PSYCHOLOGY

·Health · Happiness · Success·

APRIL 1929 25c

In This Issue

The Gospel of Health

Scolders

The Mind of Mussolini

Brainy Men and Silly Women

Team-Play in Business

Guarantee–

New hair

grown quickly

or no pay—

Free trial–
***mail coupon below*—NOW!**

The amazing story *of* INFRA-RED RAYS

Now at last—through the electric magic of Infra-red Rays—Science has found a startling way to grow new hair quickly.

No matter how fast your hair is falling out, no matter how much of it is gone—this is our guarantee: This amazing new electrical discovery will end your dandruff, stop falling hair and grow thick, luxuriant new hair in 4 weeks—or you pay nothing! You risk nothing. You are the judge—your own mirror will furnish the astounding evidence.

Famous Surgeon's Discovery

All observant men have noticed that their **beard** grows faster in hot weather than in cold. What causes that?

Simply this: Heat rays **of a certain kind** that stimulate and vitalize the hair-growing tissue.

Two years ago a noted surgeon, seeking to bring back his own hair—applying all his scientific knowledge to the problem—made a remarkable discovery. It is the first time a scientific man of his standing has ever entered this field of helpfulness.

He discovered a simple way in which to use life-giving invisible heat rays—known to all scientists—to restore health and normal conditions to the scalp tissues and so RESTORE HAIR in all but certain rare instances. It ended his own baldness. Today his hair is unusually thick and luxuriant.

Called Dermo-Ray

Because of his scientific conservatism and his standing in his profession, the discoverer of Dermo-Ray made no general announcement of his startling discovery. But, as the head of his own hospital, his own case records—with hundreds of men and women—proved scientifically, conclusively, that this new discovery grows hair, when nothing else will—grows hair, ends dandruff, in NINE OUT OF TEN CASES. Now that the amazing power of Infra-red Rays is known to the entire scientific world—and DERMO-RAY has been proved to be one of the most startling scientific discoveries of recent years—now for the first time, has Dr. Theodore H. Larson permitted public announcement of his discovery to be made.

Infra-red Rays Reach the Roots

In nine out of ten so-called cases of baldness the hair roots are not dead. They are only dormant. But when you try to reach them with hair tonics, oils massages and salves, you are obviously wasting both time and money. For you treat only the **surface skin—never get to the roots.**

Rough Diagram Suggesting: **Left** *—the long-wave Infra-Red rays; right—short-wave* **Ultra-Violet.**

Your own physician will tell you that the warm, soothing Infra-red Ray penetrates more deeply through human tissue than any other harmless heat-ray known to science. It reaches the hair root and electrically, almost magically, **revitalizes** it. Hair literally "sprouts" as a result.

Send No Money

You can use DERMO-RAY in any home with electricity. The warm, soothing, Infra-red Rays vitalize your scalp while you rest or read—a few minutes each day is all the time required.

In four weeks you will be free forever from the social and business embarrassment of baldness—or you pay nothing.

Complete facts about this astounding new scientific discovery, opinions of authorities, incontrovertible evidence, and details of special trial offer will be sent free, if you mail the coupon below. To forever end your scalp and hair troubles, act at once. Print your name and address plainly—and mail the coupon NOW.

----FREE TRIAL OFFER----

THE LARSON INSTITUTE,
216 North Wabash Ave., Dept. 522
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Send me at once without obligation, full particulars—in *plain envelope*—of your 30-day Free Trial of DERMO-RAY.

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A Coupon That Has Meant Real Money To More Than 20,000 Ambitious Men!

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L. D. Mather,
East Cleveland, Ohio

OVER $10,000 A YEAR
"When I started the N. S. T. A. course, I was making $160 a month. Today my salary runs into five figures."
R. B. Hansen,
Akron, Ohio

National Salesmen's Training Ass'n
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Without cost or obligation, please send me your book, "The Secrets of Modern Dynamic Salesmanship," also full details of your guarantee of additional earnings while learning.

Name .....

Address .....

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

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

$1,000 A WEEK
"Before taking the N. S. T. A. course, I was making $200 a month, but could see no future. Last week my earnings amounted to over $1,000."
O. D. Oliver,
Norman, Okla.

Who Else Wants to Raise Their Pay 700% or More?

Can It Be an Accident When Man After Man Raises His Pay—Each One Taking the Same Identical Steps? If You Are One Who Aspires to Earn REAL Money—If You Want to Get Out of a Monotonous Low-Pay Job—Find Out About this Tested Plan for Increasing Incomes. It Has Raised More Salaries than All the "Pull" and Luck in the World!

Get a Copy of This Amazing Book FREE

LET'S be practical. You want to make more money. . . . A few years ago the three men pictured above were in the same situation. They had the urge to increase their pay—but didn't know how to do it.

Take Mark Barichievich of San Francisco as a typical example. Not long ago he was working in a restaurant, struggling along on a salary that was actually as low as $8 a week Naturally he was keenly dissatisfied—but like so many other men caught in blind-alley jobs—he could see no way out.

And then something happened! A certain book fell into his hands. Between its covers he discovered certain facts and secrets he had never dreamed of! Within a short time his pay jumped to $50 a week. And today he makes as high as $125!

Your Income Multiplied or You Pay Nothing

N. S. T. A. is now offering, to every man who wants to increase his income, an amazing Double Money-Back bond that assures you a definite stipulated addition to your income, within three months after your training is completed — or the course costs you nothing. This daring offer is possible only because of the success of thousands of members. Send coupon immediately for full details.

Remarkable Salary Increase

A lucky accident? Not a bit of it! OTHER men who have increased their salaries after reading these vital facts are numbered in the thousands! For example, C. W. Birmingham of Ohio read it and his salary raised from $15 a week to $7,500 a year. . . . Wm. Shore of California made $3,000 his first 5 months . . . and C. V. Champion of Illinois became president of his company at over $10,000 a year!

The Secret of Big Pay

How did they do it? What did the book show them? Just this:—Every one of these men realized that Salesmanship offers BIGGER rewards and delivers them QUICKER than any other line of work under the sun. This vital book, "The Secrets of Modern Dynamic Salesmanship," revealed to them the real TRUTH about the art of selling. It blasted dozens of old theories and told them exactly how the great sales records of nationally-known star salesmen have been achieved. And not only that, it outlined a simple plan that will enable almost any man to master scientific salesmanship without losing a day or dollar from his present position.

A Few Weeks—Then Bigger Pay

There was nothing "different" about these men when they started. Salesmanship is just like any other profession. It has certain fundamental rules and laws that you can master just 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.

Free to Every Man

If we were asking several dollars a copy for "The Secrets of Modern Dynamic Salesmanship" you might hesitate. But it is now FREE. So get your copy now. Learn the real facts about the selling profession, and about the tremendous demand for trained salesmen in every line, to fill city and traveling positions paying up to $5,000 and $10,000 a year. (Last year this association received calls for over 50,000 N. S. T. A. members from Wholesalers, Manufacturers and Jobbers.) A copy is yours for the asking, and your request entails no obligation. Simply fill out and mail the coupon above. Do it now!

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PSYCHOLOGY

Health! Happiness! Success!

VOL. XII. NO. 4 APRIL, 1929

Founded and Edited by Henry Knight Miller

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IN MAY

IT PAYS TO REPEAT! If the old plan worked, try it again! A novel suggestion that upsets some supposedly established principles of Ultra-modern Salesmanship. By Frederick C. Russell.

FINDING THE CHILD THRU ART. A thrilling account of the work of Florence Crane, art director of Walden School, by which the child is allowed to find himself thru free expression of the creative impulse. By Constance Macdonald.

IN MACDOUGALL'S CLASS-ROOM. An intimate glimpse of one of America's greatest psychologists, telling the story of a class-room demonstration of Hypnotism, related by the subject of the experiment, Dr. Paul Horst.

SICK LITTLE WELL GIRL. A merry story of two young people who thought they were invalids. By Margaret Searle, with pictures by Corinne Dillon.

I KEEP MY SHOULDER FREE FROM CHIPS. The public thinks of Louise Fazenda as a heedless merry-maker. But she is a philosopher as well. In this bright narrative she tells the secret of her success in GETTING ALONG WITH PEOPLE.

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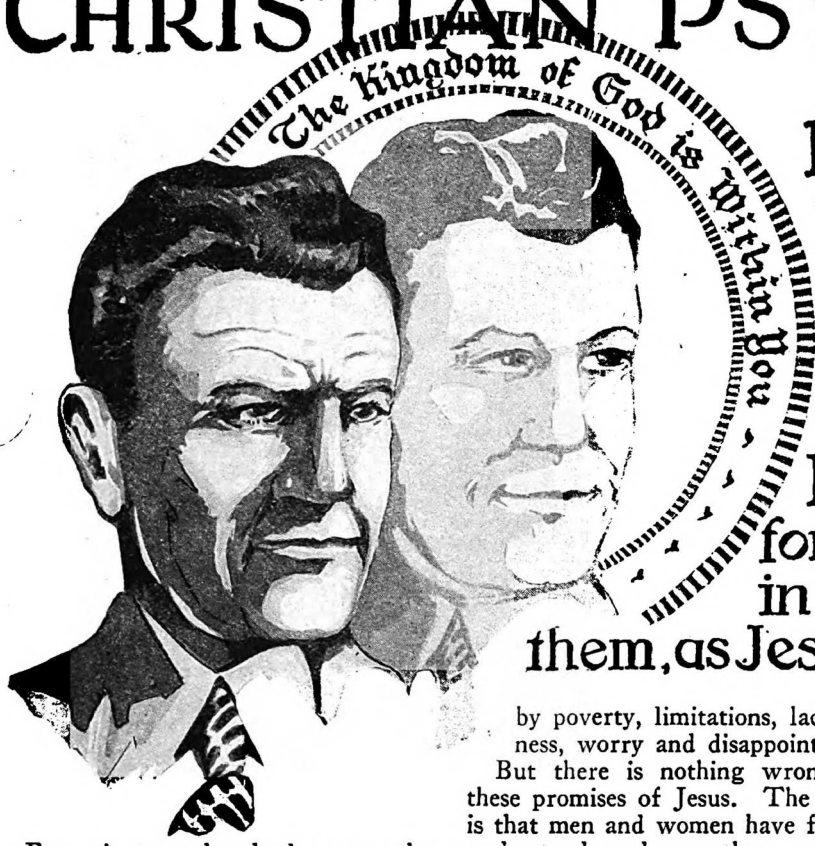
CHRISTIAN PSYCHOLOGY



Leads Men and Women to the Kingdom of God and adds unto them the Things and Conditions necessary to their Happiness, as Jesus promised. It teaches them to pray for the things they want in such a way as to get them, as Jesus said they should.

For nineteen hundred years the world has sought a better understanding of the teachings of Jesus, which would enable men and women to have the more abundant life and happiness which He promised.

He said to some of His followers (Mark 11:24): "What things soever ye desire, when ye pray, believe that ye receive them, and ye shall have them." It is a promise that *anyone* may get *anything* he wants, by praying for it—that is, by praying for it in a *certain* way.

Again Jesus said to certain followers who were worrying about their physical and financial affairs (Luke 12:31): "But rather seek ye the kingdom of God; and all these things shall be added unto you." There can be no doubt about what this promise means—especially if we read the context beginning at verse 22. It clearly and simply means that if one can find the kingdom of God, his physical and financial problems will solve themselves—that there will be "added" unto him the things necessary to his happiness.

The tragedy of it is that these promises are not generally fulfilled in the lives and affairs of Christian people. Millions have diligently sought the Kingdom of God for years without finding it—without having anything much added to them. They have prayed earnestly for things and conditions they desired, without getting them. Millions of these good people, in the churches and out of them, are cramped and hampered by poverty, limitations, lack, sickness, worry and disappointment.

But there is nothing wrong with these promises of Jesus. The trouble is that men and women have failed to understand and use them correctly. They have thought the Kingdom of God is a place or condition outside of themselves, whereas Jesus said (Luke 17:21): "The Kingdom of God is within you." They have understood Him to say, in reference to praying for the things they want: "Believe that ye shall receive them," *and that is not what He said,* nor will such belief get what Jesus promised they should.

CHRISTIAN PSYCHOLOGY now comes forward with a great flood of the white light of simple scientific truth. Under the illumination of this light men and women are finding the Kingdom of God and having added unto them the things necessary to their happiness—they are learning how to pray for the things and conditions they want in such a way as to get them, as Jesus promised they should.

CHRISTIAN PSYCHOLOGY is a simple scientific system of Christian life and thought which gives Christianity the power of godliness as well as the form, and puts into it the living, vibrant force which brings prosperity, love, achievement, health, happiness, peace, and more abundant life. It is not a religion, nor a sect, but a movement within the churches, loyal to their work and ministry, and based squarely upon the teachings of Jesus as verified, explained, simplified, and practically applied by modern scientific Psychology.

CHRISTIAN PSYCHOLOGY is given to the world by Judge Daniel A. Simmons, whose gifts to the world are already so rich and full. He is widely known as a psychologist, author, teacher and lecturer. He is now, and for more than fifteen years has been, one of the judges of the highest trial court in his state. He is the founder of The American Institute of Psychology, with its thousands of students all over the world, and highly prizes the great mass of marvelously happy achievements that these students have reported as results of his teachings.

CHRISTIAN PSYCHOLOGY is Judge Simmons' crowning work—a work in which the Christ-light shines forth as the true light of the world, leading men and women on to higher, nobler, happier and more abundant life. He has set forth its fundamental principles in a marvelous, soul-thrilling lecture of 6,000 words entitled "The Kingdom of God," in which he tells just what the Kingdom of God is, where it is, and how to set out to find it and enjoy its rich rewards. A manuscript copy of "The Kingdom of God" will be

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Here Is Good News for Stomach Sufferers

America's Leading "Nature Food" Health Specialists Tell How You Can Quickly Perfect Digestion, Attain Sound Sleep and Healthy Bowel Action—Without Drugs.

No matter how long nor how badly you have been troubled with stomach disturbances, heartburn, bad breath and other disorders due to constipation, you will happily see an immediate improvement in your health with the use of Dr. Luntz's Herbal Flaxolyn discovery.

This is the verdict not only of thousands of former stomach sufferers, but of physicians and health leaders throughout the land.

Health food organizations everywhere endorse Flaxolyn. Dr. Maxwell's establishments, Kunz, and Berhalter in Chicago; Kubie, Reidel, Lush, and Lust in New York; Garlits in Trenton, N. J.; Florida Health Products Co.; Natural Foods and Products Co. of Los Angeles, and many others laud Flaxolyn.

"A New Outlook On Life"

Dr. George Starr White of Los Angeles, (M. D., LL. D., F. R. S. A., London) says: "The health brought by Flaxolyn in a natural way gives the patient a new outlook on life." Dr. White is a leading specialist and health author.

Hundreds of other doctors who have used Flaxolyn in the treatment of such symptoms as dizzy spells, liver disorders, indigestion, sleepless nights, kidney and bladder troubles have already written in praise of Herbal Flaxolyn. Dr. L. Dupre, Orange, Texas, says: "Every box that I have distributed has given the best of satisfaction."

Since taking Flaxolyn, hundreds of local folks no longer suffer from weakened, run-down condition—constant headaches—and above all poor appetite, muddy blood and sluggish bowels.

Dr. Frederick J. Cook, Director of Los Angeles Academy of Physical Reconstruction, who says: "I heartily recommend Flaxolyn as a natural aid to stomach and colon."

This Formula Saved My Stomach and My Health, Says Dr. Middlekauff.

"I suffered for 15 long years from gastro intestinal troubles. With the aid of Flaxolyn, I am better today." Dr. Middlekauff, formerly a minister of the gospel, and today a Naturopathic Doctor, continues and says: "Now I prescribe Flaxolyn to practically every patient. It is herbal. It pays proper attention to Stomach needs which ordinary laxatives do not do."

Battle Creek Physician says: "Flaxolyn so cleanses the colon that deep natural sleep quickly follows in most cases," states Dr. A. W. Herr, of Cleveland, former Battle Creek Sanitarium physician.

The following from Dr. Benedict Lust (M. D., N. D.), of New York, the well-known editor of "Nature's Path," speaks for itself:

"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 is certainly a natural remedy and complies with the teachings and tenets of the great Father Kneipp and other authorities for natural healing. I advise every drugless believer to give Dr. Luntz's Flaxolyn a fair trial."

Lindlahr's Great Chicago Health Institution Lauds Flaxolyn for Constipation

Dr. Victor Hugo Lindlahr and his associates who operate the remarkable Lindlahr Sanitarium in Elmhurst, Ill., and in addition, the Lindlahr College of Natural Therapeutics and the Lindlahr Pure Food Shop in Chicago have given to Dr. Luntz's Herbal Flaxolyn the highest possible approval by recommending and endorsing it throughout their famous health organization.

They declare it the natural way to overcome constipation.

FLAXOLYN "OPEN FORMULA"

Not a Secret — Nothing to Hide Says Dr. Harris H. Luntz (M. D., D. O.,) Noted Stomach Specialist.

1. **Baked Flaxseed**—Relaxes congestion; acts as astringent.
2. **Vegetable Charcoal**—Aids digestion, sweetens the stomach, overcomes acids and gas, purifies undigested, fermenting food.
3. **Juniper Berries** — Cleanse, purify, stimulate kidneys and bladder.
4. **African Ginger Roots**—Quicken flow of vital digestive juices.
5. **Dandelion Roots**—Purify the liver and blood.
6. **Cardamon Seeds**—Act on the stomach lining. Aromatic tonic.
7. **Chinese Rhubarb** — Invigorates the stomach and the liver.
8. **Spanish Licorice Roots**—Remove mucus that may be clogging and poisoning the digestive organs.
9. **Culver Roots**—Stimulate natural bile-flow and so purify the liver.
10. **Gentian Roots** — Create a healthy, normal appetite.
11. **Belgian Valerian Roots** — Tone the nerves and induce the restful sleep of health.
12. **California Bark** — Cleanses the colon and removes foreign matter from the intestines.

Don't wait. Start taking Flaxolyn. It does not gripe because it is a natural food. You will feel the tonic change at once. You will enjoy renewed vigor, a new grip on life. Large box of many treatments, one dollar postpaid.

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The MAN WITH the "GRASSHOPPER MIND"

YOU know this man as well as you know YOURSELF. His mind nibbles at EVERYTHING and masters NOTHING.

At home in the evening he tunes in the radio—gets tired of it—then glances through a MAGAZINE—can't get interested. Finally, unable to CONCENTRATE on anything, he either goes to the MOVIES or FALLS ASLEEP in his chair.

At the OFFICE he always takes up the EASIEST thing first, puts it down when it gets HARD, and starts something else. JUMPS from ONE THING TO ANOTHER all the time!

There are thousands of these PEOPLE WITH GRASSHOPPER MINDS in the world. In fact they are the very people who do the world's MOST TIRESOME TASKS—and get but a PITTANCE for their work.

They do the world's CLERICAL WORK, and routine drudgery. Day after day, week after week, month after month, year after year—ENDLESSLY—they HANG ON to the jobs that are smallest-salaried, longest-houred, least interesting, and poorest-futured!

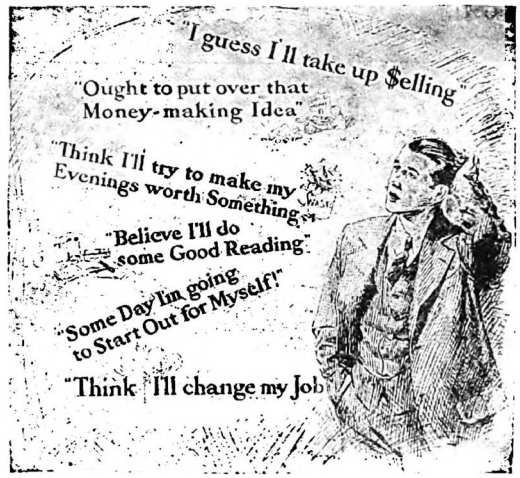
If YOU have a "grasshopper mind" you know that this is TRUE. And you know WHY it is true. Even the BLAZING SUN can't burn a hole in a little piece of TISSUE PAPER unless its rays are focussed and concentrated ON ONE SPOT!

A BRAIN THAT BALKS at sticking to ONE THING FOR MORE THAN A FEW MINUTES surely cannot be depended upon to get you anywhere in your YEARS of life!

The TRAGEDY of it all is this: you know that RIGHT NOW you are merely jumping HERE AND THERE. Yet you also know that you have WITHIN YOU the intelligence, the earnestness, and the ability that can take you right to the high place you want to reach in life!

What is WRONG? WHAT's holding you back?

Just one fact—one SCIENTIFIC fact. That is all. And when you know what it IS, then you can easily learn how to apply it; make it carry you STEADILY, POSITIVELY, AND DIRECTLY to prosperity and independence.



That fact is one which has been PROVEN and stated by the world's foremost scientists and psychologists. You are only ONE-TENTH as successful as you COULD be! Why? BECAUSE, as Science says, you are using only ONE-TENTH of your real BRAIN-POWER!

TEN per cent of his brain is all the AVERAGE person uses. He is paid for ONE-TENTH of what he really possesses because that is all he actually USES. The remainder lies dormant. The longer it is unused, the harder it becomes to use it. For the mind is like a muscle. It grows in power through exercise and use. It weakens and deteriorates with idleness.

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

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

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

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

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

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

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

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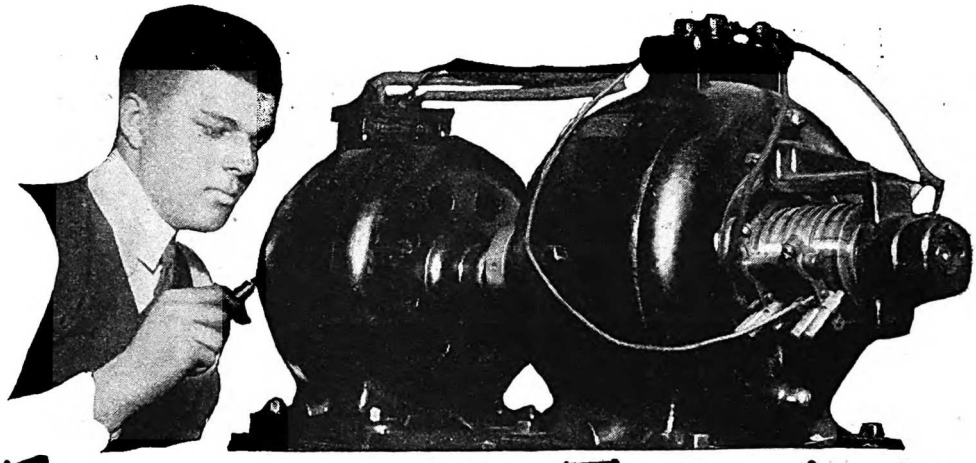

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Let me send you my free book. It tells how, starting with a $5 bill, I made $100,000 in less than 5 years as a real estate specialist. I had no experience, little education, was in poor health, and had no influence. But I did have a system of my own 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.

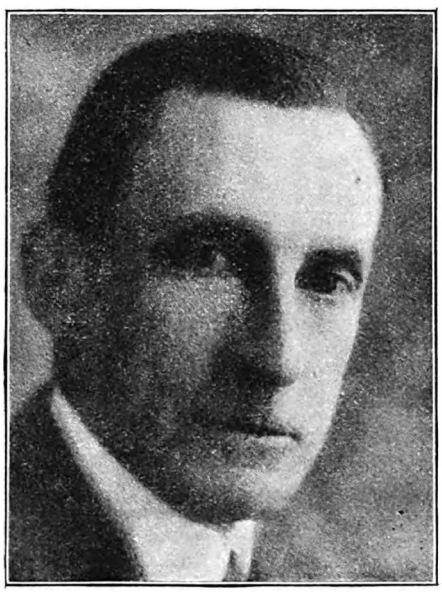
In less than two years after I started to specialize in real estate, I was making nearly *one thousand dollars a month*. And in less than five years I cleaned up a net profit of *over one hundred thousand dollars*.

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 $4,000 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. D-10, 18 East 18 Street, New York.

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Obliging

YOUNG Oswald was an officious young man as every one in the firm's employ agreed.

He was always horning in where he was not wanted, and he had a highly exalted opinion of himself.

There were two partners in the firm, and one of them happening to pass on, the young man approached the surviving partner with whom he was not exactly what you could call a favorite.

"I am so sorry, sir, to hear of Mr. Smith's demise, and I have come to ask if you would like me to take his place?"

"Yes, I should very much," was the reply, "if you can get the undertaker to arrange it."

—*N. Y. Central Lines Magazine*

* * *

"O Memory, That Which I Gave Thee!"

"Wait a minute, Flo. You c'n catch the five fifty-seven—I want to tell you somethin' awful importan'. But you made me fergit what it *was*—you're in such a hurry always."

"Ain't you mean, Bess? You're always makin' me miss a train. What d'you want to tell me? Hurry, I c'n catch this train yet—if y' hurry 'n' remember."

"Don' force me, Flo. Oh, ain't that pervokin' when you want to remember somethin' an' jus' *can't?* Oh, what was it now? I know you're jus' crazy to know it, an' I been savin' it all day fer you, too. Quit stampin' yer feet, Flo. How c'n I get it when you stamp yer feet? Listen—I'll go coo-coo if I don' remember it soon."

"Well, Bess, calm yerself an' you'll get it."

"Now shut up, I think I'm gettin' near it."

"Hey! You're stampin' yer feet *yerself.*"

"Now you made me *lose* it. I was jus' gettin' it. Why didn't you shut up! I nearly had it. That's what I git for saving somethin' to tell only *you.*"

"It certainly is terrible how the mind works these days—got so much to think 'bout."

"First time I ferget somethin' this week—could jus' scream—Woof! C'mon—let's get a sodar, I *know* I'll get it over a soda—I'm treatin'. Now don't let's talk about what I was tryin' to remember—let it come by itself—that's the way it always does any way, doesn't it? Whadda yuh know?

"I los' a quarter today. I gotta cut out sodas"—

"Whadda yuh want, Flo? Sing out! *I'm* havin' a banana split."

—*Iodine, The Conning Tower, in the New York World*

* * *

A Spell of Sickness

"It was simply awful. I never had such a tough time in my life. First I got angina pectoris, followed by arteriosclerosis. I was just thru these when I got tuberculosis, pneumonia and phthisis. Then they gave me hypo-dermics. Appendicitis was followed by a tonsilotomy.

"I really don't know how I pulled thru it. It was the hardest spelling-contest I've ever had."

—*N. Y. Central Lines Magazine*

* * *

The Class in Astronomy

By Chet Johnson

"And now, my young friends, a few words about the tiny flash we viewed in the telescope last night.

"Ah! Gentlemen! Two mighty astral bodies came together then. But the mighty smash was not when we saw it. Perhaps it was ten million light years ago; perhaps fifteen million years ago. I incline to the belief it was only ten million years, but my eminent colleague believes it was fifteen million years.

"It does not matter. What is five million light years? Nothing. We must forget our sense of time. It means little in astronomy. And, after all, five million years is but a slight divergence of opinions. Even ten million years would not be worth considering. . . . Will the student who just slipped into the room stand up? Mmmmmm! I thought as much! Mr. Smith, sir, this is the second period this week you have been two minutes late! I hope I shall not have to speak again of the value of each golden minute!"

—*College Humor*

* * *

Yesteryear's Maidens

By Arthur L. Lippmann

Oh, the poets of old when romantic and bold
To their loved ones sang beautiful ballads,
But the youngsters today wooing Shebas blasé
Tell the story with highballs and salads.

Gayly plumed cavaliers sent their darlings and dears
Pretty glamorous, amorous sonnets.
Snappy Oxford bag sheiks, Kappa Deltas and Dekes
Mash their maidens with bourbon and bonnets.

Tho historians state former damsels sedate
Weren't pettish, coquettish or thrilly,
Tho, in candor, I add that they must have been mad,
Idiotic, demented or silly.

I've a yen and I yearn for the speedy return
Of the maid who was blusher and weeper.
She was boring—and how! But I'm telling you now
She was also considerably cheaper!

—*College Humor*

* * *

'Twas Ever Thus

A clerk at a main office interviews the manager on the subject of an increase, and the following conversation ensues:

Clerk—I have been here ten years doing three men's work for one man's pay. Now I want a raise.

Manager—I'm sorry. I can't give you a raise just now, but if you'll tell me who the other two men are I'll discharge them.

—*N. Y. Central Lines Magazine*

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What Will YOU Be Earning 2 Years From *Now*?

Roger S. Creel
Charleston W. Va.

Lewis Hotel Training Schools' Graduates Quickly Win Well-Paid Positions

Value of Specialized Training Proved by Appointment of Roger S. Creel, D. M. Zirkle, Mrs. Vivienne Scott, Charles P. Gay, W. P. Plymale and Mrs. B. L. Collins to Important Executive Positions.

The American Hotels Corporation's appointment of Roger S. Creel as Manager of their new hotel in Charleston, W Va., started a chain of events unique in hotel history.

A Lewis Graduate himself, Mr. Creel is succeeded in his former position as Manager of a hotel in Alexandria, Va., by D. M Zirkle, another Lewis Graduate. A third Lewis Graduate, Mrs. Vivienne Scott, is Housekeeper of the hotel of which Mr Zirkle now takes charge. Coincidentally, Mr. Zirkle's duties as Resident Manager of a Washington Apartment Hotel were assumed by another Lewis-Trained Man, Charles P Gay, whose position as Manager of a smaller Washington Hotel was, in turn, filled by a fifth Lewis Graduate, Mr. W P Plymale. Still a sixth, Mrs. B. L. Collins is now a Housekeeper of the American Systems' Hotel in Martinsburg, W. Va.

Most unusual of all is the fact that of these six graduates, Mr. Gay is the only one who had any hotel experience whatsoever, previous to enrolling in the Lewis Schools.

Roger S. Creel's appointment marks another milestone in his hotel career. Less than eight years ago, Mr. Creel, who had never been in hotel work before, graduated from the Lewis Schools and secured, thru their Employment Bureau, a position at Hotel Washington. From there, he went to the 1000-room Mayflower as Assistant Manager and then to the Managership of the American Hotels Corporation's hostelry in Alexandria, Va. Later this corporation appointed him Zone Manager of several nearby hotels in adjacent states and now, Manager of their new hotel in Charleston, W. Va.

In writing the Lewis Schools about Mr. Creel's appointment, General J. Leslie Kincaid, President of the American Hotels Corporation, said: —

"Mr. Creel has been for the past three years Manager of the American System hotel in Alexandria, Va., and during that time has in every way demonstrated his efficiency, thorough training in hotel operation and general business knowledge. His splendid record resulted in our assigning him Manager of our new 260-room hotel in Charleston, W. Va. The Lewis Schools can be justly proud of Mr. Creel's success."

The careers of D. M. Zirkle and W. P. Plymale closely parallel Mr. Creel's. Totally unacquainted with hotel work before taking the Lewis Course, Mr. Zirkle has been able to function successfully in several clubs and apartment hotels since graduating, while Mr. Plymale has "made good" in two well-known hostelries. Mrs. Vivienne Scott, Housekeeper for the hotel of which Mr. Zirkle is now Manager, and Mrs. B. L. Collins, Housekeeper of another American System Hotel, were also absolutely inexperienced before enrolling in the Lewis Schools.

Charles P. Gay, the only one of the six who had actually engaged in hotel work before taking the Course, has found his Lewis Training the surest, quickest route to the top in his chosen profession.

D. M. Zirkle
Alexandria, Va.

Here's Proof that I Can Train You for a Well-Paid Hotel Job Just as I Did Roger S. Creel, D. M. Zirkle, Mrs. Vivienne Scott, Charles P. Gay, W. P. Plymale and Mrs. B. L. Collins!

Are you seeking higher pay? Are you looking for greater opportunities? Do you want to build a successful career? Read the story of these six Lewis Graduates—just six of the thousands of men and women who have "made good" in the billion-dollar hotel and institutional field. Not so long ago, five of them knew no more about hotel work than you do! The sixth had just enough experience to realize that hotel work was the profession for him.

Now look at them! The four men are Managers, the two women Housekeepers, of large hotels. All six earn salaries two or three times what they were earning before they enrolled for my course. They work amidst rich, luxurious surroundings. Every day sees something new happening—some new thrill that makes hotel work the most interesting and fascinating profession in the world.

Previous Experience Unnecessary

There's only one thing that *they* have, that *you* haven't got! TRAINING! But you can *get it*—and *get it just as easily and quickly as they did!* Right at home, in your spare time, I will teach you all there is to know about hotel management. Age is no obstacle. Young and old alike have equal chance for success. A common school training is all you need with my amazing System of Sparetime Training in Hotel Operation.

But we don't stop with merely *teaching* you—we help you to get started. Just as soon as you graduate, our National Employment Bureau is at your service. Roger S. Creel got his first hotel job thru us—so did D. M. Zirkle, Mrs. Vivienne Scott and thousands of others like them. What we have done for them—WE CAN DO FOR YOU!

CLIFFORD LEWIS
President, Lewis Hotel Training Schools

Here's What They Say About Lewis Training.

Roger S. Creel: "Thru the knowledge received from the Lewis Course I received seven promotions to my present position as Manager, at a splendid salary. I heartily endorse your methods of training."

D. M. Zirkle: "I have accepted the position as Manager of this hotel. I realize more and more every day the value of Lewis Training."

Mrs. Vivienne Scott: "Let me thank you for securing for me the Housekeeper's position at this hotel. This is my first hotel job, and I enjoy the work very much. Thanks to Lewis Training I have had my salary raised twice during my stay here."

Charles P. Gay: "My recent appointment as Manager of this apartment hotel will no doubt be of interest to you. I regret that I did not have the opportunity of taking the Lewis Course several years ago."

W. P. Plymale: "I've changed my position from Chief Clerk at the Colonial to Manager of this hotel. I can hardly believe that only a short time ago I was a real estate salesman without the least knowledge of hotel work. I am 100 per cent for the Lewis Schools."

