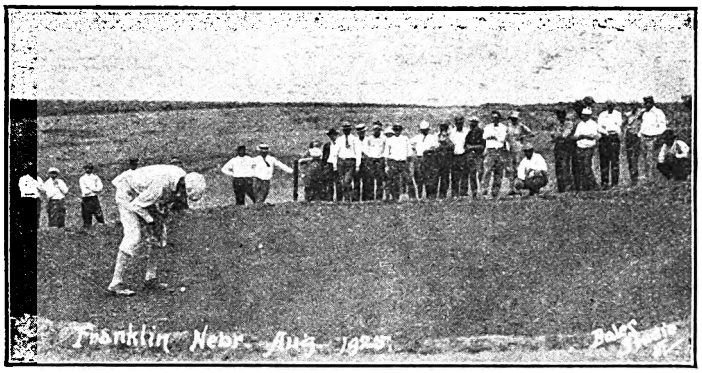
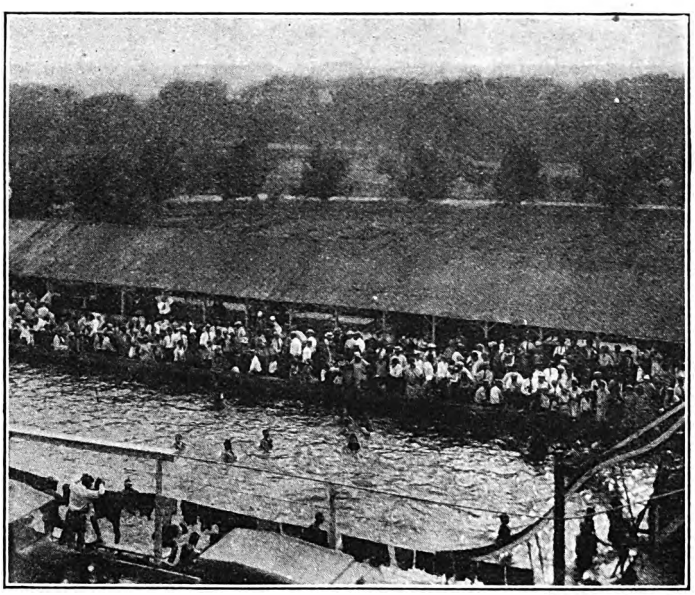


A quiet game for those who prefer it. Golf course at Senter Park.

them not to leave the farm and not to get into mischief. They did neither, except when Otto, the oldest, hauled corn fifteen miles, sold it at eight cents a bushel, received $2.50 for the load and drove his creaking, weary way home. He handed the profits to the tired mother, who flung open the stable door for the horses. Charlie, aged ten, and Louis, aged eight, came in from their all-day work. On those days, and other days, Charlie and Louis worked in the fields. The toilsome work arrested their growth.

Yet the widow and her three sons lived, even tho they did not thrive. Occasionally, there was a good crop, often a half crop. On these they subsisted. They sold a strip of the farm to pay the mortgage on the rest.



No one knew how to swim, for the excellent reason that there was no water in the county deep enough to swim in. Now—thanks to the Senter boys—there is!

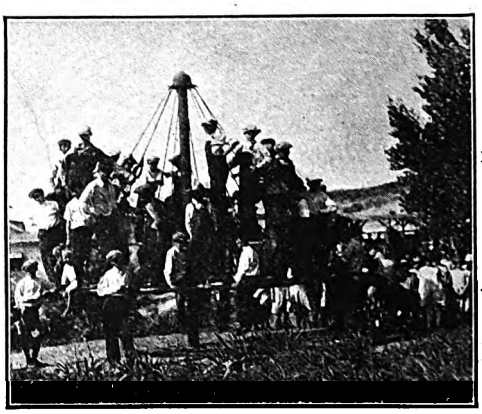
While they were heroically trying to wring a living from reluctant nature, Louis, the youngest, developed a knack. The neighbors did not call it a talent. They said, "Widow Senter's youngest boy can cut your hair better than the barber in town does. Better go over to the farm and let him clip your mane. Anyway, it will save you going to town in harvest time." Because he sheared them deftly, the farmers' wives said to them: "Get the boy at Senter's to cut your hair. He gives you a different kind of look. There's style in his work."

In one of the few seasons of a full crop the Widow Senter sold her farm. For eight hundred dollars of what she received for the farm she bought an acre of land at the edge of Franklin. With $500 of it Louis opened a hair-cutting parlor. His elder brothers worked for him. Chance brought an acquisitive purchaser to the acre and the cottage on it. He offered the widow eleven hundred dollars for it. She sold it and after "talking it over with the boys," bought ten acres of unimproved land. The watchers uttered their misgivings. Their misgivings were voiced in higher pitch when the widow and her sons sold the ten acres and bought forty "so rough that if a rabbit tried to run across it it would break a leg." The Senter boys smiled, listened, said nothing. But if one had been admitted to the evening councils at the little house they had rented for a home near the hair-cutting parlors they would have heard, "The land is mighty rough. But it joins the town. And there's a creek running thru it."

Then began the romance of the Senter boys. Year upon year of strength-exceeding labor on the farm had weakened their resistance. They developed coughs and doctors talked gravely and sympathetically of the stigmata of tuberculosis. They sought the prescribed change of scene and climate, but at timid distances. First Hastings, eighty miles distant, and Lincoln, one hundred fifty. Fort Collins in Colorado and Hot Springs in South Dakota. Julesburgh in Kansas and Boulder in Colorado. To each place they took Mother, whose spare frame had become bent with the weight of the farm work and helping the neighbors—at fifty cents a day. The promised benefit of change of scene and climate were needed and merited by her.

Their travels and adventures brought them to Denver, and to Oregon, and to Los Angeles. Relief from their six days of artistic hair cutting they found at Westlake Park in Los Angeles.

The brothers admired Westlake Park. Their sun-



Nobody grows old in Franklin county. Everybody has learned, at Senter Park, how to play.

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reddened and work-wearied eyes were rested by looking long at the masses of the eucalyptus trees and the magnificent blaze of Indian peonies.

"I would like to see something like this at Franklin." Charles sent a pebble skimming across the rippling surface of the pond. Otto's gaze followed idly.

"Something like it could be made." Otto's vocal cords, thickened by mid-continent dust storms, gave to his speech a guttural quality. "With irrigation."

"It would cost a lot." Louis' comment ended in the rising inflection of hope.

That was the beginning of what the Senter boys did for their home town. All deeds are built upon thought. They thought, collectively, individually, in groups and alone. Thought aloud and thought silently, upon how they might take to oft arid Franklin and its frequently sunburned surrounding acres joy and beauty and a renewal of youth.

Otto escorted their homesick mother back to Franklin and there remained. To one of the leading citizens he unfolded the Senter boys' aim that had become a plan. The leading citizen made profane response.

"You must be crazy to want a d—d swimming pool in this d—d town." Logic, of a kind, succeeded imprecation. "The men have grown up beside a river that is generally low and sometimes dry. I don't believe that ten men in the town can swim."

The obvious suggestion that the non-swimmers might learn to swim did not occur to the opponent of the Senter idea. That leading citizen removed to the capital of the state, but other leaders of municipal thought remained. Vehemently they told the tall, lean-faced listener that it "couldn't be done."

Otto leased the Jones farm across the road from the barren forty acres. He raised cabbages and tomatoes and sold them to the town folk. He sent away for catalogues. He maintained an interstate correspondence about the price of irrigation pumps.

"I find we can get one that will do for $650." His brothers, cutting hair in California, received the informative letter and discussed its contents.

"It's a long way to the moon," said Charlie, the middle brother, sending another pebble swimming across the pool at Westlake Park.

"We must save more and send more home every month," rejoined Louis.

They went home and "looked things over." Bareheaded, their hands thrust into their pockets, they paced every foot of the hopeless forty acres. They sought and found the deepest part of the creek.

"We can dig this out and make a decent pool ourselves," said Charles. With Louis' help, and with the fraction of time and vitality Otto could spare from cultivating the Jones truck farm, the pool was finished on a late May day. A mere, mud-tinctured swimming hole, eight feet deep, fifteen feet wide and of a sixty foot length. A rough, printed sign, and the news conveyed by corner grocery and postoffice chats, let Franklin know that it had a swimming pool. Such citizens as wished might avail themselves of its privileges at ten cents a privilege. Men gravely, doubtingly, so availed themselves. The swimming hole's capacity of twenty swimmers was tested. But surprise and chagrin waited on these pioneers.

The townswomen had heard of the swimming hole and desired to share it. There must be bathing suits.

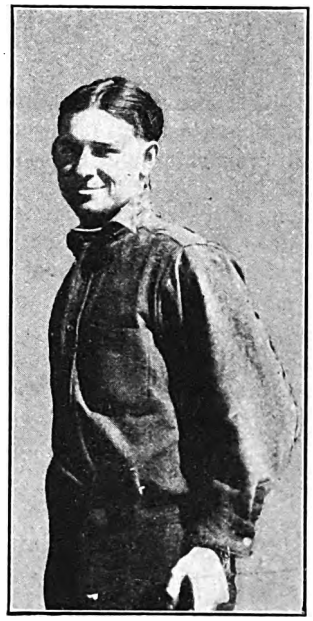
The men drew upon their reserves of profanity. "We have to pay to swim. And now we have to pay for bathing suits. How much?"

"Twenty-five cents." (*Continued on page 60*)

And Here They Are

Charles

Otto



Louis

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The Stuff of Courage

An Analysis of the Elements of a Stalwart Spirit

By Elizabeth Weston Timlow

A FLAMING house, tottering walls, a welter of heat and inky smoke. A woman's agonized face at an upper window, when it was thought all were saved; her piercing shriek. Without a moment's hesitation, a stalwart fireman springs forward, essays the climb up the insecure ladder on the shaking walls, and plunges into the inferno of heat. He reappears with his helpless burden as the floor falls in behind him; he comes cautiously down the ladder and eager arms reach up to catch rescued and rescuer as the walls crash in. Just one instant between them and a frightful death. Is this a deed of courage?

"Yes!" most people will answer instantly. But in truth it is rather a deed of *bravery*. This man knew when he took the position of fireman that just such risks might be his at any moment.

A wreck at sea. A derelict, most dreaded danger of the deep, has struck the ship and it is slowly foundering. Life-boats are swung down; passengers are lowered. The crew follows till all are off, if there is room—and time. All but the captain; his place is on the sinking ship till all are rescued, or at least off the ship. If too late then to save himself—he can die. To stand thus, cool-headedly directing the work of rescue to the last, is it a deed of courage? Not necessarily. But a deed of bravery, always. The commander knew, when he accepted his promotion, that a captain must not desert his ship.

But here is a bystander at the raging conflagration, who sees the madly terrified woman at the upper window, when there is no fireman available, since all are fighting at close range. He himself dares the danger; he coolly drenches his clothes with water from the hose, makes his way up the ladder as it wavers against the tottering walls, drags out awkwardly the prostrate form from over the window sill, shrinks back from the darting flame, crawls stumblingly down the ladder till he can drop his fainting burden into the reaching arms below. Courage? Yes. But why more than that of the fireman? Because the deed was demanded of him *by nothing but his own soul.*

A Major Archibald Butt stands by the Captain on the sinking *Titanic*, cheering the panic-stricken passengers, assisting the women and children, driving back with scorching words cowardly men who were pushing the helpless ones aside; the last man is off, but there is no room for him; he goes down to those black depths side by side with the captain. But what has he done that the captain has not done? The latter has done his duty—as a brave man should. Major Butt did more than his duty—as a courageous man must.

Bravery, an intellectual quality, applies to a specific deed. Courage is of the heart, making you swift to do what only your own heart can demand. It is a daily attitude towards life; a state in which you must dwell. The Romans regarded courage as one of the four cardinal virtues, as no other is possible without it. It requires to tell the truth, when it is prejudicial to your own interests, or to take the unpopular side when your conviction is that it is right. As the Persian proverb goes, "Without courage there is no truth, and without truth there is no other virtue." But as Chico says in *The Seventh Heaven*, "You must get the idea of courage inside of you; you must get the idea you want, like the word, courage, and hang on like a bulldog and never, *never* let go. You will get bumps and blows, but hang on to courage, and by and by you will astonish yourself. You will BE that word." He has the root of the matter!

Does this mean that the courageous man is never afraid? Far from it! Or recklessly ignores danger? Never! It is not genuine courage unless it fully perceives the danger, and deliberately faces the consequences. It marches forward *without heeding fear*, if duty or his own soul calls him. A general in the late war said, "If a soldier in the trenches told me he was never afraid, I should know he was either a fool or a liar."

No; the courage lies in refusing to *yield* to the terror. The greater the natural terror, surely the greater the courage that faces it.

Courage, like all the emotions, has its definite chemical effect upon the whole physique, for our emotions are dynamic forces, not mere moods to pass with no effect. Each one has its definite reactions. Self-importance, for instance, lifts the chest, which we slangily express as being "chesty." Anger makes the muscles tensely rigid, sets the teeth, clenches the fist, and quickens the heart-beat furiously. A man grows "hot under the collar." The emotion of happiness instantly gives a curious elasticity to every muscle; you know how you fly down the street as if with winged feet, if you have just received good news. In fear, the heart gives a mad plunge and then beats irregularly, impeding the circula-

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tion; waste products are not properly carried along; the brain cells are drained of blood, and digestion instantly ceases, while all secretions are chemically changed. Every feeling, like every idea, has its motor aspect.

What chemical effect has courage upon the body-cells? It instantly steadies the heart-beat, which fear has so disturbed, and slightly accelerates it; your brain works readily since its cells are well-nourished—not drained as in fear, not jarred by the surging flow of blood as in anger. Every secretion in your glands and organs plays up, so to speak, when you "have the idea of courage within you," Chico had found out.

Swift as a flash comes to the courageous soul the decision what to do; how to seize what may be the only way out. Your every atom is ready, like well-trained soldiers, poised for the onward charge. Muscles are tense, but well in control and every motion tells.

Even in listening to a story of great heroism, note the thrill that runs down your spine, and how your back straightens and the eyes brighten. How the effect *lingers*, for such a story gives you a chemical something that makes you, too, more ready to face difficulty. Let your child live in intimate acquaintance with the stories and lives of heroes and see how his own standards are raised. Do you recall *Wee Willie Winkle* of Kipling's story? You can depend absolutely on these marvellous chemical effects of courage on your body, for the laws of nature are immutable—if you live in accordance with them. To train yourself, then, to *live* in this state of courage is to tap unimagined layers of strength. Add to it Vision and Faith, and lo! the Immovable is moved.

COURAGE—BRAVERY—FORTITUDE

These words are not quite identical. Courage, says Miss Timlow, is the stanch doing of one's duty; Bravery is the willing performance of more than duty; Fortitude, the steady bearing of the hourly burdens, the constant facing of the daily risks.

These sturdy qualities can be built into every life.

What kind of a heart have YOU?

The various forms of this great quality we all know. To illustrate the physical form we have only to refer to times of war, which presents literally millions of instances. Do you recall the old Scotch ballad of Sir Andrew Barton, the bold freebooter of the thirteenth century? On one of his mad forays against a neighboring baron, he was struck down on the field and his followers in panic gathered around him. He scattered them to the fight, in the words of the ballad:

"I am not dead!" Sir Andrew cried.
I am hurt, but I am not slain.
I'll lay me down and bleed awhile,
And then I'll rise and fight again!"

That is the very essence of courage—whether physical or mental: to assert that you can "rise and fight again!"

Mental courage gives you the ability to hold unpopular opinions when you are convinced you are right; to dare to break fettering conventions; to further projects when no one supports you; to stick to inventions when no one believes in you or in them. Recall the Wright brothers twenty years ago on the desolate, solitary wastes of Kittyhawk, working out their scheme for heavier-than-air machines.

Moral courage is the disregard of ordinary fears out of absorbing devotion to some great, superior principles of conduct. A step higher and we find spiritual courage, the loftiest form of all; that endowment of spiritually strong-fibred ones, who come not as those who have *escaped* pain but as those who have *glorified* it. The very height of attainment. The noble army of martyrs attests this. Beneath every form, note the strange strength and endurance! These are the magnificent gift of courage. You can do the impossible.

The courage that most of us need, however, is just courage for the *commonplace*, the every-day. We can often spur ourselves on to the unusual, even if we do not constantly dwell there. Where do we find this strength? When tremendous situations confront us, the very excitement seems to bring courage like a leaping giant to meet them; we are sustained also by recognition and applause. How that helps us! We accomplish results, we rise above disasters, we find unsuspected solutions, and marshall powers that amaze ourselves. Why does the soul need to be stirred to the depths to bring these to the front? These forces must have been there, else they could not have arisen at the call. But why not *live* with them? Why not get this strength for the dull routine?

Now life, in its daily routine, tends to sag. Any straight line, if long enough, seems to drop in the middle; every architect knows this and compensates for it in his plans. All voices singing without an instrument incline to a lower key. So life on the ordinary level, even if not really unpleasant, but merely monotonous, tends to sag toward despondency, towards boredom. Courage is our only *lifting* quality. A state in which we must learn to *live*. It takes courage of a high order to endure dullness, routine, the "What-is-the-use-of-it-all?" attitude. To combat worries and anxieties, not perhaps very great in themselves, but constant; to meet sorrows—just the common sorrows that come to us all; to mend a broken life; to rise above the desolation of death; to hold to life's ideals and see inner meanings; to keep the flame of the spirit alive; to "lay us down to bleed awhile and then to rise and fight again." This

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unsung courage for the Commonplace! Where shall we find it? For most of us life trots monotonously on a dead level, and we do not meet with earthquakes and tornadoes. Can we use these deeper powers of life—and refuse to *sag?* Yes, if we realize that courage is the state in which we must live—not merely a refuge from a thunder storm. It must be our habitual abode.

How, indeed? Not by recklessness, or ignorance, but by the insistence of the soul that whatever comes we can meet it; whatever difficulties beset us, that we can always find the way out—for there *is* always a way out for the high heart. In the same way we can meet and lift the sag of daily routine. The prime necessity is the outward expression of courage—head up, chest high, back straight. Never, never, *never* LOOK AFRAID. It is so terribly easy, when this sag of life drags your spirit down, to look despondent; to droop physically. When you feel downhearted, try holding your head half an inch higher, and see how your mind responds! Mere gesture? What of it? Gesture is half the battle of life—even if we call it—*bluff*. "Greet the Unseen with a *cheer!*" Every business man knows the courage it takes to control his expression in time of stress, but he understands too well the effect it would have if he allowed himself to look concerned and anxious. Not easy to look unafraid when you are really so frightened that, as Mark Twain remarked, "All your courage is oozing out of your finger-tips, like otter of roses out of the otter!" But keep to your slogan: "Whatever comes, I shall be equal to it." Get the strong motor-force of your idea, for your thought of a thing constitutes its origin.

The captain did his duty, as a brave man should; the major did more than his duty, as a courageous man must.

Courage is a daily attitude toward life; a state in which you must dwell.

There is always a way thru—for the stout heart.

You find courage to meet the unusual. Why not courage, then, to meet the usual, the everyday strain and riddle?

The only impregnable fortress is a dauntless heart!

We are apt to get stodgy and dull and increase this sag of life thru mere inertia; plain, mental laziness. We too often allow our lives to become drab and uninteresting, when courage of soul could gild the dulled colors and lift life again to its level. Summon its two trusty lieutenants, enthusiasm and humor. Enthusiasm gives courage its quality of constant renewal. And humor? Yes, humor! Courage for the daily round should not be a grim and tragic business, for most of us take all our small ills much too seriously. Humor gives courage its buoyancy and elasticity, and enables us to skate easily over much thin ice, for we must not forget, again, that courage, as a whole, has definite and actual chemical effects on the body—precisely like tonic in bottles prescribed by the doctor. Recall the last verse of that *Chester Cathedral Prayer* which has been floating about:

"And, Lord,

"Give me a mind that is not bored,
That does not whimper, whine, nor sigh,
That does not worry overmuch
About that fussy thing, called I.

"To get some happiness from life
And pass it on to other folk,
Give me a sense of humor, Lord!
Give me the grace to see a joke!"

If we prayed more often for grace to see a joke life would be a less sordid matter for most of us. For enthusiasm and humor are the wings of courage that uplift us.

The form of courage that endures either definite disaster or mere dragging commonplace, we call fortitude—a form often more difficult than that of attack. So much easier to *do* something than just to endure, without whining or resentment, the Unavoidable. I may say, in passing, that it is well to make sure the condition *is* really unavoidable, for quite often we accept a condition with irritated patience, feeling quite virtuous in so doing, when we are really only too mentally lazy to fight it. But if the burden that oppresses you is actually inevitable, like an accomplished disaster, or a situation that at present it is impossible to change, or if the refusal to bear it would only shift it to weaker shoulders than yours, then fortitude, gay, uncomplaining courage, is your part to play.

Not grim endurance, which is only fighting and getting beaten. This buoyant courage of the commonplace is needed at every moment—not merely at the times when life gets up early and putting on extra large boots, walks carefully all over us, particularly twice on all our already tender spots. This quality of fortitude—head up, chest up—is all the more rare because people are seldom ashamed of the opposite quality—or *vice*, as the Romans regarded furious rebellion against the inevitable, which no rebellion can alter. "Vice?" It makes us indignant! Yet many a one who would blush to play the coward in danger, and who would face peril fearlessly, is not in the least ashamed of feeling embittered by loss of fortune. But surely to succumb under misfortune or to be resentful about such disasters as are, after all, the common lot, *is* cowardice. Often we hear it said, "She is very bitter about the death of her husband—or her son." Embittered? Against whom or what, if it has happened according to natural laws? We say, "His losses have embittered him." We see all about us people (*Continued on page 79*)

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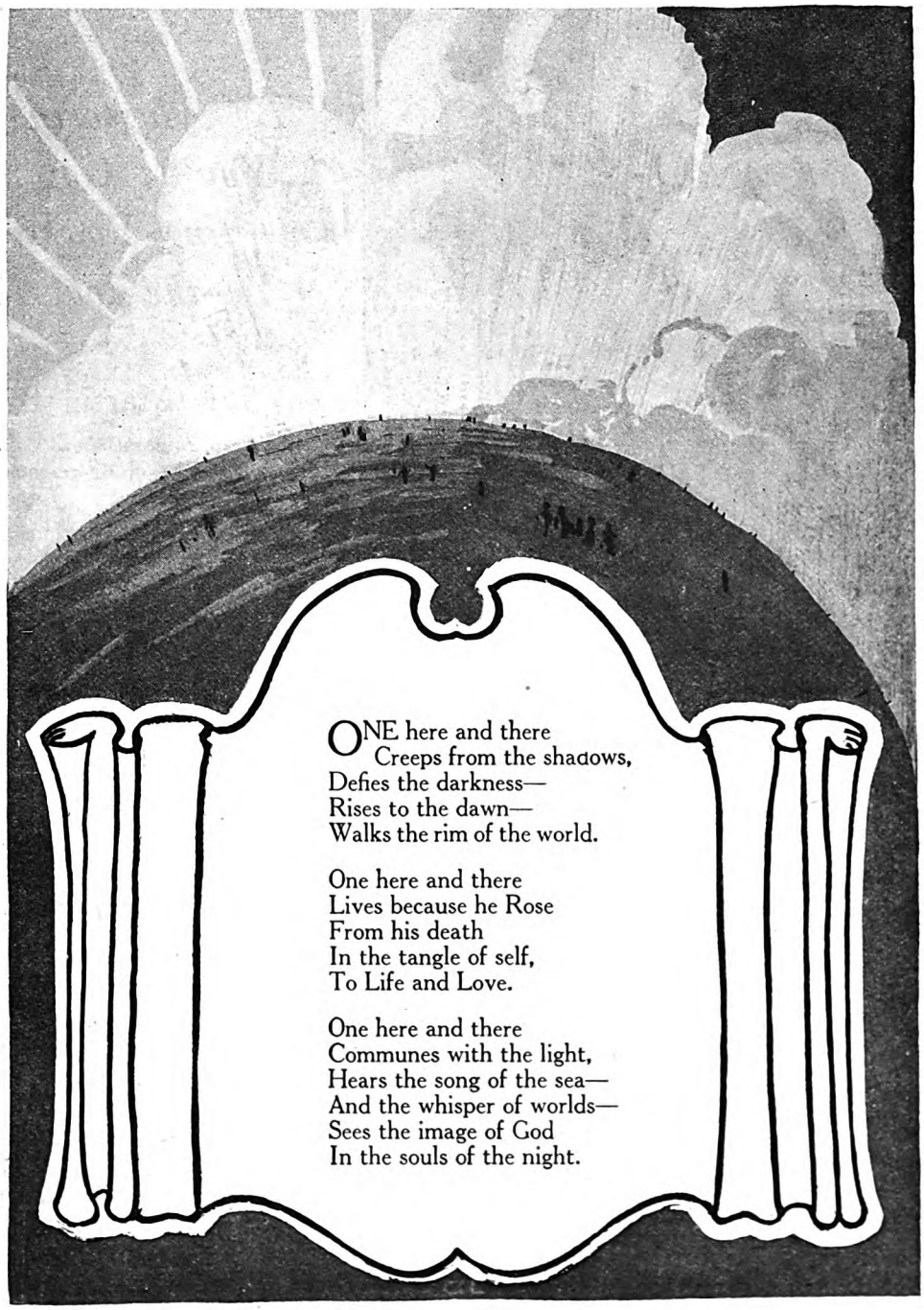
One Here and There

By Carlos D. Leberman
Decoration by the Author



ONE here and there
Creeps from the shadows,
Defies the darkness—
Rises to the dawn—
Walks the rim of the world.

One here and there
Lives because he Rose
From his death
In the tangle of self,
To Life and Love.

One here and there
Communes with the light,
Hears the song of the sea—
And the whisper of worlds—
Sees the image of God
In the souls of the night.