Mrs. B. L. Collins: "I am more and more convinced that preparation is the key to success. Backed by Lewis Training I have settled into my position as Housekeeper and am delighted with my work."

Charles P. Gay
Washington D. C.

W.P.Plymale
Washington D. C.

Mrs. B. L. Collins
Martinsburg W. Va.

Mrs. Vivienne Scott
Alexandria Va.

Free Book Gives Full Details

Without cost or obligation, let me tell you about the wonderful opportunities open to you in this uncrowded field—about the $1,750,000,000 building program that means almost 200,000 positions open this year in *new* hotels, clubs, restaurants, schools, colleges, hospitals and institutions *alone!* In my book, "YOUR BIG OPPORTUNITY" I tell you how you can quickly train for a position as Manager, Assistant Manager, Steward, Purchasing Agent; positions paying $2,500 to $10,000 a year.

Send for this FREE book and put it up to me! Make me *prove* that what I have done for Roger S. Creel, D. M. Zirkle, Mrs. Vivienne Scott, Charles P. Gay, W. P. Plymale, Mrs. B. L. Collins, and thousands of others like them—I CAN DO FOR YOU! Remember—"YOUR BIG OPPORTUNITY" is FREE, so sign the coupon and mail it NOW!

Clifford Lewis, *President.*

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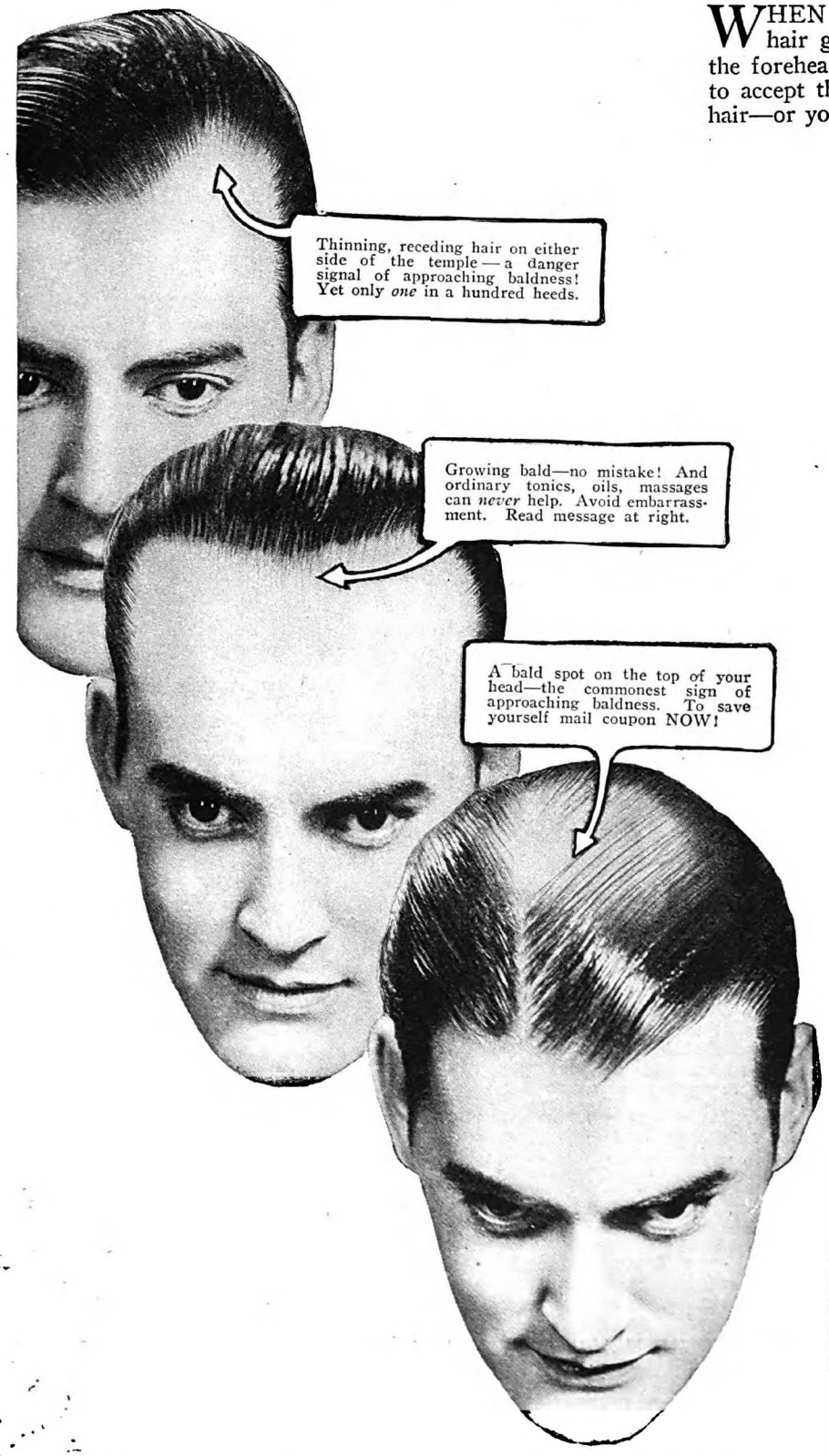

WHEN approaching baldness threatens—when hair gets thinner and thinner on the temples, the forehead, the top of your head—*that's* the time to accept this no risk offer. I positively grow new hair—or you pay NOTHING!

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!

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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 ironclad 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.

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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.

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Hundreds of words you speak every day are almost the same in *French, Spanish, German* and *Italian*

Here are over 50 from a single page of a New York newspaper

reaction	eminent	brutal	command
conservative	national	police	moral
tendency	class	capitalist	revolution
illustrate	energetic	administration	conspire
contraction	industrial	inspection	conference
theory	interest	problem	delegate
absolute	organization	commissioner	historical
dictator	department	naturally	consequence
political	creature	liberal	ideal
social	confiscate	aspiration	action
ethical	character	aristocracy	agitation
practical	person	element	imperial
ignore	demonstration	constellation	situation

No wonder it's so easy to talk a foreign language

by the amazing, new PELMAN SYSTEM!

A revolutionary discovery now enables Americans to master French, Spanish, Italian or German at sight—without once translating or referring to a dictionary! Get the FREE BOOK that gives you the most astonishing information ever published about learning languages in the only natural way in your own home.

IF somebody handed you a foreign newspaper and told you to read it at sight, you would probably say:

"Impossible! Why, I don't know a word of any language but English!"

Yet the amazing fact is that you do actually know hundreds of words of French, Spanish, Italian and German—without realizing it. Hundreds, yes thousands of words are almost identical in English and in the four principal foreign languages. Over 50 of them, printed in the panel above, were taken from a single American newspaper page.

What does this mean? Simply that you already have a start toward learning any language you choose, by the Pelman Method, which is the easiest, most efficient method ever devised.

First you learn to read the language at sight

Let us suppose, for example, that you have decided to learn French. (The Pelman method works just as simply with the other languages.)

When you open the first lesson of the Pelman method, you will be surprised to see not a single word of explanation in English. But you soon realize that no English is necessary. You find that you already know enough French words to start—words that are almost the same in English—and that you can easily discover the meaning of the unfamiliar French words by the way they "fit in" with the ones you recognize at sight. Your interest is seized and held at once with all the fascination of a game.

And you begin to speak before you realize it

After only eight to twelve weeks you will be able to read books and newspapers in the language you have chosen—and almost before you realize it, you will find yourself able to speak that language more fluently than students who have studied it for years in the toilsome "grammar-first" way.

Mr. M. Dawson-Smith, an English student of the Pelham system, writes:

> "A short time ago a Spanish lady was staying in the neighborhood. I practised my Spanish on her, and she congratulated me both on my accent and fluency, and was amazed to hear that I had learnt it all from correspondence."

Every lesson keeps you interested and fascinated, eager for the next. You pick up the points of grammar that you need **automatically**—almost unconsciously. It is only after you can already read and speak readily that the subject of grammar is touched at all—but correct pronunciation and accent are taught from the first lesson—and a remarkable new invention has made this part of your progress astonishingly easy.

Remarkable book free

It also shows you what a real business asset it is to have another language at your command. The man or woman who knows two or more languages is needed in business more than ever before.

You have had here only a glimpse, a mere hint, of the fascinating and enjoyable way you can now learn any foreign language through the amazing Pelman method. The big, free book gives you a convincing demonstration of the method in operation—actually teaches you to read at sight a page of the language you select to learn!

The coupon below will bring you full information about the Pelman system of language instruction. Sending for it costs you nothing and does not obligate you in any way. **Mail the coupon today.**

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And there are countless other letters testifying to the fact that PSYCHOPHONE GETS RESULTS—for the man *without an iota of faith in the idea,* as well as for those who recognize the sound, practical, psychological principles upon which PSYCHOPHONE is based; a twentieth century application of psychological laws and truths older than the Pyramids. While some gasp "incredible," "fantastic," "impossible," others—progressive men and women who bear in mind the marvellous scientific advances in other fields—are testing this great stride forward in the psychological field and are virtually getting *everything they want*—WHILE THEY SLEEP.

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"I was troubled with constipation all my life and at the present time my bowel movement is normal—I was continually worrying and I have not indulged in worry for some time past—my practice has more than doubled."
(From a physician.)

"The manager of the firm I am employed with seemed surprised at the change in my manner of conversation. (In a recent interview) he said, 'I never thought you had the ability to talk so engagingly and fluently. You have never talked so well before.' "

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His Son

Photo by Ann Shriber

This indescribably beautiful sketch of parent-and-child love has been published and re-published, quoted and re-quoted many times. It is winning a high place in the world of literature and a deep place in human hearts. But its author, strange to say, is unknown.

"LISTEN, son: I am saying this to you as you lie asleep, one little paw crumpled under your cheek and the blond curls stickily wet on your damp forehead. I have stolen into your room alone. Just a few minutes ago, as I sat reading my paper in the library, a hot, stifling wave of remorse swept over me. I could not resist it. Guiltily I came to your bedside.

"These are the things I was thinking, son: I had been cross to you. I scolded you as you were dressing for school because you gave your face merely a dab with a towel. I took you to task for not cleaning your shoes. I called out angrily when I found you had thrown some of your things on the floor.

"At breakfast I found fault, too. You spilled things. You gulped down your food. You put your elbows on the table. You spread butter too thick on your bread. And as you started off to play and I made for my train, you turned and waved a little hand and called, 'Good-bye, Daddy!' and I frowned, and said in reply, 'Hold your shoulders back.'

"Then it began all over again in the late afternoon. As I came up the hill road I spied you, down on your knees playing marbles. There were holes in your stockings. I humiliated you before your boy friends by making you march ahead of me back to the house. Stockings were expensive—and if you had to buy them you would be more careful! Imagine that, son, from a father! It was such stupid, silly logic.

"Do you remember, later, when I was reading in the library, how you came in, softly, timidly, with a sort of hurt, hunted look in your eyes? When I glanced up over my paper, impatient at the interruption, you hesitated at the door. 'What is it you want?' I snapped. You said nothing, but ran across in one tempestuous plunge, and threw your arms around my neck and kissed me, again and again, and your small arms tightened with an affection that God had set blooming in your heart and which even neglect could not wither. And then you were gone, pattering up the stairs.

"Well, son, it was shortly afterwards that my paper slipped from my hands and a terrible sickening fear came over me. Suddenly I saw myself as I really was, in all my horrible selfishness, and I felt sick at heart. What has habit been doing to me? The habit of complaining, of finding fault, or reprimanding—all of these were my rewards to you for being a boy. It was not that I did not love you; it was that I expected so much of youth. It was measuring you by the yardstick of my own years.

"And here was so much that was good, and fine and true in your character. You did not deserve my treatment of you, so. The little heart of you was as big as the dawn itself over the wide hills. All this was shown by your spontaneous impulse to rush in and kiss me good night. Nothing else matters tonight, son. I have come to your bedside in the darkness, and I have knelt there, choking with emotion, and so ashamed!

"It is a feeble atonement; I know you would not understand these things if I told them to you during your waking hours, yet I must say what I am saying. I must burn sacrificial fires, alone, here in your bedroom, and make free confession. And I have prayed God to strengthen me in my new resolve. Tomorrow I will be a real daddy! I will chum with you, and suffer when you suffer and laugh when you laugh. I will bite my tongue when impatient words come. I will keep saying as if it were a ritual: 'He is nothing but a boy—a little boy!'

"I am afraid I have visualized you as a man. Yet as I see you now, son, crumpled and weary in your cot, I see that you are still a baby. Yesterday you were in your mother's arms, your head on her shoulder. I have asked too much, too much.

"Dear boy! Dear little son! A penitent kneels at your infant shrine, here in the moonlight. I kiss the little fingers and the damp forehead."

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Which of these women has learned the secret of Fifteen Minutes a Day?

TWO WOMEN live in neighboring homes. They are the same age. Their husbands' incomes are about equal. They *seem* to have the same chance of social success and happiness.

And yet, one of these women is seldom invited to go out. She belongs to no set or club or society. She is lonely all day long.

The other woman is always the center of a group of friends. Her calendar is full of engagements. She is sought after as a guest and admired as hostess.

Make Her Secret Your Own

Her secret is very simple. She has learned how to attract people. She has read many things. Her mind is keen and alert, and people feel instinctively that she is worth knowing.

Any woman who knows something of literature and science, of travel and biography, will find herself becoming more and more attractive.

"I can understand that," you may say, "but I have no chance now to go to college. I cannot spend long hours in a library, nor afford to buy hundreds of books."

None of these things is necessary. It is possible to secure, all at once and at very small expense, the few great books that enable anyone to think clearly and talk well. You will understand how this is possible the moment you have read a wonderfully interesting book called "Fifteen Minutes a Day," which gives you the contents, plan and purpose of the most famous library in the world,

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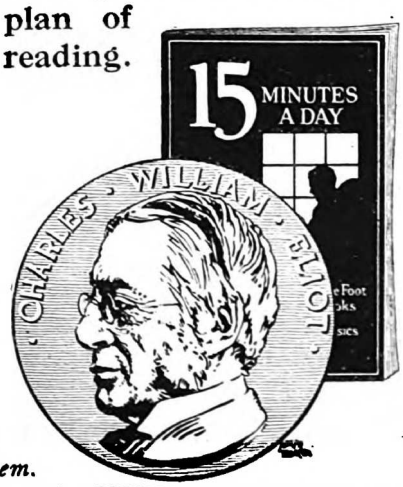
The little book is free. It tells how Dr. Eliot put into his Five-Foot Shelf "the essentials of a liberal education"; and how he has so arranged it with reading courses and notes that even fifteen minutes a day are enough to give you the broad knowledge of life and literature, the cultivated viewpoint that every university strives to give.

If you bought them one by one, these great books would cost you hundreds of dollars; but they are now available, in a variety of beautiful bindings, at a cost so low and on terms so easy that the price need not be a factor in the mind of anyone.

Every reader of this page is invited to have a free copy of "Fifteen Minutes a Day." It will be sent by mail postpaid, and does not obligate you in any way. Merely tear off the coupon and mail it now.

Send for this FREE booklet that gives Dr. Eliot's own plan of reading.



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Woodland Revelry

By Selene Ashford

Photographs by the Author

EASTER parades—Easter bonnets! Such gay colors and gay crowds! The sunshine struggles thru the city haze and everywhere is bustle or movement. The tramp of feet on the city pavement; the busy murmurings that float upwards like plaintive voices struggling above the whir and whirl. . . .

But Easter in the woods! Here and there, in some hidden nook, ice and snow still lie on the sleeping grasses. In the trees, as yet untouched by bright greens and reds of quickening buds, a shrill wind whistles a song, the golden song of the trees—meaning courage. The gradual effulgence of the sun sends laughter thru the branches and shadows, so full of that promise of everlasting resurrection of spring, the never ending story of the awakening when *my* path will be painted with the splendor of fresh green grasses and gently tinted hues of spring flowers. Here and there I see an early violet root shooting thru the straggling undergrowth from last year, while overhead, a song-sparrow tries out some new notes. The white caps dancing on the river's swollen breast, still carry broken clumps of ice on which a gull is riding in search of inland food. . . . A tiny red squirrel darts down my path in the glade, his winter coat grubby with burrowing for last year's nuts, no doubt; he steals a drink at the little trickling brook. And so, wending my way homeward over the hill, I pause to rest in the radiant sunshine, inhaling the many fragrant odors of the warm earth and listening to the myriads of sounds, teeming with life, feeling Nature's resistless urge forward toward still diviner Beauty.

The gradual effulgence of the sun sends laughter thru the branches and shadows.

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Both the Same Age

Yet One Looks 10 Years Older
What's the Difference?
Faulty Lubrication is to Blame

HAVEN'T you noticed how successful men seem to retain their youth so much longer than ever before? Men of 40 are looking and acting and retaining the vitality of 30; Men over 50 retaining the punch of 35 or 40. Snappy, good-natured, vigorous, smooth-shaven, full of fire and fight. This is a day in which success and youth go hand in hand.

There Are Still Too Many "Old" Young Men

But for every man who succeeds in retaining his youth and going everlastingly forward straight to the top—there are hundreds of other men who begin to lose their grip early in life and can't understand why. Listless, grouchy, lacking endurance, suffering frequent wracking headaches—they're beaten in the race before it's half over.

99 out of every 100 do not realize that faulty lubrication is holding them back. Systematic poisoning often leads to mental dullness, depression, irritability, hardening of the arteries and a general breaking down of the constitution. End it the natural way. Rid your system of those poisons that are all too often so detrimental to body and mind.

You'll Enjoy PECANO— But Try It For Your Health's Sake

PECANO! The aristocratic, delicious pecan nut has always been recognized as a delectable treat to the palate—but now Science has found a way to change it into Nature's greatest aid in keeping the system properly lubricated and regulated. A new method of making the pecan nut into particles powdery-fine instead of merely grinding or mashing it. Literally pulverised so fine that it needs no chewing, actually melts in your mouth.

PECANO contains 68% natural nut oil—in this remarkable new form every atom of that oil becomes easily available to the system. The result is proper and natural lubrication. A delightful food and delicacy that can be enjoyed in a thousand different tasty forms, that builds you up and is at the same time exceedingly beneficial to your system. Surplus energy is the secret of success. The proteins of Pecano are ***complete,*** containing, in Nature's purest, sweetest, sun-made form the same food elements that are found in eggs, meat, milk, cheese, etc. Its energy value is among the very highest of all foods.

In 10 weeks, one famous physician reports, it built up under-nourished children to a degree that "previously required 2 or 3 years." (You will find details of this remarkable test in booklet brought by coupon below.)

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A Chat With the Editor

Henry Knight Miller

The Gospel of Health

THE psychologist does not agree with those happy theorists who allege that sickness is unreal, a mere figment of a distorted imagination, an error of the mind with no actual correspondence in objective reality. We are unable and unwilling to deny the evidences of our senses in order to find a pleasant escape from reality in a puerile and stupid denial of what *is* for the sake of endeavoring to believe that what *is*, is *not*. Such distortion of truth is mental dishonesty. We prefer to face facts instead of revelling in metaphysical hallucinations.

We find the facts to be that the body is a very real entity, a cohesion of untold billions of whirling electrons which create a phenomenon which is popularly called matter. True, this material substance is shown to be merely a mass of highly specialized, whirling electrical charges but its reality is none the less fixed.

When at any point the rate and character of vibrations is interfered with and the body at that point fails to properly function we call the body sick. Now sickness is no myth. It is a tragic reality. But it is in the main unnecessary, a natural result of the violation of physical and psychic laws. Nine-tenths of all sickness is the result of ignorance, violation of the simple laws of hygiene, negative emotions and wrong thinking. By obedience to the laws of health physical and mental sickness may be almost entirely avoided. Thru the utilization of these same laws those who are sick can (in the vast majority of cases) restore themselves to health.

Do Drugs Kill or Cure

THE unyielding devotee of *materia medica*, ignorant of the principles of psychology which now hundreds of thousands of laymen know, was trained to treat sickness as a purely physical phenomena which could be corrected only by material agencies, mostly poisonous drugs in shape of colored medicines, powders and pills. It is a question whether these well-meaning but uncomprehending physicians cured or killed more patients. The up-to-date doctor who understands the immense importance of thought and emotion as affecting the patient's condition prescribes as little drugs as the patient will permit and gives his chief attention to other and more essential means of restoring the patient to health.

Five Physical Laws

WE have repeatedly set forth in these columns that the laws of health are five in number and that their faithful observation would prevent the occurrence of most sickness if accompanied by an equal observance of the laws of health on the mental and emotional planes. We seek to avoid repetition in these pages, but these principles are so basic to human health and well-being that they must be constantly reiterated because tens of thousands of readers suffer from inertia, dislike the burdensome task of changing their habits, and persist in violating the laws of health until they get sick. If by repeating these profound yet simple laws we can gradually bring our hundreds of thousands of readers into the habit of living in conformity with them, we will have created a great army of men and women rejoicing in abounding health and surging vitality who will help to drive out the hobgoblins of sickness and usher in the glorious day of human emancipation from the bondage of ill health.

The first five laws of health are physical. They are inexorable as the law of gravitation and their violation brings about the same ultimate results of destruction to the violator. Those who live in faithful obedience to these

ALEX KUREISS

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laws are constantly building up all but invulnerable defence against the attack of the parasitic germs of disease and decay. These laws are Oxidation, Elimination, Nutrition, Motion and Relaxation. The wise doctor can trace most sickness to the violation of some or all of these laws.

Watch Your Breathing!

OXIDATION is the most important. Oxygen is the basic life element. You can live for weeks without eating, for days without drinking, but only for a few minutes without breathing. Yet most people are oxygen-starved. They use but a small percentage of their full lung capacity. If nature expected you to use but one-third of your lungs and that were sufficient to sustain efficient life, your lungs would be but one third of their present size. Most of us use but one-third to one-half of our lungs in regular breathing and are therefore but one-third or one-half as well and efficient as we might be. This is doubtless the chief cause of sickness and ill-health. The broken-down tissue and dead cell life discharged from the blood stream into the lung cavities is but partially exhaled, insufficient oxygen is absorbed into the blood stream and all of the basic processes of life are slowed down because of lack of oxygen. Breathe deeply. Make it a habit. Sleep with all your windows open. While walking, fill the lungs with a succession of short, sharp breaths, filling all of the lungs to capacity. Make this habitual and you will have gone a long way in the direction of perfect health.

The clean body is the healthy body. The law of elimination cannot be violated without disastrous results. Constipation is the most disastrous of all diseases because it forms the basis of most other sickness. And it is the result of pure ignorance and laziness. It is the simplest of all diseases to overcome. Do not resort to habit-forming drugs. They are harmful and unnecessary. Have a regular hour for elimination of all bodily wastes. Do not be in a hurry. Use the law of mental suggestion. It is natural that you should have a perfect cleansing. Tell yourself that it is so, that you must and will have perfect action. Eat plenty of fruits, green vegetables, and foods with "roughage," such as whole wheats and bran. If necessary, use mineral oils, yeasts, or other natural means of assisting the body to keep clean.

The law of nutrition provides that we should not eat too much, too quickly or too much of one kind of food, for example meats, potatoes, and the products of extreme refinement in which the natural vitamines and mineral salts are lost.

The law of motion requires that we keep our bodies as much as possible in *action*. The body was made for strenuous exercise. Primitive man enjoyed constant activity. Civilized man has taken up a sedentary type of life. We must compensate for this lack of natural motion by systematic exercise of some sort. There are no better forms of exercise than walking, running, skating and swimming.

Relaxation likewise is important. Tension is destructive. We must learn to relax the tensions of the body which bring premature old age, sickness and decay. Lie down, start with the top of your head and go to your feet, consciously relaxing every part of your body. Relax before going to sleep. Let go. You will do better work, think more clearly and live much longer.

It would be difficult to determine how largely violation of these laws of health are responsible for sickness and what proportion of illness is caused by negative emotion and negative thinking because these various sets of causes are to be found in nearly every case. It is no exaggeration to say that jointly they are responsible for nine-tenths of all sickness.

Emotion and Health

THE emotions have much to do with health. Worry and fear have been proved in successive laboratory tests to retard the vital functions, interfere with digestion, assimilation and elimination. Anger and hate have been shown to change the actual chemistry of the blood-stream, creating poisons destructive to life.

We have shown in these pages how thru inexorable psychic laws fear of a thing tends to produce concentration upon that thing and create an image of it in the subconscious mind. Once the image is implanted, it is but a question of time before the image is reproduced in external form and the sickness feared becomes a reality. Aside from taking reasonable precaution to avoid contamination it is best not to think of sickness.

Think in terms of health. Do not fear illness. Rise superior to it. Call upon the life forces to protect you. Faithful observance of the laws of health will tend to make you immune. Your body will readily vanquish and throw forth the millions of disease germs which are present in us each day. It is only when the body is clogged up thru insufficient (*Continued on page 79*)

ALEX KUPFISS

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The Mind of Mussolini

A Close-Up of the Master of Italy

By
Lilian Gibson

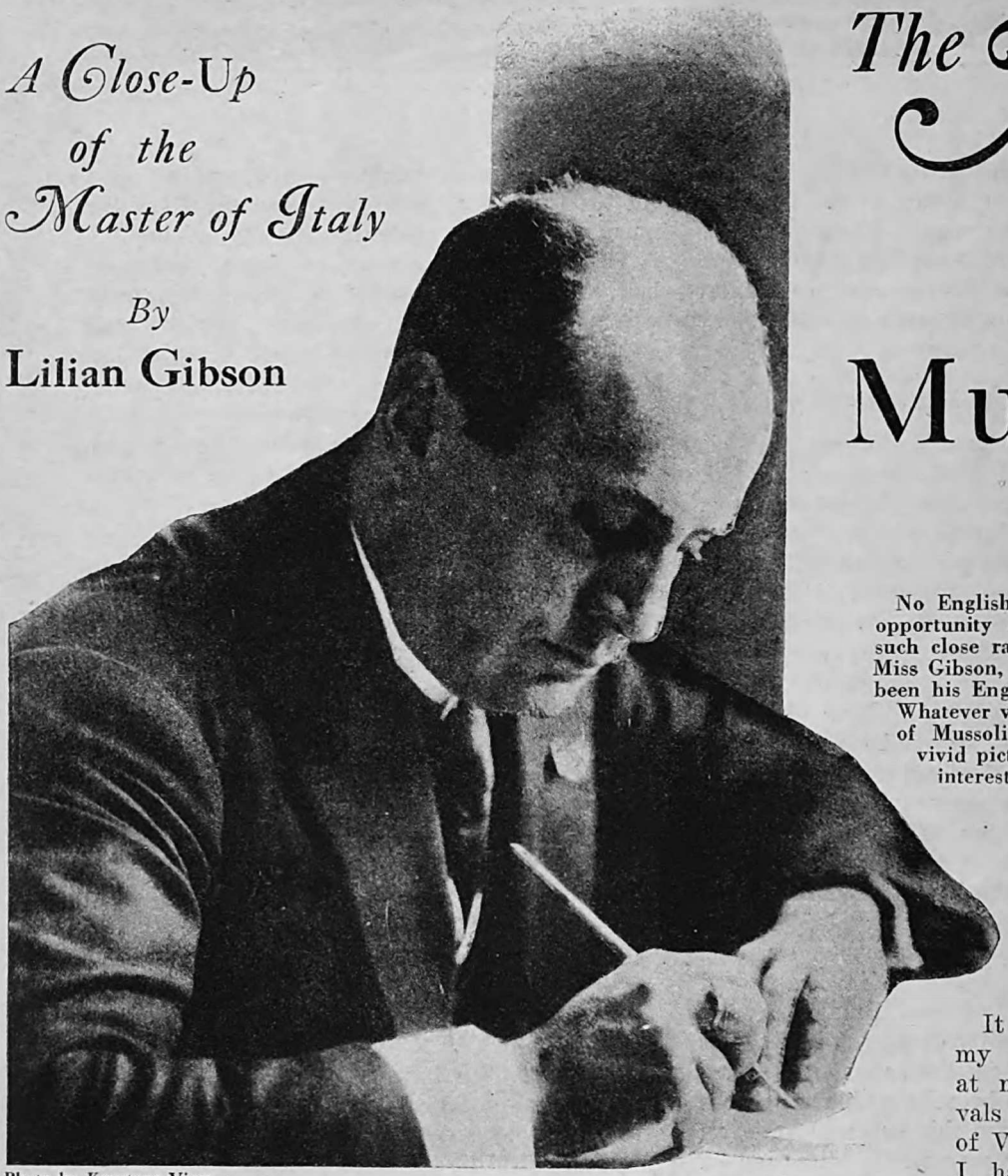

Photo by Keystone View

No English-speaking individual has had the opportunity of observing Italy's Dictator at such close range and for so long a period as Miss Gibson, who for more than two years has been his English teacher.

Whatever views may be held of the character of Mussolini and his social program, this vivid picture of the man's mind is of rare interest to all students of Psychology.

THE time-honored problem of the relationship of Figure to Environment, the Man to the Thing, is holding an increasingly prominent place in the political debating ground since the "huge vitalities" of Facism and its protagonist Mussolini, have been echoing thru the world from the sound-boards of more or less acoustically minded "observers."

The chequer of the crossword puzzle of the Mussolinian psychology spans the world. Its neatly numbered squares are scrawled with guesses in every language. A dictator who is not a despot? A modern who is a moralist? A constructive iconoclast? A practical artist? A meditative man of action? *M*oderate, *U*surping, *S*evere, *S*incere, *O*bstreperous, *L*aw-abiding, *I*ntransigeant, *N*onchalant, *I*rascible? Mussolini, according to the guessers, answers to all of these, yet the complete puzzle, when filled out, gives no sense and remains fragmentary, as such puzzles must. Crossword puzzles of the Mussolinian mind are as numerous and popular as the publications in which they appear. No one has yet written his psychological acrostic, but Mussolini "between the squares" has been metamorphosed by the "men who know him" into a complete fictional character.

It has for two years been my privilege to read English at more or less regular intervals with Mussolini in the Hall of Victory at the Foreign Office. I have also been present on various occasions when the Duce received English and American visitors.

"For over a year I have given next to no interviews, and you have no idea how much better I feel for it," Mussolini remarked last winter.

But this does not mean that the Duce has become an inaccessible as well as solitary figure, and altho mere curiosity-mongers find little encouragement in their attempt to penetrate to the Hall of Victory of Palazzo Chigi, there is no statesman in Europe who is more generously willing than the Italian Prime Minister to devote some of the precious minute squares of his Florentine, leather-bound daily engagement block to interviews with men and women of serious thought.

These meetings generally take place between five and seven in the afternoon and are wedged in between the political and diplomatic appointments which constitute an important part of the programme of a Minister who holds seven portfolios. Ambassadors, admirals, chiefs of staff, high officials of the party, business magnates form the daily file, and I have sometimes thought that it is perhaps with a sense of relaxation that Mussolini greets a visitor whose business is not one of ministerial routine.

Since I have been in this country I have repeatedly

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been asked such questions as: Has Mussolini charm? Is he magnetic? Is he an apt pupil? Is he patient? Is he dynamic? Are you afraid of him? Is he conceited? To the first four of which I would reply in the affirmative; to the last in a decided negative, altho none of these questions strike me as very important or pertinent. As regards the question is he dynamic? often I presume the questioners do not know themselves just exactly what they mean. We have heard a great deal of Mussolini's lightning rapidity of action, and I myself have frequently been amazed at the apparent quickness with which he makes decisions. But what is not generally realized is that Mussolini's decisions are veritable psychological inspirations and derived from his really uncanny penetration of the essence of things and people and his power of concentration. "I felt him reading right thru me as if I were glass," a prominent American author said to me after an interview. To many people this is as disconcerting as it is unexpected. If, in his opinion there is not much to read, Mussolini does not detain them long. If, on the other hand, he is interested in what they have to say, he reveals all the magnetism of his personality and the resources of his deep and universal culture.

Mussolini vibrates. Men and women of scientific or artistic bent respond to his vibration. Those to whom he apparently remains a sealed book are the pure theorists, the academically intellectual high-brows, or rationalists.

Will Rogers was right when he called him a "regular guy" and equally so when he came out with the rather sweeping statement that Mussolini was "a cross between Confucius and Abraham Lincoln." Mussolini actually has the seasoned vision and an innate humaneness coupled with a Roman austerity that thoroly justify this statement of America's celebrated humorist.

I remember one afternoon when the Duce had been receiving a delegation of women from the new provinces of the Upper Tyrol Adige, the former South Tyrol. They were elderly women, many of them school-teachers. They wore the thick-soled boots, long skirts and hats of the rather dingy black, popular in those districts. I was waiting to give my lesson as they filed in and out of the Hall of Victory, and talked to one or two of them after the reception. *"Una cara persona"* —*"una cara persona"*—one of them, much moved, kept on repeating, which literally translated, means "a dear body, a good soul." The radiance of their eyes testified the enthusiasm Mussolini's short address had kindled in them. I was reminded of his saying "Women and children understand me instinctively." In the presence of Mussolini I am always conscious of a quality of very quiet natural dignity which I associate with only two other people, now dead, Eleonore Duse and the deceased Queen Mother. Both of them had this same serene, aloof yet eminently human atmosphere of the detached benevolence of the unselfish heart, which is also fundamentally characteristic of Mussolini.

Photo by Ballerini & Fratini, Firenze—Courtesy Fleming Revell

A rare moment of relaxation.

I agree with Senator Morello that this quality is in a great degree the result of the Duce's practice of the meditation of life. In this Mussolini is a mystic. Contrary to the opinion of superficial critics who judge him as a man of instinct, Mussolini has the inestimable resources of a solitary spirit, for those who know anything about him know that he is solitary in the most noble sense of the word, and this solitude has kept his spirit free from vulgarities and contaminations. "As a man and a moral agent he has always remained beyond and above the habits and vices inevitable in the political agitator, and solitude has been the forge in which he has refined the nobility of his intellect and avoided the deterioration of contaminating contacts."

Mussolini's spon-

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taneity of expression wells up from this background of tremendous reserve with a limpidity that is in itself dramatic. He has a low very melodious voice which he scarcely ever raises; he speaks rather quickly with his eyes fixed intently on his interlocutor for it is Mussolini's habit to interview his interviewer, altho he generally opens the conversation with the remark "This is no interview." His interest in the most disparate questions is unfailing, but from what I have been able to observe of him, it is the philosophic and speculative side of questions, the "meditation of life" in all its aspects with which he is most concerned, for Mussolini is both synthetic and universal.

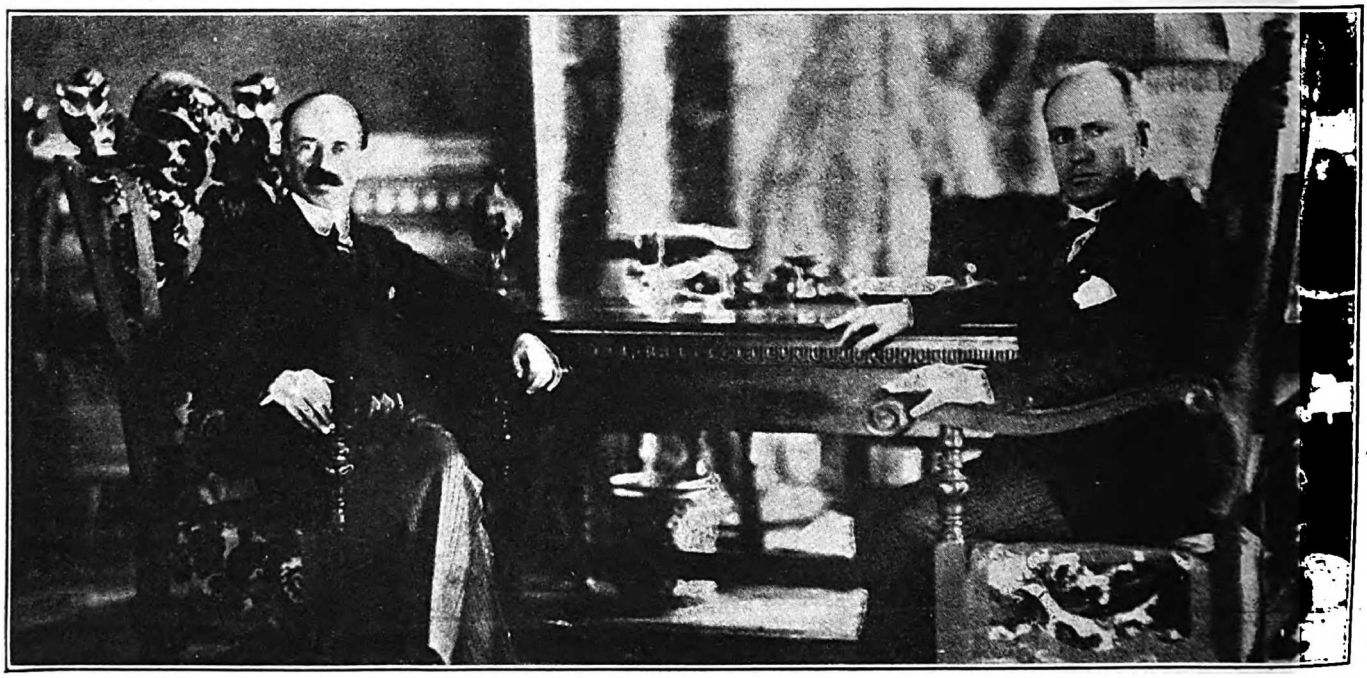
The occasion on which Mussolini asked me to read English with him was the presentation of a volume of essays by William James. Since then he has read many essays and one or two whole plays, such as Shaw's *St. Joan* in which he was much interested. At first halting, his English is now fluent and he understands everything. If every now and then an unfamiliar word crops up he asks solemnly "What is?" When I explain he nods his head and continues. His mind is as athletic as his body and this temperament does not betray him, even in his English lessons, for he takes difficulties at a bound, the very word "bound" like sound and "wound" was among these difficulties. He has a very musical ear, an extraordinary memory, and a comprehensive knowledge of Latin syntax and of French and German, factors that have helped him a great deal with his English. Often when he has not been able to read for several weeks I have noticed that his progress was nevertheless extraordinary. "You see I learn most when I don't take lessons," he once jokingly remarked. But to me this fact was another proof of his habit of meditating and assimulating what has been before his attention.

I was amused to see that Mr. Percy Winner, who claims to have had unusual contacts with Mussolini, asserts that the first question with which he receives visitors is: "What do they think of me in your country?" and the second: "What do you think of the Italy I am making?" On the numerous occasions when I have been present the word "I" has never crossed the Duce's lips. What he invariably asks is: "How long have you been in Italy?" "What are your impressions?" When he refers to the policy of Facism he never says "I" but always "We."

I am always amused when I hear it stated that Mussolini has no sense of humor. It is true that there is little opportunity to display it without being rude, when he is surrounded by newspaper men, mentally falling over each other to extract a syllable from him, and yet apparently awed into an awkward silence by the very real dignity of the man.

But personally I have had some very convincing proofs of Mussolini's sense of humor. One of the most unforgettable was when he was looking at a portrait, painted by an American artist, of the Prime Minister of a small Dutch Island of the West Indies. This potentate was sitting with crossed legs on the floor, unclad, except for bejewelled armor and a huge toppling head-dress. "The Prime Minister of —— Your Excellency," the painter said. The Duce looked first at the picture, then at the artist, and his face relaxed into its broadest smile. Mussolini laughs with his eyes as well as with his mouth. Why, I wonder, do the pictures they publish of him in America always look so forbidding. Not only does he smile, but he has the habit of keeping smiling.

One day in Naples I went into the office of an American Traveling Agency. Hanging low on the wall and in high visibility was a monstrous portrait of Mussolini, wearing a sky-blue uniform such as never existed in any Italian regiment, holding a lion by the mane with the Wolf of Rome roaring behind him and ornate pillars of the Fascio tied with the tri-color. "Where in the name of Heaven did you get that awful picture of Mussolini?" I ejaculated. *"Hsh"* replied the clerk. "Don't you know that you mayn't mention his name?" "Indeed I do not know any such thing," I retorted. I subsequently found out that the picture had been put in circulation by a local society (*Continued on page 64*)



Count Bethlen, the Hungarian Premier, with Mussolini at the Chigi Palace in Rome.

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By Lon J. Haddock

Conscious, Subconscious and Cosmic Minds

Still Deeper Mysteries of "Your Own Amazing Self"

As to Hypnotism, it is now generally conceded that all that is done by the operator in the process is to induce the patient's conscious mind and will to a condition of greatly subdued activity, and then to open up his subconscious mind. When this is carried out by men who understand its principles and who are working for the ultimate welfare of the subject, great and marvelous results follow invariably. Cures of "shell-shocked" soldiers and victims of mental and nervous strains resulting from various causes that were positively miraculous were effected during the late war by simply getting the patient into a state of hypnosis and then ordering the subconscious mind to bring up from its storehouse of memory the particular cause that originated the trouble. This could be done with perfect accuracy, and after the subconscious mind of the subject was charged with post-hypnotic suggestion, that is suggestions to be carried out without his conscious knowledge after awakening, health and complete restoration soon followed.

Now here are two ways in which we find evidence of the fact that no incident passes from our memory entirely. The hypnotized subject can recall vividly events entirely forgotten by the waking, conscious mind, and his subconscious never forgets to carry out later the instructions given during the hypnosis. And this, too, without the volition, and in many cases much to the amazement of the conscious mind, which cannot understand just what is the inner "urge" impelling to such action. Hypnosis is simply a process for opening up the subconscious in its entirety, and we can learn to apply it to ourselves without the intervention of any second party.

In the matter of the nervous disorders previously referred to it was shown in practically every case that the real basis of the malady was not laid in any of the symptoms present, nor as a general rule in anything that had to do with the recent environment—the night attacks, bombardments, exposure, deprivation, or general war atmosphere. These were found to be contributing factors only. The real cause was a "forgotten memory" of some terrific emotional experience of the victim's earlier life. An experience forgotten entirely by the conscious mind but lived over and over again in the memory of the subconscious. The technique worked out by the doctors consisted in getting the memory of the subconscious again back into the memory of the conscious and immediately and automatically the curative process began.

Your subconscious mind, then, is the phase of your mind that registers all thru your body. Its history is written into every cell. It is a "feeling" mind built out of your instincts, emotions, and experiences, and these are always "alive" with it. Its memory is perfect, but it acts entirely without judgment. It is activated chiefly by suggestion, but having no judgment it has no morals. Therefore it can be influenced to do evil and to form evil habits, as readily as good. It all rests in the manner in which it has been trained by your conscious mind. Negative results invariably will follow negative thought, as surely as positive results follow positive thinking. Good or bad; right or wrong; constructive or destructive, it strives to its utmost capacity to carry out any suggestion that may be given it, even tho such suggestion may result in the ultimate destruction of the entire personality which it is manifesting. Its mental processes are all deductive, without any regard to consequences.

With the knowledge that our subconscious possesses powers of such terrific consequence, can any sane person neglect or ignore it, and continue longer to leave its culture and development to chance? It can ruin your health; dissipate your energy; uproot your friendships, and make complete shipwreck of your life, or it can make you radiant with hope, courage, knowledge, power, and happiness, and give to you a presence and personality that will draw friends and propitious circumstances to you from the ends of the earth. All depending upon the intensity of your desire and the strength of your Will.

Now, again, it is in hypnotism that we catch a passing glimpse of the principle of contacting the superconscious or Cosmic, or Infinite mind. It is seen in the ability of a hypnotized subject to perform feats of bodily strength and endurance far beyond anything possible when in his normal, conscious phase of mind. The history of this matter is replete with instances of achievement in the way of physical performance so infinitely beyond anything of which the individuals are capable ordinarily as to make them phenomenal. Under

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the influence of hypnotic suggestion the limbs of the subject can be made so rigid as to make them impossible of bending without breaking. Pins can be passed thru the cheeks without drawing blood. Anesthesia can be induced without drugs, and surgical operations carried on without the subject feeling any pain whatever. Feats of balancing, deftness, and skill can be performed that are absolutely impossible to the subject in a waking state.

In the mental realm forgotten incidents of earliest childhood can be brought vividly back into consciousness. The subject can be made to diagnose any ailment from which the body may be suffering, and to prescribe the method of cure. In some instances where difficulty in awakening the subject is experienced, the person hypnotized can himself tell the operator what methods to employ in doing so. Post-hypnotic instructions given the subject will be carried out later in the waking state, no matter what seeming difficulties and obstacles may be placed in the way. Physical ailments can be cured by hypnotic suggestion that are impossible of any degree of successful treatment under any known normal methods. And so the phenomena go on.

Now what is the explanation of all this? Simply that the operator passes thru the conscious phase of the subject's mind, and on into the Cosmic mind. The conscious mind of the patient is induced to a lower level of activity so that the universal mind may come into full play thru the medium of the subject's body, and "thinking" systems. He is placed in touch with the Infinite! and out of it he draws supernatural power. It is obvious that if the power were not there it could not be drawn upon, but the fact that it is drawn upon is evidence that it is there. Furthermore, it tends to manifest its Personalness according to the personality of the subject. A person whose life character is built upon virtue and righteousness cannot be hypnotized into doing or saying things contrary in their nature to what the character has approved. Whenever such attempts are made the subject wakens invariably. Hence we can see the tendency to manifest according to the nature of the medium thru which it is giving expression.

But this is only one way in which the Cosmic Mind manifests thru the instrumentality of the individual. It manifests in a multitude of other ways, as well. It furnishes the inspiration that fires the heart and soul of the poet. It is the source of the creative power of the writer, or preacher. Out from it come the flashes of genius that illumine the mind and guide the brush of the artist. All art, all invention, and discovery emanate from it. In fact everything whatever, of a creative nature, rises from out the Cosmic Mind of the Universe, manifesting thru the subconscious onto the plane of the conscious, until it can be seen, and felt, and utilized by man.

All of the "hidden" forces of the universe about us spring from the workings of this Cosmic, or Universal Mind. It is by its directive intelligence and power that the various stars in the heavens are upheld, balanced with such unerring precision, and sustained in their orbital courses. The finely adjusted equilibrium and balance of physical forces about us in the atmosphere are workings of its directive agency. The atmospheric pressure, so finely balanced and equalized that we who live and move about in it would be literally torn to pieces were it to become ever so infinitesimally out of adjustment or equilibrium; the vibrations of light, heat, magnetism, sound, etc., that register in our consciousness in such vague and meager proportions; the vitalizing and energizing forces of plant, insect, bird, and animal life about us; the growing urge manifested in all animate things; the silent chemical and physical changes constantly going on in and under the earth; all these mighty powers with their terrific potentialities are nothing more nor less than the outcroppings, the expression of this Cosmic Mind, manifesting according to the nature of the medium thru which it is finding opportunity for expression. It is obsessed with an urge for manifestation; to make itself evident upon the physical plane which registers in our consciousness.

Furthermore it is the great illuminating Intelligence that furnishes communication between the various genera, orders, species, varieties, types, and variations of all motile animate things. Insects communicate with insects; after their individual kind. Animals with animals, but always after their kind. The horse does not communicate with the cow, nor the dog with the cat, only under the narrowest limitations. But the horse does understand the horse, and the cat, the cat. Nor is this communication confined to language, as we understand the term. It may be carried on by touch, by smell, by sight, or by other means, but in order for one to understand the other there must be an exchange of intelligence, and (*Continued on page 72*)

THE AWAKENING

SOMETIMES a surging wave of strange unrest
Sweeps o'er us like a billow from the main,
Tossing our helpless barque upon its crest,
And all our strongest efforts seem in vain
To stem the ruthless tide of circumstance
Which tears us from our moorings "safe and sure,"
Awakes us from a blissful dream, perchance,
To face realities we must endure.

Within the Halls of Time we oft forget
That we are heirs to all Eternity.
The earthly losses over which we fret
Serve but to break our chains and set us free.
'Tis time to rise and gird our armor on,
Invoke the Spirit of Eternal Youth,
Face toward the goal that we shall win anon,
And choose for aye the guidance of pure truth!

The myths and phantoms of the dim, dead past—
Traditions from the childhood of the race—
Inspired masters come to teach at last
That these in Cosmic knowledge have no place.
Life is the heritage of every soul—
Life with no opposite and without end.
Thruout all space the suns and systems roll—
From star to star our deathless souls shall wend.

Edwin Kingsley Hurlbut

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Team-Play in Business

By Edward Earle Purinton

First of a Series of Six Lessons on Business Organization

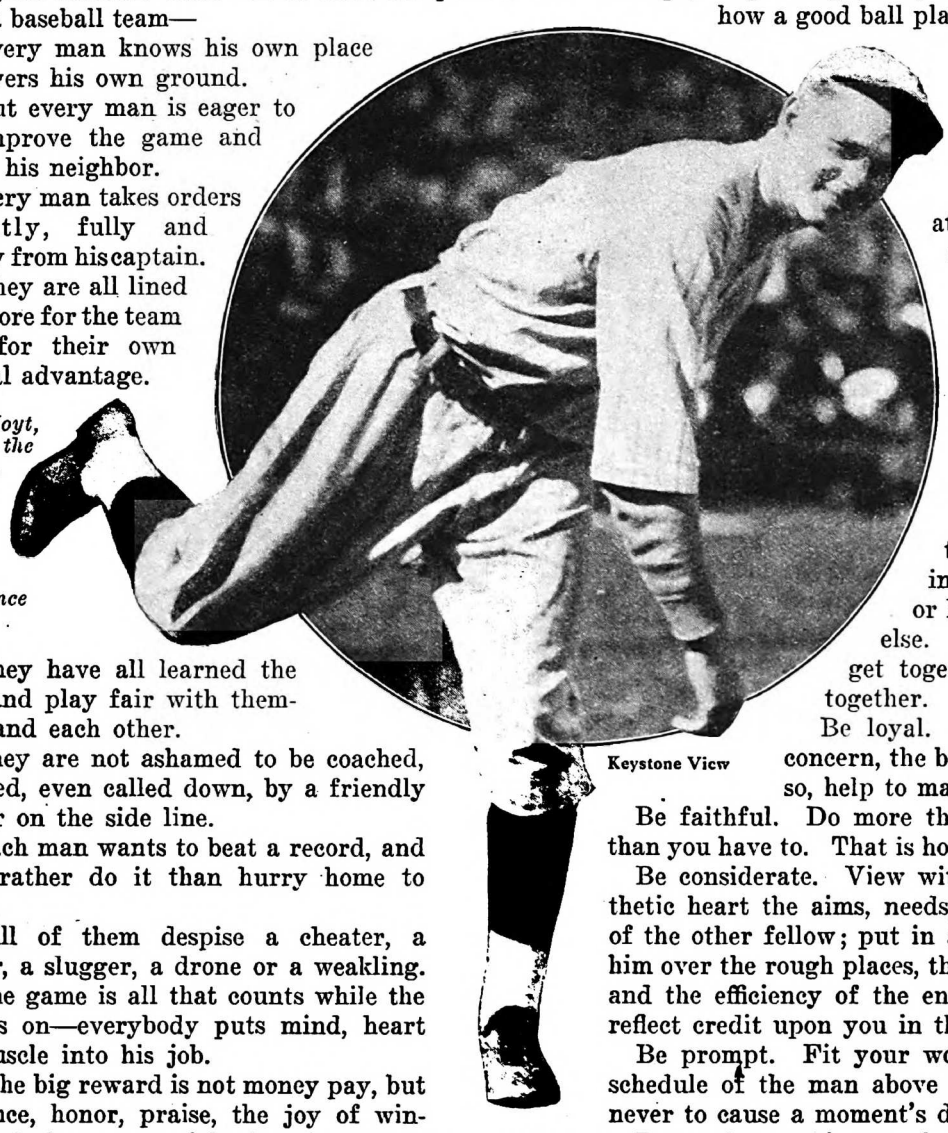
EVERY efficient business organization is like a good baseball team—in at least ten points. In a baseball team—

1. Every man knows his own place and covers his own ground.

2. But every man is eager to help improve the game and skill of his neighbor.

3. Every man takes orders instantly, fully and proudly from his captain.

4. They are all lined up to score for the team—not for their own personal advantage.



Waite Hoyt, now with the Yankees, who has been a professional baseball player since sixteen.

Keystone View

5. They have all learned the rules, and play fair with themselves and each other.

6. They are not ashamed to be coached, criticized, even called down, by a friendly watcher on the side line.

7. Each man wants to beat a record, and would rather do it than hurry home to dinner.

8. All of them despise a cheater, a welcher, a slugger, a drone or a weakling.

9. The game is all that counts while the game is on—everybody puts mind, heart and muscle into his job.

10. The big reward is not money pay, but excellence, honor, praise, the joy of winning and the power of leadership. But more money follows surely the job well done.

Here we have a model for team work in our business, community and personal life. Are you getting ahead as fast as you should, are you winning the business game? If not, apply these ten points to your job, your company, your associates and yourself. Think hard enough, long enough, deep enough, and you will find how a good ball player can make you a better business man.

Fine team work is necessary whenever two or more men deal together or do things together. It must operate between employer and employee, clerk and customer, seller and buyer, manufacturer and wholesaler, wholesaler and retailer, advertiser and dealer, thinker and worker, executive and subordinate, capitalist and wage-earner, dreamer and drudge. The interests of one are the interests of all. Each gains or loses along with everybody else. The way to win is to get together, work together, stick together.

Be loyal. Consider your job, your concern, the best on earth; and if it isn't so, help to make it so.

Be faithful. Do more things, and each one better than you have to. That is how leaders train themselves.

Be considerate. View with open mind and sympathetic heart the aims, needs, problems and difficulties of the other fellow; put in a little spare time helping him over the rough places, thus increasing his efficiency and the efficiency of the entire organization. It will reflect credit upon you in the end.

Be prompt. Fit your work method into the daily schedule of the man above you and beside you so as never to cause a moment's delay.

Be resolute. Aim to win whatever the cost to you. Take your pleasure in your purpose. Line up everything to achieve that. Make everybody want to help you win because your triumph means theirs. Learn to love the business game because you know you're leading!

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What Is

An Analysis of

By Gilbert Price

Employers like to use men who have families, men who

WHAT is your incentive—the thing that drives you forward in your work?

The right incentive will make you a winner; the wrong incentive a loser. Nothing is quite so important as to have an incentive that is fundamentally sound. You can't buy it, borrow it, nor steal it. It isn't to be had for the wishing. Some people have it, others do not. Those who do can't do anything but use it. They cannot lend it nor give it away.

Without it life is drab. The days are long and work an oppressive burden. It is the silver lining to the cloud. It is the bright spot in the dark field of disappointment and tragedy. It is like digitalis to a weakening heart. It is a sure cure for that headache that comes from anticipating failure. It enables one to gratify the demands of a heart-ache, and never leaves one with that "all-gone" feeling. The elixir of life, antidote to defeat, mental exhilarant, spiritual inspiration is the *right incentive.*

Every employer knows how important it is that employes shall have the right incentive. The fellow without something to work for is not always anxious to work. The man who does not need to work will not work when working is hard. There must be something to gain that cannot otherwise be had; something of such importance that no obstacle will be so great that it can keep one from attaining his object.

If it is of the right sort it creates in some instances enthusiasm, in other cases interest. There is this difference, that enthusiasm is apt to be effervescent. Interest if rightly developed is much more stable. Both are incentives that play an important part in developing good salesmanship. The first seems effective when it lasts. But an intelligent interest in the business in which one is engaged will produce the right kind of enthusiasm.

I will never forget the first real big day I had in the field; it was the second day. Like most green salesmen, I started out with a bang. After the first week my business declined, orders seemed harder to get. Prospects were obdurate. People were not at home. We had a run of severe weather. I had bad luck on deliveries; in fact I could have pointed to a dozen different facts that were excellent alibis for my slump in sales.

Just about that time my manager made me a proposition of a bonus for a special week's work. I responded excellently. Opposition yielded before me as the snow melts under the warm sun. I made an excellent record for that week and then dropped back to the low average of the preceding month.

I knew that this was unnecessary, and I began to study myself trying to discover the reason for this great difference in my ability to accomplish things. I realized that something had carried me thru to the fine record I had made on my two best days.

What had I lost? Where did I get it in the first place? How could I develop the spirit that had enabled me to secure the unusual amount of business I did on the second day out, and maintain it from day

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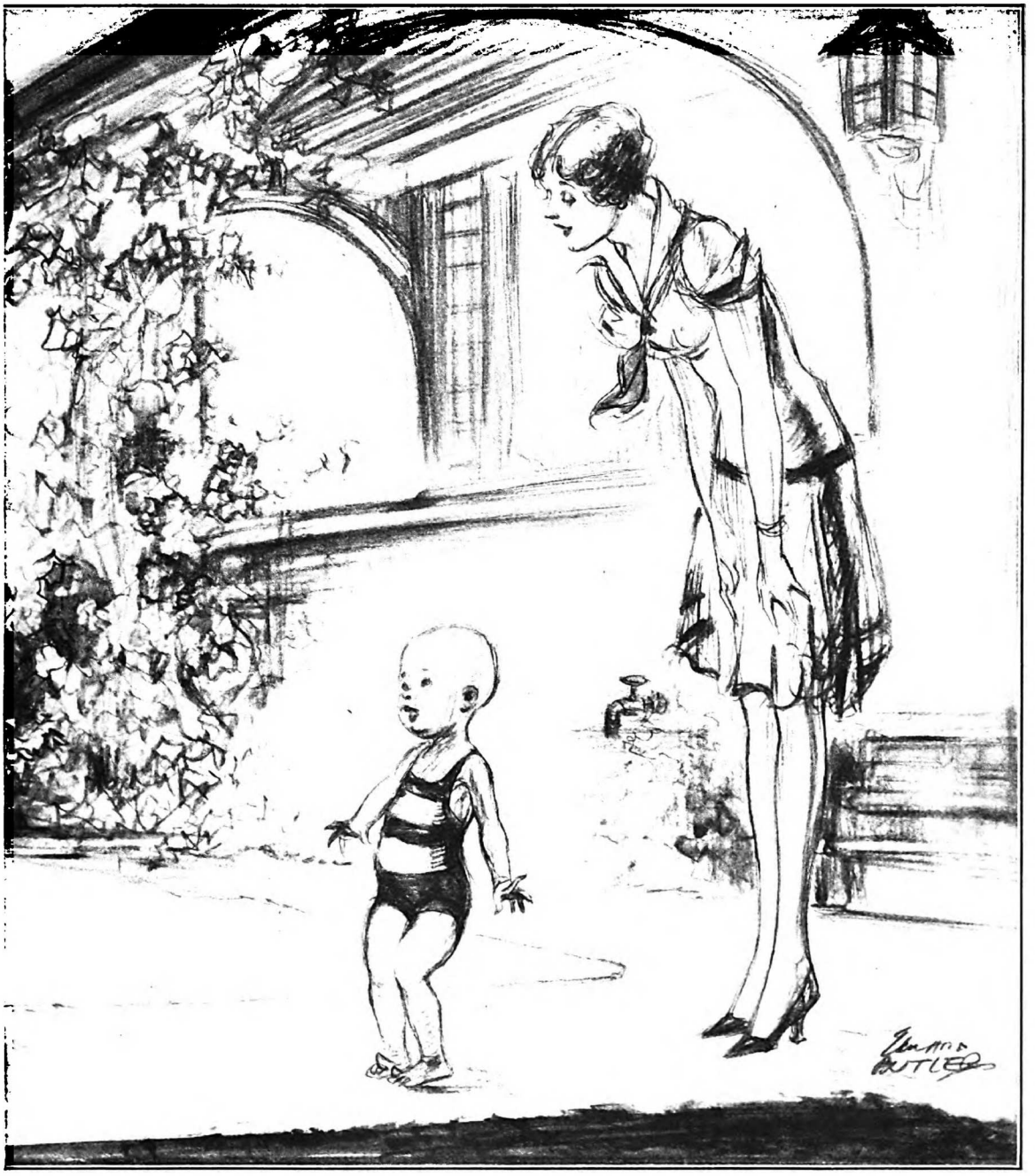

are building homes—the type of man who is interested in the happiness of those around him.

Your Incentive?

the Motives of Work

Illustrations by Edward Butler

to day? It seemed to me that I should be able to find the definite stimulus that enabled me to do my best at that time. There should be a formula which I could use to produce the reaction I wanted.

I eventually discovered the laws under which such conditions are produced and controlled. I did so by a careful study of the sources of incentives. Incentives are of two kinds, those that are from *without* and those that come from *within.*

Those from without are the more easily understood. They are produced by sales-managers, by peppy letters and conferences; conducting contests and offering bonuses; personal needs for food, clothing, shelter, entertainment and good company; the needs of others such as one's immediate family.

In my particular case the bonus offered by the manager had spurred me into action. However, it did the manager more good than it did me. The manager's sales records for the month showed a fine increase under the stimulus of the bonus offered to the entire sales force. I worked at high speed as did the others, and then experienced the reaction that comes from over-exertion. A horse that is driven at his best speed under the whip is apt to be wind-broken and spoiled. Many a good salesman has lost out in the same way.

There are fellows who find their greatest incentive in competition. They do not worry about commissions and are not enticed by prizes; they gladly work long

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hours if they can be looked up to as the leading salesman in the group. They find more satisfaction in beating somebody than in getting something for themselves. Such men are more stable, for the incentive is more constant.

Some employers like the well-dressed, single man for other reasons than that a salesman should be neatly dressed. His love for good clothes, good dinners and good company will furnish an incentive to excel in his work. They rely upon the axiom "the man who will not work cannot eat." The fellow who works well eats more and dresses better. Interest of this kind, however, is based upon the selfish needs of the individual. He is interested in his job in so far as it will satisfy his personal needs. When he fails to get his, the business organizers and executives fail to get theirs.

Other employers like to use men with a family—men who are buying homes. They find that men who are interested in the welfare of others can be more easily interested in the welfare of another man's business. The type of man who is interested in the happiness of those about him is quick to note the needs of whatever kind wherever they appear.

He is ordinarily a clean, wholesome type of fellow. The demands of his family are constant and they keep him on his toes. He is not so apt to cater to his own whims, nor allow little irregularities to disturb him.

The man without an adequate incentive is on dangerous ground. He is apt to develop the gambling instinct. He will try anything once. He is not choicy about what he does, for he is not looking for success in any particular job. It is not himself that is trying. He is trying the job. If it turns out right, he wins. If it turns out wrong, then the job loses. In either case he thinks there was nothing the matter with him. He is an ardent worshipper at the shrine of the three Goddesses of Chance—Luck, Fate and Fortune.

It is most unfortunate for a man to believe in luck. To trust in luck will develop the wrong incentive. Luck, whether good or bad, is an unknown quantity and the problem of life is not concerned with the value. It is entirely negative and should never be represented by x. Its correct symbol is zero. In fact there is no such thing as good luck. Good luck is always bad luck. The man who wins the first time he gambles is not lucky, for he will find it hard to refrain from gambling again, and the gambler eventually loses. The fellow who has bad luck and loses really has good luck. The chances are that he will never gamble again. Eventually he will win.

The lucky man is not to be depended upon. No business is built upon such insecure foundation. It cannot depend for success upon men whose greatest qualification is that they are known to be lucky.

The gambler's instinct is not a business instinct. His habits are not the habits of good business. He *plays* to win; he does not *work* to win. Having put up a certain amount of time and money he waits for this goddess of chance to bring him his reward. He does not expect to offer an equivalent for what he obtains. A gambler never does. He prefers the long shots that require small capital to win rich stakes.

It is a most unfortunate thing for a man to believe in luck.

Luck flutters in the distance, pretending to raise the curtain that hides the future, revealing beautiful paintings and rosy pictures that in the end turn out to be nothing but phantasies. She promises more than she gives. Her smile is deceitful. She is absolutely without honor. The favorites that she plays are rarely ever worthy. She is sly and dislikes company. Just as you think she is yours she has eluded your grasp and flitted away. She has never been known to settle down. An atrocious flirt, an outrageous vamp, there have been few that have been able to resist her. She has led many good men astray, spoiled many a life, and ruined many a career. Men have stolen for her, and kissed honor goodbye. She has killed their best instincts and left them without incentive or inspiration.

She has no business in a business man's office. She does not earn dividends or win promotions. She is a fake pure and simple, *and the man who harbors her will become a faker.* He never will be what he otherwise might be. The more he sees of her the more he will depend upon her, and the less he will develop himself. If he will let her (*Continued on page 82*)

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Three Kinds of Thinking

By Albert Walton

First of a Series of Five Lessons in Personality Building

YOU are now entering the "School of unlearning." Your difficulties have come about because of things that you have learned that you would be better off without. We are going to show you how to unlearn what you have learned that you wish you had not learned. And when you have learned how to unlearn we are going to show you how to learn again, and learn something you do want to know.

It may have taken you five years to learn what you have that you wish to be rid of. It may have been a process that has run much longer than five years. The chances are that you learned it before you learned to talk, or very shortly thereafter. You cannot expect to unlearn all this in one night. It may take as many weeks to unlearn as it took years to fasten it on you originally. However long it takes it will be worth the time you spend on it. If you do not start now to unlearn you will merely continue to fasten the old thought-habits on yourself more strongly. You must go ahead with the old or turn back with the new. You have been going up the wrong road. We turn you back to the fork in the road and start you out on the road you should have taken when you reached this fork in childhood.

It is necessary first for you to know something about the way you think, and what you do your thinking with. Most people have an idea they think with their brains. They don't. They think with the cells of their bodies. This may sound exceedingly radical to you. Undoubtedly it will sound that way if you have not followed the developments of the last twenty years in the fields of psychology and physiology.

Dr. Jacques Loeb of Chicago University found out before 1900 that the removal of the brain did not stop all thinking. Dr. John B. Watson of Johns Hopkins University has traced the matter still further and built up a whole new science of psychology which he calls Behaviorism. We would refer you to the works of these men and their many followers if you care to go into the matter more deeply. It is not necessary however. We merely call your attention to the fact that these two recognized men of science with world-wide reputation have blazed the trail and have developed the science which we are here applying for your assistance. We will give in these lessons all that you will need to know about the subject in order to help yourself.

You think with your cells. A simple single-cell animal does crude thinking of a simple sort. It knows enough to move away from what it does not like and to move toward what it does like. It knows enough to seek food and to digest it when it meets it. When the single-cell animal grew to be a more complex organism of a dozen or a hundred cells it still had no brain. It was still all protoplasm. It still had to think in its cells because that was all it had to think with or do anything else with.

By and by it grew to have enough cells so it could set aside certain ones to do the digesting of food, others to move it around after food, others to warn it when it was in danger. When its cells needed food they had to get a message to the parts that were used for locomotion. It sent the message thru the protoplasm. It was an electro-chemical change that was transmitted from cell to cell. That was the only way for a message to travel. There was no nervous system built up as yet. There are millions of such simple animals in the sea today. A little further development and we find a simple nerve to carry the message, a string of cells that can carry this electro-chemical change more quickly than the clear protoplasm can carry it. The *thinking* is still done in the cells, however. The nerve is merely the path over which the impulse, the *thought*, travels.

When this nerve was developed, the old system of sending the message was too slow. When the telegraph was invented and put into use, the pony-express for carrying news went out of business. It is still possible to carry news by men on horseback; the only reason it is not used being that the wire is quicker. In times of flood or earthquake we still have to send a man on horseback out for relief if the wires are all down. In the same way the old system of sending messages thru the protoplasm still exists. This was not known until during the late war when men had their spinal cord severed, when the surgeons found out that the old "protopathic" system was still there and could be used.