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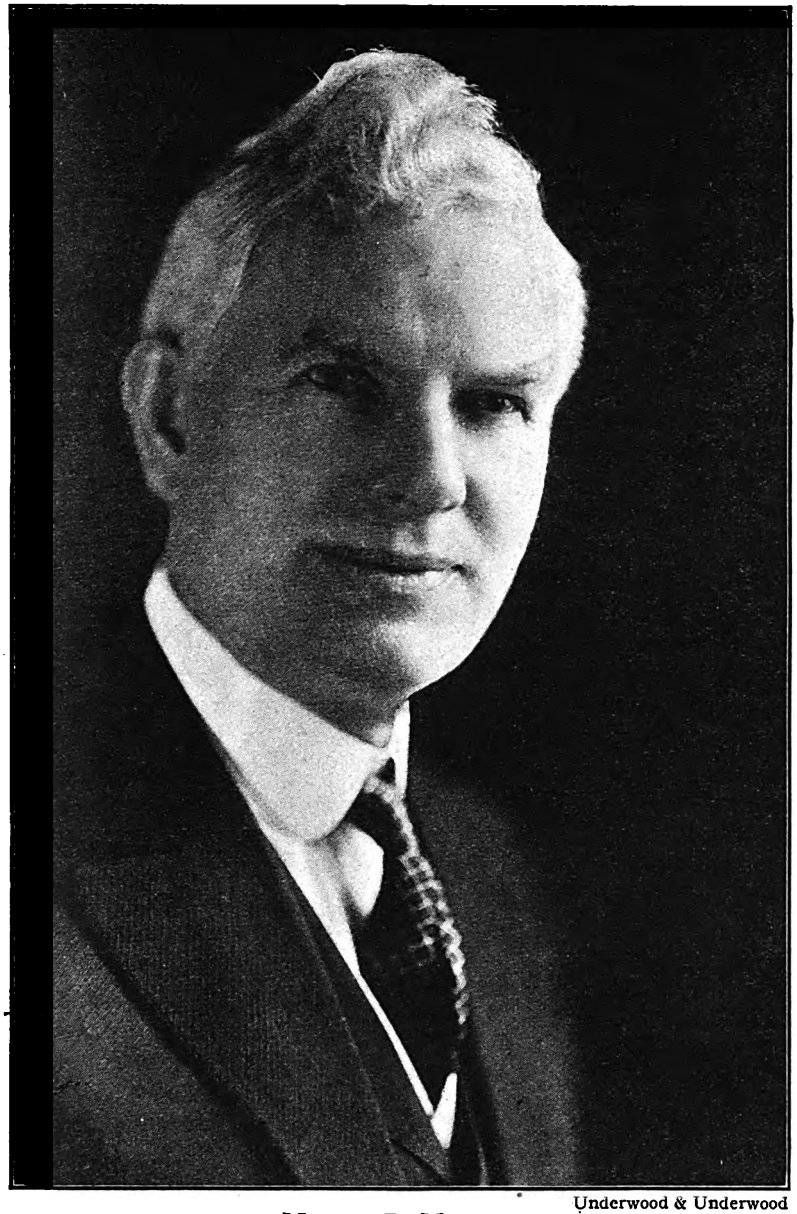

Underwood & Underwood

MARTIN B. MADDEN

Be "Self-Sustaining"

By Mastering the Job You've Got and Fitting Yourself for the Job Ahead

Says Martin B. Madden

Chairman, Appropriations Committee, U. S. House of Representatives

In an Interview with

Uthai Vincent Wilcox

"YOUNG men should early learn to be 'self-sustaining.'"

It wasn't exactly a new word, but it had a new sound and seemed to take on a new meaning, as it came from the lips of Martin B. Madden, chairman of the Appropriations Committee of the House of Representatives. He was looking at me—with very kindly eyes—across the big table in his Washington office.

As he continued I saw that what he was talking about was not self-sufficiency, or self-sacrifice, tho something of both these words is in that word he was elucidating. And there were evidently other ideas linked up to that big idea he was putting over—frugality, singleness of purpose, kindness to the under-dog, appreciation of truth.

Light on the idea grew brighter as Mr. Madden began, modestly, and with frequent prodding from me, the story of his own courageous life:

"Whenever there was a promotion to be given out," he said, "I got it. That was not because I was any smarter than other boys, nor because I had any better start, but because I was the lad with the information.

"I studied the job I was on, read books that told about that particular thing, went to night school and took the courses that showed me how to master the thing at which I was working. Any man can do the same. If he is sweeping out a shoe store, he can learn in books or schools how to keep stock properly on the shelves. If he is washing automobiles in a garage, the door of the great industry is open to him if he begins to study machines. If he is hoeing cotton, he can master the scientific principles back of cultivation and become a better man at it than the fellow who merely hoes.

"Wherever he is working, he has but to study the thing he is doing and his employer will find out that he knows more about it than his fellows, and the opportunity for advancement will be offered to him.

"About fifty years ago, the rocky valley along the Illinois and Michigan Canal furnished the best and most available building material for Chicago. Quarries began to develop and prosper. I was ten years old when I went over to a quarry near our house and got a job carrying a tin bucket of water from a nearby spring from one gang of workmen to another. I got

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fifty cents a day for this work, which money I carried home Saturday night and turned into the family hoard.

"I went to the boss of the gangs and explained that a pipe would bring the water so close that a boy would not be needed and the suggestion was followed. Then there was the matter of tools. I noticed that they were lying about exposed to the weather, and suggested better care for them on the basis of their value. I was given the job and received then my first raise—I was advanced to one dollar a day.

"Encouraged by this success, I began to look for new fields. Here were these great bodies of stone to be taken out of the hills and to be cut up into proper sizes for use in construction. While tending tools I had seen the foreman and the superintendent figuring on the methods of cutting out this rock and the amounts of salable material into which the product could be divided. These were mathematical problems and I wanted to understand how they could be worked out. So I began to study mathematics, particularly as applied to cutting stone out of a hillside. I took my course at night school, and my mother, who was a well-educated woman, helped me at home. There was hardly a night that I did not work over my mathematics until ten o'clock. Before long I was helping the foreman figure out his problems.

"In addition to the mathematics of quarrying, there was another problem—that of drafting. It was necessary to work out on paper the problem of cutting stone from the mountain, which required ability to use mechanical drawing. I then added a course of mechanical drawing and soon became quite efficient in drawing and the practical problems of quarrying.

"I was fourteen years old when I heard the men in authority at the quarry discussing a building which they intended erecting to house certain new machinery that was to be installed. They had decided to call in an architect to design the building, which was more complicated than an ordinary structure because it had to take care of the strain incident to the operation of heavy machinery. I spoke up, however, and told the boss that it was unnecessary to hire an architect—that I would draw the plans for the new building. This I did and the structure was put up accordingly. So at the time I was fourteen years old I was drawing $50 a month, which in those days was very good pay indeed, and was coming to know the business of quarrying.

"By the time I was sixteen I was the draftsman for the quarry. I kept on studying as long as I could find books. When I was eighteen a new superintendent was needed for the thousand men in the company's employ. I was chosen. I became a boss of a thousand men, drawing down about $150."

The white-haired statesman smiled in his earnestness as he talked frankly and freely of the hard work of his youth. He did not talk boastfully nor vauntingly, but merely to illustrate something of his philosophy of achievement—the self-sustaining rôle for the youth of today. He was a good picture of the man who had put accomplishment back of him—a big, bonny-faced man, grizzled and hard and healthy. His hair is snow-white, his face ruddy, his eyes a deep blue.

There is obviously more of the Irish of his father than the English of his mother, for he has the warm enthusiasm of the Celt. His more than sixty-nine years have been very good to him and he is a man with vast possibilities before him in public service. It is said around Congress that he can remain head of the greatest committee as long as he wishes, for he also understands *this* job thoroly.

"Running this quarry," he said, "was easy for me because I knew the job so well. Appreciating the fact that my success had been due to the studying I had given my work in each of its successive stages, I looked about me for the problems of that organization. Here my job was to produce stone, but in the next higher up post which could come to me, I realized that I would have to know, not only how to produce the stone but how to market it. At night school I studied sales, contracts, all the business elements that confront the quarry from the standpoint of its general management.

"When I came to make fifty dollars a month I said to my mother that I would pay her for my board, buy my own clothes and pay my own tuition at night school. I found that I could do this on $25 a month and have another $25 to put away. Later when I earned $75 a month I spent $30 and put away $45. When I earned $150 a month I spent $50 and put away $100. The part of money that I did not spend for education went into Cook County Municipal Bonds.

"But sooner or later there comes the test as to whether the line of work that is apparently succeeding is right or whether it would be better to leave it for some other where the income is greater. I reached that marker when I was twenty-seven. I was then vice-

The MADDEN Way

10 years old—Carrying water for quarrymen at fifty cents a day.

12 years old—Advanced to a dollar a day.

14 years old—Designed a machine shop. Advanced to $50 a month.

18 years old—Made boss of 1,000 men, at $150 a month.

Studied marketing as well as producing stone, and at

27 years of age was vice president of the company, at $3,500 a year.

From then on honor and responsibility came thick and fast. Elected to Congress in 1905. Made chairman of Appropriations Committee, and politicians say he can keep that post as long as he wants it.

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president of the quarrying company and drawing $3,500 a year. The Northern Pacific became interested in my work and offered me $10,000 a year. But I did not accept it. I decided to back my judgment, study and knowledge of the quarrying business against railroading. I knew that I knew one, and the other I did not know so well. But it took a bit of nerve to refuse a raise amounting to $6,500!

"I still believe that my judgment was good. For it was not long after this that I was given a partnership, was allowed to reorganize and expand the company and develop it into a very productive property which soon made me independent."

But pursuing money was not Madden's ultimate aim in life. This was most evident in his advice and more so in his life, for some way the deeds must back the words that are spoken or there is no profit to anyone.

But Mr. Madden's creed means more than to be self-sustaining financially. It means a balanced life that includes special emphasis on spiritual values. Mr. Madden affirmed his belief in the church—he and his family attend church regularly. He believes in helping others and fighting, if necessary, for justice to the under-dog.

"A young man doesn't amount to much," he said, "nor is there much hope that he will achieve true success if he doesn't appreciate the value of truth and have a keen sense of its use and a strict regard for it. I believe in such organizations as the Y.M.C.A. They are avenues where young men learn to be self-sustaining and yet are surrounded with associations that value the fundamentals of truth and honesty and integrity—the spiritual values that lift a life from the commonplace to the noble."

Madden found that his effort had carried him to the top in his chosen profession and he turned his attention to public service, for he desired above all things to help others. Here again his development and his desire to understand and grasp all of the factors led him to begin in his own neighborhood. What is that old saying about "the light that shines the farthest shines the brightest nearest home"? Improvement associations had the free use of his engineering knowledge. He organized and directed and made beautiful the district in which he lived on the south side of Chicago.

"We developed our community into the star district of the Chicago suburbs and this fact called attention to it. When this part of the town became a part of the city it was entitled to a member in the City Council. I found that my principle of the *mastery of a job* had made me the logical candidate for that post, and while I could ill spare the time from my business, I took the office."

There was a growing interest in municipal welfare and city finances which led him to sacrifice time and money to put plans thru. When he voluntarily stepped out he was willing to admit that "the satisfaction of rendering a competent public service is one of the greatest pleasures to which a normal man may aspire."

He then attained his aim to become absolutely independent and was elected to Congress in 1905—and has been there ever since. For Uncle Sam he has served not only on committees on legislation but he had much to do with the building of the Panama Canal. There are many features of the canal today that bear the impress of his study and experience.

Not only has his experience been at the command of Congress in such things as the canal and appropriations, but he has always stood stanchly for law enforcement, whether pertaining to prohibition or other and easier enactments.

To sum up—Service is what matters. Service to him that needs it. And he can serve best who early learns to take care of himself. "To him that hath shall be given—good measure, pressed down, shaken together and running over." That sort of measure this genial statesman and industrialist has received—and *given*.

I left the Congressman's presence with a new view of the values and the opportunities of life, and wishing that I might relay his stirring message to every young man and young woman in America—"Sustain self to serve others!"

What he had told me, under the warm glow of his genial smile, was vastly different from the ordinary cut-and-dried efficiency-and-success screed. Advice is, unfortunately, all too easy for some folks to give. Some public men can flow advice as easily as the faucet flows water. Some of them hire publicity men to turn on and off the spigot. The gist of it all is the stereotyped, "nothing-succeeds-like-success" formula. But what Mr. Madden told sounded far different to me, and I know it will to you. I had touched a great *human* personality, radiating friendliness and really *wishing* that his words would help earnest souls to find and keep the path to high service—and high rewards!

"Of one thing you may be sure," he said, with twinkling eyes, as I left him, "the young men who elect to keep that road of masterful service will not have many competitors."

MADDEN PHILOSOPHY

If a boy's job is sweeping a shoe store he can learn from books or in school how stock should be kept on shelves. A man whose job is washing automobiles has the door of a great industry open to him if he will begin to study machines. If he is hoeing cotton he can master the scientific principles back of cultivation and become a better man at it than the man who merely hoes. Wherever he is working, he has but to study the thing he is doing, and his employer will find out he knows more about it than his fellows—and the opportunity for advancement will be offered to him.

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Mrs. J. T. Williams Wins $25 Prize for Best Psychic Narrative

Miss Olive Allen is Awarded Prize for Best Letter Commenting on Miss Newsom's Fiction Story of the Astral Body

THE twenty-five-dollar prize in the contest announced in the December number of PSYCHOLOGY for the best narrative of an actual experience of telepathy, clairvoyance or the astral body, is awarded to Mrs. J. T. Williams, of 2807 Brightwood Avenue, Nashville, Tennessee.

In her report, Mrs. Williams, after relating three interesting earlier adventures of her astral body, continues:

I had a very dear friend who was spending the summer in North Carolina. I was with her children in Nashville, Tenn. I was hoping she would have a very nice vacation. But knowing how mothers are, I had a premonition that she was worrying more than resting. About ten-thirty I was standing in her room near the foot of her bed, just wishing I could convey to her that everything was well. I stood there, praying for her for some time, also for myself, that I would be able to take the very best care of the children. While standing there I seemed to lose consciousness for a little. Then I was fully awake. The next day my friend phoned, thanking me for coming to her, saying she could not remember what I said, but knew my message was of peace and rest.

Now comes the fifth and latest experience. I have a sister-in-law whom I have not seen in two years or more. I began to think of her. A great longing to see her filled me. I tried to locate her. Meeting with no success, I became discouraged. Then the astral body found her. While in a dream, as I thought, I stood by her as she lay on the ground. I awoke, and while I felt somewhat frightened, still there were stirrings of joy. I wrote a letter and mailed it to Saundersville, Tenn., just by chance, not dreaming she would be there, but some power just seemed to order me to do it. Here is the letter I wrote:

DEAR MAUD:

I haven't the least idea this letter will reach you. However, I am sending it, hoping it may. I dreamed of you a few nights ago, dreamed you were so miserable, you were lying on the ground. I don't know what it was about. It isn't so, I know, but I thought I would go and see you. I was out to see your brother, but he did not seem to know where you were. If you receive this, answer at once and I will come.

The very next day I received an answer as follows:

DEAR LIZZIE:

I received your letter and I was happy to hear from you. Well, Lizzie, your letter came true. I was on the ground and I was miserable. But I am happy now, for I have been born again. I was like you when you were born again. I want you to come, for I want to tell you the whole story. If you come, come Sunday.

Love to you,
MAUD MOODY.

This letter proves that the astral body is something that can come and go, something that can be seen and heard. The young man heard me; Mrs. S. heard me. My sister-in-law saw me. She cannot remember talking with me, but she realized someone was standing by her who she thought might be her daughter. The daughter, upon being asked, said she was not there. When she received my letter she remarked that she should have known it was me, for she knew in her innermost being that I knew this most glorious experience in the supernatural had come to her. And I, standing there, watching this travail, must have known its wondrous meaning, because from then on and even yet I am conscious of vibrations of joy.

Mrs. Williams' narrative is accompanied by the original letters passing between herself and her sister-in-law, and also by the following affidavit:

State of Tennessee,
County of Wilson.

Personally appeared before me, E. L. Carson, Notary Public in and for said county, Mrs. J. T. Williams, who affirms that the above copy is the truth.

Witness my hand and seal at office in Lebanon, Tennessee, this 2nd day of January, 1928.

(Signed) E. L. CARSON,
Notary Public.

Mrs. Clara R. Williams, of 5931 South Figuerra Avenue, Los Angeles, California, after referring to the death of her son and the fact that he frequently accompanies her on psychic adventures, writes:

Last winter while living here in Los Angeles I was working in a store which handled ready-to-wear clothing. I began work at 9 and quit at 5. One evening after my day's work I returned home and retired early. While lying quietly in bed, in a state of calm repose, I became conscious that I was not alone. My boy was near me. A warm glow began to surround my heart, and I was made profoundly happy and at peace with myself and all the world.

I said, "Dear, forgive me. I thought you had died." He looked chidingly at me and said, "No, mother, no!" I reached out and took him by the hand and said, "Your hands are cold." I started to rub his hands; it seemed to start a warmth thru them. Suddenly I heard a sound like rain beating against the window. I rose and looked out of the window and discovered that the rain was falling in torrents.

I dressed and we started out and soon came to a house from which light was streaming from the windows. Opening the door, we went into a room used as a living and dining-room. There were five people seated around the table, a man, a boy who seemed to be in the early teens, a woman, and two small children. They seemed greatly agitated but paid no attention to our entrance. The woman looked pale, as tho she was greatly excited and was controlling herself with the greatest difficulty.

Suddenly the man arose, went around the table, and, taking hold of the youth, pulled him from his seat, shook him and cuffed him violently. Then, going past him, he flung him out of doors, closing the door. He turned and, without a word, went into the adjoining room. The (*Continued on page* 80)

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Gold and

Poems by
Shaemas O'Sheel

Decorations by Agnes Lehman

The Singing Day

When the sky is gloomy
And the world is grey,
When the rain is pouring,
That's my singing day!

Courage is not needed
To sing when life is gay,
But when troubles gather,
Be that your singing day!

Two Lives

I knew a man who hated
Everything he could hate.
He died, and no one remembers
Where they buried him, nor the date.

I knew a man who loved
All his fellows, far and wide.
There are fresh flowers on his grave
Every day since he died.

When the rain is pouring,
That's my singing day!

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Song

The Price of Heaven and Earth

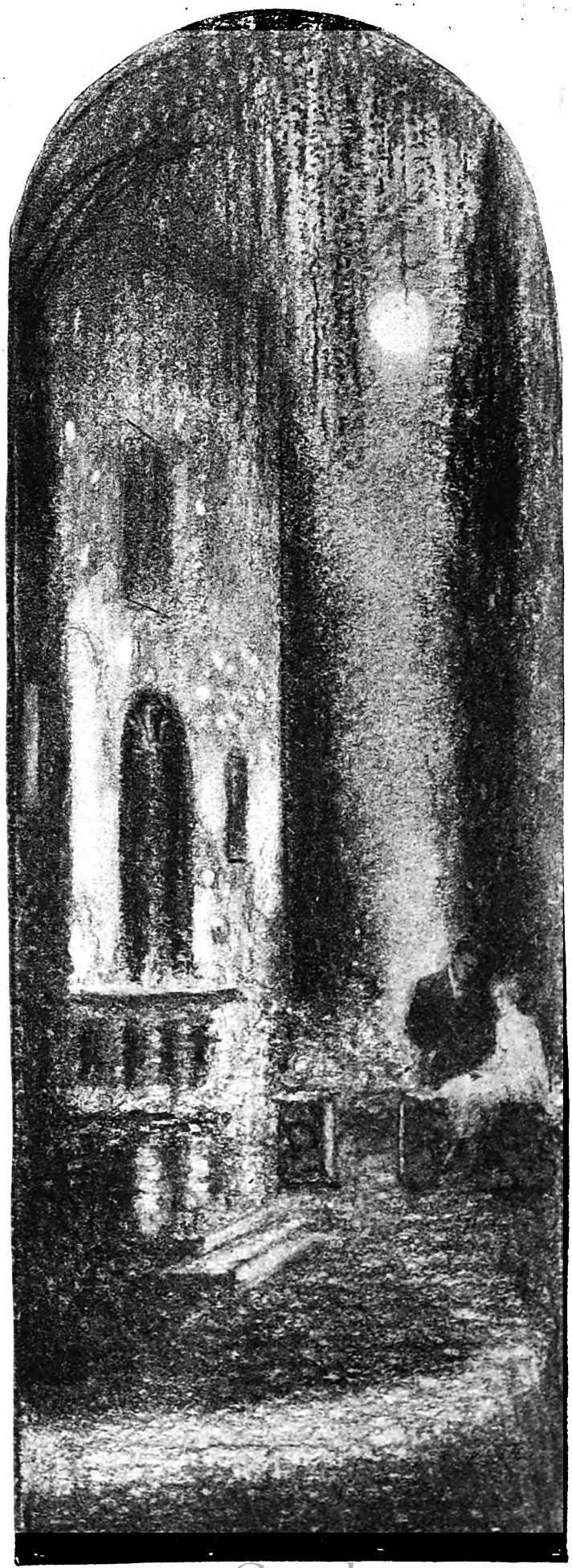
Oh, all the gold you get and spend
And all the wealth you hoard away,
What worth, what value has it, friend,
If gaining it you lose the day?

The potent day and priceless night,
The hours fresh from God's free hand,
The woven moments, swift and bright,
That make Time's pattern, strand by strand—

These, these are wealth, not well put by.
Who loses them gains naught of worth.
Oh, make them yours before they fly—
Use them, they purchase heaven and earth!

Victory

Out of life, striving; out of living, strife:
Out of strife, living; out of striving—Life.



The potent day and priceless night,
The hours fresh from God's free hand.

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How to Think Your Way *to* Power

Further Facts About the Inner and Outer Worlds of Thought

By Lon J. Haddock

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

CHAPTER XIII.

How to Regulate Your Thought

LET us start out, then, with one great dominant thought to cultivate not one or a few, but *all* the graces. What we are lacking let us go out and get. Let us forget excuses for, as has been well said, "Excuse is merely weakness on parade." We are going to be Masters, not excuse-seekers, or slaves. If we have a weakness we are going to overcome it. If we need talents, ability, accomplishments, we are going to strive to cultivate them. We will know no limits, no failures; we are going to succeed. We can, we will, we dare, we do! And no power can stop us. "I am the master of my fate, the Captain of my soul!" I order my course; I shall shape my destiny! What I need I shall take out of the great abundance of material available to me in the cosmic universe about me. If it ministers to my ultimate well-being it is mine, it belongs to me by right. All I need do is to reach forth and take possession.

Most people get little out of life because they demand little. Go after the big things, they are yours. Think big thoughts! Big thoughts overcome little ones. Expect much. Be ambitious. Remember, whatever you are conscious of—is. Not more power, but the consciousness of the power you now have is all you need. Plan in a big way. Reach up, stretch yourself. Expect, desire and demand more than you have demanded before. Nothing can withhold it from you, nobody can deny it to you, because it belongs to you.

Don't look backward save to check the distance already run—look ahead! Turn the mistakes and failures of the past into present-day victories. Don't dwell on them—forget them! And the way to forget is getting-for. Push unpleasant thoughts out of your mind by letting in peace thoughts, poise thoughts, power thoughts.

It is a definite principle of physics that no two things can occupy a given space at the same time. One must yield to the other; the weaker to the stronger, the negative to the positive. This principle also holds good in the realm of the mind. When negative thoughts—thoughts of depression, defeat, disaster or despair enter your mind, cultivate the practice of chasing them out promptly by turning your mind to the contemplation of things of a pleasant and helpful character. It may not be easy to do this at first, but a little practice blazes the path, and each succeeding thought follows the established channel the more easily until it soon becomes habitual.

> *THE WORLD DOESN'T WANT ILLS—IT WANTS WILLS!*
>
> *Bright thoughts, pleasant thoughts, says Mr. Haddock, are the thoughts the world is willing and glad to pay for.*
>
> *"The world has enough sorrow and troubles of its own without having yours added to it. And besides, what good does it do you, or anyone else, to dwell upon your troubles? Your ill health or your ill luck, or any other ills? The world doesn't want ills—it wants Wills!"*

And remember always, these latter are the thoughts the world is always willing and glad to pay for. The world has enough sorrow and trouble of its own without having yours added to it. And besides, what good does it do you or anybody else, to dwell upon your troubles? Your ill health or your ill luck or any other ills? The world doesn't want ills—it wants Wills! It wants men and women of courage. It wants Do's, not Don'ts; Cans, not Can'ts. It is already weighted down with excuse-makers and sympathy-seekers.

Do you know what really actuates you when you complain of your ills, aches, pains, and troubles? Conceit! The very rankest kind of conceit. You are sympathizing with your poor, abused self and, not content with that, you want the whole world to slow up and sympathize with you also. Oh, I know this sounds like a strong statement, but you just analyze

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yourself and see if it isn't true. I have already pointed out that every time you give vocal expression to a thought you give it added emphasis and fix it more definitely in your mind. Why, then, do you give added strength and endurance to thoughts that weaken you if it is not because your self-pity runs away with your good common sense? Forget them! Get them out of your mind as quickly as you can. Have a mental house-cleaning, and I will venture to say that when you do you will be amazed at the mental rubbish you will find there. Clean the place up! Go right at it and note how the fresh-air, sunshine thoughts of faith and courage and buoyancy rush to take possession.

How often have you met people who began to unload their burden of woe upon you almost before you had got thru exchanging greetings—that is, if they really had any greeting to give? No matter how hard you tried to keep cheery and bright, you just couldn't help feeling as if you had come suddenly into contact with a "wet blanket." That is why Elbert Hubbard said, among other clever things, that "What most men seeking sympathy really need is two or three swift kicks properly placed." Kickers who could successfully perform this task would be a real service to the world, and these are the only "kickers" it really needs.

What kind of thoughts are you sending out?

You know what is meant by the atmosphere of places and groups. If you step into a room where people have been quarrelling you sense it quickly. If people are glad, or strong, or healthy, or hopeful, or efficient—you know it, and are helped to become like them.

So you, by your thoughts and feelings, affect others. There is no magic about it. You wish well to people. You want to help them and you want them to help you. You want them to co-operate with you in carrying out your day's work and your life's work.

Well, then, begin NOW to originate, and radiate thoughts that will create and accomplish the things and results you long for!

CHAPTER XIV.

Living in a Thought World

IN a previous chapter I referred to the fact that every man is a dual being. We are dual and more than that; every one of us is the focal center of our own universe. We are a part of the universe about us, surrounded and environed by great cosmic forces so tremendous in power and yet so subtle that most of them fail entirely to register in our consciousness. Pulsations of energy, called sound waves, fall upon our ears, but except within very narrow limits we fail utterly to recognize them. At 16,000 vibrations per second they register, and then on up at definite intervals only. But except at these definite periods—16,000, 38,000, etc.—we are totally deaf to these manifold vibrations. We know they are going on about us, but we are not yet adjusted to respond to them. Increase the velocity of the sound waves and we distinguish the result as heat; increase the vibrations of the heat waves and we recognize them as light. Thus it goes on—subtle energy manifesting itself at definite stages, but at all the intervals in between making no more impression upon us than if such forces did not exist.