After the first single nerve was developed the animal did not stop growing in complexity. By and by it developed to where it had to send messages to several parts. At first a "ring nerve" was used as a sort of cross-connection. The star-fish has this ring-nerve today. If he did not have it (*Continued on page 81*)

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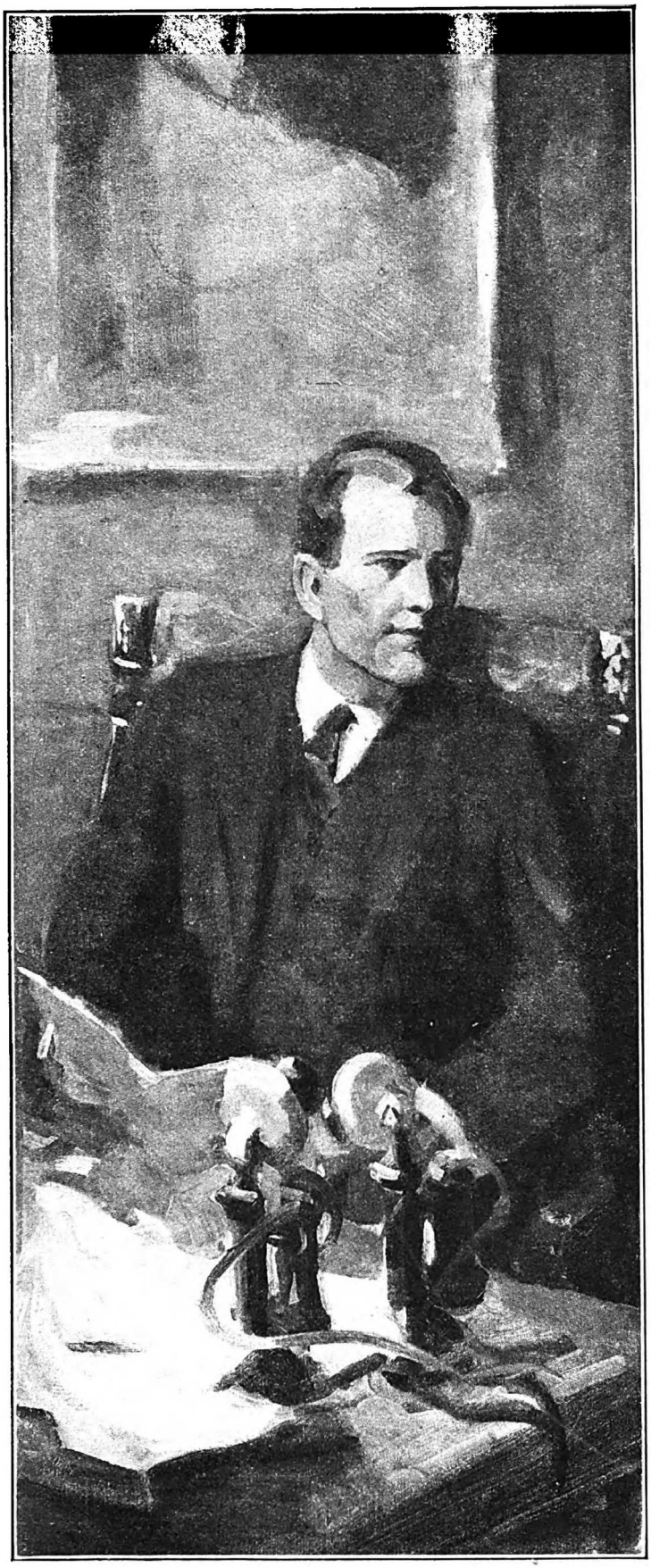

The Man Who

The Story of an

A MYSTERIOUS murder had been committed at the Hotel Metropolis, in New York City. William Myrick, a jewelry merchant from Chicago, was found dead in his room, a bullet wound in his head. John Mace, also from Chicago and also in the jewelry trade, a former partner of Myrick, occupied the room directly above him at the Metropole. Mace himself was a fugitive from an Illinois sanitarium, where he was being treated for sleep-walking.

He is trailed and located by Detective Eagen, who strikes up a close friendship with him, and introduces him to Dr. Embury, a psychoanalyst. Before he has learned of Myrick's death, Mace tells the doctor that he lives in constant fear that some night he will walk in his sleep and kill Myrick. He explains that Myrick had defrauded and ruined his father, causing the death of his mother and so affecting the health of his own wife that their baby was born dead.

The two men had quarreled the night before the murder, and Mace had been seen by the night porter, going down the service stairway with a revolver in his hand.

CHAPTER VII

A Scientific Policeman

FREDRICK HAWKINS was carrying on a very interesting and valuable piece of experimental work at the headquarters of the New York Police Department to determine the percentage of persons arrested daily who suffered from mental defect or disease. He started from the premise, already proved beyond question by investigators of prisons and reformatories, that thousands of criminals are more or less mentally deranged. No statistics, however, had ever been gathered as to the number of individuals passing thru police channels who are arrested for crimes directly or indirectly due to abnormal mentality. Hawkins believed that prisoners should be tested before they are tried and convicted. He was convinced that sick people do not belong behind stone walls and steel bars.

Altho the methods Hawkins used were quite new to the rank and file of the department, there were a considerable number who believed in him. The Commissioner gave him his whole-hearted support and had made the young man a special Deputy Commissioner. The newspapers, however, made Hawkins the target of much friendly ridicule, dubbing him the "Scientific Cop."

On the morning that William Myrick was found dead, Hawkins had just completed his examination of the last of his group of prisoners for the day when Professor Sylvester's card was sent in.

"Show him in, at once," he shouted, rising and coming forward eagerly.

When Sylvester entered, the two exchanged the heartiest of greetings.

"I suppose you received my wires, Hawkins?" he asked, beginning at once on the matter near his heart.

"All of them, I take it."

"And John—John Mace—is he still under surveillance?"

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By Louis E. Bisch, M. D.

Slept

Unconscious Crime

"In charge of one of our best detectives—if not *the* best."

"Good! That's a relief. Do you happen to know where John is now?"

"At present he's at the office of Dr. Embury—being examined."

"Nothing could be better. That's fine! Embury is exactly the right man. How did you manage to get him to go?"

"I had nothing to do with it, Professor, sorry to say. Apparently Eagen the detective, engineered it."

"We'll show our appreciation to Mr. Eagen later. I want to thank you here and now for all your courtesies. You cannot imagine what a help you have been to Mrs. Mace. I happen to be an old friend of both and I've been almost as much concerned over John's disappearance as she has."

"You may rest assured, Professor," replied Hawkins, deferentially, "that it's been a very great pleasure to me to serve you and your friends. I owe much to you, as you know."

"Nonsense, man, nonsense! You're making a name for yourself thru sheer merit. Excuse me just a minute. I want to convey the good news to Mrs. Mace. She is waiting outside."

"Won't you bring Mrs. Mace into the laboratory?"

"A good idea! I want her to meet you."

In a few minutes he returned, ushering in a pretty, graceful woman in the early thirties. She was flushed with evident anxiety and the tears were not far from her eyes of violet blue.

"Helen, this is Commissioner Hawkins, the young Chicago chap we're so proud of. Hawkins, Mrs. Mace."

Mrs. Mace's charming face looked tired and careworn altho Professor Sylvester's news of her husband had obviously cheered her. She greeted Hawkins cordially.

"You have been extremely kind, Mr. Hawkins. I am more grateful than I can express," she began.

Hawkins was about to remonstrate when Sylvester interrupted.

"I've already told Hawkins how we feel about it, Helen, but he's too modest to like compliments. It's the strangest sort of coincidence that this pet pupil of mine, who took his major work for the Ph. D. at the University should be aiding me now in behalf of my closest and dearest friends."

"It is strange, Mrs. Mace, as Professor Sylvester says," Hawkins added, "my first stimulus to do research in criminal psychology came from him."

"Mr. Hawkins, Helen, is the man Dr. Sommers spoke about that night at Stonybrook. You remember?"

In a few moments he returned, ushering in a pretty, graceful woman in the early thirties, "Helen, this is Commissioner Hawkins."

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"Oh, yes, indeed," replied Mrs. Mace. "He regretted that we had not sent John to him."

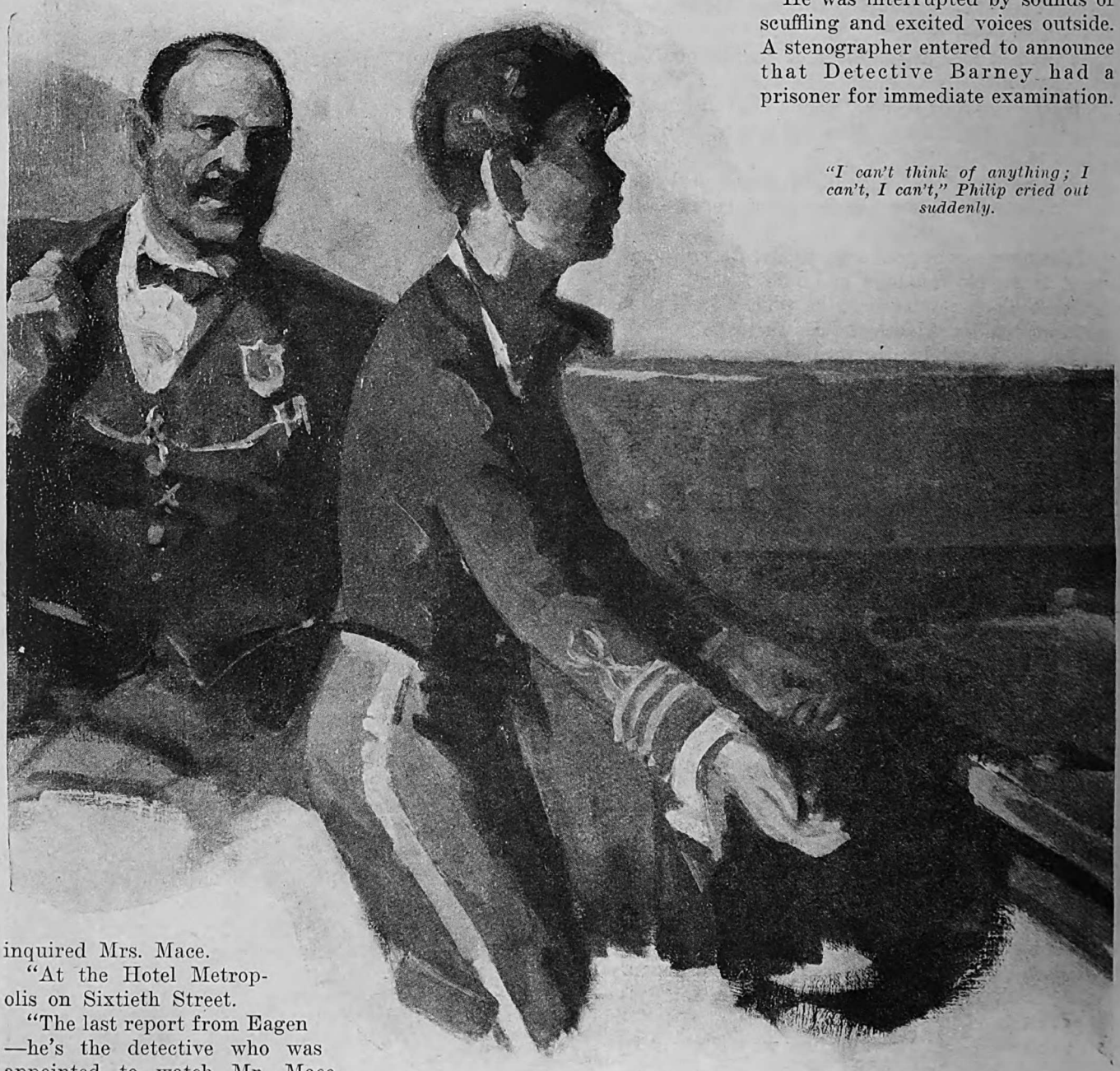
"Mr. Mace is in excellent hands now," put in Hawkins. "Dr. Embury stands among the first in his specialty."

"This trailing business is, of course, out of your line, Hawkins, but I understand the Missing Persons Bureau kept you informed about John?"

"Exactly. It was a simple matter for them to keep me posted so I could relay it on to you."

"Can you tell me where my husband is stopping?"

Illustrations by Fred Reinert



inquired Mrs. Mace.

"At the Hotel Metropolis on Sixtieth Street.

"The last report from Eagen—he's the detective who was appointed to watch Mr. Mace, and who seems to have become very friendly with him—was that Mr. Mace would be detained at Dr. Embury's office for several hours and would get back to the hotel to meet you at five o'clock."

"Does my husband know of my coming?" Her eyes gleamed with eager expectation.

"No, Mrs. Mace. I suggested to Eagen over the telephone this morning that he should be told, but Eagen thought it better to surprise him."

"You can put your mind at ease, Helen, for you see everything has been arranged. The delay will give you time to go to a hotel and rest. You know you must look your handsomest when you meet John." Sylvester smiled at her affectionately.

"I suppose that would be a good plan. Couldn't I engage a room at the same hotel—the Metropolis?"

"Certainly, Helen. I'll take you there myself."

"Mr. Mace's room is 1856, and he will be back at five this afternoon," Hawkins added as his visitors prepared to leave.

He was interrupted by sounds of scuffling and excited voices outside. A stenographer entered to announce that Detective Barney had a prisoner for immediate examination.

"I can't think of anything; I can't, I can't," Philip cried out suddenly.

At the same moment Barney appeared unceremoniously in the doorway, evidently in high elation.

"I've got a clue here on the big case. He's about stumped me. Wish you'd put the screws on him."

Without waiting for permission Barney reached

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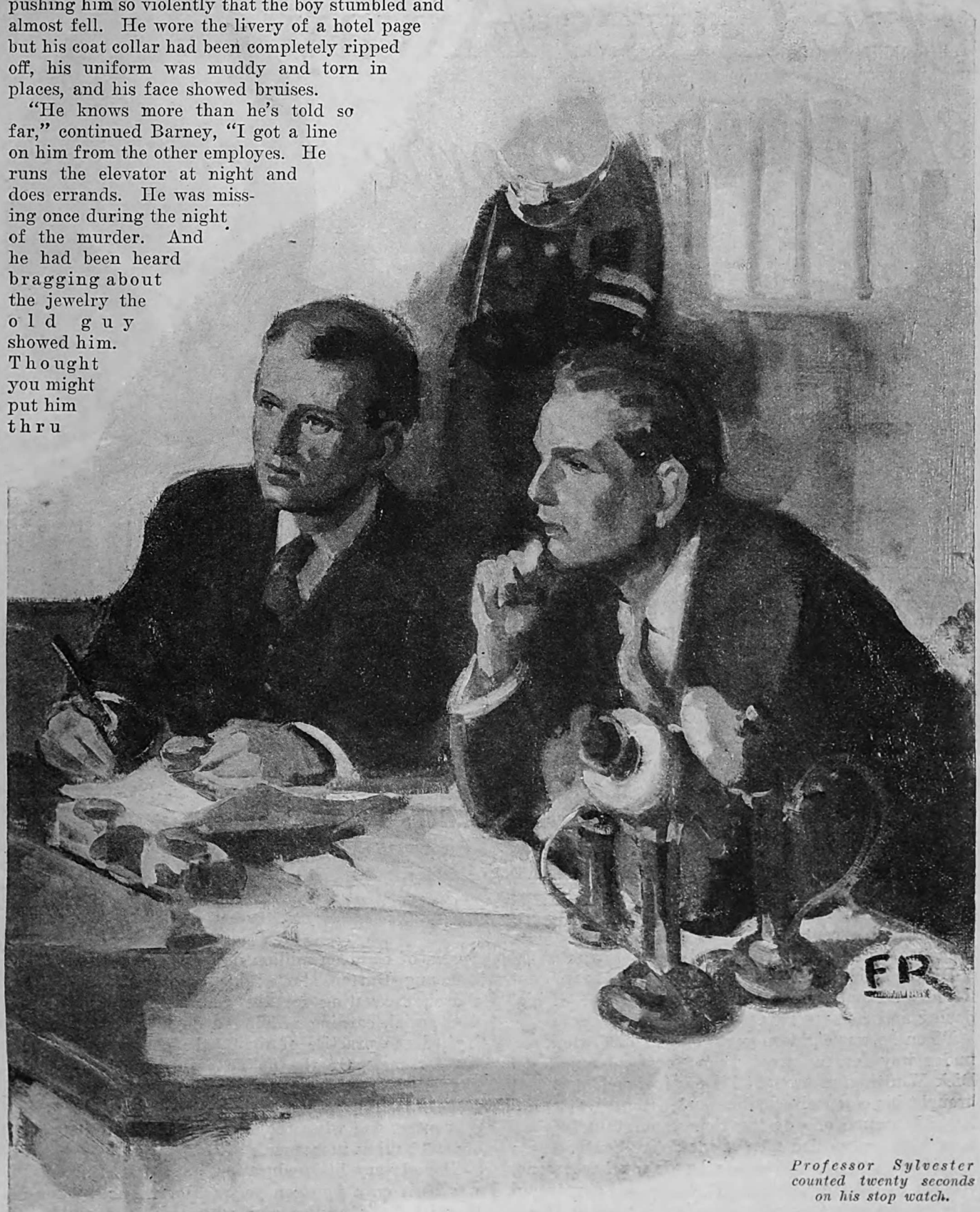
back and thrust a lad of about eighteen into the room, pushing him so violently that the boy stumbled and almost fell. He wore the livery of a hotel page but his coat collar had been completely ripped off, his uniform was muddy and torn in places, and his face showed bruises.

"He knows more than he's told so far," continued Barney, "I got a line on him from the other employes. He runs the elevator at night and does errands. He was missing once during the night of the murder. And he had been heard bragging about the jewelry the old guy showed him. Thought you might put him thru your 'third degree.'" Barney in his excitement had no eye for anyone but Hawkins. Then he happened to turn. Seeing Mrs. Mace and the Professor, he stopped abruptly and removed his hat.



Professor Sylvester counted twenty seconds on his stop watch.

Hawkins, meanwhile, was reassuring the frightened boy and persuading him to sit down. Then he addressed his visitors.

"A rather mysterious crime was committed last night and in such cases I'm often asked to cooperate. This is Mr. Barney." (*Continued on page 68*)

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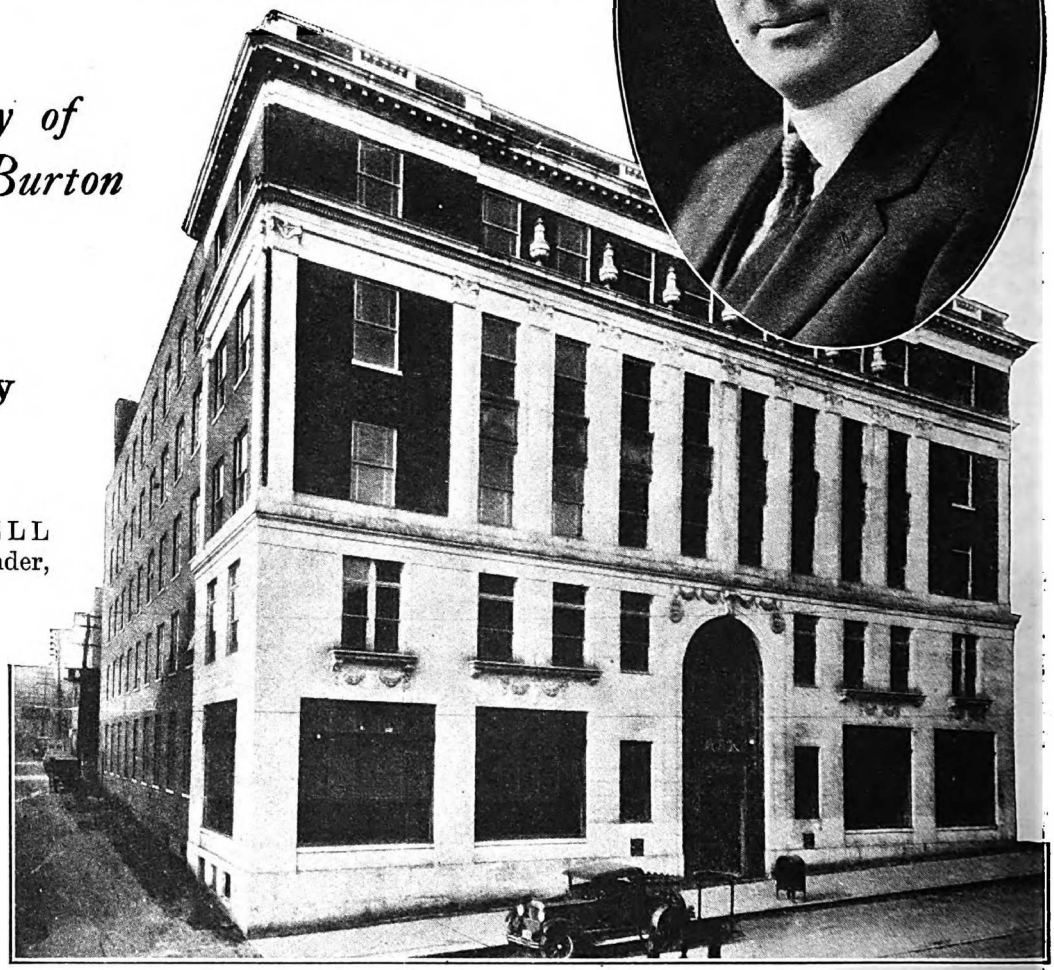
He Gives Away 3/4 of His Income

The Story of A. M. Burton

By

Hazel Manley

ANDREW MIZELL BURTON, founder, president and manager of the Life and Casualty Insurance Company, of Nashville, Tenn., gives away three-fourths of his income to humanitarian enterprises. In fact these enterprises have so deep a place in his consciousness that they may be said to form the real purpose of his life. He lives for them; the business is incidental, except as that, too, is felt to be of social value to the world.



Home office of the Life and Casualty Company of Nashville, founded in 1903 with $2,000 and with present assets of $7,500,000.

Burton's life, from its early years to the present, flashes and pulsates with romance—romance of high daring and rich rewards.

When he was eighteen years old, in 1896, work was under way for the great Tennessee Centennial. As Dick Whittington brought his cat to London, Burton brought his cow to Nashville—and within two decades he had become one of the richest, most useful, and most highly respected men of the entire South.

He drove the cow because he didn't have money enough to ride in the bus. It was a two-day tramp, driving the cow from his father's pastures in Hartsville, fifty miles from Nashville, to his grandmother's home in the city.

In six years Burton had saved $2,000 and with that sum of money founded the Life and Casualty Company, which he has developed into an organization with assets of seven and one half million dollars and with a record of eighteen million dollars paid out in claims.

Young Burton started his career with pick and shovel, excavating for the Chinese Building at the Centennial, earning a dollar a day. At this time he started the practice of thrift, the practice that built his fortune. Of the dollar earned every day, the eighteen-year-old lad saved exactly half. After several months of excavating he became an assistant to the carpenters and when the exposition was completed, he started selling insurance.

"I had very little education," says Mr. Burton, "I was born only fourteen years after the surrender of General Lee's armies and when I was a child the country schools in Tennessee were poor indeed. This lack of preparation has been a handicap, so I realize that the first duty of a boy is to get an education.

"After driving the cow from the farm to my grandmother in Nashville, I worked for almost a year on the Centennial building. When the Centennial was thrown

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open to the public by President McKinley and Governor Robert Love Taylor in 1897, I was out of a job. It was then I decided to became an insurance agent and got a position with the old Sun Life Insurance of Louisville. For this company I sold industrial insurance and remained a year in this capacity after it was consolidated with the Metropolitan Life of New York. I then went with the Southern Mutual Aid of Birmingham as an agent for industrial health and accident insurance and remained there for two years. I left the Southern Mutual to organize the Life and Casualty Insurance Company, of Nashville."

Working on a small salary, Mr. Burton had managed to save the $2,000 with which he wished to establish a life insurance company. He succeeded in interesting other men in the venture, realizing $18,000, and the company was started with a capital of $20,000. Burton wished to assume the greater risk, so it was agreed in a contract by his own stipulation that his $2,000 was to be spent first. By the time the sum was spent in the business, it was clearly evident that the company was headed for success, and every nickel put into the company in 1903 by Mr. Burton has now grown to $25.00.

Industrial health and accident insurance was in its infancy when the Life and Casualty Company was organized. In some sections of the South it was unknown. As the first president and general manager of the new company, Mr. Burton launched out boldly and blazed the trail like a veteran.

Just four years after organization came the great financial crisis of 1907. There has been a great war, and a crisis in the deflation period in 1920, and an epidemic of influenza during the World War that caused worry to scores of big insurance companies, but the Life and Casualty has grown and blossomed, and its founder remains the president and general manager.

Last year Mr. Burton was picked by the Nashville Chamber of Commerce as a contestant in the Harmon Public Achievement contest as the Nashville citizen whose work has been outstanding. He was nominated mainly because of his work in connection with the Central Church of Christ.

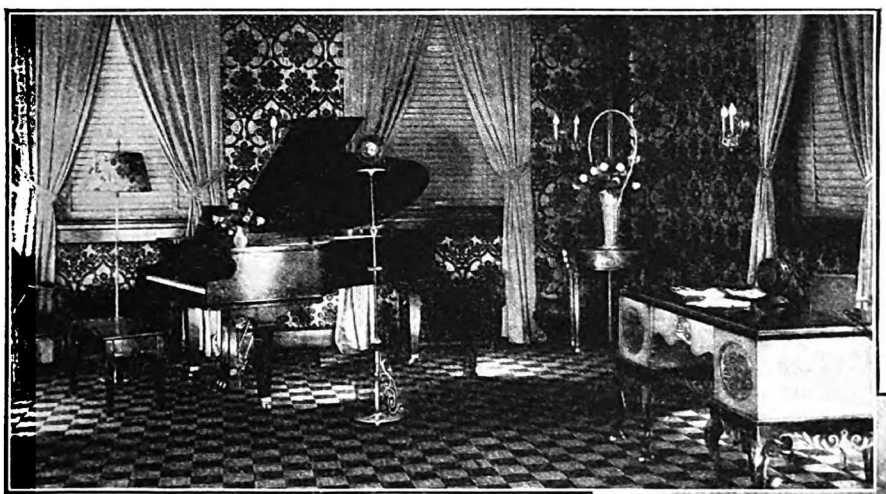
"This church and the influence it is wielding on the people of this community and the business of the city as a whole"—stated the official nomination of Mr. Burton for the Harmon prize—"is the child of the brain and the effort of Mr. A. M. Burton, a busy business man who is head of one of the South's largest insurance companies. It is due entirely to his untiring effort, his foresight, his work, his money, and influence among others who have money, that this magnificent work was established."

This church is the most unusual in the South, if not in the entire country. It is not simply a house of worship, but there is operated in this building a free medical and dental clinic; there free clothing is provided, playgrounds for the children are attractive, and mothers may leave their children there in a day home when they go to work. Services are held every day at noon, and services are also held at night and on Sunday at hours when other services in other churches are not in progress. These services are carried over the country by "The Thrift Station" WLAC.

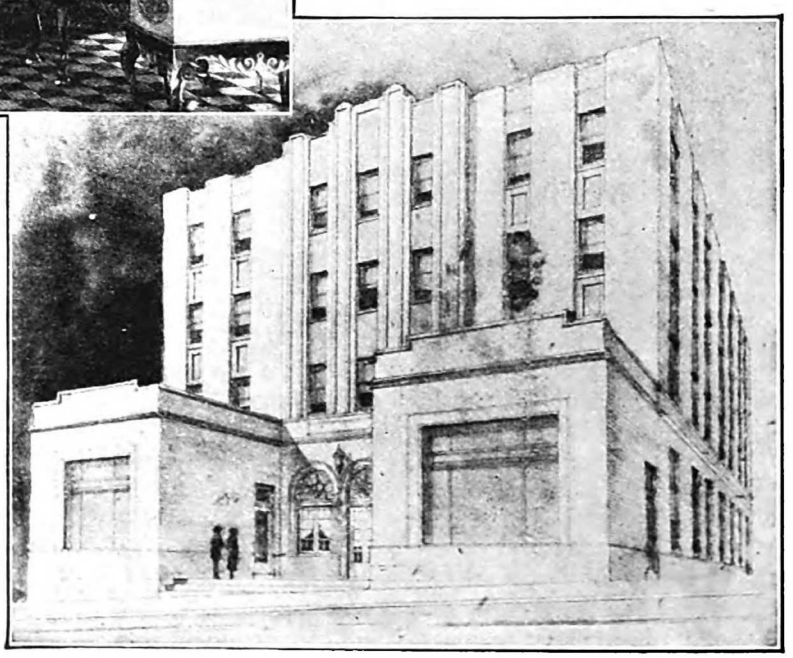
It was Mr. Burton's idea that the church should always be open, and the door of the church he visualized is never closed. When asked on one occasion to relate the origin of this church, Mr. Burton promised to do so on the following Sunday. When he arose to tell the story, he read from the 35th and 36th verses of the 25th chapter of Matthew, as follows:

> For I was hungry, and ye gave me meat; I was thirsty and ye gave me drink; I was a stranger and ye took me in.
> Naked and ye clothed me: I was sick and ye visited me: I was in prison and ye came unto me.

"There is nothing pretentious and grand about this wonderful little church," states the Nashville Chamber of Commerce to the Harmon Foundation. (*Continued on page 64*)



Radio studio of the Central Church of Christ, Nashville.



Administration and educational building of Christ Church.

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Courtesy Fox Films

Dr. Hurlock is an instructor in the Extension Department of Columbia University. Unlike many academic experts, she has kept in close touch with Life and Human Nature, and her vivid reports of tests with children are of value to every teacher and parent.

Modern Psychology has shown the havoc of mind wounds inflicted on children in the early years. Modern Pedagogy tells the same story. Not only are punishments and harsh words cruel. They defeat the very purpose they were supposed to serve. The scolded, frightened, discouraged child cannot learn.

ALL parents and teachers are at some time or other confronted with the problem of what incentives to use in dealing with children. Some maintain that the child must receive encouragement, while others, protesting against this "sugar-coating" method, argue that the best work is done following reproof of some kind. Johnny may do his best work if you praise him, while Billy, on the contrary, may simply "lie down on the job" and do nothing at all. Reproof may make one child so ashamed of himself that he will buck up and exert every possible effort to do better the next time. Another child may become discouraged by the same reproof and not even try to do better.

It was not so very long ago that a school-master thought that the only way to get results from his pupils was by using the rod. Two quotations from Swift, *Mind in the Making,* may be given to emphasize this point. "A Suabian school-master pointed with pride to his fifty-one years of teaching. He had given 911,500 canings, 121,000 floggings, 209,000 custodes, 126,000 tips with the ruler, 10,200 boxes on the ear, and 22,700 tasks by heart. It is also recorded to his credit that he had made 700 boys stand on peas, 6,000 to wear the fool's cap, and 17,000 hold the rod." The following poem from Dean Swift brings out the same point:

Students, like horses on the road,
Must be well lashed before they take the load;
They may be willing for a time to run,
But you must whip them ere the work be done;
To tell a boy, that if he will improve,
His friends will praise him, and his parents love,
Is doing nothing—he has not a doubt
But they will love him, nay, applaud without;
Let no fond sire a boy's ambition trust,
To make him study, let him learn he must.

We pride ourselves on having risen above this seemingly inhuman type of treatment, and we most undoubtedly have. Yet, if one were to walk thru the corridors of any one of our public school buildings, he would be surprised to hear the sharp rebukes directed against the children. If he could see their faces, his heart would swell with pity at the sight of their crestfallen expressions. Can we wonder that such treatment fosters a spirit of animosity against the teacher, which in turn spreads to the school and school work in general?

A problem which far eclipses many others in the educational world of today is how are we to change the attitude of the child toward the school? Modern business is demanding an increased training which can be had only thru the medium of the school. We cannot

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expect the child to look ahead and realize how much he is handicapping himself by leaving school at the end of the compulsory school period. It is the duty of the educator to make the school work so interesting and the school atmosphere so attractive that the child will not wish to leave until his education is completed.

Practical experience with animals as well as with human beings has given us some clue as to how to go about this matter. Animal trainers have found that if they wish to teach the animal some trick, they must use an incentive, either in the form of a reward or a punishment. A combination of the two has proved to be best in most cases. Punishment is emphasized in the beginning of the learning period, and reward at the end, when the animal has almost learned the trick.

In dealing with human beings, the truth of the old saying, "You can catch more flies with molasses than with vinegar" has long been recognized. Praise a person for what he has done, and nothing is too much trouble for him to do for you in return. Reprove him, and you at once kill his enthusiasm and desire to do better work.

Leaders of industry are gradually coming to the point of recognizing this fact and are dealing with it accordingly. As an example of this fact, we shall quote briefly from an experimental study made by Dr. H. D. Kitson at the Lake Side Press in Chicago. "The daily output of forty hand compositors was studied for twelve months, and it was found that under a specially arranged bonus system set up in that establishment, the efficiency of every man was increased, on the average, from 58% to 97% in twenty weeks. All were experienced printers when they entered the plant, and had worked at the trade from one to twenty-seven years. Notwithstanding this fact, they made a gain in their output in five months, under the stimulus of a bonus system, of 67% over and above the average score made at the end of the first week of service. One man who had been working at the trade for twenty-seven years made a gain of 142%; another, who had been working at the trade for fourteen years, increased his rate of work 282%."

(*Continued on page 66*)

Courtesy Pathe

Home as well as school must supply incentives.

In the ordinary classroom the dull children are reproved.

Courtesy Fox Films

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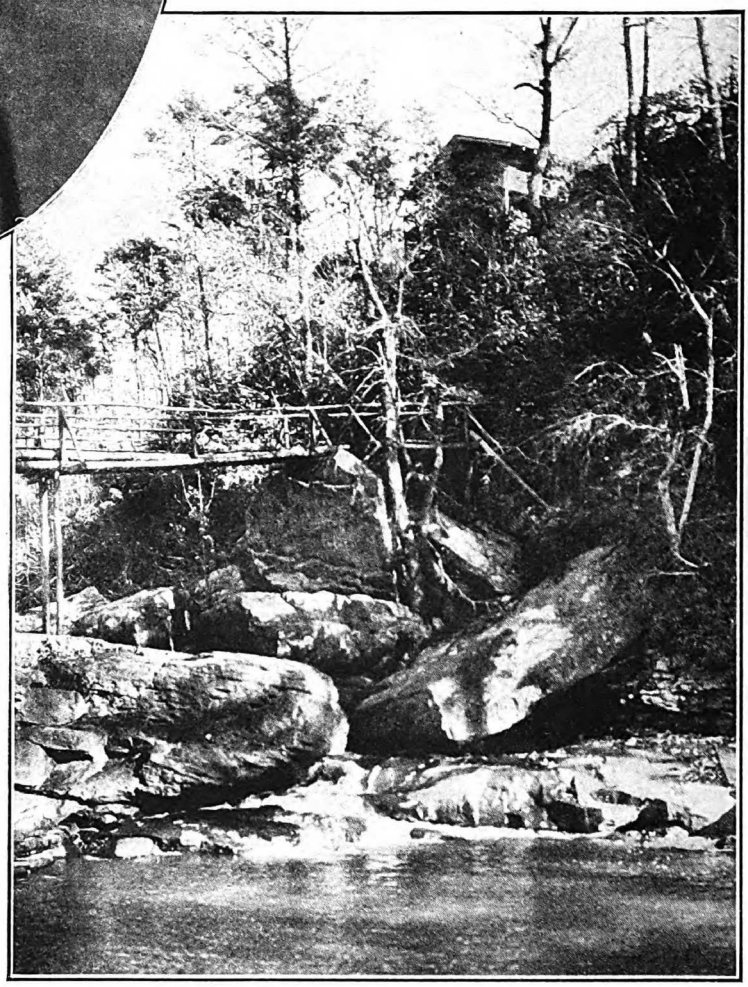
COLONEL HOWARD

Faith and

The Story of Milford W. Howard

By A. H. Howland



A glimpse of fairyland on the Howard estate.

I HAD heard a lot about Col. Milford W. Howard before I met him, and was naturally curious to know if the face of the man would fit the things I had heard about him. I have the honor to report that it does.

Gentleness, earnestness, integrity, and, when he talks or smiles, something very like inspiration. All summed up in that strange word "Selflessness." That is a big word, and there are not many persons whom it fits. But it seems to me that it does fit Col. Howard.

Selflessness, as I understand the term, does not mean that one has no "personality," nor "magnetism." It seems to be true that the less of "*self*" one shows, the more of these other magic qualities he possesses. Col. Howard is a man who, all his life, has had a vision; he has been guided by some sort of "Inner Light," like what the Quakers talk about. He sees a Light—and he follows it. He is not disobedient to the heavenly visions vouchsafed him.

The hour I spent with him in the lobby of the Willard hotel in New York stands out as one of the high spots of my life. I asked him for his own story in his own words. And he told it to me; his grave, merry eyes often filling with tears and his voice now and then choking, as some reminiscense brought back a sharp struggle or a vast blessing somewhere back in the years.

The Colonel likes to boast that he is a "mountaineer," a "hill-billy" from the Highlands of the South. But he was perfectly at ease in the northern hotel, as he has been at ease in the House of Representatives when he was the "only Republican Congressman from the Solid South"; as he has been at ease before great audiences who have been thrilled by his uncanny gift of majestic oratory—as I know he must have been at ease sitting alongside Mussolini whom he recently visited at Rome.

Not many men are as versatile as Milford W. Howard. A lawyer, a politician, a lecturer, an author, and actor and producer—and now an educator. For all the ardent ambitions of his busy life have been concentrated during the last half dozen years in the

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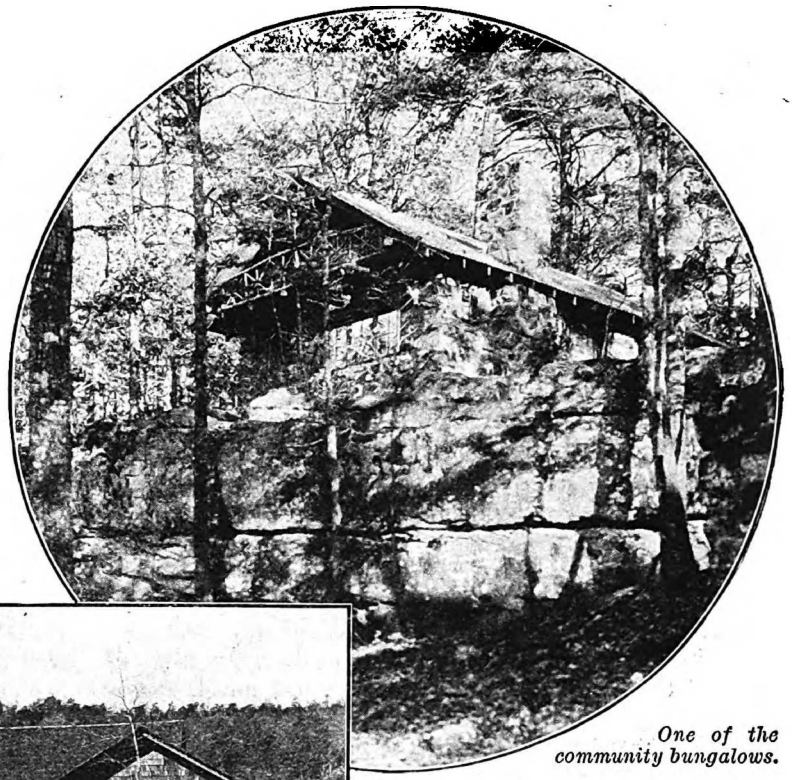
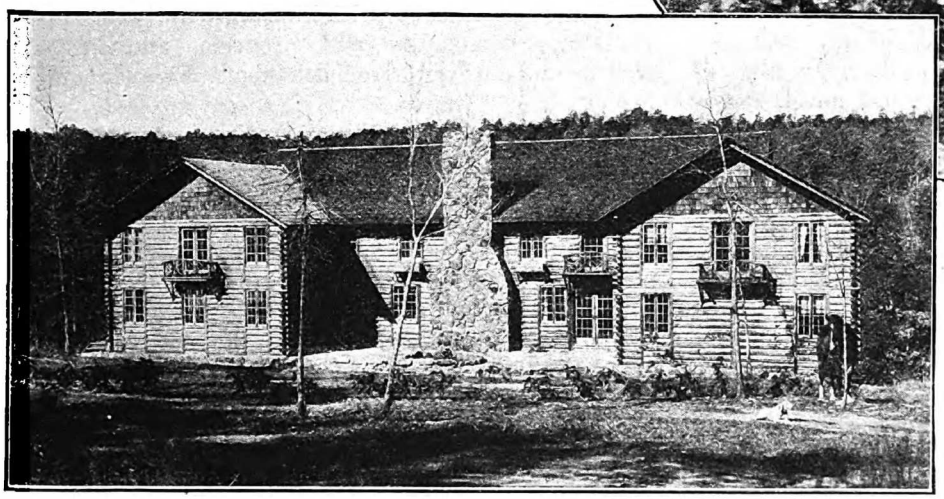
Facts

with

Announcement of the 1929 School of Psychology



One of the community bungalows.



Alpine Lodge—the Heart of Colonel Howard's "Vagabondia."

great educational project which he and Mrs. Howard are developing on Lookout Mountain, where they have acquired a thousand acres of land in the adjoining states of Tennessee, Georgia and Alabama. They call their institution the "Master Schools," and its aim is to develop master craftsmen in both the industrial and esthetic arts. But higher than all these other words one is sure the slogan of the movement will be, not craftsmenship, not industry, or art, or even wisdom—but Inspiration.

Colonel Howard's faith will take care of that. For that is what he lives by. And even the most highly technical pedagogical expert, I think, would be quite content to endorse any educational system or movement that would produce souls, and smiles, and eyes like those of Colonel Howard. And every time his name is written or spoken that other name is always implied, the name of Stella Vivian Harper Howard, his "Lady Vivian" of his Vagabondia, which is what he calls his mountain school for the training and releasing of kindred free spirits.

I find it difficult to keep Mrs. Howard's name out of this narrative, and I am no longer going to try. I met her before I met the Colonel. She could talk of nothing but him, of his faith, his zeal, his determination to make his dreams come true. She had that same sort of "Selflessness" mentioned at the beginning of this story. I kept wondering what kind of a man this would really be to capture the devotion of such a woman. Then when I saw him I understood. They are both alike—each living for the other, and both of them together living for everybody else.

I began to tell you about Colonel Howard's faith. It isn't quite the old-fashioned, dogmatic faith—tho I am fairly sure the Colonel could stand a pretty stiff examination for orthodoxy. It is faith in these visions he has, faith that in some mysterious way when an honest soul gets a glimpse of something fine and beautiful that he would like to have happen it *will happen.* I don't pretend to understand that; I am sure even Einstein himself would say he can't understand it. But here you have the Colonel's life, lived that way.

When he was a little boy, he told me, living way down in Arkansas, where his father was both preacher and Justice of the Peace he stole up into a loft where court was being held and hid behind some sacks of grain. He was thrilled by the crude oratory of one of the lawyers and said to himself—"I am going to be a lawyer and speak like that." He became a lawyer and speaks like that—only doubtless incalculably better.

When he was eighteen he tramped into the nearest big town, with a few small coins for a fortune and wearing his first suit of "store clothes"; walked into the office of the town's leading lawyer and announced that he wished to read law. The man of law and learning delivered a fairly long lecture on the unwisdom of that course. It would be too difficult, he said, the sacrifices and labors out of all proportion to the rewards. Young Howard listened respectfully and

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when the older man had quite finished, said: "All right, but I am going to read law and be a lawyer."

So he was given the first volume of Blackstone and told to come back in a few days for an examination on the opening pages. He came back, told the lawyer everything that was in the book as far as he had read—and in one year had passed his examinations and been admitted to the bar—at the age of nineteen. During this year of intense almost super-human study, he kept steadily at his regular tasks on his father's farm, reading his Blackstone propped up between the plough-handles as he trod the furrows; driving the grain and hay into the barn; or by yellow lamp-light far into the night when everybody else had gone to sleep.

So he became a lawyer; electrified many counties of the South with his erudition, his judical skill and eloquence—and, naturally went to Congress. But he went as a Republican from a section in which it had always been supposed only Democrats could be elected.

He served two terms in Congress; began to feel restless in the law, and became an author, writing, *If Christ Came to Congress* and a popular novel, *Peggy Ware.*

It was in the creation of the character and history of Peggy Ware that another vision came true, the vision that still masters him. It was the story of a young girl who gave her life to the creation and development of a school for the enlightenment of the neglected inhabitants of the rugged mountains of the South.

He dreamed the dream for the book, and for its heroine. Now he is making the dream come true for himself, building up just such a school, with just such a mission—a mission that expands in its scope with every new hour of work and planning, to take in more and more distant circles. But always in Colonel Howard's mind is that deepest love, his love for his own folks, the mountain-dwellers, the populace of what he calls "Appalachia," who are, he believes, the purest stock and the strongest hope for American civilization.

Along with his literary and educational activities came the decision to enter the motion picture field. He wrote the photoplay, the Bishop of the Ozarks, again the story of enlightenment coming to the mountaineers. Once more the Colonel broke all records. He not only wrote the play, but acted in it as the double star, taking the parts of the Bishop and the Convict, and then produced the picture thru a corporation which he himself organized and promoted.

He smiles when he tells you about these things. It is the same story over and over again—first the vision and then the fact. The things he sees in his mind so clearly and feels so warmly in his heart simply *have got to happen.*

A little side episode, which developed into an episode of considerable magnitude, was his recent trip to Italy, with Mrs. Howard. They were chatting one evening and one of them happened to say; "It would be nice to spend a season in Italy." "All right," said the other. "Let's do it." And they did. They found precisely the sort of a villa they had visioned in just the island they fancied—and remained an entire year. During that year the Colonel met Mussolini, had a number of conferences with him, was captivated by the Dictator's personality and program, and has now written an authoritative book about Fascism and its leader.

The last chapter of this narrative is one that is of very special interest and significance to readers of PSYCHOLOGY. Colonel and Mrs. Howard happened to like the magazine. They said to each other (One never knows or cares whether it happens to be Lady Vivian who speaks about any matter first or the Colonel. They think and speak *together.* It is their "togetherness" that makes them such an irresistible team. And it is that kind of *togetherness* that they want to spread over the world till its warmth includes all souls). They said to each other: "Wouldn't it be nice if we could get PSYCHOLOGY readers to come to our school and get the editors and writers of PSYCHOLOGY to come down here and teach." And then, whichever one it was that had said that, the other said, as usual, "Let's do it." And they have done it.

They came to New York, interviewed Dr. Miller and his staff and captivated all hearts and wills by their earnestness and simplicity. They are the sort of folks who are irresistible. But in this case there was no cause for resistance. The (*Continued on page 81*)

Trust In God

By G. Arthur Gayer

LET your higher lights be burning,
Turn your thoughts to God within.
Satisfy your deepest yearning,
Know yourself akin with Him.

Tho today seems full of sorrow,
And your heart is full of care,
You may change the coming morrow
Into joy beyond compare.

Fix your thoughts upon the Power
Harbor'd safely in your soul.
Learn to know this very hour,
Naught can keep you from your goal.

Love and joy thruout my being
Flame like lights along the shore.
God within my soul, All-Seeing,
Sovereign Lord forever more.

Courtesy White-Smith Publishing Co.

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The Boy-Actor Who is All Boy

An Interview with Junior Durkin

By Louise Lederer

"THE other day the fellers'n me had a swell time sneaking into a Ritzy men's athletic club. We were scared the doorman'd ketch us, so we went to the roof of the house next door, climbed over to the other roof and down the fire escape. One feller laid 'chickie' while we crawled in'n then we all played handball while nobody was around."

The speaker was Junior Durkin, quarter-back of the football team of the 112th Street gang. Evenings and on occasional afternoons he is Master Durkin, co-star with Janet Beecher in *Courage* and recognized without dispute as the leading juvenile actor on the "legitimate" stage.

Junior Durkin as "Willem," and Janet Beecher as his bewildered mother, in "Courage," which has been playing at the Ritz Theatre in New York since last summer.

Just what does a child star think about?

I wanted to know so asked for and received the privilege of interviewing Junior.

I wondered if in the long intervals between performances the juvenile actor meditates upon the joys and cares of childhood—upon stray pups and chocolate ice-cream, upon snow fights and "kick-the-wicket," or is his mind weighted with the reflections of maturity? Is the combination of innocence, naïveté and instinctive grace which comprise the intangible charm and sweetness of childhood, entirely submerged in the inevitable precocity which a stage career develops in a youngster? Can a twelve-year-old little boy who earns more than most heads of families be a regular fellow, entirely free from swagger and economic consciousness?

We all have seen or heard burlesques or caricatures of that obnoxious creature, the spoiled "stage child." One of the sure-fire laughs on every vaudeville program is an impersonation of this type of pampered darling lording it over his doting parents and friends. The stage child of musical comedy tradition is an audacious little brat, selfish, temperamental and wilful. If the theatre is as important a channel for transmitting impressions of human traits as most dramatists would have us believe, it is safe to say that a great majority of theatre-goers are prone to confound the impossible little tyrant depicted above with the stage child in his off-stage moments.

But Bernard Edward Durkin, known to his intimates as "Turk," has the sparkling, mischievous appearance of Tom Sawyer and the ingratiating manners of Little Lord Fauntleroy. He is the sturdy flesh-and-blood embodiment of all the fictional little-boy heroes. "Penrod" might have looked like Junior Durkin; or "Peter Pan" or "Willie Baxter" when he was a kid. In his pixy face and crooked little grin, there is so much of the very essence of "boy" that it is difficult to realize his unique position as the foremost juvenile actor in stageland.

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For many years, the legitimate stage has had no boy star. The movies, of course, had Jackie Coogan, but that ragged little urchin of long ago is now fast approaching man's estate, leaving the entire field of juvenile stardom to Junior Durkin.

Junior has earned that distinction by virtue of the fact that the producers of *Courage* conducted a country-wide search for a boy to fill the elfin rôle of "Willem," and unhesitatingly selected Junior from more than three hundred boys. His immediate identification with, and sympathetic interpretation of, the part held the director spellbound; and the emotional balance of the normally imperturbable Priestly Morrison was so completely upset that that rather hard-boiled director was moved to exclaim: "My God, what an actor that boy is!" Since the first performance of the play the management has sought in vain for an understudy capable of acting the part even passably.

At the first glimpse of Junior on the stage, the spectator is made aware of an intangible quality in the youngster's make-up which renders his work distinctive. Exactly what quality it is difficult to describe accurately. One might as well attempt by means of the laboratory and its test tubes to find the essence of life itself, as try to analyze the actor's art. This boy's poignant characterization in the world of make-believe lifts him out of the class of the merely talented into the world of the artist. His art is complete and full-rounded and impossible to define. An analysis would show that he has an excellent memory, a charming voice, endearing mannerisms, and a complete affinity for whatever rôle he plays. Yet his work transcends analysis—for it possesses the indefinable quotient, which, for want of a better word, we term art.

Withal, "Turk" manifests surprisingly little interest in his theatrical future. To the perennial question: "What would you like to be when you grow up?" the somewhat startling reply was: "Gee, I'd like to be a mining engineer and build bridges."

The interviewer was amazed. "But don't you want to further your career on the stage and become a great actor some day?"

"Well, my second choice is to be a director," he said, obviously by way of polite compromise.

Junior's favorite actor, another question elicited, is Richard Bennett. "No, I've never seen him, but I heard he was a good actor." With this naïve expression of adulation, "Turk's" interest in matters thespian flagged.

But a complete transformation in the boy's demeanor was effected by a change in the type of question. Junior's greatest interest lies with the boys of 112th Street, or to use his own vernacular, the "112th Streets" who have their regular one-o-cat and football warfares with the "111th Streets." Not so long ago Junior lived on 112th Street, and whenever he has any leisure these days, he immediately makes his way back to "the old gang." As he talks of his team and of its victories, the little quarterback of the "112th Streets" becomes flushed and his hair gets tousled, very much as tho he were actually plunging thru the line of scrimmage with the ball under his arm.

Junior is well informed concerning the records, stratagems and weaknesses of the college teams, and knows more about football stars than about theatrical luminaries. He has a surprising number of entertaining anecdotes at his command, nearly all beginning in the same fashion: "A feller'n I wanted to go on a trip one day. . . ." and ending with some adventure infinitely precious to the heart of a boy. Tales of dangerous expeditions in the thickets with the Boy Scouts—tales replete with descriptions of boa constrictors encountered, buried tomahawks unearthed, trails blazed and trees identified—are vividly unfolded by this minute raconteur. His zest for the fierce seriousness of childhood's play is utterly undimmed.

It was at this point that Junior related the incident of the raid on the "Ritzy" club. The delicious item in this episode was that his uncle is an officer of this very club, and the doorman has been instructed to allow Junior free access to the gymnasium at any time. According to the boy's philosophy, a safe and unhindered entrance thru the front door is far less inviting than a raid with his gang. When he meets "the gang" he entirely forgets his prestige, his career and his audience; he becomes wholeheartedly a healthy, fun-loving kid along with the others.

The only time he feels a difference between himself and the other "fellers" is upon his return from school in the afternoon. On the days when there is no matinée, Junior comes from his studies garbed smartly as befits his rank, in shiny shoes, English cap and a real Broadway actor's coat of yellow camel's hair. This outfit is doffed immediately upon his return home, and an old coat more suitable for the important activities of the afternoon is substituted. Then "Turk" is ready to meet his bosom friend "Black Sambo" a shining, moon-faced little darky, son of the Durkins' former janitor. Junior's democratic spirit manifests itself in a host of ways.

"Once there was a guy called 'Buster' Brown, 'n, gee, he felt he had it all over Sambo just 'cause Sambo wasn't white. The fellers in (*Continued on page 83*)

His Eye on a Star

By Grace Stone Coates

I HAVE a broken toe,
I have a busted knee,
I lie in bed and look at the stars
And am happy as I can be.

The chap behind me snores—
I'd rather he'd snore than weep—
I look at the stars and wonder how
A fellow could go to sleep.

The top sheet hurts my toe,
For the nurse keeps tucking it tight;
My knee doesn't seem to know
That the stars are uncommonly bright.

I watch them crowding the sky
And wonder how many there are—
A man who snores may be getting his rest
But he isn't watching a star!

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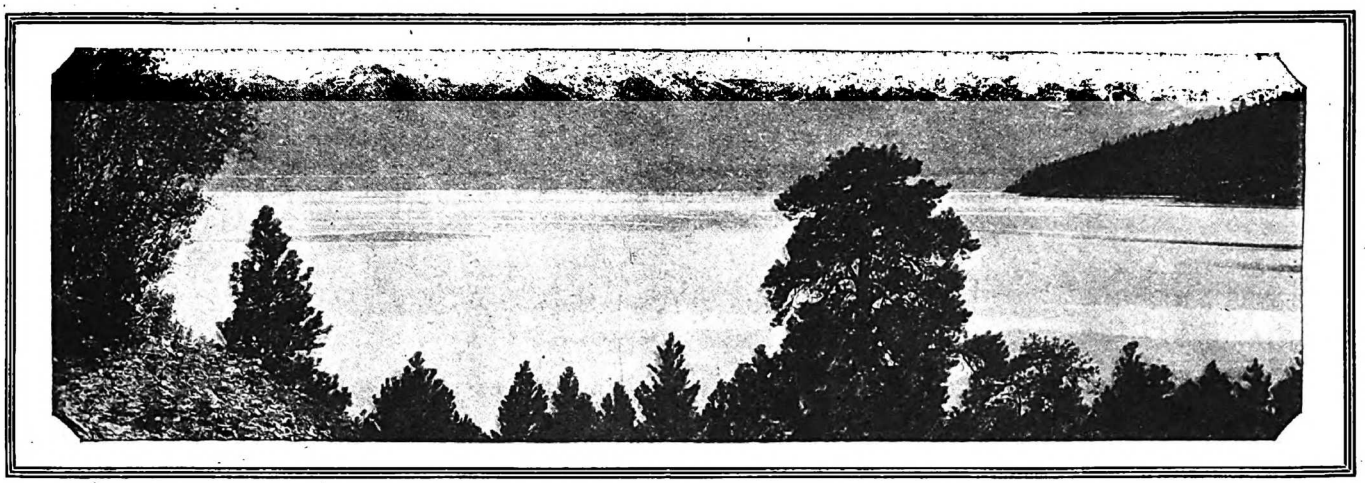

Train your mind to see and apprehend the beautiful in life.

From Cell to Mind

Second of a Series of Articles on Mental Medicine

By **C. Franklin Leavitt, M. D.**

LIFE on the earth manifests in the form of spherical cells filled with what has been termed protoplasm, which is ordinary matter, oxygen, nitrogen, carbon, etc., semi-fluid and translucent.

What is the source of living matter scientists cannot tell. They say it could not have originated on the earth. It does not come into spontaneous manifestation. It must have been implanted.

A living cell is a minute portion of universal matter which has withdrawn from the rest and set up an autonomy. It is no longer subject to the laws of matter as these are understood.

These cells are minute spherical modica, generally about 1-3000 inch in diameter, tho occasionally 1-2000. They are points of life, and in all organic structure are embedded in non-living matter to which they appear to communicate energy by contiguity.

Cells must live in groups if they would live long. They must pool their issues. There must be combination and division of labor. They are drawn together by the law of self-preservation. These cells group themselves according to the nature of their work, just as we find people grouping themselves according to their specialties or interests in life. When the body is in a healthy state these groups work together harmoniously and help each other out where there is such need. Take for example man's brain. This is composed of something like 60,000,000 cells. A single cell or a few cells would have but little power, but thru this large group of cells uniting and acting as one, man is able to exercise his mental powers in very wonderful ways, and the brain, as a center, is able to supervise the many functions dependent on it.

These little cells are constantly wearing out and being replaced by new ones. And this constant change continues to take place just as long as there is complete coordination and confederated action on the part of these cell groups. But if there is a lack of confederation, thru injury, some depressing influences or thru lack of proper nutrition, we find this replacement of cells less active, and gradually the part or the whole body and mind give way to decay.

Just what causes cells to group themselves as they do is not entirely clear. Some have advanced an electrical theory, others a chemical theory, but I am of the opinion that the state of man's mind has a great deal to do with continued activity of cell life and that it is not merely some automatic change that is carried on only thru electrical or chemical action.

Each little cell possesses a certain degree of mind-power, is in a sense a little intellect. This is clearly shown in many ways. For example, one group of cells will extract from the blood current a slightly different material from others, depending entirely upon the requirement of the individual group. If you were to cut your leg badly all that you or a surgeon would need to do would be to bring the parts into a position and keep the wound very clean, and, as they say, nature will do the rest. But what is nature in a case like this? To begin with, the fact and nature of the injury is sent to "central" which is your brain. Word is then sent out that there is a special need for white blood corpuscles and fibrin at this particular point, and the machinery of the body sets to work furnishing it. Thus the gap is filled in, the parts united and one is usually made as good as new. Intelli- (*Continued on page 74*)

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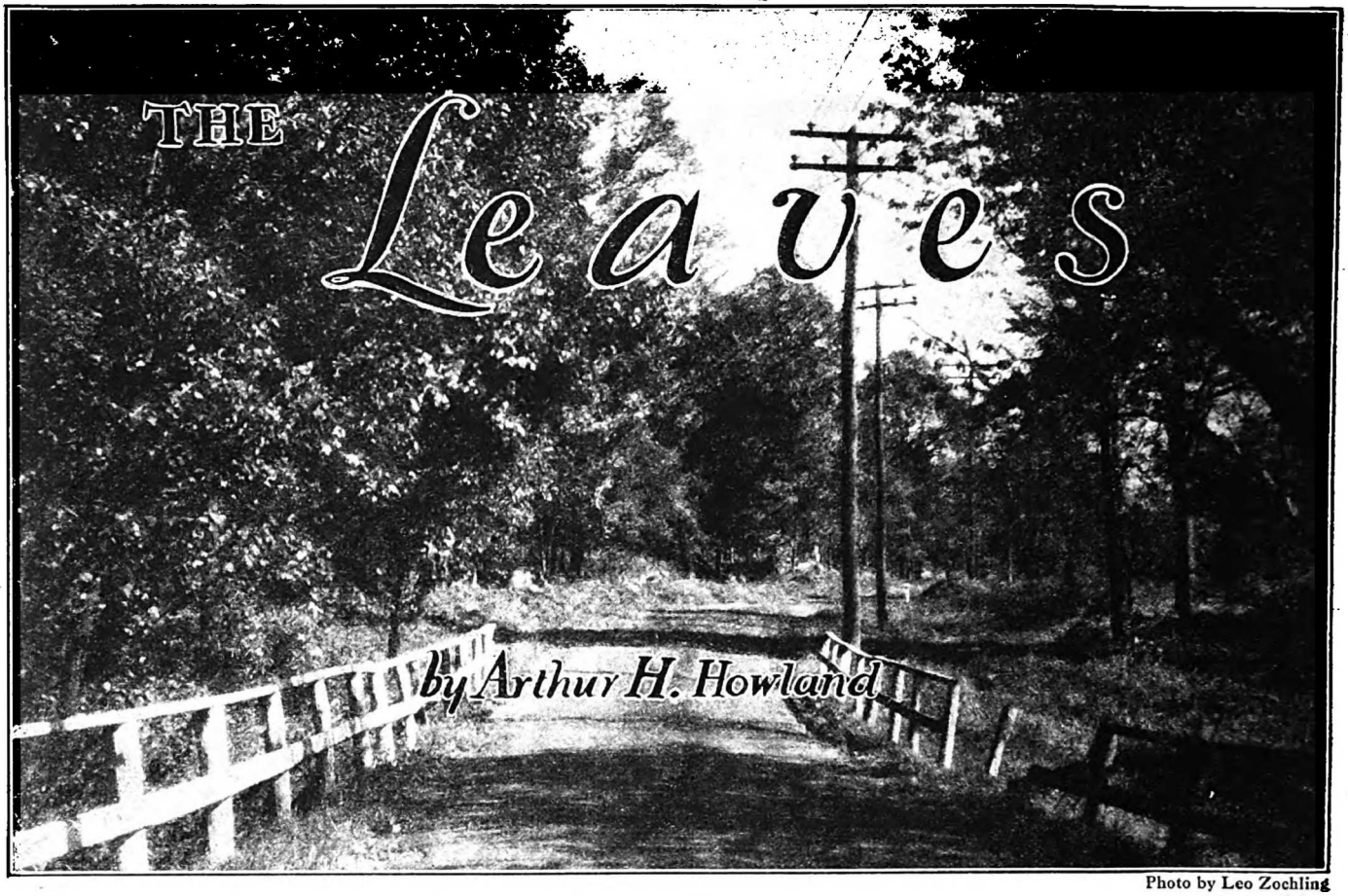

Photo by Leo Zochling

WHENCE come the leaves? And how?
If, now, it were I who had to do this thing,
If on my shoulders rested the mighty task,
How would I hide my head in bleak dismay.

See, there they stand, the sturdy, barren trees:
Two gray lines stretching sedately down the road,
Brown branches and twigs high-arched far overhead;
Trees of the steel-gray, shadow-haunted woods,
Whispering dreamily, warily in the breeze,
Clamoring angrily, frightfully in the gale,
Sighing and sobbing and weeping in the rain,
Smiling and nodding and chuckling in the sun;
Trees on the mountains, infinite, restless, dull,
Gray where they stand near by, fair blue beyond;
Trees in the orchard and dooryards and smooth, brown lawns;
Trees rooted deep in the cold, hard, ugly ground,
Reaching their fingers aloft to the frozen skies.

Then out from the cold, blue skies I hear a voice:
"Cover me now these trees with a dress of green!"

And I gaze on the infinite, multitudinous trees,
Then groan, as I look, ashamed, at my impotent hands.
"Faint heart!" cries the Voice again. *"Each leaf is light;*
Feathery, slender, weightless, filmy, fine.
The task is slight for a mind that can take it in.
See, here are the air and the water, the light and the soil;
Here stand the vigorous, thrifty, naked trees,
Waiting the folds of their soft Spring draperies.
Courage! Take hold! Create! Each leaf is light!"

And I gaze on the infinite, multitudinous trees,
And I cry, "O Voice, hast thou thought of the weight of the leaves
That must hasten from nothing, to cover these reckonless boughs?
Ounces, and pounds, and tons no man could dream,
Heavy and actual—tons, and tons, and tons!
Lo! My ten fingers! This is no task for a man!"

Then the heavens smiled, and the Voice said, mild and low:
"Will you like it, then, if I do the work again?
Will you ponder the magical sight? Will you care to hear
The silent, hidden music the trees will make
When I bid them be clothed?"

And my weary hands relaxed, and my tongue cried "Yes.
Work, Power, and let me listen, and watch, and smile."
Then gray and brown were touched with tender pink;

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While nights fell softer and still, and the sun shone fair.
And one bright noon, lo! over the silver pink
Was faintly spread a delicate yellow light,
And here and there gleamed white a bursting bud.
Then mystical, musical, beautiful came the green.
Light green; light, lightest green; green almost gray;
But deepening, deepening, deepening every hour,
While the sun shone on, and the tree-tops laughed and sang;
While from apple orchards the blossoms poured warm perfume,
And the cherry trees shook their fragrances thru the air,
And the peach trees blushed, and the pear trees gleamed like snow.
Still steadily, steadily, steadily grew the green,
On avenue, lawn and hill, in field and grove,
And over the mountains, where measureless forests stood.
Green was the wide-spread carpet of delicate grass,
Kissing the sturdy feet of the patient trees.
And everywhere, everywhere, everywhere gleamed the LEAVES—
Belonging to heaven, yet hanging benignly low;
Knit to the rooted trees, yet lifting the soul
Far up thru the air—to the waiting heights of the skies;
Shielding the new-born birds, and the insects mute
Who will thrill the long summer nights with endless song;
Throwing cool daytime shadows, where tired feet
May rest, while the eyes look up—there, there they hung—
The beautiful, musical, mystical, whispering leaves!

Long, long I stood in dumb bewilderment.
Then I threw back my head and laughed:

"There is Power enough, if we wait. If every star,
The millions and millions of stars were crowded with trees,
And instead of tons there were need of worlds of leaves,
The Power would, silently, smoothly, and undelayed,
But patiently, smilingly, watchfully, bring them forth,
And hang them there, fresh and strong and beautiful."

Then I turned me back to the work that I could do.
But my heart laughed on—for the leaves had been speaking to me.

Steadily grew the green, On avenue, lawn and hill, in field and grove.

And over the mountains, where measureless forests stood.

Courtesy Canadian Pacific Railway

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The Seven Real Wonders of LIFE

A Discussion of Seven Changeless Laws

Photo by H. C. Sackhoff—*Courtesy* Mid-Week Pictorial

By
E. K. Robbins

MEN have sought and found the Seven Wonders of the ancient and of the present world. And yet they are not absolute, for with every new discovery they are changed. The wonders of the present are always transcending the wonders of the past.

But there are Seven Simple Laws of Life, which are its real Wonders. They are absolute; they can not be refuted. They were never new. They can not grow old.

These simple laws are easily discovered. And all men *must* find them if they are to be happy.

We use them every day and are governed by them every day. Even as we become familiar with the certain laws of our community, our commonwealth, so should we become familiar with these laws of life. They transcend all man-made laws and in their recognition we function with the divine plan of life.

They function whether we are conscious of them or not. But if we know them, recognize them and use them with the knowledge of their truth, life will become much simpler and happiness universally prevalent.

THE SIMPLE LAW OF HAPPINESS

THE first law is the Law of Happiness. I was blue today. The work seemed drab, colorless. There was nothing worthwhile. A shadow of futility seemed to cover every endeavor.

And yet yesterday seemed so bright. Is it not the same earth, the same heaven? Were not the same material things on the earth of yesterday as are on the earth of today? I was happy yesterday; then why am I downcast today? Why are all my visions dark as everlasting night?

Then suddenly from my consciousness rumbled forth another question that in itself answered all the others.