And yet we know that these vibrations are there, pressing upon us, percolating thru us, sustained and balanced in such fine equilibrium that we move about in a great atmosphere of tremendous energy.

But they can be made to serve man. In proportion as he learns their nature and the laws that govern and control their operation he rules them and converts them to his service. In this way does he become the focal center of his universe—as he adapts the forces about him to serve his ends. One of the greatest discoveries of modern science is that we can project ideals. By that I mean that we can send out the ideals we create in spirit and mold them into material things. Thought is energy; the most powerful and refined force in the universe. Thus in its ultimate essence thought is substantial. Thoughts are things! If thought were not a material, substantial energy, it could never make grooves in the brain. Neither could it reach down into various parts of the physical body and modify and recondition it in consonance with our dominant mental attitude. But it does do that. The one great elemental energizing force back of all we do is thought. It is the great basic force of the universe. Unenergized by our own thinking, it remains static mind—relative intelligence. The entire universe is filled with it, and we dip our thought patterns, our mental matrix, into it, and induce it to manifest in physical expression as we put the impelling, compelling influence of our own mental energy into it.

Keep this picture in your mind—that you are moving about in a great swirl of thought energy. Strong thought forces sent out by other minds influence us. This is the force we feel when we come under the influence of individuals of strong personality. This accounts for the dominance of a Mussolini, Napoleon, Edison, Lincoln, the great scientists, statesmen, captains of business, poets, painters, and all the rest. They rule and reign by the power of their minds. This accounts, too, for the strong spirit of nationalism characterizing peoples who live in an atmosphere of common ideals and purposes; religious revivals; outbreaks of mob violence; national emphasis on physical development as manifested by the Spartans; culture and æsthetic leadership as shown by the Greeks; together with the spirit of world conquest and domination such as characterized ancient Rome; as well as the collective and individual activities that have made up the history of mankind in all eras and ages.

There is also a definite thought atmosphere asso-

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ciated with places. We become aware of it as we visit from country, to country, or from city, to city, or even in different parts of the same city. There is little to exalt or to inspire in the Orient, where thought has run in pretty much the same channels for untold centuries. A distinct uplift of thought and feeling becomes at once apparent, however, in passing from country to country in Europe. But as you return to America, the great new country of the West, what a spirit of new-found power and achievement envelops it all! Breadth of vision, enterprise, daring, novelty, originality; the independent attitude of its citizens, men and women—what an exhilarating and uplifting influence it exerts!

Nor is this merely a biased mental response arising within ourselves, for visiting foreigners also partake of it and thrill with the spirit of its enterprise and originality.

Is it necessary to point out the sweet spirit of reverence and devotion that seems to cling to cathedrals and other places of worship as a result of the many thoughts of that character that have been generated therein? Or the bright, snappy, alert thought atmosphere that characterizes a down-town business center?

Thoughts of tragedies and gloom linger long around places of crime and suffering, and a spirit of brightness and happiness abides in and around places of mirth.

In fact, some go so far as to assert that thoughts take on definite form and color that become apparent to trained mentalities. But whether this is so or not, we are all influenced by the thought atmosphere of the various places we visit from time to time.

And thru this thought environment you move daily —a delicately adjusted mechanism responsive to every force that plays upon you save as you in turn hold yourself immune from them thru the medium of your own dominant thought.

Furthermore, there appears to be a directing intelligence governing the whole process. Call it God, Love, Principle, or what we will, organized intelligence seems to be ruling the universe thru the medium of definite laws and principles. There is a purpose in life, and we seem to make more progress as we study to put ourselves in harmony with this purpose, which appears to be the ultimate unfoldment and happiness of man; the greatest good to the greatest number.

Viewed scientifically it is not incredible that the dead exert an influence over the living; that men in fact never die but merely change environment and go on in their development forever. Speculative, some will call this, and maybe it is, but I find as much justification in such speculation as in concluding that the separation of the body and spirit which we know as death is the end of man. In any case I have as much right to believe that my loved ones and the many world-helpers that have lived and labored so persistently for human welfare, are still interested in the result of their labors, and are lending their present influence to the work in which they felt such interest, as to conclude that they have passed out of existence altogether.

Why not put ourselves in harmony with Life's plan and purpose by giving to the world about us at all times the best there is in us? No individual that is laboring for love and truth, and virtue, and eventual betterment of the world about him, need worry as to his future. The thing is to live each day fully up to the light that is within us, and to go forward safe in the assurance that tomorrow will but witness the full fruition of our purposes and desires.

CHAPTER XV.

CULTIVATE YOUR THOUGHT POWER

THOUGHT is dual in character; it is radio-active and inductive. We send out thoughts varying in intensity and in direct ratio with our interest, and we also draw the thoughts of others to ourselves. There is no greater law in life than the Law of Attraction. Like begets like. Like is cumulative; "birds of a feather flock together." Men and women of a definite type gravitate naturally toward other individuals of like mind and character, and as thought is the great moving force behind material things, the circumstances and conditions with which we meet from time to time become merely the physical environment created by our own thinking.

In this way each one of us literally makes his or her own world. The circumstances and conditions with which we meet are not fortuitous, nor capricious. They are merely the physical manifestation of our mode of thought. There is no such thing as "luck," good or ill. Good or ill luck is a result, not a cause. We, ourselves, are the cause. Either we have been radio-ing thoughts that in their nature minister to our ultimate peace and happiness or our thought has been discordant, inharmonious and purposeless. In either case we have attracted the physical expression or unfoldment of our own thought patterns, for thought tends always to correlate with its object and to bring it into physical manifestation.

We choose our associates and to a very marked degree we choose our environment, and it is our associates and environment that make up our world. It is a very rare condition, indeed, where the individual cannot change his environment for one more to his own liking. My body does not get up and move automatically; thought activates and moves it. I pass from one room to another or sit and lie down, get into my automobile and drive here and there; changing my environment and establishing new contacts with other phases of life, but—only as I follow out the purpose of my thought. Thought always precedes action. The picture must first be painted in the mind, the material expression comes afterwards.

The beautiful Club in which I am now sitting, with its massive buttresses, its ornate exterior, and its various rooms with their gorgeous appointments manifested first in a human mind. Every little detail of construction, from the first expressed wish in the architect's hearing which (*Continued on page 89*)

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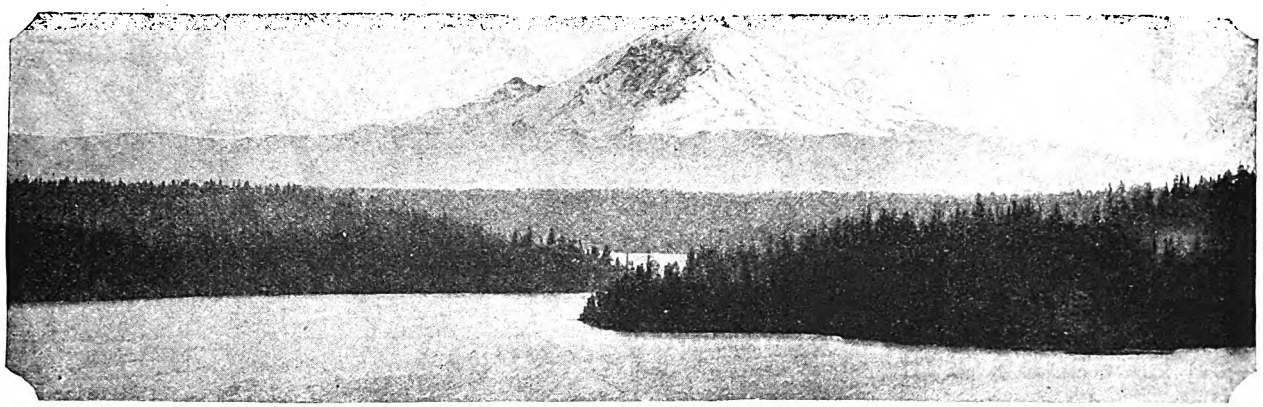

A Leaf From a Doctor's Note-Book

Thoughts about Life and Power—and Some Hints for the Makings of a Happy Day

By Alfred J. Fox, M.D.

IF there is one characteristic that distinguishes the scientific method of today, it is *daring*. Fools "rush in where angels fear to tread." But if that is true, the world owes fools an everlasting debt of gratitude. And what is true of other sciences is equally applicable to experimental and applied psychology.

Psychology is no longer content to remain a complex of philosophical speculation and neurological physiology. It has become practical, dynamic, exact and exacting.

We are no longer on the threshold of a dazzling discovery. We have actually discovered and are now exploring a new world—the world of the soul—or, in other words, the subconscious mind. We can actually isolate the subconscious, and thru it not only reflect on the vast, almost limitless, possibilities of human intelligence, but actually harness the power residing within to aid the body and our conscious minds.

One might liken the conscious mind to the small change we carry in our pockets. The subconscious to an unlimited bank account. Many of us feel woefully destitute because we have forgotten our inexhaustible inheritance. We can freely draw on our bank account just so long as we remain conscious of its possession; that is the latent power that resides in all of us. The strong man gains strength by using strength. The weak remain weak thru cowardice and self oppression. Why not cast off the self-inflicted chains of slavery and reach out for better health, success and prosperity thru a realization and faith in your own dormant powers, and then make a ceaseless effort to attain your goal? Faith multiplied by effort equals results.

Develop your powers thru persistent exercise and apply them *fearlessly*.

Rest, work, play, think and dream—but beware of turning back, or you will turn into a pillar of salt. There are two currents in life: progress and decay. Take your choice. There is no middle course.

Heed the whispering voice of your instincts and intuition.

When weary, downcast and out of sorts, take a rest and change your environment. Fatigue and monotony destroy interest in life and inspiration. Make it your paramount business to learn all about your body and its care, selection of an appropriate diet, etc.

Practice internal and external cleanliness. Insufficient elimination of the waste products of the body kills quicker than insufficient food. If your appetite is failing, breathe more air, work harder, drink more water and eat less. Fast a day occasionally if necessary. The stupor of autointoxication is caused by taking more food than your body can comfortably consume.

Say your prayers and pay homage to the God of the Universe every night before going to sleep, and then turn to the little spark of God within you and make firm resolution to improve yourself in every way, holding fast to the thought until the angel who presides over the domain of sleep carries you off on his wings over the clouds of dreamland to return at daybreak better, stronger and happier.

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Get What You Want
Change Your Life at Will
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Improve Power of Imagination
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Make Your Dreams Come True
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What Can We Do For You?

Conducted by C. Franklin Leavitt, M.D.

QUESTION:—R. A. S. writes:—

I am having a great deal of trouble in holding fast to ideas I would like to follow out. I am one who becomes inspired by a certain ambition at which I wish to succeed, and I give it all my time and study, but somehow it seems to wear out in the course of a week or so, then I turn to something else. This has not happened just once or twice to me, but many times, and I am getting quite worried about it. In school and college I had a hard time trying to concentrate and memorize what I read. I cannot seem to grasp and hold in my mind what I have read about. If anyone asked me a day or so later to explain the article I read I would be in doubt whether I knew or not what I was talking about. I shall be glad to receive any suggestion you may wish to give.

ANSWER:—

People who are overenthusiastic and overanxious are quite likely to experience just what you have. They give too much time and effort to the thing in hand and soon grow stale. This is true even in sports. A trainer will not permit an athlete to overindulge, a billiard player finds that too much practice harms rather than helps, and so it goes. You know if we get a certain article of food day after day we soon grow tired of it, even tho we may at first have greatly enjoyed it. It does not pay to be intemperate even in the use of good things. If you will go about what you have on hand in a systematic way, according to some sort of schedule, and not overdo it, but always repress your desires to a certain extent, it will always seem desirable to you. It is like "all work and no play." Do a certain thing for a while and then turn to something else so that your mind will not grow stale.

Of course, perseverance will be called for even tho you may have a schedule. When you are inclined to grow lax, force yourself to do the thing the schedule calls for. In this way a *habit* of perseverance will be established. In other words, don't just follow your feelings, but rather your reason. You may feel like doing one thing, and your reason will tell you you should do another. Reason in such a case should dominate.

You also lack faith in yourself. This is expressed in your statement—"I would be in doubt as to whether I knew what I was talking about." *Know* that you know what you are talking about. Get rid of doubt. Trust *yourself*.

QUESTION:—A. B. C. writes:—

I am a woman thirty years old, of average intelligence, and as good looking as the average woman. My father was a Presbyterian minister and I had old-fashioned home training. I went out with young men very seldom. When I was twenty years old my father died and I secured a position as assistant piano teacher at a college in a nearby town. The president of the college was a brilliant and intellectual man, twenty years my senior. He had a daughter four years younger than I. I saw him many times each day and soon we were warm friends. At the end of two years my friendship had grown into a desperate love which I was fighting. I thought it folly for a girl of my circumstances to be in love with a prominent man and I guarded my secret as if it had been a crime. The love was mutual but he felt that we could not marry because of the difference in our ages and other differences. When I realized this I left the college feeling that all was over and I had nothing else to live for. For two years I suffered mental agony. I thought of this man almost every hour and yet I seldom mentioned his name. I discussed my love with no one else, not even with my mother. All this time I was fighting it with all my might, but perhaps in the wrong way. After four years I felt I had won the victory. My nature is such that changes of that kind are hard for me to make. I am happy now and go out with other men and enjoy a few of them. I want to marry and have a home. Last year I could have married a man of my own class and near my own age, but I can't love a man of that type. I like older men who are intellectual and successful, but I know a man of that kind would not want me for his wife. What caused this complex—if it is a complex—and how can I overcome it?

ANSWER:—

Your viewpoint is largely due to lack of experience. During childhood you saw but few boys, and then when you left home and took your position at the college you gave your undivided attention to just one man. This limited your experience so that you had little to base judgment and reasoning on, in viewing the opposite sex. Your one and only love affair was with an older man, and being restricted during childhood brought you in contact with your father, who was also an older man, so it is not strange that older men appeal to you more than younger ones. Get out more socially, meet lots of men, preferably of an age that would form what is called a satisfactory marriage if you were to fall in love with one of them, and I am sure you will soon find yourself caring for men nearer your own age. If you are more of a mental type and the physical makes very little appeal to you, it would be quite all right for you to marry an older man if you again run across one you love. But if the physical enters strongly into your picture of love and home life, I would advise marrying a man near your own age.

Your problem will be solved, I am sure, if you will have a larger experience with men.

You have no right to feel that another is above you. Your father, a minister, is well thought of and as good as the best, and so are you. Marry an intellectual man, for you will not be happy with the other type. Feel that you are giving him quite as much as he is giving you, in such a union. If everyone thought as you do there would be very litle evolution and progress. Believe in yourself more and be proud of your birth and parents and of yourself.

QUESTION:—C. F. writes:—

While on a trip west last summer I met a young man whose company I enjoyed for the two weeks I was there. During that time we grew very fond of each other, so much so that he wanted me to stay out there until he earned enough money for us to get married. Since then we have been corresponding and the letters, tho they are not what you would call "love letters," show that we still have an interest in each other. I have found that I am now deeply in love with him. Can this be possible since I do not see him? I am wondering if I can create the same feeling in him thru thought transference? If so, how would I go about it? There is no chance of my seeing him unless I take another trip west (a distance of 1,500 miles) or he gives up his position and comes (*Continued on page 90*)

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Unhealthy Passions and Some Nobler Emotions

A Review of "Rope" and Other Current Plays

So far as this reviewer is aware, *Rope* is the most horrible play ever produced, meaning by this that it is a play of *horrors*. Southerners should see it; Northerners should see it; evangelists should see it; church members should see it; unbelievers should see it.

It is overdrawn. Much of it is false. But there is enough truth in it to make it worth while.

The play is based upon T. S. Stribling's novel, *Teetfallow,* and is produced by James W. Elliott and David Wallace at Chanin's Biltmore theatre.

The strain upon the emotions of the audience may be vaguely imagined when it is stated that a seduction, a revival meeting and a lynching take place simultaneously on the stage. To be sure the seduction and the revival meeting are not within sight of the audience, but the windows of the room in which the one is taking place are seen and the strains of the revival hymn are heard as the unearthly shrieks of the mob's victim rend the air and the man, writhing in his death struggle, is hurled forward in the iron arms of his fellow-townsmen toward the dangling noose—as the curtain falls on the second act, blotting out the horror in darkness, and the sounds of salvation and damnation are silenced together.

Three generations of the royal family of Cavendish: Haidee Wright as the grandmother, Orlando Daly as the Nephew, Ann Andrews as the daughter, Otto Kruger as the son and Sylvia Field as the granddaughter in "The Royal Family" at the Selwyn Theatre.

Phyliss Povah, featured in "Marriage on Approval" at Wallack's. Roland Young as the king in "The Queen's Husband" at the Playhouse.

The value of the piece is that it shows without actual exaggeration the damage of unhealthy and irrational emotion. Its falsity—or so it seems to this reviewer—is that two unhealthy emotions are blended on the stage, which are not, at least in present-day life, to be found operating together. Does the revival frenzy lead directly to the lynching frenzy? Has it ever so led in recent American life? If so, such a combination has not come to our attention.

Yet the part of the sanctified widow, Mrs. Roxie Biggers, played with astonishing sincerity and skill by Elizabeth

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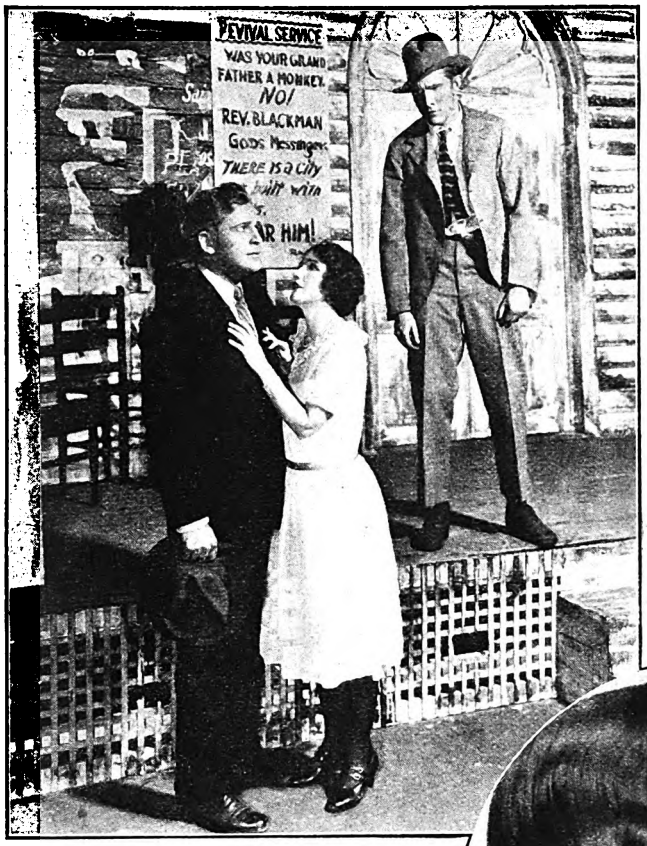


Crane Wilbur, Mary Carroll and Ben Smith in the play of horrors, "Rope," at the Biltmore Theatre.

Patterson, comes so near to being convincing that one is almost tempted to question whether such hearts may not actually be found. Hers is a heart bent on saving every one of Ironton's 800 souls for Christ and heaven. It is she who has managed to bring the evangelist, Rev. Tobe Blackburn, earnestly played and well by Leslie Hunt, to the town. It is she who warns the erring, particularly the "infidell" from the North, Henry Ditmas, magnificently portrayed by Crane Wilbur, of the evil and peril of their ways. It is she who nurses the invisible "Bud," victim of the hot-tempered assassin, Peck Bradley, valiantly played by Herbert Heywood, until he dies. (Incidentally it had been she who may have been to blame for Bud's death, for she forbade the waiting friends to carry out the doctor's orders, which called for a small dose of whisky for the patient, because "He must not meet the Almighty with the smell of liquor on his breath.") And it is she, after the breath has left the wounded man's body, who incites Abner Teetfallow to stir up the rest of the "garage gang" to lynch the luckless Peck.

Her words, soft, sinuous, rhythmical, fall on the timid ears of the bewildered Abner, hesitating between the call of the gospel and the cold reason of Ditmas, and make him feel that God is calling him to lead the gang to take the law into their hands and hang the murderer.

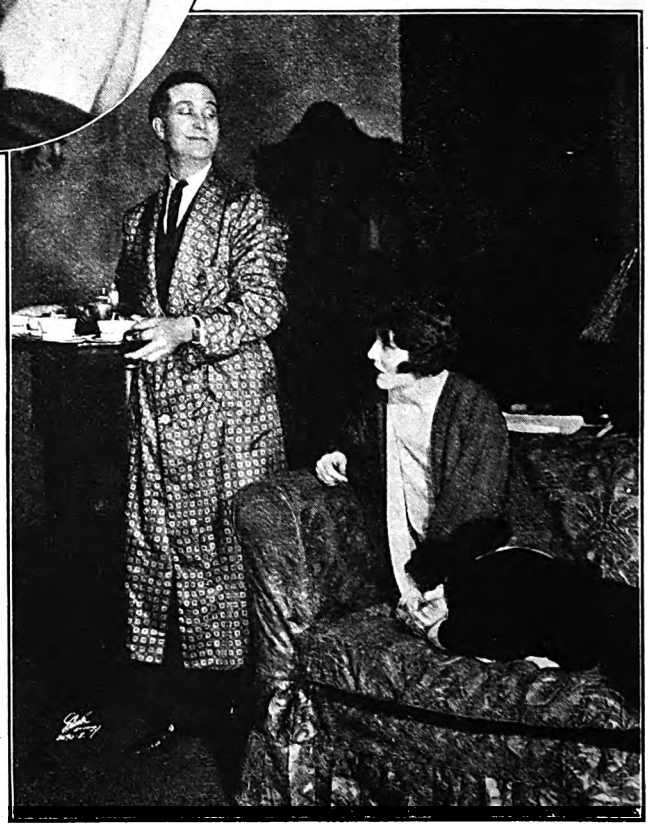
Now it is hard to believe that a woman like Mrs. Biggers could do that. Religious frenzy and fanaticism may lead the mind far astray, but not quite that far. Incidentally, so accurate a Bible scholar as Mrs. Biggers would not be likely to falsify the passage of Scripture which she quotes to bend Abner to her perverted will. "Vengeance is mine!" she (*Continued on page 86*)

The Royal Family

WHAT'S a man going to do with a wife with a career—particularly if her job begins at the time his ends? Should he never have married her or is it possible to make a happy adjustment? And what if she should give up that career to please him and then later find out that it's actually a part of her. Without it she is not complete. Life becomes impersonal. Another's personality, not her own, she must help to develop.

But are not children, a husband and a home as full a career as any woman could wish? Life would be at its peak for many women with this three-fold existence.

But just as all men are not bankers so all women are not homekeepers. Another kind of a career calls and all of life's energy must be centered on it if a true personality is to be evolved. (*Continued on page 87*)



Ann Andrews as Julie Cavendish in "The Royal Family." Chrystal Herne and Minor Watson in "These Modern Women" at the Eltinge.

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Henry Knight Miller—Apostle of Courage

(*Continued from page 19*)

came about in consequence of an attack of illness lasting about two weeks. Upon his return to the classroom his scholastic marks fell temporarily below the high standard they had previously attained and his name was put upon the dishonor roll. It was essentially unfair and he rebelled, leaving the seminary to become a student at Ohio Wesleyan Academy at Delaware, Ohio. Six or seven other students quit with him as evidence of their displeasure over the incident.

Ohio Wesleyan Academy, as its name indicates, is the preparatory school for the college bearing that name. While a senior in the academy and still ineligible for participation in college activities, Henry organized a fraternity consisting of twenty odd members, all of them students in the college itself. The fraternity was Delta Rho Gamma, of which he was elected president. I doubt whether a similar situation has ever before or since existed in any college—that a prep student should be the head of a fraternity made up entirely, except for himself, of college undergraduates. Incidentally, it is worth mentioning that this fraternity subsequently obtained a charter in Chi Phi, one of the oldest Greek letter organizations.

The College Bandmaster

MUSIC was a hobby. He conceived the idea of forming a college orchestra consisting of forty pieces and speedily brought about its organization, in spite of doubts held by the faculty that sufficient talent was available. But once they had seen the rapid crystallization of an ambition they had regarded as impracticable, the members of the teaching staff displayed a keen spirit of cooperation. They now recognized that this dynamic youngster possessed a real understanding of music, in addition to his other qualities, and when a vacancy developed in the leadership of the college band, a paid job, he was invited to fill the post. It was necessary that the bandmaster be a cornetist, that he might play the cornet when the band was on parade with the military batallion. Tho he had never played a cornet, Henry accepted the invitation, made a hurried trip to New York, bought the instrument, practiced on it night and day for two weeks, and when the band made its first appearance of the college term he was on hand as its leader, to acquit himself satisfactorily.

It was at this stage of his career, when he was sixteen years old, that he was requested to address a Sunday school. By chance a district superintendent, who is a divisional representative of a bishop, was present and was so impressed with his ability as a speaker that he called the young orator aside after the meeting and offered him the pastorate of a small church. Where most boys would have been staggered at the idea of entering a field so conspicuously associated with every notion of dignity and poise and maturity, Henry took the offer as a matter of course and accepted. It was another demonstration of the abounding confidence in himself, and that it was not misplaced is shown by the strong bond of sympathy and affection which grew up between him and his two-hundred parishioners. His salary was $600 a year.

Later he entered Wesleyan College at Middletown, Connecticut, and graduated with a Bachelor of Arts degree, after which he took a post-graduate course at Yale and then studied at Union Theological Seminary. With this comprehensive course of instruction as a background to his natural talent as a speaker and his aggressiveness as a creative worker, Henry Knight Miller now stood at the threshold of a new sphere of activity. If precedent were a safe basis for prophecy it surely seemed that he was predestined to scale the heights in his chosen field. In his list of personal assets were all the qualities required to insure a career of successful attainment. We see him possessed of a rare sense of justice, a keen understanding of his fellow man, an inherent gentleness of nature, a wholesome supply of self-confidence, an indomitable determination to achieve his ambitions and a genius for leadership which had invariably found him occupying the role of leader.