Have I accomplished today all those things which my soul, my divine counsellor, tells me should have been done?

NO!

Whether it be right or wrong logically, our happiness is only relative to our accomplishments, which are, again, relative to our potentialities.

Tomorrow I shall be happy. I shall listen to the voice that bids me do all that I should. I shall *create,*

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for that which I do would not have been, if it were not for me.

The Simple Law of Justice

WE are tempted to say: "There is no Justice!" Here I have labored long days, weary nights for many years—fruitlessly. The rewards that others gather have not come to me and yet my burdens have been so much heavier; my labors so much more intense.

I even grow bitter when I see the material rewards heaped upon so many who have not toiled as I, who have not lived as upright as I. I raise my voice without thought and cry again, "There is no Justice."

As the echo of the cry dies away, the inner me, the soul of me, gently whispers thru my intellect, "Yes, but you have been rewarded. Did you not feel a joy in your work and at its accomplishment? Was that not glorious payment? And when one task was finished, new strength, new purpose were reborn in you, and another task was begun. Could there be any greater reward? Was not the payment Just?"

Then my consciousness is logically convinced that Justice is divine and absolute in that I have felt all these rewards and have received payment. We receive but in the giving, and those who seem to receive without the giving only reap that which withers and turns to dust to be blown away by angry winds.

The Simple Law of Abundance

I WALKED out on a country road today. I saw only what we all see as we take similar walks; the broad fields of grain, the many acres of trees and bushes. Then I thought, too, of the vast beds of coal and ores, and the never empty pools and wells of liquid minerals.

With these pictures that unrolled within my imagination came others of thousands of mills and factories that take all these raw products of nature and with the energies and inventive genius of man turn them into finished products. These in turn give man his food, his shelter, his transportation, his entertainment, his leisure for society and for yet deeper research for new knowledge.

Our earth has all this abundance for all men. Thru all centuries man has never wanted because of the lack of materials. If famine stalks on one part of the earth there is over-production at another part and with transportation this may be equalized. The populations of the earth are ever increasing and still there is always plenty.

This is an inflexible law of life, and if we will but realize it the poisons of doubt shall never clog our veins. For as there is abundance for all, so shall all of us receive in abundance.

The Simple Law of Habit

WE often hear that a man is judged by his habits. And again that men are creatures of habit. We go thru many details of living, such as dressing in the morning, eating our meals at certain hours, taking our relaxation and pleasures at specified times, without expending any creative thought. These things all become habitual.

But these are only a few of our habits. There are many more, and these play a very important part in what we shall derive from life. It is important how we greet people, how we meet them in business and in social life.

Let us therefore plan the habits we are going to form, even as we do other details in our lives. They are just as important, and more fundamental.

Here are some of the habits I have found worthwhile and which have paid me high dividends; the pleasant greeting; seeing good in my fellow-men and beauty behind the oft-time ugly covering; earnest and honest endeavor; expressing love, happiness and appreciation.

Habits are the detail colors that put the finishing touches on our own picture of life. We all want a beautiful picture; then let us use clear, clean, happy colors.

The Simple Law of Wisdom

WISDOM is the goal of all men, whether they state it directly or indirectly, for in wisdom dwells happiness.

And all men can be wise, if they but use the gifts within themselves. Knowledge is vast, yet it is but a narrow path compared to wisdom, which is the broad highway of life.

It is to know all these things, both with mind and heart; that good shall prevail, that justice is always consummated, that love is the ruling force of life, that happiness is the reward of endeavor and accomplishment completed. That is Wisdom.

These truths made the wise men of the ancients; these truths are known by the wise men of today.

And these truths are so easy, so simple to find. All that is necessary is to use our material senses in all our dealings with our fellow-men. (*Continued on page 72*)

Resurrection

By Edith Cherrington

EVERY day of every passing year,
In every town someone is crucified;
Every hour someone has been betrayed
And someone bears alone, the cross of pride.

Someone wears again the Crown of Thorns
And walks the path that leads to Calvary;
Someone passed Golgotha on the way,
And that "someone" may have been you or me.

Did you remember in your hour of pain
Three days were given to the Son of Man;
Three days to rest and to renew your strength,
Then you may rise and live anew again.

Failure and bitterness may be your tomb
But faith can move the stone and set you free,
And, resurrected, you shall conquer life
Beyond the Garden of Gethsemane.

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Why Brainy Men MARRY Kewpie Dolls

By Elita Wilson

Sometimes Vivian invades Oliver's office and takes his mind off his work with trifling concerns of her own.

ELIZABETH, with characteristic impetuousness, did not wait to be announced, but pushed her way into my office and flopped down into a chair with a sigh that quite filled the small room.

"It's about Oliver," she said in exasperation, "the sweetest and the stupidest brother a girl ever had!"

I really should have disciplined Elizabeth by telling her to come back later, when I was not so busy, but she looked so pretty and distressed, and her sisterly affection was irresistible. So I relented and put aside the work that her entrance had interrupted:

"And what has Oliver been up to now?" I asked.

"Oh, he's gone and got himself married to that silly Vivian Birmingham; if ever there was a nit-wit—it's she. Mama and Ethel and I have talked to Oliver till we're black in the face, but he is completely under the influence of that girl! And now it's too late!"

"Isn't she a nice girl?" I asked.

"Nice? Oh, I suppose she's *good* enough, if that's what you mean. But listen. . . ."

Oliver was the only boy in the family; he was also the baby. His mother and sisters adored him. As a boy, Oliver had been sweet and happy, but shy. The boys in school resented his aloofness; they thought he was trying to "high-hat" them, and to get even they tried to get him into scraps. Failing this, they taunted him and called him a coward, and Oliver would hurry home to mother and the girls and cry out his vexation, much to their indignation. And Mama and the girls would go right out and tell those nasty boys to let Oliver alone!

Oliver's father had left no insurance, and the little family had a hard time to get along financially, but Oliver and Oliver's education came first, so the girls stopped school with the grammar grades and went to work, and Oliver went on with his education. When he went to college Mama and the girls moved to smaller

Vivian—just a shiftless, lazy lump of good looks. There isn't a responsible bone in her body.

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quarters and Mama took a job in the linen room of a hospital, and Oliver had plenty of spending money. They didn't mind the sacrifice because it was all for Oliver, and Oliver was a very bright and sensitive boy and had to be protected and given advantages.

Oliver came out of college and dear Mama went straight to Mr. Coryell, the president of the bank where poor Papa had worked, and Mr. Coryell gave Oliver a nice position where he had an opportunity to use his gift for mathematics. And Elizabeth and Evelyn moved into one room and Mama slept on a couch in the living-room so dear Oliver could have his own place to study and read.

Summer came, and Mama and the girls insisted that Oliver take a nice trip somewhere in the mountains; he needn't pay his board while he was gone—they'd manage. They always had.

Oliver was promoted at the bank, but mother didn't let him know that her teeth needed attention or that the doctor had said Evelyn would break down if she didn't get an easier job. Oh no! Oliver must now wear clothes suitable to his new position—Mama and the girls insisted on that.

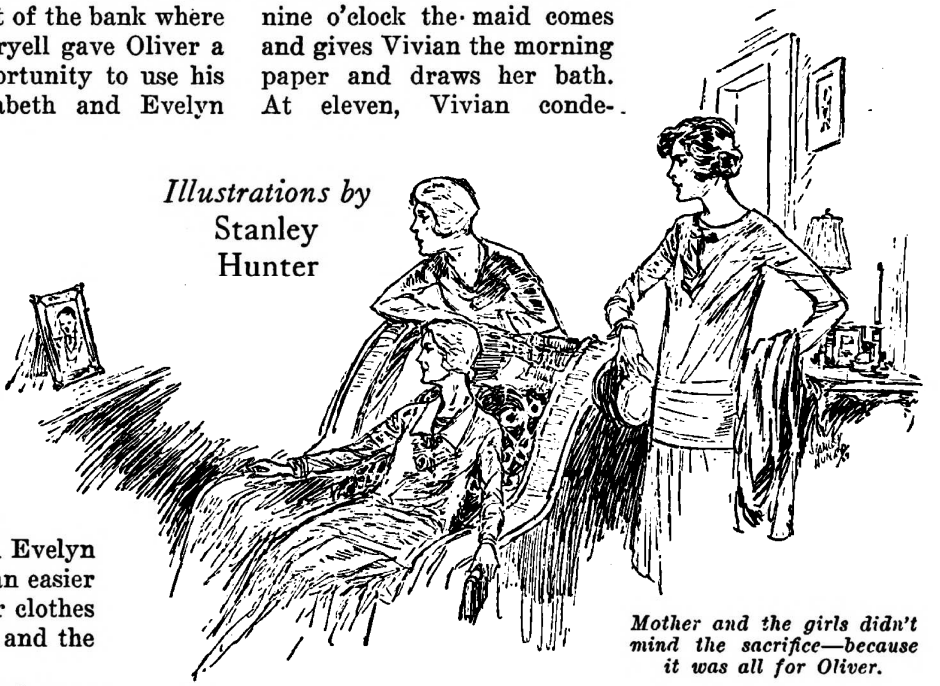
Up to now, girls hadn't played much part in Oliver's life. They either laughed at his shyness or felt sorry for him. Mama had always said that Oliver was not the type of boy who would marry early. Girls nowadays were too frivolous. Oliver needed a generous, serious-minded girl who would appreciate his great talents and keep petty annoyances from him. Some day, perhaps, Oliver would find and marry such a girl—but until then. . . .

And then Oliver met Vivian—and he fell for her like a ton of bricks. And without asking Mama and the girls what they thought about it—or even telling them—he ran off and married her!

"Oh, that girl!" exploded Elizabeth. "She's just a shiftless lazy lump of good looks. There isn't a responsible bone in her body. Five weeks they've been married and she hasn't got up one morning to get Oliver's breakfast.

"Poor Oliver! He gets up at six-thirty and gets his own breakfast *and hers.* He washes the dishes before he leaves for the bank. At nine o'clock the maid comes and gives Vivian the morning paper and draws her bath. At eleven, Vivian condescends to begin the day.

Illustrations by Stanley Hunter



Mother and the girls didn't mind the sacrifice—because it was all for Oliver.

"Her day consists of shopping and lunches and matinées and teas—spending poor Oliver's money like water. She doesn't take any interest at all in his meals, but leaves it to the maid to order and prepare the food. On the maid's day out they come to our house or go to a restaurant. Sometimes she even invades Oliver's office and takes his mind off his work with trifling concerns of her own.

"But the less Vivian acts like a real wife, the better Oliver seems to like it. Mama happened to ask him the other day when they were going to start thinking about a family, and Oliver was horrified! He said Vivian was too frail to have a child; later she might be strong enough.

"He actually quotes her ideas and opinions and we all know perfectly well she never had any! And Oliver never studies any more as he used to; he reads silly novels in the evening to Vivian or takes her out dancing or to a theatre—*anything* she wants him to do, he does. We used to think that some day he might take Mr. Coryell's place at the bank, but I think now Oliver's lucky if he holds his job, with such a selfish, silly little sap for a wife!

"Oh, I know there isn't anything we can do about it. Oliver is happy now, but some day he is going to wake up and find out what a mess he's made of things—and we'll just have to help him forgot. But it makes my blood boil; I had to let off steam to someone!"

It was an extremely difficult and delicate task, I can assure you, to explain to Elizabeth how she and Mama and Evelyn had driven Oliver into such a marriage.

(*Continued on page 84*)

Poor Oliver! He gets up at six-thirty, and gets his own breakfast—and hers.

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Don't Interfere—

Or Allow Others to Interfere with You. A Talk on Independence

By Ouise Vaupel

IN all conditions relating to human behavior we find one element which has never received the recognition demanded by its importance in the lives of every one of us. This element is *interference*.

There is hardly a phase of our lives in which interference does not play a spot-light rôle. Take, for example, such a simple action as buying a pair of shoes. We first decide we need a pair of shoes—black shoes, to be exact. We proceed to the shoe store, our mind thoroly made up to buy a pair of black shoes—style a matter to be decided on, and size a matter of pedal dimensions.

It would seem entirely outside the bounds of reason that, ten minutes later, we should walk out of that store with a package containing a pair of brown shoes, of a style we always detested, and the fit of a pair of out-worn moccasins. It might be that the clerk who waited on us had a complex on people wearing brown shoes. He made up our mind for us, and with a sort of dazed look in our eye, we apologize to ourselves that we can use a pair of brown shoes.

But, darn it, we still need black shoes, and maybe will have better luck the next time we try to buy them.

Most people in trying to solve their problems, ask the advice of every one—including the ice-man—with the result that they invariably do the wrong thing.

This need not necessarily imply that the ice-man may not have good judgment. Yet his judgment only rises to the level of his mentality, and this may be relatively low.

Instead of asking everyone or anyone, for that matter, what to do, why not do as our own conscious or unconscious mind dictates, and make our decision or our mistakes according to the reaction of our own mental processes?

How often do we breathe deeply, clear the slate and swear by all the gods that we will never again allow complications to enmesh us, and yet by evening find ourselves bound up in a mass of detail like one of those mountain trails with a thousand and one diverging paths, lying in wait to beguile our straying feet.

For example, one might be sauntering blithely down the street, happy and carefree, and suddenly meet someone who might sweep away all reason and leave only a pulsing, vibrating whirl of emotions; as, for instance, being attacked by a violent case of infatuation.

Emotionally-controlled people are the wonders of the world, it is true. But the emotions controlled, understood, and constructively used, in conjunction with that great tool of the subconscious sixth sense — imagination — can move mountains.

Take the life of an creative artist, as an example—a painter, a musician, or an engineer who constructs artistically with material things. Such an individual must first have the *emotional urge*. He must whip up the soul to a high vibration. He must fully control that tool of the mind, imagination, before he can begin to create in his particular form of artistic expression.

However, not infrequently, when he gets this urge, life, people, ideas will immediately set up an interference. One must always keep the vision clearly before him, somewhat as the person in love will keep his beloved's picture on his dresser, and gradually the *imagined* excellencies of the original of the photograph become a part of the subconscious mind of the owner of the photograph, and cause him to clothe the original of the photo with a virtue that does not belong to him or her.

The only difference between creative people and the average man or woman is that the creative artist is able to concentrate fully on the thing he dreams of. This means, as a rule, an urge that gives no rest, ease, contentment or happiness, as the masses know these things, but a *deeper* happiness and a spiritual uplift far greater than persons of the more placid type could possibly experience. The creative artist may even be crucified, starved or beaten—but his creative urge is stronger than mere physical pain. And so a great soul advances the race an inch further in the line of progress.

Henry Ford is an outstanding case of a self-centered genius. Every one told Ford he could never make a cheap car—that nobody would buy it, and that his proposed venture was bound to end in failure. Yet Ford was not to be diverted from his great purpose. The result was that he almost starved, working eighteen hours a day and thinking twenty-four a day, consciously and subconsciously about his car. "Interference" was something that made not the slightest particle of impression on him. And so today everyone rides in Fords, even in China. And Ford is an outstanding benefactor to his fellow men.

Suppose Lindbergh had heeded the interfering injunction, "You can't fly across the ocean. It has never been done. You will be (*Continued on page 79*)

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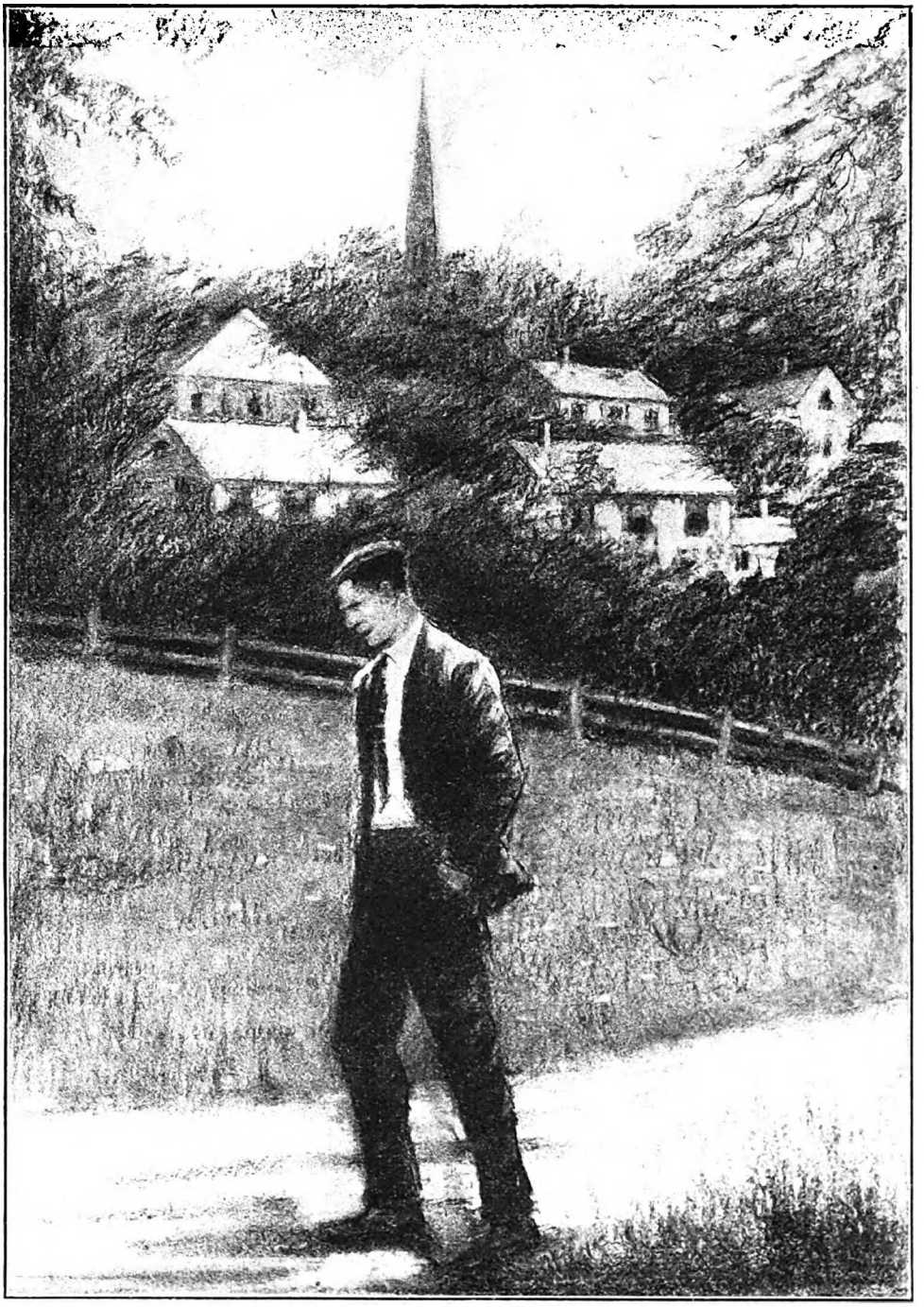
Wandering Thru Memory Lane

By W. CLEVELAND CRUMP



Decoration by Agnes Lehman

IF AT times the daily round of duties seems unbearable and you are world-weary to the point of distraction, or if it is one of those periods in time when everything seems conspiring against you and familiar things seem to have lost their savor, there is a simple process of mental restoration available that can be utilized without the slightest expenditure of money and not a great deal of time.

Whatever the cause, we all seem to experience occasions when we should give a great deal to be able to drop everything we have been doing and go away—anywhere that promises new scenes. It is possible that this feeling is responsible for many cases of aphasia, because in these instances the unfortunate victim seems to lose his identity, wanders off and starts life anew as someone else. The strong desire for change may act as a powerful suggestion to the subconscious mind, which immediately proceeds to carry out the suggestion by causing temporary loss of memory and the taking up of life under the desired new conditions.

At any rate, most workers at monotonous tasks experience this longing to "get away" at times. But for many reasons we are forced to forego this delightful experience and to continue the monotonous tasks until we recover our equipoise. However, we suffer poignant mental pain while the spell lasts. This longing to go away is very active at certain times of the year, notably in the spring. Particularly is this the case if one is domiciled in a strange land or city. Possibly it is the "homing instinct" in this case that has been inherited with our many tendencies from primitive times.

Then there are other causes such as worry, ill health and a host of minor factors that make us long for happier conditions. At these times it seems that we should recover immediately if we could just drop the present associations and *go away*.

These sensations are undoubtedly common to all who are not able from financial or other reasons, to gratify this longing. The big problem is how to fulfill our

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tasks and yet get away from them. This is manifestly impossible—yet the following method will bring a change of viewpoint, rest and a feeling of bliss if properly carried out. The method probably originated in India ages ago, and it has been followed ever since, often unconsciously.

The writer found that when he was too ill to read or pursue any avocation it enabled him to while away tedious hours, and has brought rest with a measure of content. At other times when worry was about to swallow him entirely, it has afforded an oasis of peace that provided a blissful resting place until a new start could be made.

Concentration, visualization and imagination are necessary to secure the proper effect. The selection of a subject in which one can become intensely interested greatly aids concentration.

Suppose, for instance, you have had a very trying day at business, and at its close find yourself all fagged out and longing to be anywhere else on earth than where you actually are. After the usual mad rush, scramble and jolting, you become ensconced in a more or less comfortable seat on the suburban train with a ride of at least half an hour or so before you. Don't try to read; don't try to do anything. After your ticket has been taken, pull your hat down over your eyes to shut out the glare of the lights, obtain a comfortable position and relax.

Let go of everything, mentally and physically, which means not to care a darn how you look or what your surroundings. Close the eyes; let the mind wander around as its wishes, willy-nilly, until it becomes tired of the process and quiets down to a condition of passivity. If you give the mind latitude enough it will soon cease its mad scramble after every leaf of thought that crosses the consciousness and will return to its natural resting place, subservient to your commands. Then shut out all thought. Make no effort.

Suppose you were raised in a country village; that you adored your parents, and that your childhood is a golden memory. This being the case, everything is favorable for our little return Home—to the wonderful days of youth and Mother—Dad also, if your memory wishes. Think of yourself as boarding the train. See every detail of the circumstances attendant upon this trip—yourself the central figure, dressed for the visit, carrying the old suit case or carpet bag, or whatever your mind recalls. See the train, the passengers, the conductor taking your ticket and every feature of the surroundings.

If the scenery of this return-home-trip is familiar you may imagine that you are looking at it again as in the days of old. Finally see the train arriving at the station of your home-town. See yourself alighting, stopping to look around. Over there stands Jen Cook, whose familiar old "hack" and pair of white horses was a village institution. He appears exactly the same as in your boyhood. He spies you and shouts a welcome. Standing beside the baggage room door is old Tobe Howard, the baggage master; he looks exactly as in your childhood days. You see the familiar newsboy faces, the village ne'er-do-well, and all the others, just as you once knew them. Ah, how thoughts of the dear old days awaken the fond memories! Hold on to these old associations, revel in them. Lose yourself completely in the old scenes. It will almost seem that you are re-living them again.

"Oh Mother! and Dad!" There they stand beside the phaeton. Mother's arms are outstretched to greet you, a radiant smile on her dear face. Dad, too, in his manly way, is displaying every evidence of joy at your homecoming. They are advancing to meet you. Now you are in your mother's arms. Dad slaps you on the back as you all pile into the wagon. There's Nellie Gray, the old mare, awaiting Dad's insistent command to "giddap."

The ride thru familiar streets begins. You see each detail, each familiar store, just as it used to be. Old friends greet you from the sidewalk; the birds are singing in the elms. June is here. A homecoming in the merry month of June—a return in your heart of hearts to life's greatest treasure-house—memories of the golden age of your youth.

Now you are passing the old stone church where Mary Griffin and you attended the socials together. Ah, you can see her still, a picture of radiant girlhood, while you, a shy, awkward boy, walked gawkily at her side. I wonder if she is still in town?

Now your boyhood home is coming into view, the same old trees lining the driveway, the same old stone walls, the very same house. Old Towser waddles down the drive, vainly endeavoring to impress you with the fierceness of his bark.

Your brothers and sisters are standing on the porch to greet you. The wagon draws up to the house in a final burst of speed, and you tumble out to greet them. In every detail of their personal appearance, their manners and their voices they are just as in the old days.

You are approaching the bright, happy days of life's bejeweled hour—when all was right with the world. Hold fast to this picture, drain the cup of memory to the last vestige of a drop.

Now you enter the dear old doorway again. You see every familiar article just as it used to be. Supper is awaiting your attention. Everyone takes his usual place at table—and the feast is (*Continued on page 85*)

THE GREAT WHITE WAY

Somewhere on Love's White Way we sense the gleams
That lead us on to our immortal dreams
Where love inspires, thru its sacred art,
The sweet communion of the human heart,
And stirs in us a longing for the just
That purifies and warms our mortal dust;
And thru our human sympathy we rise
To feel the harmony of earth and skies.

We read in mystic stars of heaven's blue
The way of love and life for me and you:
To spend our love is but, indeed, to live,
Not what we have is blest, but what we give.
Yea even in one little kindly word
The songs of guardian angels may be heard
And in some friendly act we often find
More love than in the many creeds combined.

Mary Miller Beard

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Please Shut the Door Gently!

By Elizabeth H. Fellows

A Warning Against Ultimatums

AN episode occurred when I was about five years old that is still vivid in my memory. My mother and I had a slight difference of opinion, and I walked, or rather stormed out of the room banging the door after me. I was called back and told to "please shut the door gently." I opened the door and slammed it hard for the second time. Right then and there things began to happen!

Courtesy Fox Films

Why did I slam that door?

The argument ended by my eating bread and milk, shut up in my room, a disgraced exile from the family circle.

I thought I learned, then and there, that it did not pay to slam doors, but I discovered a short time ago that my lesson had only sunk in regarding the *actual* slamming. Figuratively speaking, I have slammed doors shut all my life—and have lost friends and many dollars by doing so.

The realization came to me after a rather bitter experience. I was connected with a large organization that was still growing. My department had been successful, and I felt secure and happy. I was drawing a large salary, and the executive to whom I was directly responsible was ready to recognize any ability that I might show by a substantial further increase of responsibility and money. I had a chance to grow with a growing concern. That part of it was fine, but there was another side to it. Growing concerns sometimes have to make sudden changes to meet shifting conditions, and I was suddenly put under someone whose authority I resented. I made a dramatic and noisy exit, and slammed that door after me so hard and fast that it took me three years to reopen it when conditions changed and I wanted to renew the connection. It wasn't the fact that I'd left that prevented my getting back, it was the way I did it. I had said things in my wrath that, tho true, were quite unnecessary, and I had hurt the egos of several people who had enough influence for some time to block my efforts. I did gradually manage to reopen that door and I have profited by it greatly in a financial way. But the greatest gain was the lesson I learned—to leave any position, no matter how unpleasant conditions are at that time, in such a way that I can walk in again thru a wide open door of friendliness.

I know one employer who boasted that he never let an employe out without completely breaking his self respect and making him feel how utterly worthless he was. That man was a poor executive and will never make a great success in his business. He spends most of the hours of his day slamming doors. He ruins the morale of his organizations and destroys loyalty and faith. The man he fires today may be most valuable a few months or years from now.

A good man may have to go because he cannot work in harmony with some- (*Continued on page 75*)

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You, *too*, Can Make Money

Says Pauline Cleaver

THERE are moments in one's life when one must speak. One must speak in such a moment only the truth as one sees it. Therefore, tho it may seem irrelevant, I must say this to you: See the play now in New York, *Wings Over Europe*. If you cannot be in New York, pray that the play will some day be given within your reach—it will be on tour next season—and if it does not reach you, do the next best thing, read the book as soon as you can get it. No matter what your grade of intelligence may be, see it, read it, and listen and think as deeply as you are capable.

I WANT to tell you of one of the most remarkable ways I think I've yet heard of a woman making money. I cannot give her name, in fact, I do not know her name. What matter? Here is the story and it is true. A widow known as one of the homeliest, most unpleasant in external, formal beauty, was left penniless. She seemed to have no talents and was most impractical. Her personality was said to be almost repulsive. It hurt the physical eye to look at her. She could not cook, she could not sew for her little fledglings who so needed clothes. She seemed almost, if not totally, helpless. Of course the neighbors, the townspeople were without patience. The children were greatly pitied by the "understanding" groups, and many collections were made. Sometimes the organized groups gave bread and bits. What was given the mother was given with less grace. She, however, never asked help. About all she seemed to do was to smile. These smiles were most odd and were greatly talked of. Should she be put in an asylum? Should she not be reported? Should the children be taken from her? Was it not their duty to appeal to the organized societies to take this case in hand and put the mother away somewhere, anywhere, so the children could be cared for by the state or county?

The mother kept on smiling in her queer way. Sometimes she even laughed aloud. Yes, she even *dared* to laugh aloud; what a sacrilege! How could they leave her alone to roam undisturbed on the public streets? On and on they talked.

Well, somehow and for what reason we need not know here, the mother escaped arrest, she actually escaped the asylums. One day she found herself sitting in the office of a moving picture director. Everytime he looked at her as she waited her turn, she grinned. He found himself queerly fascinated with this grin—the oddest he had ever seen. He'd steal another look. He purposely did not call her until he had finished with all other applicants. By this time the director had a thought. He called the woman and she went thru many facial expressions for him. She was employed. She made a "living wage" and was now the one who provided the bread, clothes and warmth in the home.

Today she is one of the greatest star comédiennes the screen has ever found.

I am wondering if one, just one of the neighbors has yet had or slightly entertained one real thought?

NOW for the brass-tacks. In the February issue I gave you a diagram—a chart. I asked you to study it. Today let us take the word written in the circle—the head *knowledge*. What is knowledge? Knowledge is a relative something. Knowledge is so-called practical and it is akin, closely akin, to information. It is a form of learning; it is a part of scholarship. Now what is wisdom? Try not to confuse the two. Why didn't I write wisdom in the chart? Because I could not. You and you alone must unfold your wisdom; it is already yours, and all the chart can do regarding that essential is to give helpful suggestions which may remove the encrusted layers of some knowledge. Do you understand? Think this out for yourself. It will prove a worthwhile exercise. We need mental as well as physical exercise. If you have not accustomed your brain to daily exercising take it slowly at first. This is not sarcasm; it is genuine. Gradually your reward will appear and you may call it wisdom.

A man having lost one position after another finally sat down and thought. Things buzzed thru his mind: By jingoes, I've been a carpenter, and failed. I've tried brick-laying but didn't join the union, thought I couldn't afford it at the time, and failed. I cut grass and did chores during the summer, and barely made a living. I clerked, and got sick. I can't stand the hours required for a regular job. What shall I do? What can I do? I have fifty dollars left. How long will it last? I must do something. Then exhausted he relaxed, fell into a half sleep. Hours later he sat up erect. He had a new idea. It seemed clear to him that the small town in which he lived had no store where a person could get a great variety of prepared foods. There was no delicatessen shop in D——. The town needed one. Why hadn't he thought of this before? Yes, the more he thought of it that was exactly what the town wanted. But with fifty dollars he could not rent a store, supply the products and keep up expenses. He had no credit, at least he had never thought of credit. He began to think further.

Oh yes, long ago, he remembered a chance conversation with Mr. L——. What put that man in his mind? Mr. L—— was called by most people a very stingy, mean old man; he was quite miserly. He never gave a penny in his life. Yet Mr. L—— stuck in his mind.

The man called on Mr. L——. Mr. L—— was gracious; glad to have some one to talk to, and they chatted about all kinds of things. Nothing was said about the delicatessen shop. As the man was leaving his host said "Comrade, I have enjoyed your visit. I have seen you very little, but I do like you. Why not come over this evening? I will be at home and free." The man with the delicatessen idea was on hand in the evening and Mr. L—— again expressed interest in him, and added that he had money which he would like to use in some business way. Would this man be a manager if he started some kind of a shop? A new delicatessen shop was opened in that town. It thrived. Soon a similar shop was opened in another town. Today, the man and Mr. L—— own several excellent delicatessen shops. How do you account for this man's success?

LITTLE Bysse was eight years old. His parents were very, very poor. Bysse adored music. He so wanted to play on the piano, but it was out of the question. But he hung around the

(*Continued on page 85*)

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Machines and Motives

Reviews of End-of-the-Season Plays

EUGENE O'NEILL'S latest drama, *Dynamo*, which the Theatre Guild is producing with great and sympathetic understanding at the Martin Beck Theatre, will be a distinct disappointment to those who saw *Strange Interlude* merely to be entertained or because it was the thing to do. But to those who *felt* that great drama the theme of *Dynamo* will be stimulating and vital.

Dynamo

Mr. O'Neill wrote to George Jean Nathan: "*Dynamo* is a symbolical and factual biography of what is happening in a large section of the American (and not only American) soul right now. It is really the first play of a trilogy that will dig at the roots of the sickness of today as I feel it—the death of an old God and the failure of science and materialism to give any satisfying new one for the surviving primitive religious instinct to find a meaning for life in, and to comfort its fears of death with."

The protagonist is a minister's son, born of a woman who accepts the pleasures of life eagerly and naturally and a man who accepts the pleasures of life bitterly and only because the drive of nature is strong enough to stifle his Puritanical denunciation of the flesh. Reuben Light, that son, is frightened by nature's insistence, confused by his belief that all flesh is evil. He is driven by the same fierce desire that has tortured his ministerial father, to ask the girl to marry him—she the daughter of an atheist and a sensuous primitive mother, who is born with that wisdom that can never be taught in academic curricula.

Reuben is tricked into defying his old God but with that defiance comes strength and an overwhelming desire

Claudette Colbert in "Dynamo."

Ruth Gordon and Constance Collier in "Serena Blandish." (Oval) Glenn Anders in "Dynamo."

Grant Mitchell and Mayo Methot in "All the King's Men."

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to find something more real and satisfying to take the place of the deposed deity. He leaves his parents and the girl, Ada, and goes away. Electricity becomes his God. He worships it with the same vigor and fervor with which his father worships another God. He is seeking a human element—always an outside conscious element to dictate life's routine. Seeking restlessly from the colossal dynamo in the power plant the secret which will free mankind—waiting always for that revelation that will include him in the one important secret. He listens to the musical hum of the mammoth machine—rising to a loud crescendo and then fainting away to an awe-inspiring silence. What is it "she" tries to say? What is that message?