And so it is not surprising that after a comparatively brief lapse of time we find him installed as the pastor of a great metropolitan church and receiving a salary of $7000 a year, which was not only one of the highest emoluments of that time in ministerial work, but especially noteworthy in that it represented an increase from his original pay of $2500. His eloquence packed the church to the doors at every session; his appeal to public imagination because of his youth gave him an audience which went far beyond the fifteen hundred members of the church. But when he had touched the crest of all that could be accomplished as the pastor of this church, he became thoroly dissatisfied. It seemed that his audience was really infinitesimal compared with what it might be. John Wesley had said, "The world is my parish"; and he was thinking along the same lines as the great religious leader had in an earlier period. He wanted the world for his parish, without the limitation of denominational creed and the restrictions of a building incapable of accommodating more than a comparative handful of listeners.

A Larger Mission

AT one of the services he unexpectedly announced his decision to retire from the ministry. I have heard from those who were there of the consternation this announcement caused and of the emotional pleadings of men and women in the congregation that he reconsider, and the incident strikes me as one which must be recorded in Dr. Miller's memories as a rarely dramatic and stirring episode in his eventful career. But he had anticipated the likelihood of an effort to dissuade him from his course and was prepared to tell his staunch supporters that the decision was final. Even the strong sentimental side of his nature, touched to its depth by this display of affection, did not cause him to waver.

Thus he became a free agent, but he was groping for a sphere which had not yet definitely outlined itself in his mind. The practical side of him came forward to assist in the solution of the problem. It warned him that as intensive as his experience had been and as different his scope of activity from that of most men in similar work, he was still unprepared to take up his life mission, whatever it was to be. This voice of caution told him that the only way he could build solidly for the future was to familiarize himself with the workaday world, to mingle with men of business acumen and to add to his equipment that knowledge which could only come from practical contact with the more material things than his previous duties had enabled him to visualize. So, as a medium of self-discipline, he entered commercial life, to remain in it only until he felt himself thoroly equipped for his greater tasks and only until the proper opportunity presented itself for him to enter the ultimate field.

Thru the years of his ministry and dating back to his college days, Dr. Miller had been a close student of psychology. Not long after his retirement from the pulpit he accepted the presidency of a large club made up of students of applied psychology, and

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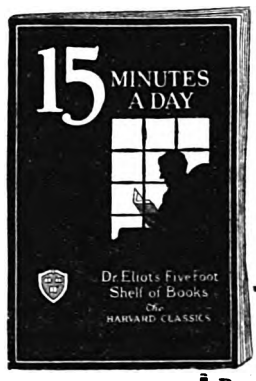

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it was thru these associations that he came to recognize that the great motivating impulse, which he had deliberately refrained from identifying too soon, was his belief that in the message of psychology rested the whole program of the rehabilitation of human life. It was a fairly new science of the mind and soul, indifferently understood and then in the hands of itinerant lecturers of varying abilities. Dr. Miller felt that what it actually represented to the world was the dawn of new era of happiness if its intricate theories could be simplified for popular understanding.

From these reflections was born the decision to launch a magazine devoted exclusively to the subject of psychology and which would interpret its profound laws in a popular way and apply them to the needs of the average person. For years Dr. Miller had been studying the problems of humanity from many different points of view and he was appalled at the almost universal failure to be met at every hand. Life, he believed, was defeating itself—the three basic yearnings of the human heart are for success, health and happiness, and yet how rarely were they fulfilled. In the application of the principles of psychology lay a panacea which nature itself had created; and Dr. Miller became convinced that he could consecrate his life to no worthier cause than the teaching of these doctrines.

The test of his superlative courage, of which I spoke at the outset of this article, came at the outset of his effort to launch the magazine, to which he gave its logical title, PSYCHOLOGY. Two associates, each of whom had contracted to put in with him $5000, a total capitalization of $15,000, withdrew at the last moment and left him to carry the burden alone. He had exactly $4000 cash with which to do a job that required many times this sum. But he never lost heart and went ahead as tho his original plans had been carried out in all their details.

The magazine grew rapidly. Dr. Miller had never anticipated that it might exceed 10,000 copies monthly in circulation, but the response of the public surpassed his most optimistic dreams. And it is a paradox one does not often encounter in business that the initial successes of this venture brought about the failure upon which its ultimate achievement was based. In its introductory stage the whole enterprise moved too swiftly. Its momentum was such that Dr. Miller found himself without sufficient funds to provide the proper number of copies to meet the demands of circulation. Bills arose at every turn, and none of them more persistent than that from the firm which was doing the printing. Success depended upon circulation, but circulation depended upon the ability to pay for it, and Dr. Miller did not have the money.

Yet in that early period of struggle there seemed always to be a saving grace—a last minute respite from disaster. In the darkest moments a windfall would come, oftentimes a voluntary extension of help from some one who had been benefited by the message of good cheer the magazine was sending out to the world. And it was not until toward the end of the second year that the impassé came and that the magazine was taken out of the hands of its owner for six months by the principal creditors. Tho Dr. Miller was retained as its editor, PSYCHOLOGY went along less favorably under the new management than it had formerly, and a deficit of $80,000 soon accrued. Then came the great crisis in its history, when the printer called for payment of this sum within thirty days under pain of throwing the publication into bankruptcy.

I saw Dr. Miller at close range thru this great ordeal when the walls seemed to be crashing in upon him and a lifelong ambition was certainly teetering on the brink of disaster. And it was the courage, the cheerfulness, the determination not to surrender and the perseverance he so superbly demonstrated in those nerve-racking days that have prompted me to "write something" which would show the readers of his magazine that he is the incarnation of those things he prescribes for their health, happiness and success. Above all, the thing which registered most strongly with me was his repeated declaration that if he permitted himself to be beaten it would be tantamount to disloyalty toward the hundreds of thousands who have pinned their faith to him and who look to him for leadership. It was for their sake, even more than his own, that he fought so valiantly against a situation which would have seemed unbeatable to most of us, sold his home in Brooklyn, threw into the breach the proceeds, paid off the creditors against the insistent advice of his closest friends, attorneys, and advisers. He alone believed in his mission. He only smiled when they urged he was gambling a fortune on an uncertainty. His reply was characteristic, "I have helped tens of thousands. Millions need the inspiration and practical teachings of this magazine. Their appeal not to forsake them rings in my soul and fires my will to win. I will not prove faithless to this trust. I would rather lose all and start again without a dollar than break faith with my followers and the vision of service which lures me on. We will fight and we will win. This is humanity's fight, we are battling for the health, happiness and well-being of millions and we cannot, will not fail."

That his faith was justified is romantically evidenced by the sensational success he has achieved. PSYCHOLOGY has made money practically since the date of its rebirth. Its growth has been meteoric. It goes to every city in America and every country on the globe. Its circulation has increased over three thousand per cent and its happy publisher now visions one million circulation as a reasonable goal.

And so thru the observance of his own principles of life this man has won out. It was his courage, his utter freedom from fear, that has carried him thru to this splendid goal. Has not the same spirit been shown in every period of his life? Consider the courage of the diminutive newsboy, the sagacity of the youthful distributor, the precocious nerve of the thirteen-year-old orchestra leader, the daring of a sixteen-year-old youngster who became pastor of a church; the initiative of the prep-school student who organized and headed a fraternity composed of college men, the success of the young minister in a great metropolitan pulpit and the crowning event of his life—the rescuing of a magazine which had all but succumbed to misfortune and the lifting of it to the conspicuous and enviable place it now occupies.

Does any one know of a better brand of courage?

The Hell of Drug Addiction

(*Continued from page 29*)

if the addict is held in restraint and in proper custodial care. But it is a farce to attempt to cure the addiction if the user returns immediately to his old environment and temptations.

It is possible to cure drug addiction in three weeks or three months, but such cures only mean that the addict no longer physically needs the drug. It does not follow that he no longer craves narcotics. He has been cured physically but not mentally. The problem is then to make it difficult or impossible for him to get the drugs—to strike at the supply.

Colonies or camps well isolated from cities should be provided where the drug addicts who are being cured could regain, in the open air, their full physical health and where they could be taught a suitable trade or vocation.

Congressman Stephen D. Porter has presented before Congress a bill asking the Government to establish such

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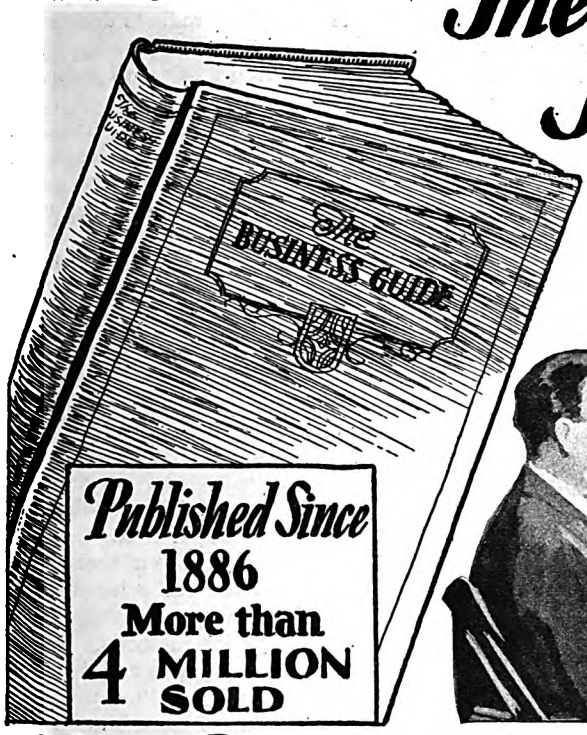

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colonies or camps where drug addicts may be treated. We had such a camp near Peekskill where individuals were gratuitously treated after they had been given the cure in our city institutions, and remarkable results were obtained.

You would not ask a man to go back to work immediately after a severe operation, but would give him several weeks of recuperation to regain his strength. In a similar manner drug addicts require not weeks but months to be relieved from their psychic injury.

Since almost all those arrested owe their addiction to influences of vice, bad precepts or criminal environment, and eighty per cent have criminal records either before taking narcotics or after (statistics of criminologists showing that the great mass of criminals are recruited from individuals who have no stated trade or vocation and who attempt to live only by their wits), it stands to reason that no better corrective could be provided than to give them something to do.

The permanent cure of addiction depends solely upon the mental or psychological phase. The physical pains following the withdrawal of narcotics can be relieved within a few days. The mental cure requires many months and no addict can be pronounced cured of his habit or is safe from a relapse until this is accomplished. The psychology of addiction is therefore of interest and an analysis of the mental attitude may be of advantage in a better understanding of this subject.

A desire for a state of tranquillity is the chief reason that brings constantly to the surface of consciousness the demands and the yearnings of a habit. This is governed thru the registration and education of the constellation of associated ideas. Every habit that influences the emotional and sensory tracks becomes fixed because it works thru a network of connected experiences. When a thing gives mental satisfaction with a feeling of well-being and the lack of this thing produces a void or a craving, it follows that this demand must be appeased before there can be proper balance or adjustment.

The bright hope for the future in the narcotic drug problem, rests not with diplomats and statesmen, nor in any international agreement to restrict the cultivation of narcotic plants, but with the *chemists*. They have already given us an array of non-habit-forming synthetical substances, and no doubt in the near future will create on a commercial basis synthetical substances which will be identical in their chemical construction and their physical effects with the products derived at present from narcotic plants. This will make it unprofitable to cultivate the natural products.

In fact a prize of $100,000 has been offered to any chemist in the world who can produce morphine synthetically.

It is only a short time now, until morphine and heroin, the two drugs mostly used by narcotic drug addicts in this country, will be made synthetically. This has already been accomplished in the instance of cocaine. Neither cocaine nor heroin are necessary for legitimate medical use. As to cocaine, there are a number of non-habit-forming substitutes. Heroin has no place in medicine, and there is not one physician in a hundred who will have anything to do with it.

My entire viewpoint on these subjects is rather from the scientific and psychological positions rather than from so-called police methods. Whatever success I may have had in dealing with crime and its allied problems lies in the fact that I have been a diligent and constant student of psychology. I know that mind rules matter, and that psychology is the key that opens the door to many still unknown qualities of the mind.

It Couldn't Be Done—But They Did It

(*Continued from page 35*)

"You're crazy. We won't wear clothes for a swim." But they did.

The brothers hastily constructed a bathhouse with a stout partition between its two rooms. On Saturday they were ready for women patrons. Three came to swim. Fifty came to observe and, in some instances, to jeer. Inland Franklin was deeply moved at sight of men and women swimming together. Part of it was profoundly shocked. When the swimming pool's first summer ended the inductors of the innovation counted their profits and found they were $200.

"That's for the irrigation pump. We may be able to send home most of the balance this winter." Charles clasped hands with Otto and he and Louis took the train for Long Beach, Cal.

Next year the irrigation pump was bought and the contents of the creek were sent trickling in beneficent cross streams thru the ugly draw. In these hopeless draws potatoes, beets, cabbages, tomatoes and carrots and lettuce were planted. The grateful gardens bloomed and mightily produced.

The swimming hole prospered. It prospered even to the point of crowding and resultant ill temper, even of neighborhood feuds. The Senter boys thought and talked of a bathing and dance pavilion.

The World War laid its hand upon the Senter plans and arrested progress in Franklin as it did in greater and more vivid spots on the world's surface. But stomachs may not be long empty tho hearts and minds be burdened. The irrigated truck farm thrived. Charles and Louis Senter bade adieu to California and went back to the experiments with the defiant divides and the more tractable draws of the forty acres adjacent Franklin. With amateur carpentry they built a bungalow on the tract and persuaded their mother to abandon the Jones farm for the promised land across the road. That year they practiced intensive farming on the five acres of irrigated land and wrote on the last page of their ledger a profit of two thousand dollars.

A widowed neighbor of their mother's had watched and marvelled at the activities of the three silent young men who leading citizens had said were crazy. Watched them do things that she, too, had heard could not be done. Their mother had told her that the boys wanted to build a pavilion and cement the pool, but that it would cost five thousand dollars.

"The business men are afraid of the scheme and don't want to lend the boys the money even secured by a mortgage on the forty," said Mrs. Senter.

"I will," said the widowed neighbor.

Counsel with the three brothers followed. "Seven percent interest and the papers drawn before a notary," said the three brothers in unison. By this means a pavilion 124 feet long and 24 feet wide was built the year after the war ended.

But not even a daily survey of the pavilion with its waxed floor and the cemented pool and the increased number of bathers, who supplemented their exercise with dancing, filled the breasts of the Senter boys with content. The bathhouses and pavilion were lighted by gas. They would have electric lights. Franklin conservatively denied them electric connection with the town. "You are not within the town limits. It will cost too much to install it," objected the city council regarding the Senter brothers with elder-brotherly doubts, albeit with a more or less carefully hidden pride. The brothers waited a year, and installed small electric lights, the farm lighting system, at their own expense.

They built shedding for automobiles and beneath the trees, which five years

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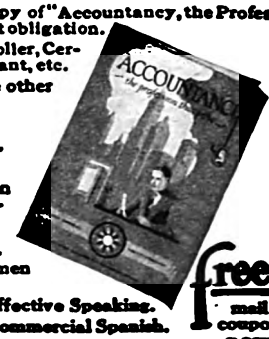

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before they had planted, cleared ground for a tourist's camp. Golden Rod Highway that runs thru the town is parallel to famed Lincoln Highway. Roads cross between them at a distance of every twenty-five miles. Tourists, unattracted by the fame of the Franklin Academy, listened to the lure of the stories of the swimming and dancing at what had become Senter Park. They detoured to Golden Rod Highway and camped among the elm and ash trees of the brothers' planting.

Now were the orchards of their planting blooming. Apples and pears, peaches and apricots burdened the branching limbs. Grape vines required the help of lattices to support the weight of their fruit.

Automobiles and truck wagons crossed other counties to buy the fruit and the vegetables made possible by the irrigation pump plus the labor of the determined brothers. In October the ledger's story was told by $8,000 written on the profits side.

The next year they introduced the cascade at the head of the big, new pool. The cascade was desirable from the standpoint of beauty, and it furnished more power for a new purifying plant system that cleansed the pool every two hours. They dug a new and deeper well. They abandoned the farmers' electric lighting and installed a line of their own.

But their dreams went still farther. Looking across their own acres, thirty of which, irrigated, were yielding richly, and the remaining ten subject to the whimsical uncertainties of dry farming, they beheld one hundred sixty acres of rolling land.

Charles' eyes swept the nearest acreage.

"A great place for a speedway," he said.

"Don't lose your head. We must keep on for several years putting the profits back into the business," warned the youngest brother.

The eldest bit upon a grape stem, mused and at last mentioned a name. It was that of the wealthy farmer who a few years before had married their sister.

"He might," said the youngest brother. "Let's drive over the next week end and talk to him about it."

The brother-in-law manifested some of the talent for doubt that had distinguished certain of Franklin's leading citizens.

"There's enough room for a golf course on the northeast corner." One of the silent brothers became vocal. "It will make one of the best golf courses in the state."

"I'll come over and give it a look," promised their brother-in-law.

He came and saw and bought. The yellow curve of a mile speedway soon ribboned the hills. A tiered grandstand beckoned to lovers of speed. Came the twelve thousand more than usual who surprised Franklin on the fourth of July and ate its larders clean.

The golf course was developed and called addicts of the Scottish game from across four states to play on one of the best, because most undulant courses, of their playing lives. They who came to the races or the golf courses staid to swim and to dance.

When the Campfire Girls of Nebraska considered the site for the next camp the tinkle of the waters of the bathing pool at Senter Park counted in the consideration. The tourist cottages, the tents and the promise that the encampment should be the sole owners and patrons of the pool for a week, determined the place of the midsummer meeting.

The Lincoln Hotel Company, desiring to build another link in its chain, decided that the town that possessed the swimming pool, recreation pavilion, tourist camp and famous vegetable gardens, was a promising candidate. Franklin secured its needed new hotel.

The voting for Franklin for the county seat was heaviest because Senter Park was a pulse that showed that the town was live and growing.

"Franklin used to seem to me a town of middle-aged people. Now everyone looks young," said an occasional visitor. "What has happened?"

"What does happen when people exercise more, live more in the open, and enjoy life more in a sane and right way?" asked Charles Senter, and went on with his estimate of what it would cost to install a children's swimming pool, fifty feet long, thirty feet wide and one foot deep. It was added that summer. He invited the children to celebrate its opening as the Senter brothers' guests. "Kids' Day at Senters" is an annual event.

Last year the old and crowded pavilion gave way to progress. The new pool is a hundred feet long and thirty wide, sloping from a depth of two feet to nine feet.

The dry-farmed ten acres are yielding to an orchard crown and a terrace descending to the pavilion, the cascaded swimming pool, the lower orchards and vegetable gardens, the tourists' cottages and the tented city.

The Senter Boys' Folly has become the beauty spot of the Republican Valley. No longer is the brothers' sanity questioned.

They fared forth and brought from their wanderings beauty and laid it in the arms of their home town. They are of the host of folk who every day are doing what they have been earnestly told could not be done.

Cynthia Schemes

(*Continued from page 31*)

The brown eyes filled with tears and the dimples faded out.

"I thought you'd be so pleased to have a work-shop all your own," and she turned, drooping, all the light and animation gone from her face.

"Please don't cry, darling. Why, of course, I am tickled to death; only you see I don't know much about tools and things."

She laughed at that. "Of course you don't, shut up in a cage all day; but you'll love them once you get started." And I found myself with reluctant feet following her to the bedroom where her soul craved a door.

* * *

It turned out to be a pretty good job. if I do say it; and it wasn't so very hard after I got the hang of it. And within a week, Cynthia had rented the room for $40 a month. I insisted Cynthia should have that money for her very own, and it was a relief to me. I couldn't bear to see her worried by scrimping and saving and doing without the pretty things she loved. I was getting only $200 a month, and with the high cost of living, it took clever managing to make it cover everything. Fortunately, our rent was cheap, for these days; a five-room house, furnished, for $60 a month. It was rather old and not particularly convenient; but was the best we could get for the price.

But other schemes followed. As I entered the house one Saturday afternoon, two new magazines under my arm, I stopped in the doorway and smiled my approval. A big, roomy chair was drawn up beside the open fire, in cheerful contrast to the cold, spring rain beating against the panes. With the third instalment of a thrilling mystery story in my hands—talk about comfort!

"Is that you, Bob?" came Cynthia's voice, slightly muffled; and at my "Yes, where are you?" she called: "I'm in the closet. I am so glad you came early; we are going to build some boxes."

My heart sank; build boxes on an afternoon like this! I put my magazines down lingeringly and went in search of Cynthia. I found her on the

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closet floor, surrounded by lumber and tools.

"See," she beamed, "I have everything ready; I've figured out some dandy shoe boxes—it will give us lots more room."

Right there was the time to assert myself; but weakly I gave in and spent the whole afternoon sawing and nailing; and unluckily, the boxes turned out quite a success.

Book-cases followed the boxes, and in a few months one would hardly have known the place. Two years went by, and the landlord seemed quite dazed when he dropped in unexpectedly one day. He stared and hemmed and hawed, and then broke the news that he would have to raise the rent $25—"neighborhood was building up and everything so expensive," etc.

"It's a shame, an outrage," fumed Cynthia, after he had gone.

"Yes," I interposed, "we have schemed ourselves out of a home all right." But Cynthia wasn't listening; her eyes were half shut and brows drawn in a thoughtful line. Presently she left the room and came back with a little book in her hand. Perching herself on the arm of my chair, she held it open before me. I stared at the magic figures—$1485 to the credit of Cynthia Wayne!

"But, but—where——" I stammered.

"Rent money, and off your table mostly, Mr. But, and that is why you're so healthy," she giggled delightedly, rumpling my hair till it stood on end.

"You don't mean you have saved all this?"

"Uh-huh, and now the landlord can have his old house; we are going to buy one for ourselves."

"With $1500? Why, that wouldn't buy the furniture."

"Never mind the furniture—that will come," Cynthia boasted.

Somehow, Cynthia's schemes always gave me a sort of all-gone feeling. I never knew quite what I was in for, but I was sure it was something I did not want to do. But, of course, now something had to be done.

"Tell you what, Honey," I began, hopefully, "let's buy our furniture and rent another place for a year or two."

But Cynthia had picked up the paper and was lost in the want ads. I never could see why she spent so much time over them; seemed really to enjoy the things.

"Seven-room, English Type, tile bath sun room, $3000 down." She skipped to another. "Here is one we might look at: four-room stucco, $6000; $1500 down." She jotted down the address.

"Listen to this: 'Owner forced to sell, unfinished shingle, English type, $6000; will sacrifice equity for $1000; payments $60 a month, including interest.'"

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I take pleasure in informing you through the use of the New Science System my rupture is entirely relieved. At the time I ordered your System I had been ruptured 20 years.

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By a special arrangement you can now have it sent to your home without obligation to wear it. Don't send a penny or order it now. Just mail the coupon for full description of "Magic Dot" and details of this unusual offer. Act now for quick relief. Write your name and address on the coupon and mail it today!

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"We'll look at that; only $60 a month. Why, that's what we are paying now!"

I was scared. That "unfinished" didn't sound good to me. So I threw in an objection: "I never did like a shingled house. Now, that four-room stucco——"

"You don't like shingles? Well, perhaps we could stucco this——"

"Oh, shingles aren't so bad, on the right kind of a house," I interposed hastily.

We looked around for a week or two—all my precious Saturdays and Sundays spent in going from house to house and listening to the same line from agents until I could do them in my sleep. And then we bought the "unfinished" house, or rather Cynthia did. She blew into the bank one busy afternoon, a meek-looking, little man in her wake.

"Bob, this is Mr. Ellis. He owns that unfinished shingle house we were looking at."

"Ah—yes—the unfinished shingle," I said, weakly.

"Mr. Ellis is very anxious to sell and has offered us his equity for $500." Cynthia flashed her dimple at Mr. Ellis, and he came back nobly, "Yes, I want to go back East—be with my people, would like to close at once."

Well, we did. All my objections went for nothing. Cynthia had ordered a title certificate, and in a short time, I found myself signing the purchase contract and other papers. We went out to the place that night, and planned, measured and talked. The view was wonderful—I hadn't noticed that before. And how cool and fresh the air was—the elevation, I supposed.

"Look!" Cynthia pointed, "there's the new grammar school over there; and just three blocks east a quarter-million dollar high school is to be built this summer."

"That will be nice. And how soon do we start?"

Cynthia ignored my facetiousness.

"The schools will increase the value of this place every year, and they also prove that the town is growing this way. And listen, Bob; did you ever hear so many kinds of birds in your life? We will have a bird bath under that tree. It will be fun to watch the birds from the breakfast room."

"Breakfast room? I didn't see any."

"You can't see it yet," she informed him, "but we can build one right off the corner of the kitchen. See, there's a grand place for it."

I paced it off. "Yep, we might. Have some casement windows, so we could have them wide open in the morning, don't you think?"

"And look right over everyone's heads," Cynthia added, "you see, no one can ever cut off our view."

"It's a little foggy, today, but I believe when it's clear, we can see the Pacific."

She sniffed. "I can smell it, can't you?"

I sniffed: "I believe I can."

We both took long breaths, then Cynthia led the way to the southeast corner of the house. "I thought we'd plant bougainvilleas here. They'd look good against the shingles."

"Yes, or a clump of poinsettias."

Cynthia chewed her lip thoughtfully. "We'll want one or two orange trees and some palms."

"Lots of work—orange trees. How about figs? Awfully healthy."

The inside of the house was better than I thought. The floors were not yet laid in the living-room, and there were cupboards to be put in and a lot of other odd jobs; but it didn't look quite so appalling as I had feared.

During the next week, we spent our spare time packing our belongings. We were fortunate in owning our own bedding, dishes and things. Cynthia pored over want ads and dashed around to auctions; and when we moved in on Saturday—into two rooms only—it was wonderful what an air of home she gave to the place. She had picked up a really beautiful ivory bedroom suite—bed, dresser, chifforobe, night-stand and chair, with fine box-springs and mattress for $60; and in the kitchen, a range, almost new, which she had got for $25. And that night from a card table in the corner where the breakfast room was to be, we ate a broiled steak and drank delicious coffee as Cynthia waxed eloquent over her scheme.

A statement has been made by some wise man, to the effect that if all the troubles of the world were thrown into a heap, and individuals given the choice of what they would take, each one would sort out and take back his own in preference to any others.

"I have engaged a carpenter to do the floors and the hard things—take about a week, he says; then we can take our time to do the rest."

"Better have him finish it right up, dear. I'm going to be pretty busy."

"Oh, there's no hurry, and you do give things such a different touch; you're really quite wonderful, Bob—so original."

"Well, that desk wasn't so bad for an amateur. I might put one like that—a bit larger, maybe—under that high window in the living-room."

And so it started, growing a little at a time, slowly at first, but growing. From an auction came a big rose taupe rug for the living-room, a Chinese footstool and a funny old mirror; while an unpainted breakfast set graced the back yard until we could attend to it.

* * *

It is two years now since we planned the breakfast room, and yesterday I brought Harry Mitchell out to dinner.

"Some house!" He looked around approvingly. Roses were clambering over the front door, and the air was delicious with their odor. The door opened, and Cynthia, in a soft, rose-color dress which just seemed to melt into the bones of the room, stood there smiling at us. One could always depend on Cynthia to get the right effect—she had a flair for colors,—and Harry appreciated the picture. In fact, he appreciated everything, but the color effect enchanted him.

"It looks like the sky just as the sun goes down." He turned to me. "How did you achieve that soft, glowing effect?"

Cynthia answered. "Oh, Bob just experimented with paints. He is wonderful at that sort of thing."

"I'll say he is—ought to take up interior decorating."

She nodded. "I've thought of that, with all these new houses being built around here, there would be a fine chance to get a start—and——"

I watched her anxiously as her eyes narrowed and brows drew into a straight line.

"——and there's no future in the bank, you know."

She turned laughingly to Harry. "But come on, let me show you some of the trick things he has done to this house."

In the hall, she opened the linen closet doors and pulled out below them what looked like a bread board.

"What's the idea?" Harry wanted to know. "Do your bread mixing in here?"

"It's to put my piles of clean linen on while I sort them for the shelves," Cynthia told him proudly.

"Any good?"

"Any good!" Her tone was indignant. "If you had to stand here with your arms piled high with towels and sheets and things, I guess you would be pretty glad to pull out a board and put them down to sort them." Harry apologized.

"And, come, look at my cupboards." Cynthia led the way to the kitchen and threw open the doors. "See, Bob put cute little, narrow shelves in between all the big ones; gives me twice as much room."

And the bird bath! It had become a fountain now, with rocks and a bridge with a funny little man crossing it—ferns and wild flowers among the rocks, and little, green, stone frogs and things. Two orange trees stood guard

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and from one of them Cynthia proudly picked a tiny blossom and pinned it on Harry's coat.

"Don't want to sell, do you?" Harry asked me as he was about to leave. "Name your price, and if it isn't too steep, I'll take it. It is what I call a real home."

I looked uneasily at Cynthia, but to my relief she shook her head. "No, we've made it all ourselves, and it seems to be a part of us; and it's so convenient—near the schools and everything. And, besides——" she continued, "we are planning to build a studio over the garage for Bob."

"A studio!" we both exclaimed. "What for?"

"Why, if he takes up interior decorating, he will need a place of some kind." Her eyes half closed and the brows took on a straight line.

I winked at Harry over Cynthia's head as I pretended to be interested. The dear girl does so love to scheme—and what's the harm, if it amuses her?

An Easter Hint to the Church

(*Continued from page 21*)

truths to pass by them unobserved. Hypnotism has long been ready to their hands for holy and helpful ends, but they have failed to grasp its practical value. In so far as they have adopted hypnotic methods they have done so blunderingly. They should now turn to a careful study of the technique of hypnotism. They should learn the conditions favorable for its application and adapt these to the special needs of the Church.

A reputable hypnotist does not employ a "barker" to stand on the sidewalk distributing handbills to passers-by, urging them to enter his office for treatment. Should he succeed by such means in persuading them to do so, he would still fail of his object, for hypnotism demands absolute willingness on the part of the patients. They must come to his office of their own accord, with full confidence of their physician. They must never be coerced or threatened in any way whatsoever. The sensational methods used by certain sects and ministers of God to swell their own congregations rouse instant antagonism and revolt in an intelligent and self-respecting mind. How often, especially in large cities, forthcoming sermons are advertised on the fronts of churches by titles as sensational as the headlines of the yellowest newspapers!

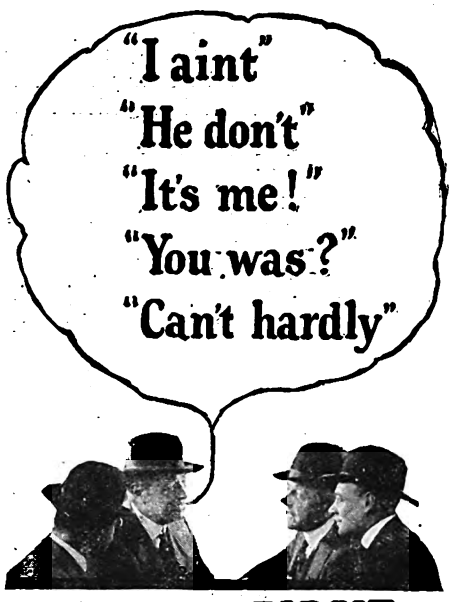
In slum districts, to be sure, cruder methods are undoubtedly helpful. The brass band at the church corner to attract a crowd, the illuminated sign "Welcome" over the door, the catching refrains of simple hymns with rousing tunes—these are all needed to draw within the church the forlorn and wretched who are in need of both spiritual and material help. But the mass of the well-born and well-educated who are already more or less closely affiliated with some church body but who, because of their growing tepidity and indifference, have become almost impossible to reach, must be handled with gentler and more persuasive methods.

Remembering that science is prepared to help religion, let the clergy heed its laws. The churches should be so attractive that people will come of their own free wills. Their own personalities must be so far above the average in both moral and mental spheres that those troubled in spirit or yearning for a higher plane of living will voluntarily and naturally look to them for counsel and guidance.

The hypnotist never argues nor does he rant. When once the patient comes under his influence, his speech becomes deliberate and positive, expressive of a fixed purpose. He will cause his patient's mind to travel along a carefully planned train of thought, leading to a definite goal. He has mental pictures ready prepared to impress upon him. He modulates his voice carefully, pitching it not too low nor too high. His words are thoughtfully chosen to convey clear and vivid images.

The clergy, on the other hand, are inclined to be careless of such practical devices. Their sermons are often pieces of strenuous oratory with abrupt rising and falling of voice and tremendous climaxes. Those of the congregation who are far away hear only a disconnected part of what is said, while others near by are often shocked out of their suggestible state to a realization that they are being scolded. Such procedure may be effective in stirring people to activity for some particular end, but it is not successful in instilling principles on which to build character.

When the sermon is over, it must not be forgotten that the mind of the hearer is still open, tho the point has been reached when it will soon be closed again and the individual brought back to full consciousness. Too sudden a rousing may undo all the good accomplished, may submerge again into the unconscious all the helpful thoughts that have been implanted in or brought up into consciousness. Again the organ renders valuable aid. Whereas at the opening of the service the music was designed to dull the senses gradually, it should now, at the close, sharpen them as a preparation for renewed contact with the outer world.



What Are YOUR Mistakes in English?

They may offend others as much as these offend you

IF some one you met for the first time made the mistakes in English shown above, what would you think of him? Would he inspire your respect? Would you be inclined to make a friend of him? Would you care to introduce him to others as a close friend of yours?

These errors are easy for you to see. Perhaps, however, you make other mistakes which offend other people as much as these would offend you. How do you know that you do not mispronounce certain words; are you always sure that the things you say and write are grammatically correct? To you they may seem correct, but others may know they are wrong.

Unfortunately, people will not correct you when you make mistakes; all they do is to make a mental reservation about you. "He is ignorant and uncultured," they think. So you really have no way of telling when your English offends others.

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Simple harmonies should change to strains of greater complexity and of a different character, becoming martial and stirring as the congregation files out.

In a scientific hypnosis the intervals between treatments are short. Attendance at church once a week is not often enough. To re-establish rapport, even under the most favorable conditions, is very difficult, and this difficulty becomes almost insuperable when a week's round of worldly distraction intervenes. If, in addition, a Sunday is skipped now and then, the proposition becomes almost hopeless. Time, patience and perseverance are essential qualities of the clerical hypnotist. He must never for an instant forget that those whom he is treating are crying out to him for a kind of help which they are unable to get elsewhere. Just as a broken bone tries to heal itself, so have these people, unaided, tried to restore order in the whirlwind confusion of their souls. Their fears, shames, doubts and agonies often form mental complexes, and the sufferings which result are comparable to the pangs of perdition. They have suffered enough; they do not need threats of further punishment. The clergyman must show a gentle and untiring comprehension which shall symbolize the unfailing love of God to whom they must draw near, if they would be shrived and healed.

All who assume the rôle of vicars of God must possess a sympathy that is wide and deep and sincere. They should study the attitude and procedure of the scientific man of medicine. His detachment of manner covers no lack of sympathy. His objective is calm, sound thinking; therefore he avoids emotion. He works toward a goal which he sees clearly; he uses a tried and established technique.

All this that has been outlined is not pathological; it is distinctly physiological. Going to church has nothing abnormal about it; there is no tinge of morbidity in hypnotic methods. Even the tremendous followings which New Thought movements, Christian Science, the Vedanta Society and others succeed in attracting to their standards, no matter how hysterical they may seem on the surface, yet have as their basis the fundamental needs of our being, the impulse to satisfy which is a second nature to us all. It is this which gives them their popularity.

The Roman Catholic and Anglican churches are perhaps the best equipped to make an effective use of hypnotism. They have church buildings exquisite in design, decorated with a beauty which quiets, while it uplifts the mind. Their liturgy is restful and calming. Their music is likely to be of a high order. The keynote of their services is worship, adoration. The sermon is merely one element in the service and not the most important. Their clergy have, we believe, the amplest opportunity to create in their hearers the desired condition of suggestibility and, while they are in that state, gently and with clearly defined purpose to instill truths of the highest value and helpfulness.

Religion should examine the formulæ which have developed science from puny weakness to virile strength. She needs to gain a fresh impetus from studying the methods which have enabled science to leap forward, especially of recent years, to such extraordinary accomplishment.

Hypnotism—used with skill and intelligence—is offered to the Church as a timely suggestion. We believe it can be made a means of real and practical help.

The Business of Keeping Young

(*Continued from page 27*)

she makes affirmations. She was lunching alone one day when a neighbor, whose terms of intimacy precluded the formality of knocking, slipped in on her. She was amused to hear her friend muttering between bites this formula: "Red blood—red blood—bones—bones—bones!"

"Good heavens!" she exclaimed, "you sound like a blood-thirsty giant."

There has been a lot of chaffing about it, and our little friend has good naturedly accepted the cognomen of Fe-Fo-Fi-Fum.

This was practicing the theory with a vengeance. A general affirmation such as, "This wholesome food will help to make me physically perfect and mentally alert," should be sufficient.

Accompany every glass of water—and health authorities assure us that there should be many, many of them, whether or not we are thirsty—with the thought, "clear, pure water to cleanse my body of all impurities."

Many women contend that housework affords all necessary exercise. Perhaps it does for those who are content to settle down to a waddly middle-age. But for those who desire slim lithesome youth it does not. Try competing with an eighteen-year-old girl in a race on the beach, jumping rope or a good tennis match. You will be surprised at your pumping heart and wobbly knees.

Begin with a few simple exercises, gradually increasing them as you feel your soft, flabby muscles harden. While you are at it and all thru the day breathe—*breathe*. Fill your lungs with fresh air at every opportunity, and at the same time affirm, "I am taking in life-giving oxygen to build up my vitality and purify my lungs."

Join the youngsters in their sports: Tennis, swimming, dancing are synonymous with youth. Dancing especially is an enemy of age because the rhythm of music that accompanies it has a tendency to recall early romances and youthful coquetries. While you are dancing you *are* young.

Dancing seems apropos of the subject of feet, a lowly subject, but one of extreme importance. For who can go blithely skipping about singing a joyous refrain of, "I am young; I am vibrant; I am happy," with feet that groan protestingly at every step? Go to a chiropodist and have all those wicked corns and calluses removed. Care for your feet as carefully as you do your hands, for they are at the same time the most important, most abused members of our body, second only, perhaps, to our long suffering stomachs.

The Saturday night bath has been relegated to the past along with the flannel chest-protectors and air-tight rooms, and is useful only as a subject for humorists, tho there are still many people considering themselves particular, who bathe but twice or, at most, three times a week. A daily bath in warm water is the only way to keep the body free from the accumulation of poison in the pores of the skin. This should be followed by a cold shower for the purpose of stimulating circulation. If a shower is inaccessible a towel wrung out of cold water and rubbed briskly over the body, is a good substitute. Do not make the mistake of filling up the pores with powder after a bath. If a faint perfume is desired a few drops of good toilet water is not harmful.

Sing while you bathe. Sing while you work. If you can't sing, whistle.

Your teeth, of course, should receive particular care, but we have this lesson preached to us from the pages of every magazine in the country, so it need not be repeated here.

Pride and vanity have often times been sadly confused, vanity being used where the word pride belongs. Pride, the dictionary tells us, along with various other definitions, means a proper sense of what is becoming to us;

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beauty displayed; to value, as one's self, etc. Every woman should have pride and lots of it. If it means looking in the mirror to give thought to the best means of improving her personal appearance, do so and let them who will cry, "Vanity."

Study yourself in the mirror. If you have any beautiful features, make the most of them. If you have any exceptionally ugly ones, do what you can to improve them, then forget them.

Your hair should be shampooed at least once a week, and anything that you find on the market for the purpose of adding to its lustre and sheen, without harmful results, should be applied. If your face looks more attractive framed in curls and Nature endowed you with straight locks, then play a trick on the old Dame and curl it. Use old fashioned curlers unless your hair is excessively oily, in which case the careful use of irons will not be injurious.

Use cold cream on your face *every* night. It is not only beneficial as a cleanser, but it tends to relax the muscles of the face.

While you are in front of the mirror it is natural for your thoughts to be occupied with your appearance, and any satisfaction you may feel is worthy, but when you leave the mirror for goodness' sake leave those thoughts on your dressing table along with your cold cream jar. Forget your self and your appearance. If an opportunity arises for a romp or a ride in the wind snatch it, for with it will come the spirit of youth that hours of primping could never conjure.

The use of rouge and powder are purely matters of personal choice. Some women feel uncomfortable with them on, others positively naked without them. As to their affect on the subconscious, I defy any woman who has never used them, to dust her face with a soft creamy powder, tint her cheeks with a natural shaded rouge and be able to deny that years magically vanish.

Clothes are one of the most important factors in a woman's life, whether or not she is conscious of the fact. Every gown worn, every color affected reflects personality. As a rule your clothes reflect your true personality, but occasionally, thru force of circumstances or perhaps carelessness, clothes will be worn that are at constant war with your nature. The result will either be strife or a gradual lack of resistance ending in a subjugation of your true self by that one which your clothes reflect.

The donning of a saucy scarlet hat with an otherwise sombre costume will miraculously relieve a depression formerly experienced in the wearing of a dark one. Some women who have an extensive wardrobe will find that different gowns will change their entire personality.

Colors should be studied, not only for their harmonious blendings, but for their affect upon your emotions.

Most women know that a horrible attack of "blues" can be cured by changing a faded nondescript bungalow apron for an attractive crisp gingham of becoming hue. Your mood will suit itself to what you wear, so to change your mood, change your clothes—and while you are at it do not neglect the affirmations. "I am young; I am vibrant; I am happy," will be far more convincing when affirmed with a consciousness serene in the satisfaction of a charming frock, whether it be gingham or imported crêpe, than it would be with the same consciousness moping dismally in a frumpy gown, whether fashioned of calico or brocaded velvet.

So, up to this point, this business of keeping young seems to be summed up in a few words: keep well and clean; have a good time; doll up and be happy.

I hear a bitter sarcastic voice say, "Utter rot! It might be an easy job for those who have no trouble, no sickness nor financial worries, but—"

So it is—so easy that they who have been so fortunate as to have those things left out of their lives will not be wasting their joyous minutes on reading stuffy old articles about how to keep young because "they" are the generation to which we allude as "the younger generation," who have youth in actual years; the generation that we all pretend to envy, yet, without exception, when asked the question, "Would you be eighteen again?" our reply is, "*If* I could retain the knowledge and experience the years have brought me."

Age to these adorable youngsters is as far away and unreal as the millennium is to most of us. Time is a harlequin in cap and bells and they laugh at him. But the years will come and with the years will come the knowledge and experience which we are so loathe to part with. Experiences masquerading under the names of Trouble and Worry, but which, if they are met with courage and understanding, can be used as stepping stones to a richer and higher fulfilment of life. If youth can be instructed in the knowledge and power of their inner selves which makes this understanding possible, then they can laugh a while longer—who knows how long?

If every problem encountered is labeled trouble and we sit down to weep at its enormity, then the gray hairs and the deep lines will make their sly appearance, for they are the associates of tears.

We would not think of sending our sons and daughters out to face the world without the equipment of education which enables them to work out

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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.

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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.

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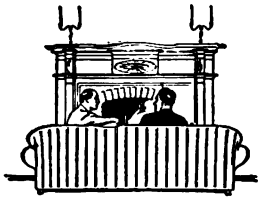
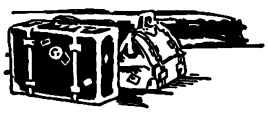
To men who want *more* than "just a living"...



A FEW months ago, J. Don Alexander was in New York, holding a convention of his salesmen. He visited us at the Institute and we went up to the top floor and sat on Hamilton's sofa, and stretched our legs in front of the fireplace that used to be in Hamilton's home, and had an old-fashioned talk. He told us again the story of his enrolment in the Institute.

HE was living in Spokane at the time, the owner of a little electrical business—a good enough little business, but with no promise that it would ever provide anything more than just a decent living. Mr. Alexander wanted *more* than a living. He wanted comfort for his family, and education for the children, and a chance to travel, and financial security.

HE turned to the Alexander Hamilton Institute with a good deal of hesitation and doubt. He expected to receive some formal textbooks and lectures, which would be hard reading and not very applicable to his personal situation. What he discovered was that he had not merely enrolled for "a course." He had allied himself with a powerful group of friends who began immediately to work with him for his business success.



THE Institute training is a good deal like a wonderful two years' trip at full pay. It carries you into the office of a great sales manager; you watch him work. He tells you the methods by which he gets results, and gives you full permission to use these methods as your own. You visit a great accountant and he tells you the important things that have taken him so long to learn.

YOU sit beside a banker and learn the principles of corporation finance. Your instruction in factory and office management comes from men who have made an outstanding success in these fields, who talk to you in terms of tested practical results. And every day thruout the whole two years' journey you feel yourself growing, you are aware of opportunities that you had previously overlooked.

IT was so with Mr. Alexander. He sold out the electrical business and organized the Alexander Film Company, and started the production of motion picture films for advertising purposes. A short time later he became its president and today, after only a few years, it is a nation-wide organization, one of the largest and most successful of its kind. He later organized the Alexander Aircraft Company, which now has the largest output of commercial airplanes in the country.

"AT the time of my enrolment I had only the most rudimentary conception of business," he said, "and the Institute was a life saver to me." But what impressed him most was the *friendliness* of the Institute, the way in which it takes a personal interest in its men, its determination to leave nothing undone that will make for their success. It was that spirit which drew Mr. Alexander down to Astor Place to visit us again and which brings so many Institute men to Alexander Hamilton Hall when they are visiting New York.

YOU who read this may be many miles from New York, as many miles away as Mr. Alexander was at the time when he read such an advertisement as this and sent for "Forging Ahead in Business." May we say to you, thru this page, what we should like so much to say in person, "*We want to be genuinely and personally helpful.*" When you read the copy of "Forging Ahead in Business" which the coupon will bring you, forget that we are just a big educational institution. Think of us as just a group of friendly men, who would like to be your companions and guides on the wonderful two years' journey which Mr. Alexander and so many others have made, pointing out the principles and the methods by which the most successful men have won their success, opening your eyes to the opportunities that lie at your own front door.

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problems in arithmetic and read the printed page, yet most of us send them forth sadly ignorant of the knowledge necessary to work out life's problems and read the laws that govern our being. We ourselves flounder around with much the same lack of training and go on adding up trifling worries into mountainous sums of trouble, ill-health and poverty when the figures should read experience and total health, happiness and success.

To get back to details let us begin on health. By having broken the laws of diet and right thinking we find ourselves invalids. Then the thing of first importance is to study those laws and keep them. While we are doing it let us follow the advice of dear old Coué and repeat over and over, "Day by day in every way I am getting better and better," with the accent on the *every*. It simply will not fail. By every law of God and man health should return, providing we have not completely wrecked the human machine.

Next, let us consider some of the things that get on our nerves. We really shouldn't indulge in the expensive luxury of nerves, but there are little things in every household that create discord, little things in themselves, but gathering in momentum and magnitude like a snow-ball rolling down hill, finally crashing into our mental wiring system with a jangle that reverberates thru our entire body. When this happens it is a good plan to retreat into the darkest, most remote corner available (a clothes closet will do nicely). Give the vibrations time to die away. Make an affirmation for a calm spirit as you work out a plan to bring harmony out of the discord. If it is quarreling amongst the children, try diverting their attention by announcing a surprise to be given tonight, next week or within a month. A surprise is an unfailing subject of interest for children. If you haven't one in mind, it will afford you a good half hour of mental exercise to plan one, and this in turn will serve to divert your own thoughts into pleasant channels.

Is your husband nagging, bored or perhaps unfaithful? If you are in love with him there are a thousand ways that you can devise to change conditions. Conditions—not the man. It is reasonable to suppose that he is the man of your choice, then be content with him as he is. Do not try to remodel him into some perfect being conceived in your own mind. Do your best to make conditions agreeable and harmonious and unless he is impossible he will quickly react. Pet him, baby him, depend on him and love him—this last with wise discretion. Above all, remember to display the qualities in yourself that you are sure he most admires.

There are many tricks in the trade of wifehood, and every woman needs a different system, according to the type of man she has for a mate, so it would be absolutely impossible to follow any one rule, but if he is the man that you desire above all others, it is up to you to devise a method of giving and getting the best in life. If he is not this man then the quicker you find it out and start in on the one who is, the quicker you will find happiness.

Perhaps the following anecdote will be of some benefit to those who are suffering the annoyance of a nagging husband.

A man, tho possessed of many admirable traits, was an incessant nagger over trifles. His wife had tried every means that she could think of to break him of it, but to no avail. Finally she thought of something new. Every time he came in blustering and sputtering she refrained from argument or reply, but walked quietly to the wall—freshly painted white—and wrote in large letters. After four or five of these outbursts he had the following memorandum staring him in the face.

June 15th. Nagged About.

Rake left on lawn.

Two spoons found in the sand box.

Small portion of salad wasted in garbage can.

Papers strewn on front porch.

As he was a man of average intelligence it must have impressed him with the fact that he had wasted a lot of energy in silly sputtering, for he gave it up.

Most of us nag. We may not realize it, but we do. A good plan would be to keep a mental memorandum of the things we nag about and check over it each night. It is a dangerous, devitalizing habit, and right along with it comes its wild beast of a cousin, Anger.

When you feel yourself getting angry make a vow to keep perfectly silent for at least an hour. In doing this you will discover how apt is the phrase, "anger cools." Anger is like a fire and without the fuel of bitter words or thoughts to feed its flames it soon dies. Some people argue that the thoughts and words are best burned with it, get it out of the system, so to speak, but oh, the devastating blight left in its wake, when by the cool waters of reason it may be extinguished entirely.

Again I hear that accusing voice say, "But these troubles you mention are merely the insignificant ones that came to every one, what about the big ones such as death, disgrace or heavy debt?"

In learning how to solve problems you at first learn to add simple sums. By the same rule that you obtain a result of four from the sum of two and two, do you add figures in the thousands.

If it is a condition that is beyond your power to change all your wailing

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It is a law of Nature that you should use this force—and Nature is eager and anxious to shower upon you the power to accomplish all things. Only you alone can prevent yourself having the big things of life — health, happiness, love, money, possessions, leisure, luxury —everything you possibly desire.

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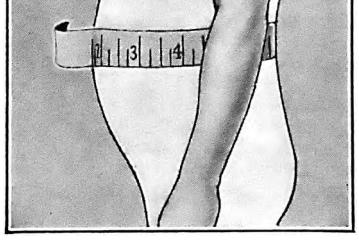

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and gnashing of teeth will do nothing but cause illness. If it *is* within your power to change then save all your mental energy and get to work at it. Every victory over adverse conditions is an achievement. Every failure should be forgotten except as a mistake to be used as a warning signal to mark dangerous grounds.

Stand off and view these things called troubles with a prospective showing their relative importance to the universe and life in its largest sense. You will be amazed at the small proportions to which they will dwindle. Even death, that deepest of all so-called troubles, has no lasting power. The old adage, "Time heals all wounds," is a comforting one, but it is not strictly truthful. It is not Time who does the healing. It is our mental adjustment to circumstances. When we learn to control our mental powers we will have mastered the greatest problem of all. So great that the possibilities suggested by its success are awesome.

It is the constant turmoil in which you keep your brain over the relatively unimportant things of life which makes your system fight night and day to counteract the poison thereby generated. This poison tears down the little cells and saps your vitality, leaving its ravaging marks on your face and body.

Learn to enjoy life as it comes to you each day. Extract the limit of pleasure from each minute. Banish mental pictures that suggest negative thoughts.

Before closing let me just mention the most important thing in all this business of keeping young. This is like the postscript in a woman's letter—the most important message of all in just a line.

Laugh—laugh—laugh!

If you fail to find something funny in life run to the mirror and laugh at your own funny little self, who will laugh back at you and say, "What difference will it all make a hundred years from now?"

If she means what difference will all your silly little troubles make, wink at her and reply, "Not a bit."

But if she happens to mean the difference all this business of keeping young will make, then look her straight in the eye as you inform her, "A great deal, because it may teach my great-great-grandchildren the secret of eternal youth."

It's All Right to Marry the Woman You LOVE!

This article, announced in the preceding issue of PSYCHOLOGY *for the present number will appear next month. It is written in answer to Dr. Bisch's article,* ***"Why Husbands and Wives Can't Stand Each Other."***

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The Salesman's Conference Table

(*Continued from page 32*)

Tempted

"I'm always, I confess, a trifle fluttered
And look with some regret upon my past
When now and then dark prophecies are uttered
About the time this planet's due to last.
The latest seer to publish such a warning
With apprehensive sweat bedews my brow;
He says the world is going to end some morning
Approximately seven years from now.

"If I were sure there would be no postponement
And that but seven years the world would last,
I'd spend 'em all in one long, wild atonement
For my peculiar caution in the past

"I'd have the fun I think that I deserve to,
Those seven years would be one grand, sweet song.
But what's the use—I'll never have the nerve to;
The chances are the seer has doped it wrong!"