But he cannot find the personal element that has held man to a God of Faith thru the centuries—a God that can kill or destroy, grant mercy and justice. Desperately he seeks it—something must fill that void.

And when it comes he passes it by—blindly groping for something else, more general—outside of him as religion has always taught. He cannot look within and find there the power to live completely by living simply and humanly with his fellowmen.

Like his minister father he reverts to the old idea that orthodox church people have held always as a principle: the only way to great truth or reward is thru immolation, self-sacrifice. He cannot grasp that God or Nature or Cosmic Energy can reveal truths, even that which will liberate all men, or grant power without suffering and pain and personal sacrifice.

He has returned to Ada and their love has flamed into ecstatic passion. Her mother understands the way of nature, the whispering and pining of the winds, the pattering of the rain; and she interprets some of the messages of the dynamo to Ruben—she tells him of the message of great love—and he twists that message to a general sympathy for all mankind—but hatred of an individual. The greatest sacrifice he can ever make is to give up Ada. He will do that, and the dynamo will be satisfied by his sacrifice and reveal "her" secret.

But the power of love, of tense passion, cannot be dug out and tossed aside to satisfy the demands of any God or machine. And when he fails, weakened by the desire of the flesh, his torrential anger flames against Ada, as Adam blamed Eve for their weakness. If she were out of the way he would be strong, could resist the power of sex and learn thereby the great secret.

Trying desperately, pitifully to aid mankind, and yet denying the vital creative force that moves mankind to its greatest accomplishments, bellowing anger, he kills her. Ada must die because of his love for her—he who seeks the secret to help all men destroys when that secret is within his grasp.

He rushes to the dynamo, clings to it, hugs it, feels it, denounces all else—prays for the secret. But the dynamo is ruthless, merciless—he has misunderstood—could not grasp the message. The soul-hungry boy wrenches loose the controls and the machine becomes alive—the power instead of granting his wish hurls him forth—dead.

The machine is left to hum her message of power and love, and the boy who sought the secret to help mankind is destroyed because of his inability to combine the power of love with the power generated by the machine. He is destroyed because he could not control the power within, but allowed it to make him a destroyer. The use of all energy in all forms is essential and the love life and the work life cannot be distinct—one must complement the other for a satisfactory existence.

I feel and hope that another play of this trilogy will deal with the boy's realization of these vital forces of life: love and work, and will tell the story as he accepts them, uses them in a new plane of existence.

Each person who sees this play will come away with a different interpretation—unfortunately some may come away with the idea that it is all a jumble of confused ideas—but Mr. O'Neill deals in symbols and generalizations, and obscurity may be avoided by keeping this in mind, thereby enabling each of us to glimpse a bit of the conflict the dramatist has attempted to depict on the stage the solution of which may even yet be confused in his own mind.

Needless to mention, the entire Guild Company has been carefully and skilfully selected and the direction and action is marked by superb artistry.

K. W.

SERENA BLANDISH

THE problem of attaching a wealthy bachelor legally is most difficult even for an attractive and tractable maiden as presented in *Serena Blandish* by Jed Harris at the Morosco Theatre. Ruth Gordon in the title rôle is alluring because of her unassuming daintiness and grace—but her attraction for men has nothing to do with a minister or a justice of the peace.

A countess, with Constance Collier as that dashing and overwhelming person, adopts the winsome and naive, amused and amusing Serena temporarily and agrees to sponsor her marriage campaign for a limited time. The butler, with A. E. Mathews excellently cast in that rôle, tries to assist her with philosophical bits delivered in un-butler-like words but in perfect butler-like fashion.

Serena, tho, has never learned the value of "no" in dealing with men when marriage is her objective. The time limit has nearly expired and while Serena has created a stir in the fashionable world she has achieved no proposals. Suddenly she falls in love—an episode totally uncalled-for. Close on the heels of this comes a long-awaited proposal—for marriage—with heaps of money and no demands beyond wearing the air of a happy society matron. She is grateful and the new experience is pleasant.

But a wealthy husband, while alluring when just beyond the portals, isn't so dazzling when her emotions have been stirred and the boy she loves has asked her to run away with him to Monte Carlo and open a night club—even without so much as whispering marriage. Serena's choice comes as natural and spontaneous as have all the choices she has been called upon to make in her unusual life.

S. N. Behrman adapted the delightful, fragile "fabulous comedy" from the book of the same name whose author is known as "A Lady of Quality." Robert Edmund Jones designed the settings for this excellently-acted play.

GYPSY

IN an endeavor to give free rein to her emotions and desires, and thus be true to herself, "Gypsy," with Claiborne Foster in the title rôle, proves to be unfaithful both to her husband and her lover, in Maxwell Anderson's latest comedy drama of the same name now playing at the Klaw Theatre. Richard Herndon has selected a well-balanced cast of seven characters, headed by Miss Foster and Lester Vail. The excellent acting combined with Mr. Anderson's brilliant and sophisticated lines concerning psychology and biology, under Mr. Herndon's able direction, have produced an artistic success and probably will be a financial success also for the producers.

ALL THE KING'S MEN

FULTON OURSLER'S new contribution to the theatre is presented to the public at the Fulton Theatre. The piece is called *All the King's Men*—a comedy drama.

Walter Fairchild, a widower with a young son, is madly in love with Florence Wendell who in turn shares his sentiment and accepts his proposal of marriage. There is the stipulation, however, that everything belonging to the former Mrs. Fairchild who has been dead the required number of years be done away with, particularly in the home they had established, which is to be replaced by new furnishings. Walter Fairchild forgets the pain he feels to see his old home so destroyed and the second act finds him established in his new home with his new wife and in ultra modern settings and designs. A

(Continued on page 87)

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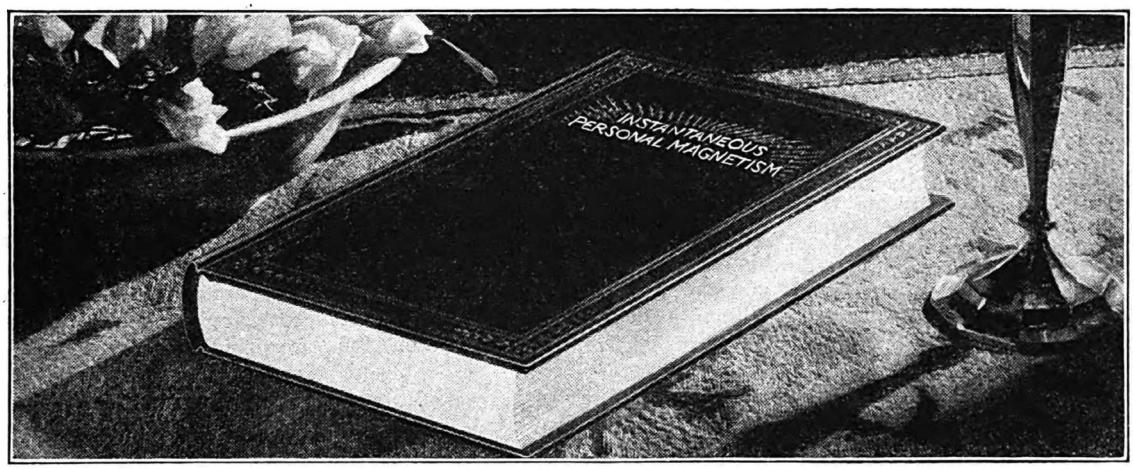
This Singular Book Wields a Strange Power Over Its Readers

Giving them a MAGNETIC PERSONALITY almost instantly!



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A STRANGE book! A book that seems to cast a spell over every person who turns its pages!

A copy of this book was left lying on a hotel table for a few weeks. Nearly 400 people saw the book—read a few pages—and then *sent for a copy!*

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Why are men and women so profoundly affected by this book—so anxious to get a copy? The answer is simple. The book reveals to them for the first time how any man or woman—old or young—can develop a Magnetic Personality *instantly!* It explains how to gain *overnight* the personal charm that attracts countless friends—the self-confidence that insures quick success in any business or profession.

It tells how to draw people to you at once, irresistibly—how to be popular everywhere, in any society—how to overcome almost at once any timidity or self-consciousness you may have—how to be a magnet of human attraction, popular and well-liked wherever you go!

It not only tells exactly how to accomplish these things—it tells you how to accomplish them without delay—*instantaneously!*

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Forty years ago, Edmund Shaftesbury, famous student of the human mind, set out to discover the secret of that rare quality—Magnetic Personality. He first applied his discoveries in his own circle of friends. Results were astonishing! His methods seemed to have the power of almost instantly transforming people into *entirely new beings!*

Quietly, almost secretly, Shaftesbury's fame spread. Great men came to him. His students and friends embraced such names as Gladstone, Queen Victoria, Edwin Booth, Henry Ward Beecher, Cardinal Gibbons, and others of equal fame.

Until recently, Shaftesbury's teachings have been available only to people who could pay $25 to $50 each for instruction books. But now, through the efforts of a group of his students, his wonderful teachings have been collected into a single volume, at a price *within the reach of all!* And furthermore, Shaftesbury has consented to reveal hundreds of new discoveries never before put into print.

Strange Effect on Readers

Readers of this book quickly become masters of a singular power to attract others—to influence men and women around them. Not by force—not by loud argument, but rather by some subtle, insinuating power that sways men's minds and emotions. They are able to play on people's feelings just as a skilled violinist plays upon a violin.

Folks are never the same after reading this book. Their manner changes. The tone of their voice, the expression in their eyes—yes, even their actual features seem to change—seem to grow more cultured, more refined.

The eyes—windows of the soul—become clear, beautiful, expressive, luminous as a crystal sphere. The voice grows rich, resonant—mellow as a golden bell. Folks listen spellbound—charmed by the fine modulations—the cultured fluency of the tones.

What Others Say

What priceless benefits! So profound! So far-reaching! Is it any wonder that thousands of men and women say that they are overjoyed with the results they have received? One enthusiast said of this volume, "Things I have read there I would never have dreamed of." Another wrote, "Certainly wonderful; like walking up a stairway to a higher life." Another wrote, "I would not give up what Shaftesbury has taught me for $100,000!"

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- How to use certain Oriental Secrets.
- How to gain perfect nerve control.
- How to read people's feelings by watching their mouths.
- How to read people's thoughts by watching their eyes.
- How to develop a magnetic eye.
- How to make your face appear 20 years younger.
- How to control others by a glance.
- How to use Magnetic Healing.
- How to end awkwardness and timidity.
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- How to get ahead in your business or profession.
- How to make your subconscious mind work wonders.
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What Can WE Do for You?

Conducted by
C. Franklin Leavitt, M.D.

QUESTION:—M. B. H. writes—

I have been in a terribly nervous, rundown, pepless state for several years. I can hardly do my own housework and I take no real interest in anything in life, not even in my own family. I believe this is really sinful, for one's family is dependent on the wife and mother to make the home cheerful. I know I have been the means of making the rest of my family unhappy. I have worried all my life, believe that I inherited it from my mother who was also a great hand to worry. Several have told me that if I would stop worrying I would soon feel better physically, but I can hardly believe that worry could make me feel as badly as I have been feeling. Our physician says that there is nothing organically wrong and that it is my nerves. Will you kindly give me your opinion of this? I hope you will be able to make some suggestion that will help me.

ANSWER:—

To begin with, your worry is not inherited but acquired. It is a habit which you have formed thru being naturally sensitive and impressionable. Worry I assure you can very easily cause all the physical suffering you have experienced. It alone can in time break down the strongest nervous system. Stop the worry and you will soon begin to feel quite different. This will be brought about thru your developing a new viewpoint, by taking yourself thru a course of training and development, and reaching a state where you are master of your mental powers to the extent of being able to direct your thoughts, and not be a slave to them. I think perhaps my statements will be more convincing if I refer to some statements made by Dr. W. A. Evans in his column in the Chicago *Tribune*.

At a recent meeting of the Missouri Medical Society the physicians gave a session to the discussion of the health problem occasioned by worry. They were agreed that this is the most widespread of all diseases. Dr. D. S. Booth pronounced worry "the most universal and distressing condition or phenomenon of society." Every speaker agreed, so far as the degree of prevalence of the disorder was concerned. They were agreed that fear was the immediate cause of worry. Some thought fear the most widespread of all symptoms. There was some difference of opinion regarding the real cause and cure. Dr. Booth held that fatigue was the underlying cause.

On the other hand, Dr. S. W. Robinson does not stress fatigue as a cause so much, and he does not value rest in treatment as much as does Dr. Booth. Dr. Robinson specially stresses training. To begin with one should select his ancestors. Children should be guarded against fears, anxieties and frights. Ghost stories and all other fear stories lay the foundation for worry.

Inadequacy is a great cause of worry. Fears that one may not hold his job, or make good or equal the demand, or succeed as well as someone else are prominent causes of the prolonged anticipatory fear or dread which goes by the name of worry.

The cure for those who have neglected training until adult life has been reached is to find a philosophy of life. That philosophy should be one that calls for living one day at a time, having no regrets for yesterday and no anxieties for tomorrow. In this philosophy religion has a part. In fact, the best cure for worry is faith, hope and charity, more particularly the first two. Diet, hygiene, rest, sleep, all play a part, but more important than these physical equations are poise and courage.

I have answered this question at considerable length, for worry is such a common disorder that the answer will fit many cases. I have also wished to show that even the orthodox physicians are recognizing the effects of these mental states and believe in a form of help which represents mental training and development.

QUESTION:—C. M. Q. writes—

What do you think of vaccination? My two children are now ready to enter school this coming year, and it is a law here that each child must be vaccinated or show a certificate to the effect that a successful vaccination has been performed previous to entering. I am not really in favor of vaccination, but what can one do when the school laws demand it? Have you any opinion to offer?

ANSWER:—

I have had this question asked me several times but have purposely avoided answering on account of the great difference of opinion. In a case like yours I would suggest that you submit to the law and have your children vaccinated by a good physician, one who is cleanly and careful.

Statistics seem to show that vaccination for the prevention of small pox has reduced the prevalence of the disease. It is shown that in districts where such precautions have not been taken the disease frequently becomes epidemic in character. Of course hygienic measures have acted as a preventive also in the cities and more populated sections of the country. Personally I have never seen any harm come from this, and in my early practice I used it considerably. I vaccinated thousands of people in one year long ago for the City of Chicago Health Department without any trouble. Of course any open wound may become infected unless proper precautions are used, and thus cause infection of rather a serious nature at times.

I am not in favor of other forms of vaccination such as is now being suggested for whooping cough and other troubles. In the serum list the only one that I believe has proved truly successful is the antitoxin serum when employed early.

QUESTION:—Miss Anxiety writes—

I have suffered terribly for years with poor digestion. It has reached a point where I am almost starving myself to death because even simple foods seem to cause distress. I am extremely nervous and weigh but ninety pounds. I am five feet four inches in height. I dread meal time for I am constantly afraid that there will not be foods that I can eat without hurting me. I have been examined by several physicians and they tell me it is a nervous trouble and that I have no signs of ulceration, tuberculosis or cancer.

ANSWER:—

Your trouble is far more mental than physical in its origin. You are undoubtedly a sensitive type with perhaps an inherited tendency toward nervousness. Something at the beginning of your trouble caused you to center your attention on yourself and you began to lose confidence. Then the day came that you had some distress following eating, as most anyone may have on rare occasions, and you started to study

(*Continued on page 92*)

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DOWN THROUGH THE AGES!

△

SECRET LAWS OF LIFE

△

Create Modern Miracles in Your Affairs

△

In the ancient days of Egypt, Greece and Rome, as today, there were those WHO ALWAYS SUCCEEDED in the FACE OF DESPAIR. They stood out of the mass, not by their knowledge of the laws of the land, but because of their knowledge of the laws of life.

THREE AIMS OF LIFE

There are three paramount aims we struggle for in life. Most of us have some idea of what they are, but few ever accomplish them. The three aims are:

PRESERVATION:—To keep our body and mind healthy.

AMBITION:—To be successful. To gain some of the luxuries that are placed here for man's disposal.

LOVE:—The goodwill of our fellowman, the respect of our friends, and the affection of those close to us.

Every MAN and WOMAN wants and needs these. To struggle along in darkness and learn through life's hard knocks, gains experience too late sometimes. Troubles and problems arise quickly; they must be overcome at once. Some practical principle may solve your personal problem.

KNOWING HOW

There is a definite system of DIVINE LAWS established that governs every human action and deed. Miracles are but the result of putting into practice some known principle of the cosmic and producing a harmonious result. Why suffer intolerable conditions, why throw yourself upon chance and be blown around like chaff in the wind?

ROSICRUCIAN TEACHINGS

The teachings of the Rosicrucians mentioned for centuries by all of the great writers of various times have helped sincere students to make miracles out of their personal affairs. If you can give a few minutes each day to the study and application of principles that will bring you untold happiness, then you are ready to receive this most profound knowledge of life that has come down through the ages.

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Under the Reading Lamp

Jos. Wm. Korninsky '24

YOUR MIND IN ACTION. *Applications of Psychology. By F. A. Moss. Boston. Houghton Mifflin Company, $4.00.*

HERE is another book of which it is scarcely too much to say that it is indispensable to the student of psychology. Dr. Moss is both physician and teacher, being associate professor of psychology at George Washington University and visiting psychiatrist at Gallinger Municipal Hospital in Washington.

For the most part the contents of the volume are based on the experiments of Watson and the other Behaviorists, retelling the weird narratives of what animals actually do when subjected to specific action drives, but linking these experiments to their corresponding motives and reactions in human behavior in many varying fields of human endeavor.

Of all the academic books recently issued this book may be characterized as the most thoroly practical. For instance, the results of such habits and indulgences as the use of opiates, alcohol, coffee, tea, tobacco are outlined as demonstrated by actual tests. On the book's jacket is the arresting query—"Why has a *non-smoker* stood at the head of every Harvard class for the past thirty years?"

Other jacket questions which compel the casual handler of the volume to open it and find the answers are: "Are you as efficient in May as in December?" "Why do Ford workers never strike?" "Are women better mixers than men?"

The physical structure of the nervous system is outlined; the glands and their functions explained; the causes of fatigue described and practical hints given for the best kind of rest; the facts about ventilation are put down; intelligence tests and differences in mental prowess explained; the sex phase of human experience expounded; the emotional life analyzed; mental disorders and crime discussed; the psychology of laws, court and corrective institutions charted; the psychology of business studied, with specific references to such prosaic matters as advertising, salesmanship, and organization personnel; education, and even traffic control—all are dealt with in this brilliant and painstaking work.

For the most part the findings and inferences of the book are incontrovertible. It marks a distinct advance toward the almost untouched field of sociological psychology and Dr. Moss's excellent and essential work will undoubtedly mark a stepping stone to a higher and clearer understanding of the details not only of individual conduct but of social relationships.

THE AMERICAN NOVEL OF TODAY. *A Social and Psychological Study. By Regis Michaud. Boston. Little, Brown and Co., Inc., $2.50.*

THIS book could not have been written before Freud. It is at once a study of the intricate problem of the relation of literature to psychology and a survey of the psychological transitions of the American mind from the days of the Puritans as these transitional steps are recorded in the national literature.

Professor Michaud follows quite closely the Freudian principles, showing how the really significant literature pierces thru the superficial activities of human beings to the deep subconscious motives that drive them. The work is particularly concerned with the struggle of the composite American spirit against the grip of Puritan superstition and conventions.

It is surely a remarkable thing that the author who puts this whole matter so sagely should be a Frenchman. One cannot read this book without a sense of astonishment that a Frenchman can have covered the field of American letters so comprehensively, with such uncanny discretion. Here we have a truly international piece of work. A Frenchman, reviewing American literature from the standpoint of an Austrian. But Professor Michaud has given many years of research to his work. This is not his first book about American letters. One of his earlier volumes received an award from the French Academy in 1921. And he was for some years professor at an American university, occupying the chair of French Language and Literature at the University of California.

Professor Michaud begins with a statement of "The Case Against the Puritans," following this chapter with an illuminating analysis of Nathaniel Hawthorne, showing him, not as the spokesman for the Puritans, but an essential pagan, subtly revealing the tragic errors of the Puritan ideals and code.

After a chapter on Henry James, Edith Wharton and William Dean Howells in which Howells fares more than badly, the book moves forward to the great Dreiser, whose work makes material for two chapters of Professor Michaud's book. He calls Dreiser a "bio-chemist" and depicts him graphically as the merciless portrayer of things as they are, with "a bitter, brutal insistence on their so-ness." Howells' romantic outlook on life took in chiefly "the wedding ring, the hoop-skirt and the hearse." Dreiser sees hands, legs, skin—and guesses with terribly accuracy at what men and women feel by vivid portrayal of what they do. "He is after what happens and not what should happen; not after an ideal but after truth."

(*Continued on page 76*)

THE PSYCHOLOGY OF YOUTH. *By Edgar James Swift. New York. Chas. Scribner's Sons, $2.50.*

DR. EDGAR JAMES SWIFT'S recent book, *The Psychology of Youth,* is a new edition of his work *Youth and the Race.* It is a non-technical study of the plea for a better understanding of youth and its educational problems.

How racial instincts play in the emotions, intellect and will of children and how best to direct them is clearly set forth in this book that harmonizes with the modern educational thought in the field of teaching technique, curriculum-construction and child psychology.

The primitive impulses are ever uppermost in children of ten to fifteen years. The lack of opportunity to play,

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create or recreate is what turns the constructive into destructive, hence the juvenile court too often has to mold something that is not always plastic to the clumsy hand of the law.

No intelligent person believes that all men are born equal in mental capacity or that the outlook for moral growth gives the same clear view of the future in different children. The author believes that heredity is a tremendous social force. However, the practical question is not what is inherited but what can be realized. The chapters treating on student government give concrete examples.

> Increased adaptive flexibility, says Dr. Swift, means an enlarged educational capacity. This is one of the differences between the lower animals and man, as well as between primitive and civilized races. . . . Animal and primitive man have each their own limits of expansion and no system of education can carry them beyond these confines. . . . But this highly differentiated nervous system to which man is heir requires for its complete growth a correspondingly varied environment.
>
> Every child has his own way of approaching a subject of study, and his mental development requires that his personality be reckoned with. His way may not be the right way, but whatever improvement is made must come thru and not against his own line of approach. Children with keen love for science or literature have been made to hate the work by the formalism of the school. It is time to start a crusade against the vending of cold-storage pedagogy.

Parents and teachers can help transform into intellectual and moral forces the racial and primitive instincts which, as manifestations of "original sin," so distressed our forefathers. Anyone vitally interested in the care and culture of children can scarcely afford to do without this book. It is really like a strong kick against the educational system in this country, showing the hide-bound red-tape methods that exist. . . . Parents might not like the schools so much after reading it, particularly those that live in big cities . . . even so, teachers should read it, if only to see themselves as others see them.

THE STORY OF ORIENTAL PHILOSOPHY. *By L. Adams Beck. 425 pp. New York. Cosmopolitan Book Corp., $5.00.*

WHILE our minds and bodies have been growing in the West our souls have been maturing in the East. We may hesitate to admit this, but the truth becomes more apparent the nearer we approach the spirit of Christianity. We discover that our

(Continued on page 76)

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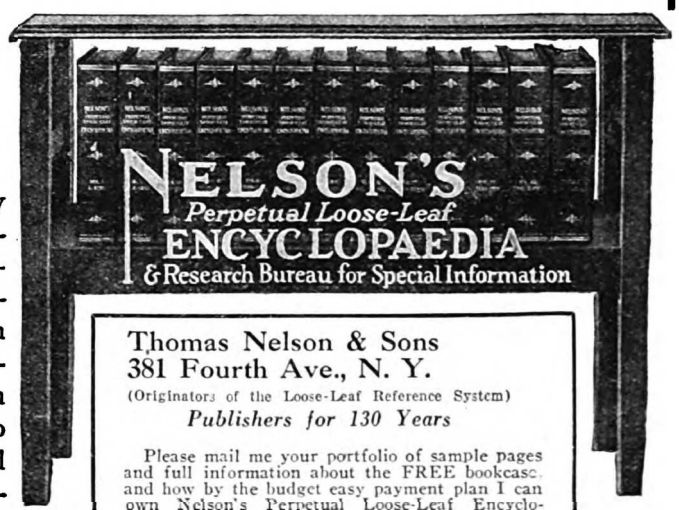

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A Glimpse Over the Editor's Shoulder

As He Opens and Answers His Mail

THOMAS McCLOSKEY, Philadelphia, Pa., writes:

I am a constant reader of PSYCHOLOGY. I would rather do without my smokes, than miss an issue.

Hoping you are in the best of health, and that PSYCHOLOGY will continue to inspire.

WINS $500 PRIZE

MRS. BARBARA BARRY, 347 W. Leonard, Grand Rapids, Mich., writes:

I have always been more or less a downtrodden soul; putting a great deal into this comedy called Life, and getting very little out. At least that was my attitude, and how very sorry I was for myself.

I was possessed of, and by, a husband who made open fun of all my literary efforts, which didn't help our home life even a little bit. The atmosphere was literally charged with dissension and I was a grade A specimen of the inferiority complex.

One afternoon, I picked up the PSYCHOLOGY Magazine in our corner drug store. Ruffling the pages, I came to a paragraph advising me to think Health, Wealth, and Success if I would possess them. "Bunk," said I, quite nastily, "anything that goes on in *my head* isn't going to produce checks from strange editors." As I turned to go some little inner voice said, "For only twenty-five cents, give it a chance. You've tried everything else." (Yes, I'm Scotch.)

Once more I was vitally interested in another's theory. Very determinedly I set about affirming that I was HEALTH, WEALTH, and SUCCESS, tho I must admit that I rather slighted HEALTH and SUCCESS. "Just give me WEALTH," I prayed, "and there's time enough to concentrate on the other two!"

At first, when I would silently shout to my subconscious mind: "I am WEALTH!" a thousand negatives would pop into my head and jeer, "Yes, you are—maybe!" or words to that effect. But, I shouted them down and finally the last one had slunk away in defeat. Never before had I been so positive of anything. My husband still grinned and tapped his forehead, suggestively, but, even that failed to annoy me. And then after about six weeks of concentrated effort, I felt a change in myself.

There seemed to be a vibrancy in the air about me; I can't just explain the sensation but it was very pleasant and, in a way, encouraging. I tried to describe it to a sympathetic cousin of mine one Sunday morning when my husband was driving us out to the golf links. "It seems," I said, "that there is great wealth all about me. The air is full of it, and before long all I shall be obliged to do is—reach out and take it!" Friend husband snorted derisively, but Margaret, the cousin, was most sincere in her discussion of the possibilities of psychology.

Three more weeks went by while I continued to affirm WEALTH to my subconscious mind. I found the best time for earnest concentration was at night, after everyone was in bed and asleep. Then I took the pillow from under my head, lay flat on my back, arms at sides, and relaxed completely. Clearing my mind of all other distracting thoughts I took a deep breath, filling my lungs while I affirmed: "I AM —" and then, slowly releasing the air, "—WEALTH!" I did this at least ten times before retrieving my pillow and dropping into almost instant sleep.

Then came the memorable morning of the first of November. That glorious morning when my mail-box held ample proof of my untiring faith and work: A long white envelope with PRIZE STORY in the upper left hand corner and inside, a letter from the publisher J. W. D. Grant, advising me that a letter of mine had won FIRST PRIZE! And first prize was $500.00!!

In spite of my faith in myself it was hard to realize. Five hundred dollars is a great deal of money to drop on one all in a heap that way. My psychological method must have been perfect, for not fifth or third prize but the highest award had been allotted me.

My husband looks at me thru different eyes. He all but salaams when I enter a group. Takes me about and shows me off as tho I were his own product. But I like it immensely. And I am constantly telling myself that this is merely the beginning. There is no limit to my wealth. The door has opened wide and thanks to PSYCHOLOGY, I can accept of it freely and enjoy it unselfishly!

MY MIND AND MY LIFE SAVED

MRS. E. A. A.., Dover-Foxcroft, Maine, writes:

I certainly feel it my duty and certainly a pleasure to tell you that PSYCHOLOGY has been the means of saving my mind and sometimes I think my life. Two years ago I was a wreck both mentally and physically. I have spent a good many $5.00 trying to get help but never one that did me as much good as the $5.00 spent for the two years' subscription to PSYCHOLOGY.

Seven years ago I was left with three children, aged six, four, and two respectively and nearly an invalid myself. Shortly after the death of my husband I invested nearly all he left me and it did not materialize as pictured. With the worry of the children and the loss of what little I did have and unable to earn more than a meagre salary as stenographer in this small town I nearly lost my balance. However I had one good friend who said bright helpful things and kept me going until I saw PSYCHOLOGY advertised and thought I might as well spend another $5.00 and see what that would do for me.

While I have never earned any more money on account of it, it has made me see things in a different light and I have faith to believe that some day I may be in a position to earn more money, which I certainly need very much in order to educate the three bright children I am blessed with.

WHAT ABOUT LIMITATIONS?

J. R. BARKLEY, 3515 Paseo Bl'vd., Kansas City, Mo., writes:

I have your February PSYCHOLOGY, and have read your editorial "A King for a Day," with great interest and believe it is one of the best I have ever read. However in all these essays on applied psychology, you, in common with most writers, apply your prescription to all alike regardless of ability to assimilate the food or take on the energy.

Take the young man who said he had only fifty cents, read your editorial and now was about to marry the most lovely heiress in town.

I suppose hundreds of young men who read that may think it would apply to them. But does it not matter a great deal upon a man's natural power and capacity?

If you found a Cadillac car stalled in the road and you showed the driver how to get it going, he may soon develop ninety miles an hour, but that would not apply to a Ford. You could help the Ford to its capacity, but that is all. Hundreds of people are disappointed because they can not attain the measure of success you describe. I notice the advertisements are the same way. One would suppose that any human being could adopt and practice some of these systems and get anything he wants in life. This is erroneous, for the great mass of men are not capable of taking on so much power.

I believe that writers paint pictures which disappoint a great many people. I believe in applied psychology, but there are limitations. May be that thought is error.

Dr. Miller replies:

You have cited a very real problem in your criticism. I feel the validity of your objection to a certain point and yet there is so much to be said on the other side. The force of any great evangel is lost as soon as limitations are set up.

The criticism which has been persistently leveled at PSYCHOLOGY Magazine for challenging all men to get out of the rut and climb to the summits might with equal force be directed against the exhortation of Jesus. Jesus is the matchless teacher of all ages, because he never spoke in terms of limitation but always in terms of the utmost superlative. He said, "Be ye perfect, even as your Father in Heaven

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is perfect." Small schools of religionists have taken this exhortation literally, and developed the theory of entire santification or Christian Perfection. Noteworthy among these leaders being John Wesley, founder of Methodism.

To the vast majority of Christian thinkers, however, this command of the Master's has been conceived of as utterly impossible of fulfillment. What man can aspire to the degree of perfection with which we clothe our ideal of God. Most Christian thinkers would frankly say that is utterly impossible, and yet in the same breath would approve the idea of Jesus, challenging humanity with a consummate ideal ever out of reach, and yet ever challenging the best, highest and most Godlike in human personality. If Jesus had said, "I know that with your human frailities you cannot achieve the perfection of God, but be content with being as good as your human instincts, emotions and limitations make possible," then he would not have been the divine teacher, because of the self-imposed limitations acknowledged in his ideal.

While it is possibly true that men differ radically in their natural endowment, tho this contention is not by any means conclusively proved, is it not better to challenge all men with a flawless ideal of achievement? If we can get the average man of possibly limited endowment to believe in his potential kingship, and get him striving intelligently to climb to the summits of achievement, even if he never arrives at the sun-kissed summits, it is reasonable to believe that he will make infinitely more progress than tho we were to stress an opinion that most men are limited by heredity and environment to lives of mediocrity and dismal failure. Our faith is that all men, barring idiots and other defectives, can make a reasonably successful, happy and helpful adjustment, also that all men can improve their status with intelligently directed effort.

J. D. ROUND, of Wilmington, Vt., writes:

I am writing to encourage you to continue printing the class of articles or anyway some of the articles you are at present printing. I have been taking PSYCHOLOGY for some time, three or four years, and the only fear I have is that the editors will get discouraged, thinking maybe that their readers don't care for the class of reading they are giving them. I sincerely hope that a majority of your readers feel as I do, and that you will keep up the good work. Now of course all of the articles you print do not appeal to me. But as long as there is at least one article in most every number that I like, I feel satisfied. You couldn't expect to suit everybody every time. The articles I don't care much for as a rule are the articles on salesmanship. I seldom read them. But to give you an idea of what I do like:

Last year in September you printed an article entitled, "Start Today" by Harry Hibschman. The idea he put across very effectively was that it was important to have a high ideal. That you might never

(Continued on page 89)

Try this Amazing German Discovery that Positively Corrects CATARRH

Colds, Bronchial Asthma, Coughs, Sinus Trouble

Aerosan Now the Sensation of Europe

The treatment of catarrh and colds up to now has been unsatisfactory. Everybody knows that.

It was not until Dr. Paul Rosenberg of Berlin discovered that only DRY vapors could get past the larynx and be inhaled, that progress was made. To produce these DRY vapors, Aerosan was created . . . with sensational success.

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Ina Bourskaya, prima donna of Metropolitan Opera House, who declares Aerosan "worth its weight in gold."

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These singers keenly appreciate the quick, safe, certain results from Aerosan and have been the first to introduce it to America.

Make this Test at Our Risk

As a reader of Psychology, we are particularly anxious for you to try the Aerosan. Know how it feels to breathe with perfect ease and clearness. Never have a cold or cough with Aerosan in the house. The Aerosan outfit consists of Aerosan tablets which give off a wealth of DRY remedial vapors when heated in the specially constructed appliance called the Aerosan volatizer. Aerosan vapors enter the respiratory passages with every breath you take and get right to the infected area.