Fear manifests itself consciously and unconsciously. When we are aware of the source or cause of our fears we can, by the exercise of *will* and counter-suggestion, do much to overcome them. But when we are unaware of their source; that is, when we dread or fear a certain thing without knowing why, we should consult a psychoanalyst who will help us to find and expose the source. When we understand the source of our pet fears, they cease to bother us, and we laugh at them just as we do at the foibles of childhood. It's like the story of the old man who shook his head and said: "I am an old, old man. I've had many, many troubles, most of which never happened."

With all of us the fear of death is buried deepest in the unconscious and every time we take a cold or feel queerly, our imagination does the rest. The thought of death fills us with horror, and as it is associated with things which may contribute to that end, we call them dangerous and consequently place certain taboos upon them.

A child is born with only two fears, that of falling and of loud noises; he learns numberless others as he grows older and by the time he reaches maturity his subconscious mind is pretty well stocked with assorted fears caused by various shocks which he has consciously forgotten. We often believe we are not afraid of certain things, like a severe storm, fire or other catastrophe, when, as a matter of fact, we are and don't know it.

A small town hotel caught on fire one night. The last occupant to leave the burning building was a young traveling man.

He sauntered up to a group of panic-stricken men and women, put down his grip and leisurely lighted a cigarette.

"Oh, aren't you terribly frightened?" asked a young lady.

"Not at all," assured the salesman, smiling confidently. "When the alarm awakened me, I got out of bed, took my time and dressed. When I started to leave the room I saw my necktie was not tied to suit me, so I retied it and came on out. Why should I be frightened? Why should anyone be? I don't understand why people allow themselves to lose their presence of mind because of a small fire."

"Wonderful!" exclaimed the young woman. "Such perfect poise and self mastery, such—"

"I beg your pardon, sir," said an old man who had been listening to the salesman's boast. "I see you failed to put your pants on."

Do you have ambition? Doubtless you think you have, but have you?

Do you know what ambition is?

Herbert N. Casson in a recent article in *Forbes Magazine* says:

"Probably not more than one man out of ten has any ambition at all. Ambition is not merely wishing and hoping and painting pictures in your mind of what a great man you will be. Day-dreaming! That is not ambition. Being discontented with what you've got! That is not ambition. Reading about glorious deeds and imagining yourself doing things like that—that is not ambition.

"No. Ambition is active, not passive. Ambition is the process of self-development. It is a day by day matter. It is something you do, not something you wish. Ambition is wishing plus will power and perseverance. An ambitious man is one who does his job better today than he did it yesterday. He is a man who is improving—gaining—climbing—moving steadily up toward the top. No lazy man is ever ambitious. He only pretends he is, to excuse his laziness. Ambition is only another word for growth. And growth depends on courage and industry and reading good books, and common sense, and keeping at it. If a young man wants to become more ambitious, he can do so by following these two simple rules:

(1) Learn something new every day.
(2) Do something better every day.

The test of true ambition is Action.

"Now, after that, ask yourself again if you really are ambitious and are genuinely striving to make your ambitions materialize."

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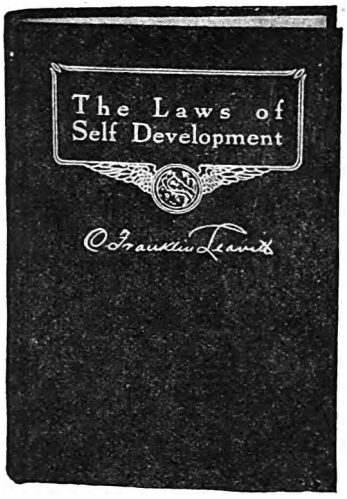

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LETTER VI—The Three Mental Attributes—Loss of Balance Between Will, Intellect and Feeling—Examples of This Unbalance in Certain Disorders — Hysteria — Neurasthenia — A Health Guaranty.
LETTER VII—Direct Personal Influence of the Physician—Unction—Persuasion.
LETTER VIII—Education of the Physician—Environment — Self-Mastery — Mental Attitude Toward Sex.
LETTER IX — Inspiration by the Physician — The Stimuli.
LETTER X—Suggestion by the Physician—Hypnotism—Suggestion Without Hypnosis.
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.

THE LAWS OF SELF DEVELOPMENT is bound in beautiful de luxe cloth and stamped in gold. It contains 390 pages, of which thirty are full-page half-tone illustrations from original photographs, and six are charts of two and three colors. This book will be mailed to you upon receipt of $2.10. Or, send $3.60 to cover a year's subscription to PSYCHOLOGY and the book.

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C. FRANKLIN LEAVITT, M. D.

Author of
The Laws of Self Development
(formerly "Mental and Physical Ease and Supremacy")

After searching through the hundreds of books dealing with psychological and metaphysical subjects I found none that could be of definite value to those who wrote me for a guide to SELF-HELP. Among the excellent works of my contemporaries I have failed to find just the combination of ideas necessary, in my opinion, to lead to complete development.

My method of treatment is absolutely successful and my experience with thousands of cases during the past eighteen years has been the test. This book is the result of these years of observation and study. IT IS NOT MADE UP OF VAGUE THEORIES, BUT FULL OF TRUTHS.

In it I have combined mental and physical instruction, so if faithfully and perseveringly followed each individual may regain and maintain a harmonious state of strength.

Here is an opportunity for those who, through financial reasons, are unable to secure my personal treatment. However, as this book—a series of letters—is written for YOU, it will give you an inspiration that will enable YOU to interpret your needs and teach yourself how to direct and control your energies.

C. Franklin Leavitt

Ella Wheeler Wilcox Wishes the Whole Suffering World to Read My Book

My Dear Dr. Leavitt:—I want to tell you how valuable and important I think your book "MENTAL AND PHYSICAL EASE AND SUPREMACY" is. I wish the whole complaining world could be given a chapter of this book to commit to memory each week, until the whole contents were ascribed. I am sorry that the editors to whom all my work is contracted are not broad enough to permit me to express in print my appreciation of so valuable a work as yours. If my words are of any value to you, your publishers will make me happy by using them in circular form.

Very sincerely yours,
Ella Wheeler Wilcox.

Teaches How to Train Our Forces for Health and Advancement

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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After an introduction concerning the question of Self-Healing the author adopts the letter form of treatment for the presentation of the important subject of self-help. These are forty-two letters dealing mainly with positive facts rather than theories, and being kept well within the lines of demonstrable truth. The book contains a large number of artistic illustrations of physical exercises, and several fine anatomical charts; there are almost 400 pages. Naturopath Magazine of New York.

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.

Psychology Publishing Co., Inc.
17 West 60th St., New York, N. Y.
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to give the caller no more time than is necessary. Altho he is not antagonistic, he is not very friendly unless there is some definite reason for it.

The moment a salesman appears he sways the balance for or against himself. There are some men who are easy to turn down—to shut off without a hearing. They seem to belittle their propositions, no matter how important these may be. There are others to whom even the confirmed "grouch" accords a courteous reception. They dignify their propositions.

What is the reason for the difference? The answer is: caliber, personality. Assuming that the salesman is well dressed and well groomed, the development of his intellect and his tastes, and the things to which he devotes himself outside of business, do much to determine his manner, expression, voice, and actions. The surest way for a man to improve his salesmanship is to improve himself.

Once the approach has been made and the interview secured, there should be something in the poise, evident culture, well-modulated voice, thoughtful and courteous manner, and well-groomed appearance of the salesman that will excite the admiration of the prospect. The salesman who would sell his goods to the prospect must first sell himself.—*The Insurance Salesman.*

Let every dawn of morning be to you as the beginning of life and every setting sun be to you as its close; then let every one of these short lives leave its sure record of some kindly thing done for others, some godly strength or knowledge gained for yourself.

—*John Ruskin*

WHEN A MAN FAILS

When he has no confidence in himself or his fellow men.

When he values success more than character or self-respect.

When he does not try to make his work a little better each day.

When he becomes so absorbed in his work that he can not say that life is better than work.

When he values wealth above health, self-respect and the good opinion of others.

When he is so burdened by his business that he finds no time for rest or recreation.

When he loves his own plans and interests more than humanity.

When he knows he is in the wrong but is afraid to admit it.

When he envies others because they have more ability, talents or wealth than he has.—*Selected.*

TEN SUCCESS MAXIMS

Ten rules for success which the eminent banker, Otto H. Kahn, says he

I'll Pay Your Bills

and give you a steady income for the rest of your life if you take care of my business in your locality. No experience needed. Pleasant, easy work can be handled in spare or full time.

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I furnish all capital—I set you up in business, advertise you, and do everything to make you my successful and respected partner in your locality. Partner may be either man or woman. All I ask is that you have ambition and can devote a few hours each day to distributing my famous products to friends and a list of established customers. High grade food products, teas, coffee, spices, extracts, things people must have to live.

Your Groceries at Wholesale

As my partner I furnish your groceries at wholesale. Big FREE supply contains over 32 full size packages of highest quality products. Quality backed by $25,000.00 bond.

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Jack Foster reports $42.13 in six hours; Ruth Haufman with no previous experience made $101.25 her first week. A. Pelletier earned $117.50 the first five days. Hundreds of other partners doing as well.

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The stars hold a warning for those born in July and October, while those born in April and May will come under the most favorable aspects during 1928, if they but knew how to take advantage of these good periods. Why not let the stars point the way?

My fee for an Astrological Reading, covering 17 pages, is $1.00, dealing with business matters, change of employment, speculation, buying and selling stocks and bonds, love, courtship, marriage, travel, health, accidents, lucky days, etc.

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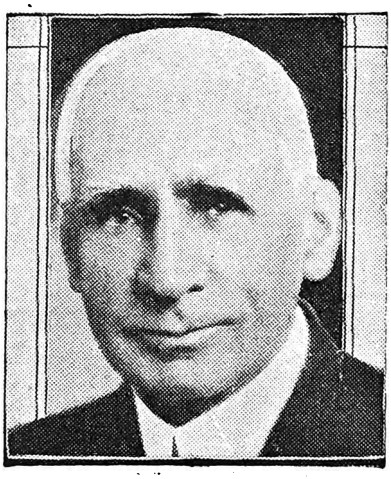
SLEEP WITHOUT "DRUGS" SAYS EMINENT SPECIALIST

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."

After 15 Years Suffering

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 Natureopathic 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. Thelning of Winnipeg, Canada, and hundreds of other physicians have given unstinted praise to Flaxolyn because it is a natural remedy.

Follows Health Teachings of Great Rev. Sebastian Kneipp

The following letter has been sent by Dr. Benedict Lust, president of American Natureopathic 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.
Junior 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.
Cardamon 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.

A box containing many treatments costs but $1, and may be the means of starting you on the joyous road to health.

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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.

Please send me ..... cartons of **Flaxolyn** postage prepaid. I am enclosing $.....($1 per carton) to cover all costs. Also include FREE—"14 RULES OF HEALTH."

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City.....*State*.....

CE-368

has given to many young men about to enter business, appear in a recent interview published in *The Daily Princetonian*:

1. Eliminate from your vocabulary the word "perfunctory."
2. Think—exercise your brain as you do your muscles.
3. The most serviceable of all assets is reputation.
4. Use your imagination.
5. Know how to bide your time and to "sit tight."
6. Be neighborly. Be a good sport. Remember you can't lift yourself by downing others.
7. Work hard. It won't hurt you.
8. Take an active interest in public affairs.
9. Meet your fellow man frankly and fairly. You don't have to go thru business armed to the teeth.
10. If you are to be successful, be patient, courteous, and conciliatory.

MAKE FRIENDS AND THEY WILL MAKE YOU

The ability to make friends—and to hold them—is back of every great human achievement. No man ever rises above the ranks except thru the cooperative efforts of his associates. This applies even to exploits calling for only one man's action in the final performance. If you will look back of such performances you will always find records of essential planning and preparation that could not have been carried out alone.

There are no exceptions to this rule, and the bigger a business grows the more important it becomes. A one-man enterprise may be operated with a limited number of friends, since the owner may keep his eye on most of the essential operations. In a really big business, however, no one man can actually see more than a fractional percentage of the work during its performance. The capacity of an executive is, therefore, multiplied to its maximum only when the men doing the work are his friends.

—*Forbes Magazine*

CORRESPONDENCE

Should there be any problem that needs solving or any question you want answered, tell us. If your question or problem is of general interest, its answer will be published here. If a personal reply is necessary, inclose a self-addressed stamped envelope. Address *Salesmen's Forum*, Psychology Magazine, 17 West 60th Street, New York City.

H. L. W. writes:

I have read with interest your articles on salesmanship and agree with much you say, tho on some points your philosophy strikes me as shooting wide of the mark. For instance, in one article several months ago, you caution

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the salesman about talking too much and advise him never, under any circumstance, to argue with a prospect.

May I ask you to explain how any salesman can expect to succeed unless he presents his product clearly, concisely and forcefully to the prospect? How is he to do this without talking? Is his sales argument worth anything if he stands like a dunce and agrees with all the objections a prospect will surely raise? When he is confronted with a so-called superior product of his competitor, must he nod his head affirmatively and admit it? If he doesn't do this, what is left for him but to manfully argue his rights?

I admit I am not a top-notch salesman, but what little success I have had was won by outtalking the other fellow, both prospect and competitor. If there is any other method that is a proved success I certainly would like to know what it is.

Answer:

Argument implies dispute and usually results in antagonism. All fist fights, divorce suits and wars begin with arguments. I believe you say "sales argument" because you've heard others call it that. You really mean *exposition, explanation,* which is far from being an argument. I have, however, heard some inexperienced salesmen argue with their prospects. I do not recall one having made a sale.

Before you can explain anything you first must understand it; know all there is about it, or all that is possible for you to know. The more you know about anything the less talking you will have to indulge in to explain it. Perhaps if you knew enough about the article you are selling you could succeed very well without talking at all. Talking doesn't sell merchandise; more frequently it interferes and prevents an otherwise good sale. How many times have you realized that you unwittingly talked yourself out of an order?

When your prospect is interested he will ask questions; your answers to his questions should be short, snappy and right to the point. If he is apparently dissatisfied, repeat your explanation and make additional explanations if you think it necessary. If your prospect is not interested, or leaves such an impression, try talking of other matters casually until you find out what he is interested in and take your bearing from that particular thing as an aviator or mariner takes his bearing from a certain star, and make your calculations accordingly. This requires some initiative and effort, not luck. You may not succeed the first time nor the second, but eventually, if you don't antagonize him with an argument, you will.

Treat competition as if it didn't exist. When you are confronted with a competitor's wares, smile pleasantly and talk about what you are selling. If asked a leading question about a

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THE man who invented this amazing pen consented to let us sell it only under one condition—that we work out a plan whereby the price would be within the reach of every one, instead of selling it at $7 or $8.75, the price of other pens of equal quality.

Of course, it was impossible to sell this remarkable pen through the stores. Their profit on a $7 or $8.75 pen is **more than what you actually pay for the POSTAL RESERVOIR PEN.** And so we decided to let Uncle Sam do the selling for us through the United States Mails.

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The POSTAL RESERVOIR PEN (named POSTAL because it is sold by mail only) is distinctive in design and contains features which are not found in any other pen. It is transparent, so you can always see when it needs filling. It is self-filling—employs an entirely new method, the easiest ever devised. Holds 3 to 4 times more ink than any other self-filling pen. Manufactured from same materials as used in highest priced pens. Never before have so many improvements and refinements been combined in a single, handsome, smooth-writing, never-clogging pen that you will be proud to own and delighted to use.

Actual Size Men's Model Shown Below

You Can See Right Through This Pen!

No Other Fountain Pen Like It!

Costs Only $2.50

Read These Remarkable Postal Features

It Is Transparent—You can always see exactly how much ink you've got. Can't run unexpectedly dry.

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And Remember—The materials and workmanship are guaranteed to be equal or superior to those found in **any** other pen, whether sold at $7, $8.75 or more.

How to Get the Postal Pen

SEND NO MONEY

Simply fill in and mail the coupon. Do not send a penny. When you get your Postal Pen, you will also receive 5 post cards, each worth 50c on the purchase price of another pen. Every Postal Pen owner finds that his friends admire his remarkable pen and ask where they can get others like it. You can easily sell your premium post cards for 50c each and earn back the full price of your pen. You **do not** have to sell the cards—dispose of them any way you wish—whatever you make on them is yours to keep.

Postal Pen Co., Inc., Desk 330, 41 Park Row, New York City.

Please send me one Postal Reservoir Pen, and five special Premium Postcards which I may give away or dispose of at 50c each. I will pay postman $2.50 upon receipt of the pen. If after 30 days' use I desire to return the Postal Pen, you agree to refund purchase price. Send me the model I have checked. ☐ Men's size. ☐ Women's size.

Don't Wait—Tear Off and Mail Coupon NOW

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If you live outside the United States send International Money Order with coupon.

Thirty Days FREE Trial

Send for your POSTAL PEN NOW. State whether you want men's or women's model. Use it 30 days and if you are not delighted with it, return it and your money will be promptly refunded. You are to be the sole judge. Compare it with **any** pen at **any** price. **Remember the price is low only because our sales policy** of manufacturer-to-user eliminates all in-between profits, **commissions and handling.** Send the coupon NOW and learn what real fountain pen satisfaction is!

Postal
RESERVOIR PEN

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competitive article, give no outward sign of prejudice or allow yourself to speak, if you have to, other than respectfully. No level-headed business man will buy from a salesman who runs down competition.

Prospects, carefully guided by master salesmen, frequently talk themselves into buying. The skilled salesman knows, if it's just a matter of which can out-talk or argue the other, that the more he talks the further away from the dotted line his prospect gets.

May I suggest that you learn the difference between coercion and persuasion; exposition and argument. When you have done this you will know how to successfully lessen sales-resistance without a plethora of meaningless words. Talk, to be sure, but keep in mind that words are only auxiliaries, well enough in their place, to be used with great caution and much thought.

WHY CAN'T I CLOSE A SALE?

Question:

M. N. W. writes:

My situation is somewhat peculiar. For two years I have sought vainly for a solution, but am as far from it now as I was in the beginning.

In short, my problem is this: I seldom close a sale, yet my company considers me as being a very valuable man. Strange, isn't it?

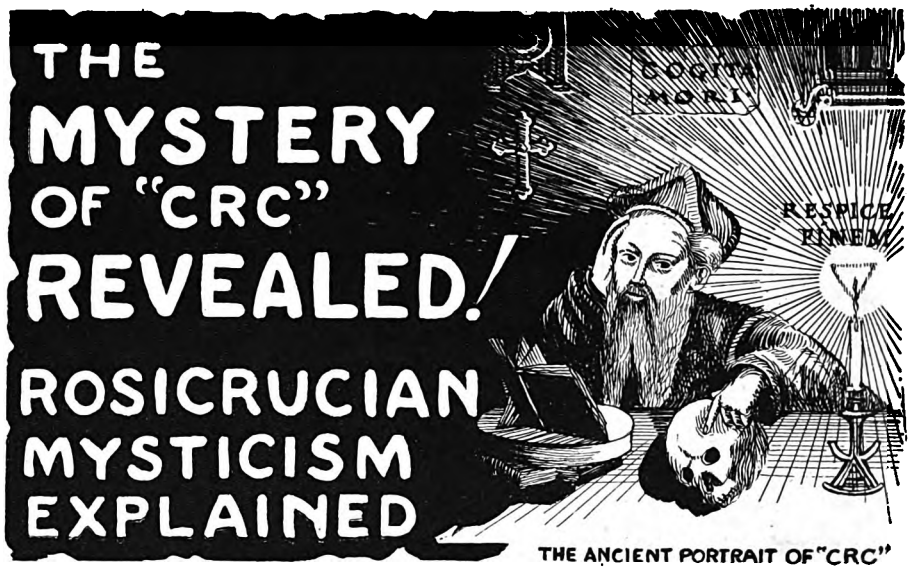
I came to this territory two years ago. I worked hard, made many valuable acquaintances, left nothing undone calculated to stimulate and encourage business. In two months I obtained three small orders, tho I had called on three hundred live prospects. The company sent a special man who went over the territory with me. In a week he obtained twenty-three profitable orders. Since then this man spends a week with me every two months and closes from twenty to forty sales. During the two months I never close more than four or five and they are mostly repeats. I receive full credit for the work of this special man, and my sales manager frequently congratulates me on being a fine missionary.

I am not satisfied by any means and am seriously considering a change. I fail to understand why it is I work so hard and make such a poor showing. I am fairly well educated and make a reasonably good appearance. People seem to like me and are glad to see me; but even my close personal friends reserve their orders for the special man. Sometimes they will ask me when he will be around, as if they are afraid to trust their business to me. He is a very pleasant fellow, inclined to be reserved; very business-like. I have known him to close sales in five minutes I had been working on for as many weeks.

If there is solution to my problem, what is it? Do you think the fault is in me? If so, what should I do to eliminate it?

Answer:

Yes, the fault is yours. It is a common one. You are fortunate in that you are working for a concern



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(Not connected with Rosicrucian "Fellowships" or "Societies")

Here are the Strange Facts

Does He Still Live?

For several centuries students of Mysticism have asked the same question—"Does 'CRC' still live?" It is known that he lived in Egypt in the pre-Christian period and returned there again in 1290 A.D. He reappeared in Germany in 1604 and was in America long before the Revolution. So say the mystical traditions of many lands. Is he still carrying on the Great Work which a million of the world's illuminated thinkers have found to be the most marvelous instruction for man's evolution?

Who Was 'CRC'?

He was known in Germany as "Christian Rosenkreutz." But "Christian Rosy Cross" was the name he assumed because he was the reincarnation of the Egyptian founder of the "Rosy Cross"—the oldest body of mystics the world has ever known. They were called Rosicrucians and the Rosy Cross was their ancient symbol.

The Discovery of His Body

In 1604 the representatives of Sir Francis Bacon (writer of the Shakespeare Plays) opened a strange vault and tomb in Cassel, Germany, and there found the body of the real "CRC" in perfect condition as though asleep for the past hundreds of years. Was there a soul asleep in this body? Only the private records of the Rosicrucians contain the astounding facts which scientists and real mystics conceal from the idle curious. It was one of the principles of the Rosicrucians to keep their bodies well preserved against disease and old age. Their secret method has never been given to those outside the Rosicrucian Fraternity.

Rare Manuscript Found

In the tomb with his body were found the rare manuscripts of the ancient Mystic Rosicrucians containing the laws and secrets of the Magi of the Orient.

These manuscripts passed into the hands of Sir Francis Bacon and other Rosicrucians in Germany, France and England, and the Fraternity of Rosicrucians—the Order Rosae Crucis—was re-established throughout the world under the direction of "CRC" for the eleventh time at least. Europe has never forgotten the power and influence of the Rosicrucian Order.

Secrets Preserved

Today the Fraternity of Rosicrucians continues as an exclusive secret, mighty organization in all lands, inviting the FEW worthy seekers and students of nature's higher laws to share the guarded knowledge of the Rosicrucians. They never published any books—for the true knowledge of the Magi and Essenes as well as the secrets of the Rosy Cross would fade from print if ever put into type for public sale.

Do Not Be Deceived

The mystery of life, death, disease, perfect health, how to attract blessings and gifts from the Cosmic, transmutation, telepathy, success in personal affairs and personal mental power—all these principles in their TRUE form are taught in a different and more practical way by the Rosicrucians, in SECRET LESSONS only—not by books or public classes. And, the name of the International Rosicrucians is the Ancient Mystical ORDER Rosae Crucis (AMORC). There is only one headquarters in America—now in San Jose, California.

Are YOU the ONE?

Only one person in a hundred ordinarily met on the street is truly prepared for the real knowledge. If YOU are the "One in a Hundred" and not a mere curiosity seeker—you may borrow, without cost a strange book of surprising facts called "The Light of Egypt," which tells the story of "CRC" and explains how you may find a simple way to have the Rosicrucian knowledge, if you are found worthy, ready, and really sincere. Write a short letter and state that you are sincerely anxious to master the secret teachings, and address it to me. The book will be mailed, postpaid under the Seal of the Archivist.

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How Mr. Landone Made Me Worth $9100 More

This young man's true story gives you the secret of the only process that will guarantee your financial success

By Bradford Adams

TO all outward appearances I am the same man I was a very few years ago—but what a revolution has occurred in the earning power of my brain!

I have literally "marked up" the price of my services 800% and the business world is glad to pay the advance—because I am now actually worth eight times as much. I can say without being conceited that this is amazing, for the credit all belongs to my friend Mr. Brown Landone. He has made me worth $9,100 more each year to myself. This is how it happened.

I was earning $25 a week as a stenographer and secretary to the general manager of one of the largest paint companies in the country. I was ambitious, and read many magazine articles on "how to succeed." Many of these gave the views of famous men, and I soon found that each successful man gave just about the same directions:

"Work hard with enthusiasm. Be industrious, persistent and determined. Have sincerity, earnestness, and self-confidence. Cultivate self-control, tact, patience, and imagination. Learn to concentrate. Keep good health and good appearance, etc., etc."

I examined myself honestly and found that I was doing all of these things, yet I didn't see that I was likely to become successful because of these personal qualities alone. I finally decided that the famous men were either keeping back their real secrets, or else that they really didn't know just why they had succeeded.

Then one day my employer took me with him to a luncheon of the Commerce Club. Mr. Brown Landone was scheduled to speak and I was to make a shorthand report of his lecture.

Mr. Landone's ideas about success were so *different!* I was startled to find that he agreed with me about the advice given by successful men. In place of recommending the cultivation of a varied assortment of essential personal qualities, he named and explained five simple "factors" that he had found behind *all* success, and which, taken together, will *guarantee* success in any line of endeavor.

When the talk was over I joined the group that surrounded Mr. Landone and finally got a chance to ask him where I could learn more about the "success process" he had outlined.

I sent to the publishers he named for a copy of the book. As I read and reread it I saw, spread out before me, the whole clear, definite process by which all successful men have arrived at leadership. It was as plain and unquestionable as a road map from the Automobile Blue Book! Not a signpost or a direction was missing.

I set out then and there to put myself through the "success process" with enthusiasm, for I found that the process actually worked, and in the bright light of Mr. Landone's clear directions the road to success was fascinatingly easy to follow. I have found in Mr. Landone's "Success Process" all the secrets that a famous man always *unintentionally* leaves out when he tries to tell how he succeeded himself.

I have learned the secrets of *Freedom;* how to overcome self-limitations, circumstances, and adverse conditions. I have found the hidden springs of profitable *Activity;* how to vision and execute. I have discovered how to get others to recognize my ability and render me adequate compensation. In a word, I have succeeded beyond my greatest expectations. At twenty-five I enjoy a salary of $200 a week—eight times what I received when I first heard of the "Success Process."

Does lack of money—capital—hinder your success? Read the "Success Process" and learn how to secure financial backing. Read how a young man tried six times to interview a millionaire and failed, and how he then applied the "Success Process" and succeeded at once.

This Is the Story of But One Man, Mr. Bradford Adams

Similar experiences could be multiplied indefinitely but it is not necessary, for Mr. Landone's publishers, The Elizabeth Towne Company, Inc., have made it possible for you to possess the actual book for 10 full days before you decide whether or not you wish to keep it.

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But if you become enthusiastic and find the "Success Process" just what you have been groping for all your life—if you feel that it will do for you what it has for others—then it has cost you not $10.00 or even $5.00 but exactly $1.60.

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"Although I've previously written you of the benefit it has been to me, I must write again tonight to tell you that my salary has been increased again today. I know this is due to what I have learned from your Success Process about handling men and rendering service. This last raise makes my present income almost twice what it was five months ago."

EDWARD S. PARSONS,
Efficiency Expert.

"I conclude from my income tax reports that your Success Process has been worth many thousands of dollars to me. The processes which you taught me more than three years ago are yielding me more and more each year. Without conceit and with gratitude to you, I want to tell you that I am getting quite a reputation as the man who doubles his income every year, sometimes each six months."

EDGAR H. FELIX,
Editor.

"Within four months after I first saw the Success Process, I was able to better my position, obtaining a 90% increase in salary."—From a Cornell graduate.

who values missionary work. Many men lose their jobs because they cannot close sales.

The reason why you cannot close sales can be expressed in two words: WRONG THINKING.

An amplification of these two words leads to the following observations:

You are in the habit of thinking *negatively.* The special man who *closes* the sales you have worked up, is in the habit of thinking *positively.* This is the difference between you and him.

Negative thinking has developed a negative personality—a spirit of pessimism. Such a habit is hard to break. Much concentration of constructive thought is necessary to reverse one's habits. It can and is being done, but persistent application is required. To be more specific, it takes practice.

You believe, in spite of yourself, when you call on your prospects that you will not obtain their orders. This belief in your inability helps to determine your adverse attitude which your prospects quickly sense. They tolerate you because of your friendliness, which implies sympathy and interest, but they have no confidence in your business ability because you cannot inspire confidence in others when you haven't got it in yourself. It's human nature not to want to transact business under such conditions.

You have come to lean on the ability of the special salesman like a cripple leans on a crutch or a thriftless son on his wealthy and indulgent father. You believe in him and respect his ability, so do your prospects. They are doing the same thing you are doing.

Strive to transfer this respect and belief to yourself and your prospects will follow suit.

You say he is *reserved* and *business-like.* His is the poise of confidence. His business-like attitude is his ability to get directly at the issue without lost motion. You could have said that he impresses you as being never in a hurry and of having a superabundance of reserve power.

He knows and the prospect knows what he is there for. It is true you have the ground well prepared for his finishing work. He simply reaps the harvest which you have brought to maturity. You can do this finishing work as well or better than he if you will *use* your mind and think UP (positive) instead of DOWN (negative).

An impression is one thing, a thought is another. Do not confuse them. You are not thinking when you are receiving impressions or wishing what you would like to be or do. You think when you USE impressions. In other words, thinking is what you do with

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impressions after receiving them. You have the inherent ability to convert all impressions into positive thought which must precede creative effort. All the effort in the world without positive thought behind it is of little or no value, just as steam is useless until it has been directed into the proper channels, then it pulls heavy freight and passenger trains across the continent and ships across the ocean.

If you would persuade others to believe as you do and act as you would have them, learn first to think creatively. To do this you must think with a *purpose* from which you never waver. Replace *Fear* with *Courage*. Don't wish. ACT! Regenerate the impressions you receive and *generate* new ones; that is, project inspirational impressions into those with whom you come in contact. Think in solitude until you have at least constructed the framework of PURPOSE. When talking to a prospect let your *purpose* inspire and prompt every word and action.

Any word, no matter how high-sounding it may seem, that does not contribute directly to the ultimate or consummation of your *purpose*, must be thoughtfully avoided. Use as much care in the selection of the words you employ as you do in the choice of a necktie. Don't think because words are easily uttered they are cheap. Talking too much and at the wrong time is our most expensive self-indulgence.

THINK and PRACTICE and soon your sales will increase by leaps and bounds. Your friends will wonder what has caused the great change in you, and your sales manager will treat you with a new respect. THINK and PRACTICE.

The Stuff of Courage

(*Continued from page* 38)

soured, resentful, against any one of the myriad happenings of life, which indeed we cannot explain but which in some form come to all. The staunch-hearted Romans regarded this attitude as the mark of a *little soul*, and they saw in its opposite, this fine fortitude, the stamp of the great-hearted. Strange! That we can fight so courageously against heavy odds or risk life itself for any adequate end, when we cannot bear with equanimity and courage the downfall of our hopes, the wrecking of some dear ambitions, or even—alas!—the thwarting of mere desires! Yet, as Epictetus said, "What matters it what happens to me, if my soul is above it!"

And above all: to us all, in the stress of life will come a time when we feel as if we could not hold out one moment longer. Then is the critical moment when you must shut your teeth—and keep on. The instant, when you absolutely must not give way, is the instant when all seems to be despaired. "Grip is a good dog, but Holdfast is better." You may have to change your method of attack; you may, like Sir Andrew, "lay you down and bleed awhile," but only with the sureness that you will rise and fight again. This is the "attitude that so embarrasses Fate—refusing to be discouraged." Any fool can fight a winning battle but it takes a stout heart to fight a losing one, runs an old proverb. Not only history but private life is full of illustrations of times when that one day or hour, or minute, of keeping on, took you over the top. Oh! but you could not have summoned the courage to hold on if it were not a possession always on hand!

Do you recall the Siege of Leyden in the 16th century, when the Spanish had brought up all their forces to subdue the stout-hearted Dutch burghers to their will and force them to yield in the matter of their religion? In that beleaguered city, every citizen was a soldier fighting for his city, his family and his God. Their resources were exhausted, for Leyden had been surrounded for months; they were almost at the last gasp, for the food was practically gone, and they were forced to eat rats and cats, and cook grass. Yet no man faltered and no woman begged them to yield. The Spanish would taunt them from a distance, knowing the situation from their spies.

"Come forth, ye eaters of cats and dogs! Come forth!" They would cry with jeers of derision, sure of their prey at last. It was not necessary to fight, the Spanish general said; they had merely to wait till starvation drove out the conquered Dutch.

A day came when the very last scrap of food had been devoured. No word had come from William of Orange who, they knew, was back of the besieging lines, and who long ago had sent carrier-doves to tell them help would come; but that was weeks before, and no help had come. How could they, starving, hold out for perhaps weeks more? But the iron-souled burgher, Mayor of the city, mounted the rampart to cry in defiance of the foe, "Back, ye Spanish cowards! So long as ye hear cat mew or dog bark within our walls, ye shall know that we have food! And when the last atom of their flesh is eaten, we will eat our left arms, and save the right arm to

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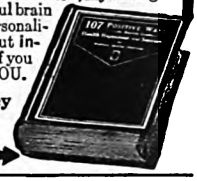

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IS IT HARD FOR YOU

TO FORGET YOURSELF?

Have certain fear thoughts become such an obsession in your life that you find it impossible to forget yourself, and in consequence you are unhappy and miserable? Are you constantly looking on the dark side of life and expecting something terrible to happen? This is due to your possessing a sensitive nature and not being in command of it. It is dominating YOU, instead of you dominating IT. It means you lack confidence and the proper understanding of yourself and your powers.

Today all such states of mind CAN BE ADJUSTED. Your viewpoint is faulty through "doubt" being present. This is a form of Inferiority Complex. You have become TOO conscious of self. It is not enough for one to tell you that your trouble is imaginative and to FORGET IT, for that is easier said than done. Yet, if you go about it in JUST the right way your limited, unhappy life can be changed. HABIT is at work in your case.

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defend our women, our children, our city and our Faith!" And down behind the ramparts the famished citizens cried out with a mighty shout, "So be it!"

The next morning the scouts reported the enemy had gone! They went out warily, fearing a trap, but the Spanish tents were indeed deserted, and great stores of food were left behind them in the haste of departure. For William of Orange had cut the dykes that held back the ocean, and strong tides were setting in over the flats, flooding the country. If the unconquerable Dutch hearts had failed, the Spaniards would have been safely entrenched behind the sheltering city walls, and the inhabitants would have been given over to worse than death.

Are you disheartened, discouraged? Why, you are fairly giving the enemy the victory! Up with your head, on with your armor, and into the conflict again! The unexpected may always happen. The only impregnable fortress is a courageous heart.

Mrs. Williams Wins Prize for Best Psychic Narrative

(Continued from page 43)

woman sprang to her feet, facing us, and exclaimed: "Tell me, oh, tell me, shall I kill myself?"

I looked at her and saw she was beside herself, overwhelmed by emotion. I seemed to open my lips to speak, when I heard a sound like the hum of an engine, and an automobile siren blew violently.

Immediately I found myself in my room, lying on my bed. Looking around, my glance fell on the window. The moon was shining brightly and by its rays I observed that I was alone. I rose, went to the window, looking amazedly at the twinkling stars. I put my hand outside and felt along the window-sill. It was absolutely dry. I could scarcely believe there had been no rain whatsoever. The following morning dawned clear and bright and I went about my work. The weather continued fair and clear for more than three weeks. Then one morning on my way to work I observed that the sky was overcast and by evening it had settled into a steady downpour. Streets were flooded; planks were put from curb to a distance in the street. I was absorbed for the next few days in getting back and forth to my work and had put the dream experience into the background of my mind.

One day while waiting upon two ladies I felt an irresistible impulse to look around at another customer who had just entered and was examining some dishes near my table. I was greatly agitated, when I recognized her as the woman who took part in the domestic scene I had witnessed. Without a doubt, there she stood. My hands trembled as I made out the sales slip for my customers. When she saw that I was disengaged she came up to me and asked me if I thought the firm could give her work.

I asked her if she was badly in need of work and she said she had been working at a down-town store but would rather find a place nearer to her home. Then she told me the whole story—that she had decided to take her children, leave her husband and make a home for them herself. She said it was utterly impossible for her and her husband to live together any longer; that the boy (whom I had seen in my astral visit) was her son by a former marriage and the younger children were her second husband's children. She said his intolerance toward her boy culminated in a distressing scene, and that he had forcibly put him out of doors.

"Put him out of doors!" I echoed.

"Yes," she said, "and it was one of those very rainy nights we have just been having."

"Did he let him come in when he saw it was pouring?" I asked.

"Indeed he did not," she replied. "And, worse still, he has not let him come home since."

I learned from her that some of the neighbors had given the boy shelter that terrible night. I kept in touch with her until she was settled in her new home. The last time I saw her she was in good spirits, and I took leave of her, feeling comfortably assured of her future.

The above narrative is accompanied by an affidavit sworn to before William Kennedy, Notary Public of the county of Los Angeles, State of California, on January 28, 1928.

Mrs. Margaret Prischl, of Huntington, West Virginia, writes:

About three years ago, after finishing my household duties I lay down but could not sleep. I felt myself going away, and found myself in a strange place—a home, very poorly furnished. Looking around, somewhat bewildered, I saw a black casket in the room. I went over to it, and looked in. There lay a woman, with heavy, black hair, square, strong face, rather fleshy body. She had a baby in her arms. There were candles burning by the casket, so I could see her very plainly.

Somehow I learned she had died in childbirth and that she had six little children left. While I stood there I asked myself what her name was. It came to me that her name was Julia and that she was thirty-four years old.

All the while I wondered. "What did I come here for? What do I want here? I want to get away." Immediately I was myself again.

I related my experience to my husband, and he only laughed at me.

Next day I picked up a Hungarian newspaper and on the front page appeared the sad news of Julia Zsabo dying in childbirth at Logan, West Virginia (that is 75 miles from here), leaving a husband, mother and six little ones. Two weeks later friends came to visit me from Logan and began to tell me all about the big funeral, and I interrupted them and asked them, or rather, told them about all the candles burning and how she held her baby in her arms. And they exclaimed, "Why! Were you there?" And I hardly knew what to say, because in a way I was there and in a way I was not.

The above statement is accompanied by

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an affidavit testifying to its truthfulness and sworn to before Everett L. Miller, Notary Public of Cabell County, West Virginia, on December 14, 1927.

Other impressive narratives of psychic experiences of readers who sent in reports for this contest will appear in the May issue of PSYCHOLOGY.

THE prize of Ten Dollars, offered for the best letter commenting on the fiction narrative, *Believe It or Not,* by Anna L. Newsom, in the December number of PSYCHOLOGY, is awarded to Miss Olive Allen, of Norden, California.

Miss Allen's letter follows:

THE high-light in the story, *Believe It or Not,* lies, so it seems to me, in the stressing of the idea of arbitrarily helping someone, and in this instance many of the artifices of hypnotism were resorted to, to gain results.

No one *helps* anyone. Help is God-given, and comes only in answer to individual keen desire, leaving out the "Perfect Rest's" of Madam's formula.

When one is resting, one isn't striving, and it's the quiet striving of the *n*th degree sort which totals results, and it is beside the mark that details aren't always as we picture them.

Almost anyone will testify that the Giant within arises only in the stress of reaction to some transcendent emotion, with rest entirely lost in the mêlée.

In extreme cases *Help* comes quickly in answer to keen desire, so strong it enables one to fairly taste it, and blinds to everything but the goal.

In fact, it is glorified prayer, the kind that makes the tongue heavy with silence and fills one so completely with longing as to make bursting seem possible.

If one examines the process, the fact is forced home that negative thoughts don't exist at such times.

The sister's *desire* was the magnet which drew the reporter's service, and she in turn drew her experience from desire.

Doubtless Madam also quoted, "Ask and it shall be given you; seek and ye shall find; knock and it shall be opened unto you." The story-weaver was out for satisfaction for herself, and she got it regardless.

One wonders when it will be in order for humanity at large to step forth and unashamedly face the fact that the things they do or leave undone, are first, last, and all the time, a vehicle for gaining satisfaction for their ego, and that it is right that is so. One must take exception to the idea of it's being a *help* to mate two humans as far apart in the social strata as the two in question apparently were.

Tragedy lies that way, and when it does so occur, one must still consider that the ones concerned are in all probability gaining important lessons, no doubt in answer to known or unknown desire.

The time seems to be at hand for dissemination of the primary rules of occultism, and possibly experiences, such as the story sets forth, will be as common as Radio ere long.

Madam could have "Ah-h-h-oo-oo-oo-m'd" till the crack of Doom without results, if the gathered people had not gone to her in quest of a *desired* thing.

It's thrilling to contemplate the things the future doubtless has in store for all of us thru the Magic of Desire.

A Review of *Understanding Human Nature*

By Alfred Adler

Translated by W. Beran Wolfe, M. D.

ONE of the most helpful books of the year in the field of psychology is *Understanding Human Nature,* by the illustrious Viennese psychologist, Dr. Alfred Adler, translated by Dr. Walter Beran Wolfe and issued by Greenburg Publisher, Inc., New York. It is a treatise covering the salient points of the school of Individual Psychology, of which Dr. Adler is the founder and apostle.

Individual, or Social, Psychology, deals primarily with the Inferiority Complex and its various ramifications in human life. Living, according to Dr. Adler, is fraught with the sense of inferiority from infancy. In every child may be observed, together with his sense of weakness and dependence, the inherent striving for dominance. The determination to push himself forward into the limelight only makes greater the child's sense of inferiority and this in turn, makes his determination to attain his goal more ardent.

In every human being the urge for the achievement of a goal in life "is not only a philosophical assumption but actually a fundamental fact." And this urge, or striving for power, becomes greater according as the sense of inferiority is more or less. The feeling of inferiority is but a spur which gives birth to a definite idea of a goal with which to cover its inferiority. It is a mechanism, "with which the soul attempts to neutralize the tortured feeling of inferiority."

"It is our duty," says Dr. Adler, "to readjust the false perspectives with which the individual wanders thru life. A new viewpoint in itself is of great value to the perplexed, since from this he learns that he has gone astray." To this end is *Understanding Human Nature* dedicated.

"We must not blame the bearer of a physical defect, nor a disagreeable character trait," Dr. Adler writes, "for his indignation. He is not responsible

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for it. We must, indeed, admit his right to be indignant to the last limits and we must be conscious that we bear a part of the common blame for his situation." And further, "We approach such an individual—not as a degraded, worthless outcast but as a fellow human being. We give him an atmosphere in which he will find that there are possibilities for feeling himself the equal of every other human being in his environment."

In the chapter on Sex Dr. Adler gives to the new woman, the "emancipated" woman, staunch support.

"Masculine dominance," he writes, "is not a natural thing. Men who like to believe that their privileges and prerogatives are determined by nature will be surprised to learn that men did not possess these prerogatives from the beginning, but had to fight for them." "There is no justification for the differentiation of manly or womanly character traits."

And, further, in explanation of the revolt of modern woman in her definite and determined fight to place herself on the same plane with man: "The whole history of civilization shows us that the pressure exerted upon woman and the inhibitions to which she must submit today, are not to be borne by any human being; they always give rise to revolt.— So long as we cannot guarantee every woman an absolute equality with man we cannot demand a complete reconciliation with life, with the facts of our civilization, and the forms of our social life."

As to the much discussed subject of dreams and their heretofore intricate analysis and explanation, Dr. Adler says, "The dream is like a column of smoke which shows that a fire is burning somewhere." "This peculiar phenomenon which occupies our thoughts during our sleep is nothing more than the bridge from yesterday to tomorrow," and—"it is the general attitude toward life which is at the basis of all dreams." These can be successfully interpreted when we can find "additional supporting evidence in other characteristics to substantiate our interpretation of the dream."

Dr. Adler's conception of the duty and sphere of every individual is to be a "true fellowman," and his contention is that to do and to be this it is necessary to "understand human nature."

A word of special appreciation must be written for the skilful work of Dr. Wolfe as interpreter and translator of Dr. Adler's book. Dr. Wolfe studied medicine in Europe and was for some time directly associated with Dr. Adler in his work at Vienna. He is now living and working in New York carrying forward in his own clinic the Adlerian principles and methods.

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The Ministry of Forgetfulness

To make a long story short, I taught her the necessity of forgetting, of adjusting herself to life as it then was, of looking for beauty, interest, service, work and love! So complete was the cure that she became an active and beautiful personality once more and a year later I received an invitation to her wedding. Blessed be those who forget, for they shall live in the opportunities of the present and the hope of the future, unshrouded by the dead past.

Fruitless also is it to worry constantly about past failures and errors. We have all failed at times. Let us remember those past incidents only as incentives to nobler aspirations and loftier achievements in the present and future. No man who has ever climbed the rugged steps to success but what, if he had not forgotten his failures, would have remained at the bottom. Many men also endowed with divine potentialities have wasted their opportunities in useless and unavailing rehashing of past failures, errors and lost opportunities.

Forget the past, accept it as but the foundation upon which to build and climb toward the sunkissed summits. Walter Malone sums it all up in his splendid poem, *Opportunity:*

"They do me wrong who say I come no more
When once I knock and fail to find you in;
For every day I stand outside your door
And bid you wake and rise, to fight and win.

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Do you ask—"How can I acquire Money, Friends, Health?" Do you feel that you are not getting your share of the good things of life? Do you merely look on helplessly while others have better cars, better radios, have yachts, hosts of friends, abounding vitality, surging joys, which you, too, wish you had, but fail to possess?

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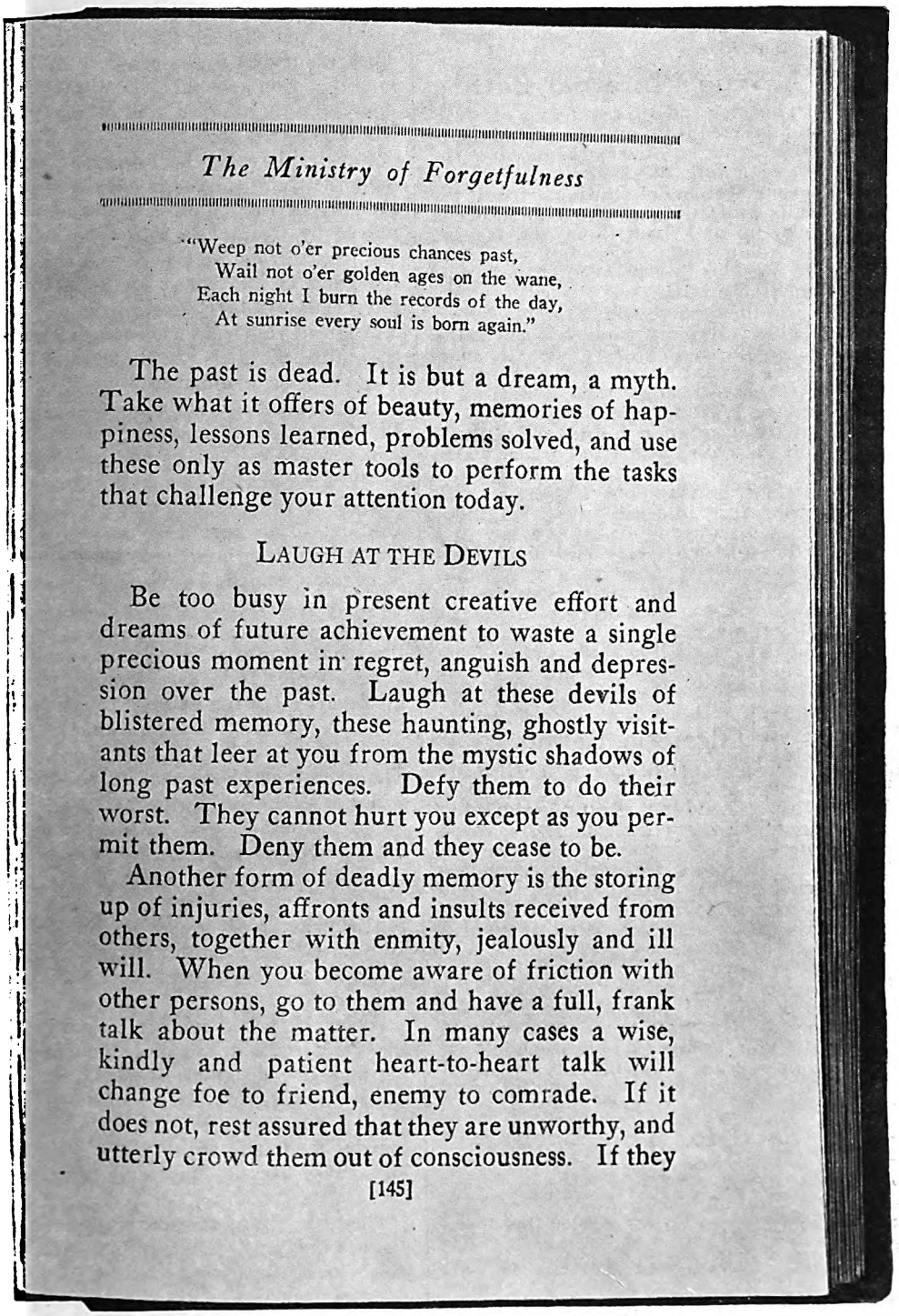

The Ministry of Forgetfulness

"Weep not o'er precious chances past,
Wail not o'er golden ages on the wane,
Each night I burn the records of the day,
At sunrise every soul is born again."

The past is dead. It is but a dream, a myth. Take what it offers of beauty, memories of happiness, lessons learned, problems solved, and use these only as master tools to perform the tasks that challenge your attention today.

LAUGH AT THE DEVILS

Be too busy in present creative effort and dreams of future achievement to waste a single precious moment in regret, anguish and depression over the past. Laugh at these devils of blistered memory, these haunting, ghostly visitants that leer at you from the mystic shadows of long past experiences. Defy them to do their worst. They cannot hurt you except as you permit them. Deny them and they cease to be.

Another form of deadly memory is the storing up of injuries, affronts and insults received from others, together with enmity, jealously and ill will. When you become aware of friction with other persons, go to them and have a full, frank talk about the matter. In many cases a wise, kindly and patient heart-to-heart talk will change foe to friend, enemy to comrade. If it does not, rest assured that they are unworthy, and utterly crowd them out of consciousness. If they

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Yet, as a matter of fact, it's more important to keep the cellar clean and airy than any other part of the house.

The colon, or large intestine, may be called the cellar of the human body. It's there the rubbish or waste matter from digested food collects for passage out of the body—only the body waste is no mere rubbish, but highly toxic or poisonous waste.

This waste can't stay in the body too long. When it does, self-poisoning literally sets in.

When the colon is normal, it acts vigorously through muscular contraction in moving the accumulated waste matter along its way and out of the body. When the colon becomes "inert" or semi-paralyzed, the poisonous waste collects in the colon, and cakes itself to the walls of the colon and in the folds and crevices, like so much concrete.

The muscles of the colon then become "cemented" and can only feebly move. More and more waste collects and hardens and soon there is left a passageway for the waste only about the circumference of a lead pencil.

The retention of the waste matter then that follows plays havoc with human health!

The poisons of the waste—the toxins of decay, fermentation and putrefaction—are absorbed by the blood. They are carried to all parts of the body. They poison your brain and nervous system and make you mentally depressed and melancholic. They poison your heart and make you weak and listless. They poison your lungs and make your breath foul. They poison your digestive organs and make you bloated, "belchy" and distressed with gas. They poison your muscles and joints and make you lame and sore. They undermine your whole health, in truth, make you old long before your time and cut years from your life.

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Unhealthy Passions and Some Nobler Emotions

(*Continued from page* 54)

quotes, making Abner feel that the Almighty looks to him to carry out that vengeance. But the whole point of that passage in the Bible is that since vengeance is the province of God himself, men should not themselves undertake the tangled task of carrying it out.

But in the play her sinister words have their effect. She is backed by the arch hypocrite, "Railroad" Jones, well played by George Barbier, who echoes her words about vengeance and coaches the gang on the safest methods to be pursued for their bitter work.

As if all this were not enough horror the third act finds the town and the gang turning against poor Nessie Sutton, in the artistic and plaintive person of Mary Carroll, robbing her of her job, turning her out of her poor room in the dingy hotel, and laying plans to strip her, flog her and run her out of Ironton. Her frantic sobs, her desolation and bewilderment are almost more than even a hardened Broadway audience can endure. Worst of all, right here the audience knows that *fact* is on the side of the novelist and playwright. Precisely this thing does happen today in American communities, North and South. "Erring" women are threatened, flogged, cast into outer darkness. The fact that Nessie had "sinned" to win her lover for Jesus and to save him from taking part in the lynching did nothing to mitigate the wrath of the citizens and of the mob. The hypocrite offers her shelter in his office—for a price—and she slaps his face. Ditmas, the rejected suitor, spirits her away before the mob arrives, and she is saved.

Abner himself has been flogged by the gang for side-stepping the lynching and—for the cause of his defection is discovered—for his seduction of Nessie. He comes back to town, shotgun in hand, and with Ditmas's backing, saves Nessie—and duly marries her.

Theirs is the second marriage of the play. Slinking Zed Parrum has, at the play's beginning, been forced into a shotgun marriage with "Pearlie" Tolbert. He is stopped by her irate father as he is about to run away and, at the point of the shotgun, escorted to the courthouse and compelled to wed the drooping victim of a too ardent passion.

And here we have the whole, and the wholesome, significance of the play. Too ardent passion! Passion running away with reason. The men are irra-

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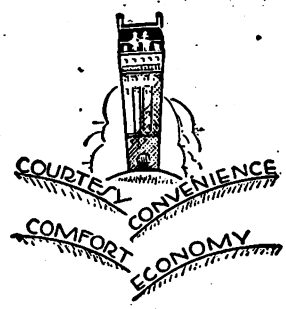

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tionally passionate in their wooing; the believers are irrationally passionate in their believing; the lynchers and floggers are irrationally passionate in their vengeance.

Worst, most sorrowful of all, innocent "John," faultlessly played by James H. Dunmore, is himself hanged to the "same tree" that took the life of "Peck." Fortunately the audience does not have to witness that hanging or even its preliminaries. But—again proving that even Broadway has a soul—the audience gasps with pity and dismay as the announcement is made that John has been hanged—for his efforts to shield Abner and Nessie.

So here is, perhaps, the "great American play." The question for us all is—"What are we going to do about it?"

Believers and unbelievers, Northerners and Southerners, evangelists and citizens—can we not decide to submit our PASSION to the dictates of *reason!*

The Royal Family

(*Continued from page 54*)

The Royal Family by George S. Kaufman and Edna Ferber, which Jed Harris is producing at the Selwyn Theatre, deals pleasantly and lightly with the theme. The "royal" family is a family of stage folk. For generations the name of Cavendish has stood for the best in the theatre. The grandmother, Fanny Cavendish, portrayed by Haidee Wright, is planning a new road tour altho she has been seriously ill. Her daughter, Julia, with Ann Andrews in the rôle, is the star in the season's most popular play, and her son, Tony, well cast with Otto Kruger, has left the legitimate stage and is in the movies. The granddaughter, Gwen, played by Sylvia Field, has a leading rôle in another play. She is engaged to marry a young business man, Perry Stewart, acted by Roger Pryor.

Fanny Cavendish had married an equally famous actor who is now dead and her life had been happy. Julie's first marriage was unsuccessful and she is on the verge of another. Gwen is her daughter. Perry's mother is giving a tea for Gwen—but her manager insists that she be at a play reading. No objections can be listened to. The theatre must come first.

Perry refuses to understand. He leaves her angrily

Then comes the break. Gwen tells her family that she is thru—thru with the stage forever. Her mother encourages her: The stage demands too much. Always has she stood the hectic, exotic life—always a dozen things to be done at the same moment—always rehearsals, always openings, always plays morning, noon and night.

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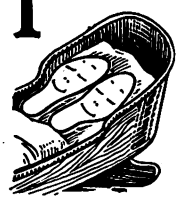

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Always helping her brother out of some scrape. She is sick of it, tired of it—she hates it—she will never go on the stage again. The maid announces it is eight o'clock and she dashes to the theatre!

But Gwen does desert the stage. Julie plans to after her marriage. She marries Perry and a year later a baby is born. When the baby is two months old she comes back to the family home radiantly happy and announces that she is going to "have a marvelous part that is to last just five alternating weeks with the Theatre Guild. Perry will be away on a business trip for three weeks and he doesn't mind." At least not enough to forbid.

Her manager is there with a new play. He gets Gwen in a secret tête-à tête and we feel that he has put his deal across. Tony blows in from Europe keenly excited, and after hastily kissing them, pulls out a new play which he has bought "a whale of a play and it takes two nights to produce." The family gather around as he plays the tunes—all but the two business men—one a husband and the other soon to be.

The curtain falls on the last act as Julie hesitatingly asks her manager "just to let her look over the new script."

The Queen's Husband

ROBERT E. SHERWOOD, who last season gave us that delightful play, *The Road to Rome*, has a new comedy on Broadway, *The Queen's Husband*, which also deals with the thoughts and actions of kings, queens and princes. In what little substance there is to this comedy, government is depicted as rather much of a joke. Roland Young as the pleasantly disinterested king strengthens many of the weak spots in the drama.

The king is a mere figurehead but on two notable occasions he grabs the reins of power and wields them to his own satisfaction and the great advantage of his subjects and his daughter.

Checkers are more interesting to this king, who must resort to humorous strategy to keep from doing things he doesn't wish to do, than playing as if he were somebody. Kings seem quite worthless to him anyway. Dominated by his wife, the queen, portrayed by Gladys Hanson, dominated by the powers in the kingdom, life is unimportant. Twice he rises and we see evidences of real power: when he refuses to permit the rulers to train the guns on his subjects during an uprising and when he cleverly and humorously prevents the marriage of his daughter, with Katherine Alexander in the rôle, to a neighboring dissolute prince, perfectly cast in Dwight Frye, whom she hates.

We feel that Mr. Sherwood has dealt rather inadequately with this subject, but on the whole it is a nice, mild comedy.

Our Betters

THE two featured players in W. Somerset Maugham's comedy, titled significantly, *Our Betters*, distinctly carry this otherwise idea-less play thru its three acts. Not that it is uninteresting, for in spite of its froth it is amusing to watch the characters portraying the nonchalance of British aristocracy. The characters are stereotyped. One has seen them in so many books that one is convinced at last that so far as English society goes one can never look for the unusual, or any variety.

The star is Ina Claire, who, of course, makes an excellent Lady Grayson, and is a bit bizarre, inasmuch as originally she was an American and married an English title. Her Americanisms cannot quite be overcome, tho her pronunciation is faultlessly British, and, after a manner, she has acquired considerable English characteristics.

But to Constance Collier, as the Duchesse De Surennes, one must bow as a co-star, even if not so designated on the program. Her inimitable histrionic ability is given adequate opportunity in the jealous, suspicious rôle of the lady benefactress. Her young lover is tied, and quite willing so, to her train by her vast wealth. And thru this circumstance many very humorous situations are developed.

The better class, socially, seems to be made of the same common clay that the great class of mediocres are composed of. There is the same philandering, the same intrigue and cunning, the same temptations and subterfuges. Among the various comments made on the fact that as a class they are rude it was remarked—"The right people *are* rude—they can afford to be."

In the main, *Our Betters* offers a pleasant and amusing evening's entertainment.

These Modern Women

WITH a facetious title that almost puts "Naughty Naughty" after it in parenthesis, *These Modern Women* proceeds to exploit the season's favorite trite-ism—modern marriage, infidelity and the outcome. The outcome in this case is a bit novel in that the "affair" (the husband's secretary) gets the husband, and the wife is left alone with her modernism. The lines entertain, however, and the theme has its inevitable appeal and provides the stuff for subsequent conversations.

Chrystal Herne, who did well last year in *Craig's Wife*, has the part of the wife, Roberta Watson Coakley—Miss Coakley—who takes everything her husband has except his name. She overacts an exaggerated part antagonizing her audience so that even her closing hysterics evoke no sympathy.

(Both writers and actors these days might do well to credit their audiences with a little more sensitiveness to the meaning of written and spoken words. There are many who understand comparatives as well as superlatives, and question marks as well as exclamation points.)

Minor Watson as the husband, a partially successful author losing his foothold because he is disturbed by his wife's outside interests which range from politics to men, overemphasizes his own crudeness and lack of the social graces until it is impossible to think of his being loved by any woman. Helen Flint in her portrayal of the modest secretary who is in love with him is a relief with her quiet naturalness.

In spite of a few surface faults, *These Modern Women* more than justified its short existence by its interesting comparison of the real modern woman with the one who only plays at being modern.

Roberta, the wife, the play infers after it has held her up to ridicule thruout three acts is, after all, not the real modern woman. She is only one of the many selfish women of today who are nourishing their vanity by attempts to be famous outside of their homes, to overshadow their husbands, to bear a child perhaps for the experience of motherhood and spend the rest of their days neglecting it and to make a "success" of marriage preferably in the most unconventional way possible. She is primarily a publicity seeker and a pretender who cannot be a sport when the time comes to test her theories.

The real modern woman, on the other hand, it is inferred, is typified by Annabelle—intelligent enough to support herself and her two younger sisters and to write and sell stories to *Harper's Magazine;* courageous enough to be unconventional and take the consequences; and feminine enough to want to help the man of her choice to his goal instead of obscuring it with a thousand of her own.

As a tribute, the play gives the victory to Annabelle.

Marriage on Approval

THE device of "trial marriage" is scathingly but ineffectively attacked by Michael Kallesser in an old play of his, refurbished, called *Marriage on Approval*, at Wallack's, where it probably will remain very briefly.

Capital acting by Phyllis Povah as the "trial wife" and an endearing per-

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formance by Lawrence Leslie as the friend are wasted on a rather preposterous play, padded with hokum and badly motivated. All of Mr. Kallesser's characters behave as if there were no such institution as divorce in the world.

Think Your Way to Power

(*Continued from page 48*)

developed later into a rough, preliminary drawing, down to the hanging of the last drape or the driving of the final carpet tack, came into existence first as a thought. Every house, every hamlet, every village, city and nation that has gone to swell the history of mankind, with all their great wealth of life and varied activities—each and all of them originated in the human mind.

The power of a human being to think is the greatest power in the world! A thought generated in the mind and impelled outward by an intense Wish, or Desire, and sustained thereafter by an abiding interest and confident expectation, cannot fail of its purpose. It goes swirling on its way into the cosmic world about it, gathering together everything it needs of men and means for its fulfillment.

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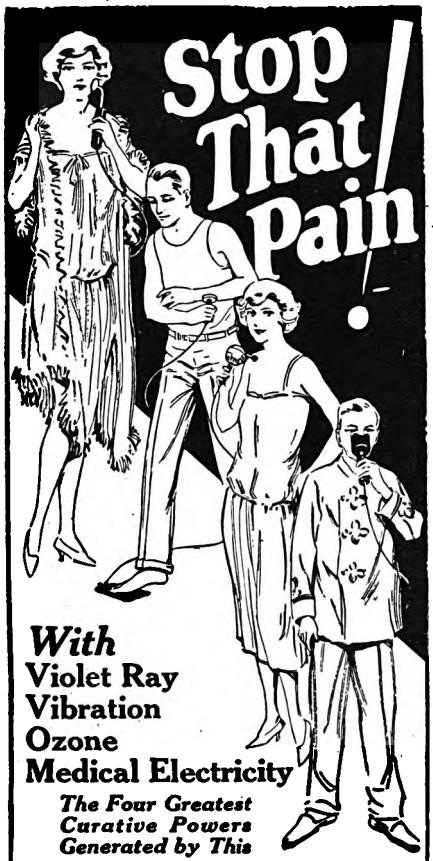

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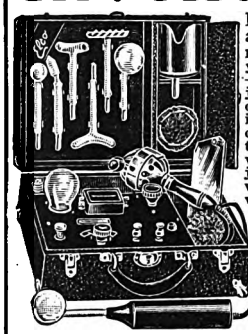

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It is not Wishing but Working; not alone Dreaming but Doing. You must put the force of your personality into your life's purpose. Put your Self back of it. The essence of your very soul must go into it.

What Can We Do for You?

(*Continued from page 52*)

here. If I had been able to stay in the west last summer I know I could have won his love. I shall be very grateful if you will advise me regarding this matter.

ANSWER:—

It is possible that he cares a lot for you and, not having sufficient funds to marry, dislikes to tell you about it. I certainly would write a real love letter to him and not leave any doubt in his mind concerning how much you care for him. This will give him an opportunity to state how he feels. If he dose not love you and has found another during your absence, the sooner you find it out the better. And if he has, I would go out more than usual and try to throw off all thoughts of him. To get rid of one thought we must substitute another, so if you find out he does not care, just go with other young men, even tho you do not specially care to at first, and thus let the substitute fill in the blank in your life.

I do not think you will get very far with thought transference in such a case as yours. If he were not receptive to it it would be like hammering away at a stone wall. There must be a unity of purpose, harmony and re-

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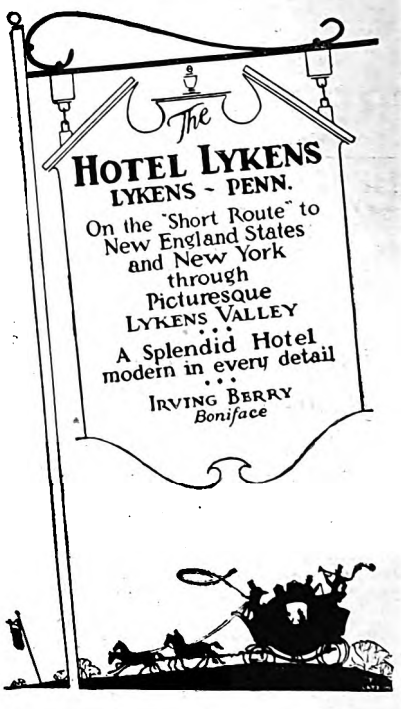

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ceptiveness, for thought transference to work.

QUESTION:—E. H. writes:—

Please let me break into your columns for a little advice. I have always had a strong imagination which from time to time has led me into the inventive field. But, as you know, it takes time and money to develop these things. Do you think I should seek employment where I would be able to work on new ideas? Where could I get such employment?

ANSWER:—

It depends upon the nature of your inventions as to just what form of work you should take up. If they are along purely mechanical lines I suggest that you procure work in this field so that you may broaden your knowledge and thus be better able to use your talent in a more scientific way. I do not know of any place you could fit in as you suggest merely to work on new ideas. Of course large concerns, like the big electrical companies, do have men who are employed only for the purpose of improving on production and devising means and methods to speed things up and save money. But such men are graduates of some technical school and possess unusual ability as well.

The average inventor is skeptical of others and will often pile up inventions and keep everything very secret, not daring to speak to an outsider about it for fear his invention will be stolen. But the truth of the matter is where one hasn't money to finance such things himself, he might better take a chance and talk things over with some one who might help him. He might occasionally lose out, but if he put over just one good invention it would pay for all his losses.

QUESTION:—I. A. K. writes:—

As a reader of PSYCHOLOGY I learn that you answer readers' questions, so here is mine. I am a boy of sixteen, but have read a great deal of psychology and its work on the human mind. I strongly desire things that it says will be mine if I do this and that. I have tried to use this knowledge and in many ways find it wonderful. But I wish to ask you a question which I hope you will answer and will encourage me what you can. In my boyhood days I was never bashful, but since I have grown up and am in my senior year at high school I have suffered a great deal from it. I have a hard time to act natural. I am large and strong for my age, good-looking and all that, but somehow or other I cannot look people squarely in the eyes. It makes me feel that their eyes are boring into me on account of my appearance, or ways, which I know is only imagination. I also have a hard time talking to people and making myself understood. In other words, I lack confidence.

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ANSWER:—

I am sure your trouble is that you are just naturally a little sensitive and perhaps you have grown rather rapidly during the past year or so and this has called your attention to self more than usual. At your age there is a change going on, as you pass from boyhood to manhood, that is quite likely to make young men think about themselves more than usual. And when a boy begins to think about himself it soon becomes a habit. Thus you have settled on certain things which make you more embarrassed than others. You are taking yourself somewhat too seriously, are too anxious regarding the opinion another has of you, and thus in looking at another, or in speaking to a person, your thoughts are divided between yourself and the things outside of self you are supposed to concentrate on. Try hard to direct your thoughts away from self—outward instead of inward. You have a good, active type of mind, and if you will just get away from introspection you will get along nicely in life.

I suggest that you get into athletics and harden yourself mentally and physically, for this will help your sensitiveness and you will then reach a state where you are controlling and directing it, instead of its controlling you. If you will just continue to study and use psychology in connection with life you will gradually drift out of your present state. A few more years will mean manhood and I am sure you will by then be a real man.

QUESTION:—I. B. writes:—

This evening I was so depressed that I looked everywhere for a little inspiration and certainly I have gained much by reading PSYCHOLOGY, and a load was lifted from me when I saw your column. So please will you help me in my problem? I am a girl of seventeen and my bad side is winning (by bad I mean stupid), the other side is—I'm NOT stupid. I can talk with anyone, but my mind wanders, I cannot get my thoughts into sentences—that's what I guess is the trouble—I'm too imaginative—I have wonderful ideas, high aspirations, intelligent views—but why? why? why? can't I make them realistic? Why am I different? Others graduate from high school, others have a future. I cannot dare expect to have a "future." I have nothing to rely on. I love to write stories, but I start them and they never have an ending. I begin to think I am a complete failure. By a failure I mean one who has brains but can't use them. I go to high school and by the looks of things now, if I stay, I'll keep going until heaven knows when. I have come to the conclusion that I am hopelessly, helplessly and disgustingly stupid. No one knows this as well as myself. I have kept failing in school, but have made up my mind to stick, and have. If I didn't study it would be different, but I do. And when it comes the end of the term I find that I am failing in two subjects out of five. I just can't get out of high school. This is one side of it. I am fighting, but nothing seems to come of it. All I do is drift, drift, never accomplishing anything. I am not pessimistic, but jolly and full of humor, but not too much so to realize a serious situation when there is one. I love to be happy and hate to be troubled with serious things. I don't want to take a business course, it is too technical for me.

ANSWER:—

You have a good mind, but lack concentration, are impatient, slow to grasp the underlying principles in connection with your studies, and have too poor an opinion of yourself. If you will strive to adjust your viewpoint of yourself and life, develop more confidence, control, positiveness and concentration; you will come thru your struggle with flying colors. There is a difference in people as far as receptiveness and ability to absorb is concerned, and it is not fair to compare yourself with someone who has more natural ability along such lines, and thru it indulge in self condemnation. Such a type as yourself when she once does grasp a subject is more likely to retain it than the other type. You should also school yourself to meet some of these hard things in life willingly, and develop system. You do not wish to take a business course because it is too technical, yet we must be technical, methodical, and systematic in life or we will be failures. You dislike discipline, yet it is a thing you really need to help round out your life.

You are very young, still in the developing stage of life, and you must not expect too much of yourself, for you are just a little slower in developing than the average girl. This will not be noticeable a few years from now if you will go ahead and do the best you can.

There is a sort of dual personality in all of us. We have a good and a bad, a strong and a weak side, and these two often come in conflict. This is for the purpose of developing strength and character. If we had no resistance to meet and everything in life went along smoothly, we would soon have spines like jelly fish. Remember that the worth-while things in life require a lot of effort, and it is only thru hard fighting that we make them ours.

QUESTION:—Marillyn writes:—

The PSYCHOLOGY Magazine has greatly helped me. I have learned to look at life from an entirely different perspective, and it helps wonderfully. My intention is to finish my business course and then to enter the commercial world. Beside this, I would like to write. At times the urge to put my thoughts on paper is difficult to suppress. Reading, studying and analyzing human nature—these are real interests. If the real test of your fitness for any work is that you are happy in it, that alone is sufficient encouragement for me. However I would like to know what you have to say to me. Please remember, my aim is not high and my expectations not great. My age is twenty-one.

ANSWER:—

I am sure you will succeed, for you are not expecting too great things from your writing, nor do you expect to succeed in a minute, as many do. I would try to have my business life such that my writing would be of service to me, for this would give you more practice and you know practice makes perfect. There are splendid positions to be had as correspondents and secretaries, both of which would develop you along the line you love.

QUESTION:—W. S. B. writes:—

I am a woman thirty-three years of age, of an emotional temperament and high-strung. I am unmarried. My environment is not all that I wish it might be, for I am surrounded by people whom I have little in common with and they get on my nerves. I have no close friends, therefore find it difficult to indulge in things of a social nature. Of late I have been troubled with frequent urination, being obliged to get up two or three times at night. I have been examined and physicians find no kidney trouble or organic disease. What would you suggest?

ANSWER:—

Your trouble is undoubtedly due to nervousness. You have not lived a natural life and your emotional nature has had little expression. Being of an emotional temperament I presume you are suffering some from repression. Marriage would help you. But you can find ways of expressing emotion other than thru sex life. There are four ways of expressing emotion—thru work, play, sex and religion. Where there is little expression, emotion accumulates and one soon becomes tense and overloaded with emotion, quite the same as a boiler without a safety valve would become overloaded with steam at times. This carries you near to the breaking point. Your frequent urination is a symptom of nervousness.

If you would break the habits of living you have formed and force yourself to indulge more in forms of recreation and play, I am sure this would lead to other things which are essential to your health and happiness. I am afraid you have given in to the adverse environment to too great an extent. I find there is usually a way out if one is determined. You have gotten into a rut. Put yourself out to make friends, express more love in your life, and it will not be long before

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QUESTION:—K. S. writes:—

The interest PSYCHOLOGY takes in its readers reveals itself so clearly in the *What Can We Do For You?* column that it encourages me, too, to come for advice. I take care of a seven-year-old boy, the son of a very rich father, the youngest of four children. He is very well developed for his age, is a few pounds overweight, and has the best care, food and regular hours. In school he does pretty well. He has been under my care fifteen months, in which time I have tried sincerely to increase his knowledge thru reading matter appropriate for his years and mentality, explaining everything he needs to have explained. His older sister, nine years of age, is a playmate of his. She too does pretty well in school, but no one could call them "brilliant" in any way. Lately the boy indulges in talking "baby language" and acting like a silly four-year-old child. As I am very much against it I tried to break him of this habit by appealing to his "big boy-ishness," without avail. To show him tenderness brings an attack of infantilism; to be strict, brings the violent tears of hurt feelings to his eyes. He is a regular cry-baby anyway. I don't want to appeal to his father for interference, as the boy adores him and would be hurt very much if the father reprimanded him. The matter is not taken seriously by the children. Both parents show tenderness and kindness to the boy, to the same extent as to the other children. As I must confess inability to find the right way in handling this matter, I appeal to you for help.

ANSWER:—

Your situation is a trying one, but what we are most interested in is—how can we help the boy? Each year he is growing up and forming habits, good or bad, which will to a certain extent mold his future life, so it is really very much worth while to try to straighten out his life.

I wonder if you could take the older children into your confidence, without the boy knowing anything about it, and tell them how unreasonable this babyish attitude the boy assumes is, and that you want them to help you play a game in which you will all make it a business to change the boy's attitude. Undoubtedly the boy thinks that

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this "baby-talk" is smart, or that it amuses others. I think it would be well for the other children to do things to shame him when he indulged in the "baby-talk" and if they do, and he sees it does not go over big, I am sure he will stop it. If some such thing as this fails, I would try some form of simple punishment, and would hold him to it in spite of his tears. I would certainly tell his father of it, for he wishes to be proud of his boy and have him a real man when he grows up.

QUESTION:—G. E. U. writes:—

Dr. Leavitt, for years I have been in a nervous, rundown state. My trouble seemed to begin with the birth of my first child. At that time I had a hard time and childbirth was followed by an infection and I at one time during the period was given up to die. Slowly I partially recovered and after eight weeks was able to go home and attend to a little work. But I have never been strong since. I have been examined by a number of physicians who tell me there is nothing organically wrong, but say it is only my nerves. I have taken the different remedies they have prescribed faithfully, without any apparent results. I am now in a very discouraged state and unhappy. Isn't there any way of coming back and becoming a helpful mother and wife? I have been a great expense to my husband for years.

ANSWER:—

Sensitive women are impressionable and this is really back of your downfall. Such an experience as you had, caused you considerable anxiety and you drifted into an overserious, nervous state at the time, which became a habit with you. Your confidence in yourself and your power to get well have been weak ever since your recovery, for your faith was badly shaken during the time you were hovering between life and death. This means that your attitude has been one of fear, of pessimism; both of which are depressing to you physically as well as mentally. You write that you have reached a state of extreme depression and this means that you feel hopeless. Without hope and faith you cannot expect to recover.

My opinion is that there is no doubt that you can regain your strength and be happy. But, certain changes must take place for this to happen. The first step must be for you to believe this is possible. This will open the doors to those factors which you are in need of today, the greatest of which is a mental stimulation to awaken functional life and start it into stronger action. It is impossible for the body to be strong and healthy and the mental attitude depressing. Read some stimulating books, try to throw off the overseriousness, get out among people and away from that depressed self as much as you can. Look up, not

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ANSWER:—

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Don't Nag!

(*Continued from page 24*)

shoes required a shine. New desires concerning my personal appearance had been created when I anxiously wanted to please the whimsical fancies of some adolescent girls. Nagging did not bring about this new interest of mine, but rather a new desire in my life.

A new motive may become a life-long hope fulfilled in the second generation. Years ago there was a young woman from the remote farms in this state, that walked down the avenue of a small village, past a college. On the steps of the college there sat another young woman whom she had never met. But that picture of getting a college education was burnt into her mind. A new desire was kindled. Early marriage prevented this farmer's daughter from fulfilling this wish in her own life. This yearning for a college education she transferred to her children. Even when she became a widow and had her two children to provide for, she took in washing, she worked early in the morning and late at night, in order that her two girls might obtain a college training which she had wished for herself as a young woman.

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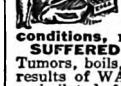

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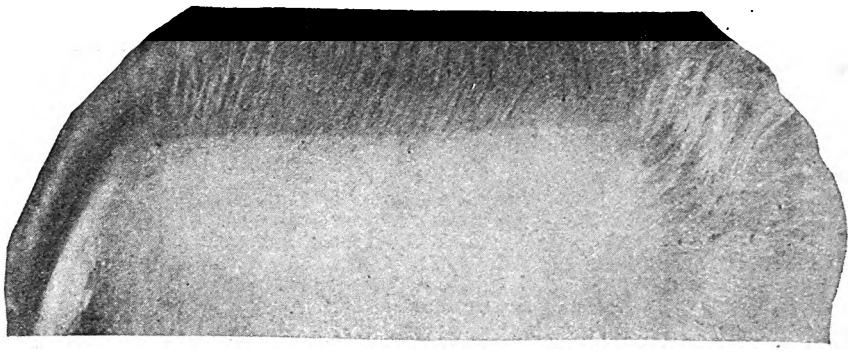

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