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The Mind of Mussolini

(*Continued from page 22*)

of ex-war veterans. So as to avoid a second request to purchase it the shops had all exhibited it in their windows or doors, so that Naples was ablaze with the pictorial libel. When it came to Mussolini's sight his laconical, half humorous remark was "they will ruin me." But he immediately forgot the matter and only when it was again brought to his attention did he have the picture withdrawn.

I have heard queer stories of people having been arrested for having mentioned Mussolini's name. This can only have been in moments of exaggerated zeal, following on the various attempts on his life and due to misunderstanding.

Today in Italy all the Italians openly refer to Mussolini as "Il Duce" or "Il Presidente" or if they prefer it just as "Mussolini," but it is more natural to them to use one of his titles. Dr. Foakes Jackson in his essay on *Freedom in the Modern World* tells us that "true freedom must be inspired by love." It is my firm conviction that at least seventy-five percent of the Italian people are enjoying that "love-inspired" "true freedom" which is welding the Italians into a new fraternity under a leader both revered and beloved.

Mussolini is personally the most tolerant, because the most dispassionate of men. Never in conversations have I heard him utter a prejudiced word. His attitude seemed to me always to be that of one who was attentively studying the view-point of the other fellow, trying to find a point of contact with his own, happy if he succeeded in discovering it as an element of harmony and ready to respect the other man's opinion tho always on the "no-surrender, no-compromise standpoint" as regards his own conviction. Mussolini is very much of a philosopher and the abstract side of political questions is of deep interest to him.

Mussolini has the intuitional gift to a degree which borders on genius. The insincere feel uneasy in his presence. It is impossible to lie, under the full gaze of those penetrating eyes. He seems to have antennae out to "suck-in" the essence of people. Children adore him. His favorite Persian cat, given to him by the British Cat Society, whose proud pedigree name of "Siomeda," the Duce's sense of the fitness of things quickly changed into "Mimi", sits on his writing table while he writes at home, sometimes walking over the inky manuscript blurring the writing with his paws. Mussolini's appeal is magnetic to man and beast. It is soul-compelling. This element of affection for the man whose life of integrity and self-sacrifice embodies to the Italian nation his unflinching strength of purpose, plays a much larger part than is generally recognized abroad in the support he receives from all classes of the people. It is as much "by love" as by force that he holds his real sway over the nation. Incidents indicating this happen daily: a girl of thirteen who has lost her father writes to Mussolini saying that she must help her mother keep the younger children, but that she has no money to buy a sewing machine. Three days later a brand new Singer is delivered in the name of the Duce at her humble cottage.

Mussolini's sense of justice "cuts like a sword." A venerable Italian Senator who had watched many Governments rise and fall said to me in a tone of profound conviction: Mussolini, the man, is simply the instrument of his idea, his followers feel. The idea, far from being reactionary, is probably the most modern experiment in organized statecraft the world has seen since the French Revolution. Contrary to the belief of the uniformed, it is based on a scientific principle: the forming of a homegeneity out of a heterogeneity. Socialism neglected the national idea, Liberalism neglected the social idea; Fascism seeks to unite both and to incorporate the units of the nation in a group consciousness that identifies itself with and covers the interest of the whole.

Fascism contains "all that is essential in Socialism," Mussolini once said, and indeed the amount of social legislation and reform carried out during the six years of the present regime is almost miraculous. Even the journalist is remembered and has his possibility of acquiring a house at reduced rate in a special journalists' quarter of the town.

Questioned as to Press Censorship Mussolini once said to me: "No one who is building a new house can tolerate a strange architect's butting in on his plan with suggestions for doors and windows that would be out of place or even dangerous. This is a measure of precaution which must be observed until the house is finished."

This was said with all the directness and good faith that gives to the Duce's words their phenomenal and convincing power. "The man has vision, he knows what he is talking about and acts from a grasp of the necessity inherent in the situation," one feels after listening to the few but graphic words of the Duce.

Often I am reminded of Sorel's words: "Mussolini is no ordinary Socialist, he is more. One does not yet know what—but—he is the only one among the Socialists who might be capable of leadership." His success is due to the fact that the Italians are capable of "followership" and are willing to give him the chance without which even genius must remain unrecognized.

He Gives Away ¾ of His Income

(*Continued from page 35*)

"It is simple and appealing, just the kind of place that the fortunate and the unfortunate will go to for spiritual comfort, and within are found those who have their hearts in their work and who grasp the hand of him in rags and tatters and make him feel just as much at home as the man in finer dress."

"I attribute what success I may have had in life to the fact that I have been a diligent student of the Bible," Mr. Burton says. "From its pages one can learn those lessons of honesty and courage and vision and service which constitute the basis of a truly successful life.

"In the Gospel story, a widow gave her all, and I do not find that the Bible said she gave too much. When Zaccheus declared his purpose to give one-half his goods to feed the poor, I do not find that the Bible claims he did too much. I contribute seventy-five cents of every dollar I earn to religious enterprises, and I do not feel that it is too much."

Thru its simplicity and wholeheartednesss, the Central Church of Christ has become a power in the civic life of the city of Nashville. This church carries a personal appeal to all classes, and particularly to the down-and-out man and woman thru the help it is extending in finding employment. The building was first opened in 1925. About two years ago there was acquired an old hotel building adjacent with sixty rooms to be used by working girls unable to pay but little for rent. The church has an annual operating budget of more than $32,000.

"For years I have visioned such a church," explained Mr. Burton, "I hoped to see it kept open seven days a

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week, both for public worship and for those seeking aid. I saw it, in fancy, reconciling estranged husbands and wives, restoring broken homes, bringing back erring sons and daughters, with a lunch counter, a clothing room for the poor, doctors and trained nurses to look after the clinic. I am thankful that all these objectives and more have been attained. The church has a library, a free lunch room, a clothing room, an employment bureau, a home where penniless strangers may be lodged, a clinic, a day home, visiting nurses, a Bible class by mail, and a general charity service which furnishes coal, milk, groceries, and other necessities to the needy."

This church now has under construction a new administrative and educational building. It will be four stories in height and is designed to be used in part as a home and school for young men who want to prepare themselves for preaching and Christian leadership.

Another great humanitarian feature connected with this church is that in this new building will be located a health cafeteria opened to the public with dietitians to give advice free to anyone desiring it. Talks on health, in addition to a Gospel sermon, will also be broadcast over the radio each night. These talks will be prepared by leading authorities thruout the country.

Mr. Burton, tho a busy business man, gives freely of his time to the work of this church. Besides giving his time and money, Mr. Burton assists in arranging details of financing and the programs for the work. The past two year's contributions to this unique church amounted to $90,000. The first audience was only forty-seven people. The present average audience is five hundred people, from all walks of life. Seven missionaries are supported by the organization. Last spring, the church assisted in caring for the refugees during the Mississippi River flood.

It is Mr. Burton's idea that barriers of class and creed should be broken down; that the time has come for religion to play an important part in the commercial and industrial life of today. The results accomplished by his efforts, the service rendered, and the loyalty of every employe speaks eloquently of the wisdom exercised by uniting his religion with his business.

Closely allied with his religious ideas, Mr. Burton cites the thrift foundation underlying his business, and the thrift principle permeating the entire organization of his company as other important factors responsible for the financial strength and the personal favor which the Life and Casualty Insurance Company enjoys with the people. Truly the reflection of its founder, this company is a friend to the Southland;

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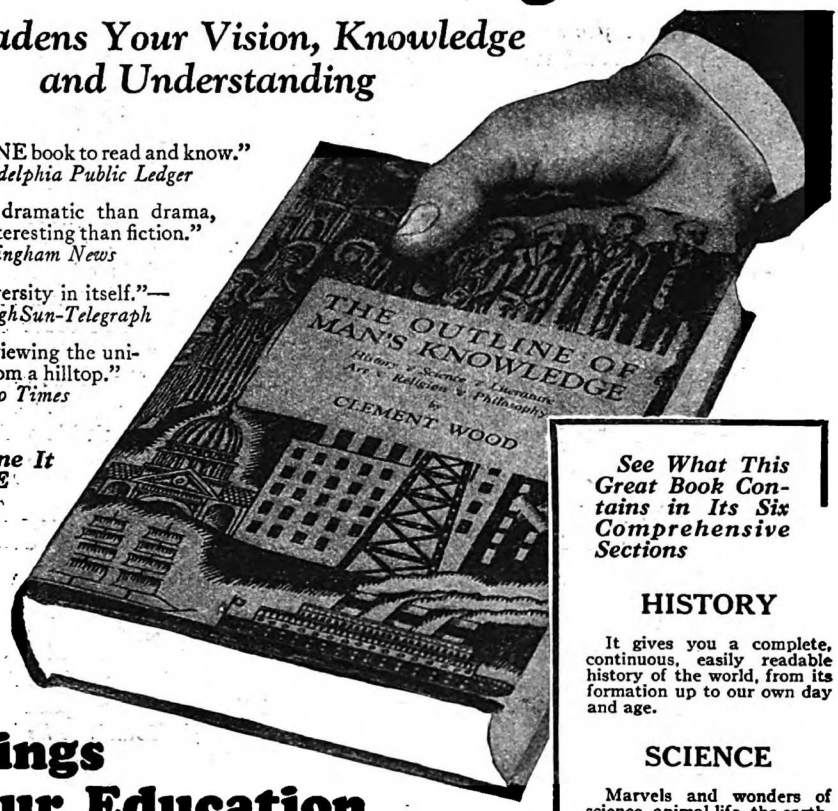

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a great reservoir of resources to be drawn upon for every legitimate Southern development; furnishing capital for schools, churches, homes; building streets, highways and railroads, while placing its arm of protection around Southern homes, relieving suffering and distress, taking the place of the bread-winner and laying up a supply against the gaunt day of want.

When the Life and Casualty Company opened Station WLAC, Mr. Burton addressed the radio audience acknowledging the need of the South for new capital, but he added: "We have much of the needed capital, already, but we have been far too prone to send it away, and we have been prodigal in our waste. I think thrift is as great a contribution as a Southerner can make to his section."

Commenting on thrift, Mr. Burton is always enthusiastic:

"The New Englanders are money lenders and the Southerners are borrowers," he says, "the difference is in their thrift.

"As a part of a recent thrift campaign we have inaugurated a thrift service in the schools; a disinterested public service, designed not only to impress the boys and girls with the importance of saving the small coins which they spend so thoughtlessly, but also to establish during the plastic period of youth habits of thrift concerning the priceless resources of health, time, energy, and other opportunities for service."

Mr. Burton loves the great outdoors and most of his recreation is enjoyed there. Last year he took his wife and sons to the woods of nothern Canada where they lived in the virgin forests for eleven days. The life of the beaver, the moose and the bear interested Mr. Burton, and from their habits he gathered sermons for his thrift campaigns.

"The beavers are a thrifty tribe," he told the Life and Casualty family upon his return home. "Their thrifty methods of working and saving for the rainy day while the weather is good puts to shame the methods used by many of us in the Twentieth Century."

According to business associates of Mr. Burton, the first question that must be answered satisfactorily in every business problem presented to the President of the Life and Casualty Company, is not "How much will it pay?" but "Is it right?"

Shall We Scold or Praise Children?

(*Continued from page 37*)

Until the last year, when the writer published two experimental studies dealing with the question of the value of different incentives for children, little work had been done along this line. The general procedure used to test out the effectiveness of different incentives was this: Large groups of boys and girls of different ages and races were given standard tests, as if part of the regular test procedure. Then, on the basis of the work which they did in this test, they were divided into three different groups, each containing children equal in initial ability to the children in the other two groups, thus giving an equal number of children of high, medium and low ability in each group. On a later date, they were given tests similar to the one taken before. One group of children received high praise for their work and were encouraged to do better; another received *reproof* and *discouragement*, while the third received *no incentive whatever*, but was used merely as a check on the other two, in order to determine how much improvement might be expected to result from practice alone.

Certain very startling results were found. The Praised and Reproved groups, on the second test, showed decided improvement over the group which received no incentive at all, but this improvement favored neither of the two. Almost every child within these two groups bettered his or her score to some extent, but this was not true of the other group. When the incentives were used continuously over a period of five days, the work of the children of the Reproved group slumped decidedly after the second day, and at the end of the week, it was, on the average, the same as at the beginning, in spite of the practice which they had received. This was true also of the group which received no incentive at all, except that the initial spurt of good work was not to be found. *The Praised group, on the contrary, continued to improve thruout the entire period, and at no time did their work slump below that of the previous day.*

The general opinion is that girls need encouragement more than do boys, and the practice has been to use punishment almost exclusively with boys, while the girls are either encouraged or ignored. This experiment showed that such procedure was not justified. Altho there was a tendency for the boys to do better following reproof, and the girls following praise, this tendency was so slight as to be almost negligible. The same general result was found when the white children were compared with the negroes. The white children reacted more favorably to reproof while the negroes did better after being praised. These differences again were so slight as to be of almost no importance.

Age and intellectual ability, on the other hand, proved to be more powerful factors. The older children responded more to praise and reproof than did the younger ones. In fact, the youngest children of these groups were little influenced by either of the incentives. Of the two, praise called forth slightly better work on the part of the older children and praise on the part of the younger. When the children were then subdivided in each group on the basis of the work done on the initial test, it appeared that some incentive is absolutely necessary if superior children are to keep their work up to the maximum of their ability. Both praise and reproof seemed to serve this purpose. The inferior children, on the other hand, were decidedly less spurred on to better work than were the superior. Of the two forms of incentive, praise proved to be better for the inferior children, and reproof slightly better for the children of superior ability. In the group of children who received no incentive at all, the superior ones were inclined to let their work slump, while the less capable members showed some slight improvement from time to time.

Turning now from the test results themselves to a consideration of the attitude of the children in regard to these incentives, we obtain some very interesting information. After the second test, each child was given a questionnaire and was asked to indicate his answers by merely checking "yes" or "no." It was hoped that in this way it would be possible to throw some light on the children's reactions to these incentives. According to the answers given, the children who were praised or reproved tried harder than did the children who received no incentive at all. As far as enjoying the test was concerned, *the group receiving the praise were the only ones who really enjoyed it.* In addition to this, encouragement had a more lasting effect than had discouragement. It persisted thruout the entire work period rather than thru only a fraction of it.

The effort or lack of effort displayed by the different groups on the second and succeeding tests closely corroborated these statements made by the children. As one watched them working, one had a distinct impression that *the members of the praised group were trying harder and with a better spirit than were the others.* The attitude of the children of the reproved group was one of sullenness and hurt pride,

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coupled with a stern determination to buck up and do better this time. When no incentive was given, the children appeared to be rather bored at having to take a test so similar to the one previously taken, and obviously were not trying as hard as they might have.

Certain age, race and sex differences were noted in the attitudes. The girls as a whole seemed to give up trying so hard after a severe reproof, while the boys settled down to good stiff work and showed a stolid determination to do better. Boys, on the other hand, showed a slight tendency to rest on their laurels after learning of their successes on past tests, but this was not true of the girls. Negro children gave up trying much more easily than did the white children after being reproved, but seemed to appreciate praise much more and respond more freely to it. This doubtlessly can be explained by the fact that they receive praise only very rarely in connection with their school work, and they therefore respond to it more than do the white children to whom it is not such a rare occurrence. Reproof, on the contrary, has become such a matter of course with negro children in a white school that they train themselves to ignore it with the consequent loss of interest in the task at hand.

Young children of both races and sexes seemed to fail to grasp the significance of the incentives. They responded to them slightly but showed that they were little worried by reproof or little elated by praise. Older children, on the contrary, who appreciated the significance of these from their past experience, were spurred on to do better work following both incentives. Some incentive appeared to be much more imperative if they were to maintain their interest and effort than was true for younger children.

The pedagogical significance of these results may be touched upon briefly in conclusion. Since boys appear to need some incentive to keep their work up to the maximum more than do girls of the same age, it makes us realize that the school as well as the home must make it a point to supply incentives of some form for them if they are to be kept from forming the habit of working at a speed much below their capacity. A comparison of the work done by children of different ages suggests that incentives other than praise and reproof be used for younger children. Some simple prize or some form of punishment more suited to the age and development of the children might be substituted in the lower grades.

In the ordinary classroom, as in the average home, it is the dull children who are constantly subjected to reproof for poor work, while the brighter children receive what little praise is given. The results of the

In the Crowd on the Street —

Who are *YOU*?

Are you one of the crowd in a sea of felt hats, moving along the street only half awake, half-heartedly seeking enough money to keep most of your bills paid? Do men and women look at you without ever seeing you—without knowing you exist? Could they remember you ten minutes later?

Or do you stand out from the crowd? Does your bearing, your step, your manner set you apart; do heads turn and eyes follow you as you pass; are you just another person or are you a personality?

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Why did starving, bleeding France rise and follow Joan of Arc? Why did a beaten and footsore army freeze and suffer without complaint for George Washington? Why did multitudes on three continents weep or laugh, as she designed, when Sarah Bernhardt walked on the stage? Why did a nation mourn when Abraham Lincoln was assassinated? Why did thousands of men seek the honor of dying for the Emperor Napoleon? What was their secret? What did these men and women possess that made millions their worshipping slaves?

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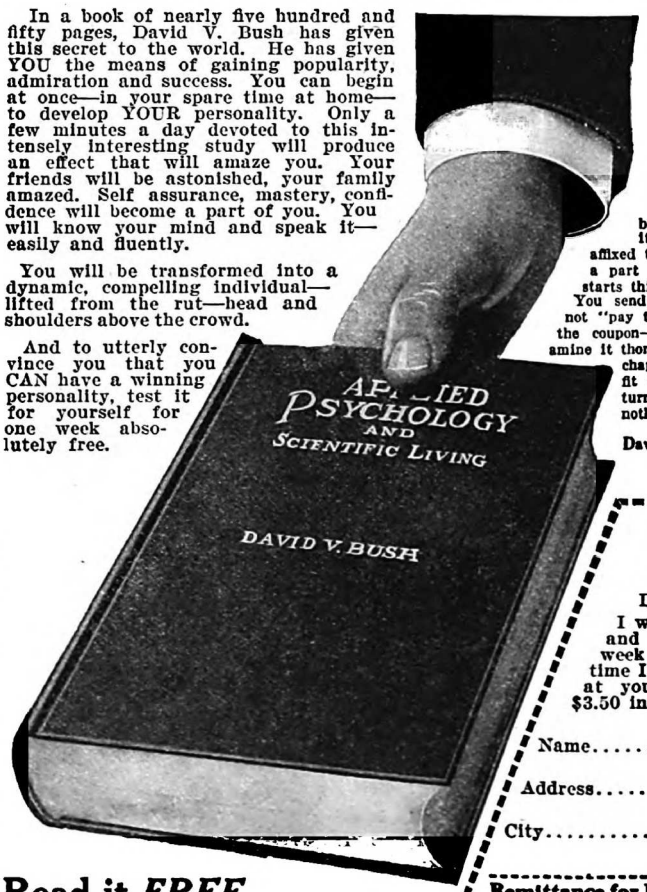

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many intelligence tests which are being given in the schools today, however, clearly demonstrate that it is the "inferior" children who are working up to their capacity, while the "superior" ones are working at a much lower level than their innate ability would permit. Hence, the inference is that the dull children of a class be encouraged whenever possible, and what reproof is used should be reserved for superior children who are content with only average work. The clear tendency is for reproof to sink into the discard.

The results as a whole point conclusively to the fact that *praise is decidedly the better incentive to use in all conditions.* Reproof, when first used, seemed to be about equal to praise. With continued use, however, its effectiveness declined while that of praise increased. To ignore children in a group when the other members of it are receiving some incentive, whether it be praise or reproof, seems to have a bad psychological effect. The longer they are ignored, the less they try to improve, and the less advance they make, in spite of the opportunity to improve which comes from continued practice in one form of work. Hence, the general inference from these results would be that praise is the best form of incentive to use regardless of the angle from which we may view the matter.

The Man Who Slept

(*Continued from page 33*)

Barney bowed awkwardly and seemed ill at ease.

"By 'third degree' Mr. Barney means the 'word association' test, Professor," Hawkins went on. "We've branched out a bit from our original purpose and we use the psychological methods of the laboratory for crime detection in baffling cases."

"A good innovation," commented Sylvester, greatly interested.

Mrs. Mace was not paying much heed to what Hawkins was saying. She kept watching the young prisoner at the far corner of the room. Compassion was written in every line of her face.

The boy, noting Mrs. Mace's look of solicitude, recovered sufficiently from his fright to plead tearfully.

"Please, Ma'am, I'm innocent."

His voice became choked with sobs.

"I never went into the room after he rang for me," he went on.

"You say you went to his room?" demanded Barney roughly.

"Yes, sir, I brought him vichy."

"That's more'n the kid would admit before," Barney remarked. He turned to the prisoner again.

"How many times did you go in the room?"

"Two times—twice," the boy replied simply.

"What time?"

"About twelve, sir."

"Which time—first time or second time?"

"Second time—first time. I didn't do anything wrong." He began crying again.

"He's frightened, poor boy," Mrs. Mace's gentle voice broke in. She kept her eyes on the slender figure crouching in the chair. It was evident that the lad had won her deep interest.

Professor Sylvester, too, was absorbed and watchful.

"I've seen his kind before," scoffed Barney. "I'll bet he's done time in a reformatory."

"The 'word test' will clear up the matter." Hawkins spoke with certainty. "I could use it by way of a preliminary examination."

He appealed to Professor Sylvester for confirmation. The latter answered, "That should settle his guilt or innocence at once."

"May I ask what you mean to do?" inquired Mrs. Mace turning to Hawkins.

"I will ask him to reply to a list of carefully chosen words which suggest the crime," Hawkins explained courteously, lowering his voice. "If he did commit it, these words will arouse varying degrees of emotion which we can measure and record."

"Measure emotion?" she repeated incredulously.

"Yes, with a stop-watch," Hawkins answered. "He ought to reply promptly if he is innocent, as then he suffers no particular emotion. On the other hand, if he is guilty he will hesitate in an attempt to find something irrelevant to say so as not to be caught. By noting his answers and correlating the words on which he pauses longest, we can get a clue."

"That's what we want—clues!" broke in Barney tired of his rôle of silent spectator.

"It's a well recognized scientific procedure," added Sylvester. "It's worth trying."

"What is the boy charged with?"

"Murder, Madam—cold-blooded murder!" Barney seemed to take gruesome pleasure in emphasizing what he said.

"Really?" Professor Sylvester exclaimed. "That's surprising."

"He certainly hasn't the face of a criminal." Mrs. Mace was still looking at the boy who was sobbing intermittenly, paying no attention to what was being said.

Hawkins, who had been jotting down notes, glanced up sharply.

"Have you any other evidence to offer, Barney? Did you examine any witnesses in relation to this boy?"

"Yes, Mr. Hawkins," he replied. "I examined the night clerk and two servants. Their testimony proves that this kid was not in the hall on duty, as he should have been, for about twenty minutes just before daybreak; the other point is that he expressed a liking for some diamonds the victim was examining in a case—when he took him the vichy."

"Does the time of bringing the vichy tally with what he told us—was it about midnight?"

"Right, sir."

"Well, son," said Hawkins kindly, turning towards the youth who now stood listening in a bewildered way, "come and sit down—here—in front of this table."

The boy did as he was bidden, but hesitatingly, as if mistrustful.

Mrs. Mace turned and spoke in a low voice to the professor.

"I'd rather not stay, Sydney, if you don't mind." She was pale and her lips quivering. "It makes me feel too badly. I'm so sorry for that poor fellow. I'm sure he's innocent. But you stay."

"No, indeed, I'll take you to the hotel," he protested.

"I'd like to have you help me with this case, if you're not too tired from your journey," urged Hawkins. "I can hold the boy over, you know. He's rather unnerved anyway."

"Suppose I see you comfortably settled and then come back—eh, Helen? You ought to rest."

"It's good of you, Sydney, and I shouldn't trouble you if I knew the city better. Of course you will want to see some of Mr. Hawkins' wonderful work."

"The Professor can tell you the result later. You may count on our seeing justice done, Mrs. Mace." Hawkins had a reassuring twinkle in his eye as he spoke.

"Please don't misunderstand me, Mr. Hawkins," Mrs. Mace answered with spirit. "I really had no right to express an opinion. I know that science must be impersonal."

"You have too big a heart, my dear," said Sylvester gently, "and you've gone thru so much the last few days!"

After Sylvester had arranged to return after luncheon and as they were leaving the laboratory, Mrs. Mace went over to the lad, patted his hand, and asked gently:

"Won't you tell me your name?"

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"Philip Watson," he replied.

"How old are you?"

"Eighteen, Madam."

"Are your parents living?"

"Both dead."

"Poor boy. Have you any relatives?"

"I have a sister." As the boy said this, his face brightened perceptibly.

"How old is your sister, Philip?"

"Thirteen I think—maybe fourteen."

"Where is she now?"

"At the Convent of the Sacred Rosary."

"She goes to school then, I understand?"

"Yes, Ma'am, she's a boarding scholar."

"Who supports her there?"

"I do." He said this with evident pride.

"Philip, I'm sorry you are suspected of anything so terrible, but I'm sure everything will turn out all right. Do be brave. I will arrange to see you again."

The boy looked up at her gratefully.

Helen Mace's heart had gone out to the lad. She little realized what a significant part he was soon to play in her life.

CHAPTER VIII

A Psychological Third Degree

WHEN Professor Sylvester returned to the laboratory at three o'clock, Hawkins had prepared his list for the word test and everything was in readiness for the examination of Philip Watson.

"Do you wish to put any questions to the prisoner, Professor?" asked Hawkins.

"No, indeed, you're in command here. I would rather just look on," Sylvester replied.

They took their seats, Hawkins facing the prisoner across the table, Barney beside him, Professor Sylvester at Hawkins' right.

"Now, son," Hawkins began in a kindly sympathetic tone, "don't be scared. All you've got to do is tell the truth—remember that! If you lie I'll catch you dead sure, but if you answer my questions truthfully we shall soon know whether you are guilty or not. Do you understand?"

"Yes, sir. I'll tell the truth." The boy seemed reassured.

"You told the lady that your sister is a boarding scholar at the Convent of the Sacred Rosary. Who supports her there?"

"I do," Philip replied with much pride.

"How do you earn enough money?"

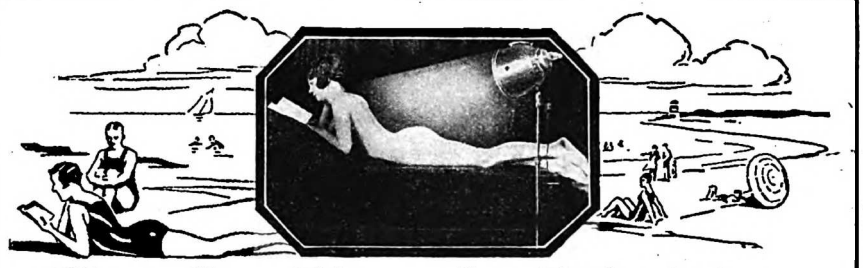
"I get twelve a week and tips."

"Where do you live?"

"I have a cot in the basement. The manager lets me."

"Do you pay for your meals?"

"I'm the night boy; the hotel gives me my meals."



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"How long have you worked there?"

"Over two years—I run the elevator."

"Ever been in trouble or arrested?"

"No, sir, never missed a day of work."

"Ask him about the reformatory," put in Barney.

"Ever been in a reformatory?" asked Hawkins.

"No, sir—not even truant school," Philip's denial was emphatic.

"What schooling have you had?"

"I went to high school for three years. Had to quit when father died, on account of Mary."

"Mary is your sister?"

"Yes, sir."

"Did you take refreshments to the old gentleman's room the night of his death?"

"Yes, sir."

"At what time?"

"About half-past twelve."

"What was he doing?"

"When I came for the order he was walking up and down the room all upset. I had to knock several times before he said 'Come in.' Then he didn't pay any attention until I jogged his elbow and asked him what he wanted. Then he said, 'Bring some vichy and damned quick too.'"

"Later?"

"When I brought the vichy he was sitting at the table looking at a small velvet case. I think it was purple. He clapped it shut all at once but when I set the tray down he opened it again and said, 'Look! How would you like to get your hands on to that, Philip?' I didn't say anything and he said, 'You're not the only one in this hotel who'd like to.'"

"Did he mention any names?"

"No sir."

"Did you notice what was in the case?"

"I can't say for sure—a lot of diamonds. Some were in strings like a necklace."

"Did he say anything when you left the room?"

"He gave me a dollar and said he might not have another chance because he was going away."

"Was the old gentleman in the habit of keeping his room locked?"

"It was always unlocked. Of course he put all his diamonds and things in the office safe."

"How do you know he kept his door unlocked?"

"He's an old guest. I've served Mr. Myrick many a time while on night shift."

At the sound of Myrick's name Sylvester involuntarily caught his breath. He made no comment, however, altho his face became very grave.

Hawkins looked up just then to nod to a newcomer who had entered the room. It was Inspector Kilner, head of the detective bureau, a man who believed in and practised old-time police methods.

"Kilner, I understand Myrick's door was locked when he was found dead this morning," said Hawkins.

"Sure it was locked," he replied.

Then turning to Philip again, Hawkins continued his questioning.

"Have you ever owned a pistol, Philip?"

"No, sir—never!"

"Inspector, was there a silencer on the revolver found next the body?"

"No siree," Kilner replied.

Hawkins apparently paid no heed to the sarcastic tone in the Inspector's voice.

"Philip, did you hear a pistol shot at any time during the night?"

"No, sir."

"Where were you most of the time?"

The Chivalry of Power

Those men are the grace and strength of councils who are of that healthful nature which is content to take defeat with good humor, and of that practical turn of mind which makes them set heartily to work upon plans and propositions which have been originated in opposition to their judgment; who are not anxious to shift responsibility upon others; and who do not allude to their former objections with triumph, when those objections come to be borne out by the result. In acting with such persons you are at your ease. You counsel sincerely and boldly, and not with a timorous regard to your own part in the matter.

Sir Arthur Helps

"Making trips up and down in the elevator."

"Did any other people have rooms on the seventeenth floor besides Mr. Myrick?"

"I'm not sure, but I think only a few."

"Did you know that Mr. Myrick put his diamonds in the office safe after you left?"

"No, sir! But I suppose of course he did."

Then Hawkins turned to the Inspector again.

"Kilner, at what time did Myrick put the jewel case in the office safe?"

"About one-fifteen," he replied.

"And didn't you report that before he handed the clerk the jewel case he gave him a letter to mail?"

"Yes, that's so. The clerk says he remembers the letter because the ink was still wet and he accidently smeared it."

"Well, I guess we're ready for the word test. If you do the test as well as you've answered my questions, everything will go fine, Philip."

"I'll try my best," said the boy bravely.

Kilner smiled rather contemptuously but held his peace. His whole demeanor indicated antagonism to the proceedings. He had been watching Sylvester for some time with sidelong glances and when at last the latter spoke, Kilner seemed to regard him suspiciously. He scarcely took his eyes off him as the test proceeded.

"Is this old man who was murdered William Myrick of Chicago?" Professor Sylvester asked Hawkins.

"Yes, you've probably heard of him, an old Scrooge."

Sylvester put no further questions, but became very thoughtful.

"Professor," said Hawkins, "I have a stop-watch here. Would you mind taking down the reaction time for me and first explaining about it to the prisoner?"

"What is the reaction time?" inquired Barney of Sylvester in an undertone.

"It simply means the time that elapses between the giving of the test word, or 'stimulus word' by Commissioner Hawkins, and the response made by the subject, Philip."

He took the stop-watch from Hawkins and sat waiting, pencil in hand. Then turning to Philip he said:

"Now, Philip, Mr. Hawkins is going to ask you a few simple words. As he calls them off one after the other you must reply to each one with the first word that comes into your mind."

Philip looked puzzled.

"If you don't understand now, you will presently. Remember that this test will show clearly your true relationship to the matter in hand—fix your attention absolutely on what Mr. Hawkins says. Are you ready, Hawkins?"

"All ready," said Hawkins. The list of association words lay on the table before him.

"Now, Philip—money?"

Philip made no reply. He flushed and looked up appealingly.

Prof. Sylvester glanced at the watch and announced:

"Ten seconds. What did you think of first, when Mr. Hawkins said the word 'money'?"

"Oh, I thought of a lot of things," stammered Philip.

"What for example?"

"I thought of quarters, dimes, nickels—change—gold."

"Did you think of quarters first?" inquired the Professor.

"Yes, sir—I think so."

"Then you should have said 'quarters' because that was the first word that came into your mind. Do you see?

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Let's try again. We're ready, Hawkins?"

"School?"

"—Convent school."

"Hotel?"

"Guests."

"Drink?"

"Vichy."

"Revolver?"

"They say I shot Mr. Myrick but I didn't," burst out Philip tearfully.

"Come, come, my boy, do just as I told you."

Hawkins said this rather sharply.

"Murder?"

"Mr. Myrick."

"Tree?"

"—Green."

"Book?"

"—Bible!"

"Cellar?"

"Dark!"

"Coward?"

"—Fight."

"Lie?"

The words were now coming in quick succession.

"Found Out!"

"Blue?"

"—Sky!"

"Rich?"

"— — — Diamonds!"

When Philip had said this he looked alarmed.

"Ambition?" went on Hawkins.

Philip did not answer. Professor Sylvester counted twenty seconds on his stop-watch. Then Philip cried out:

"I can't think of anything—I can't—I can't." He broke down and cried convulsively.

All eyes were turned toward him while Hawkins made notes.

Presently Philip seemed to realize his predicament, for pointing at the Professor he exclaimed hysterically:

"He's—he's watching—the seconds. See! see!"

"Do pull yourself together," Sylvester said in a kindly tone of voice. "You are doing first rate. We'll soon be thru. Brace up, Philip. Steady now."

Philip became reassured and sat up in his chair, erect and expectant.

"Grass?" continued Hawkins, reading from his word list.

"—Smooth!" replied the boy promptly.

"Ambition?"

"Ambition," Philip repeated undecidedly. "Ambition? They say I'm . . . ambitious."

"Hope?" went on Hawkins, disregarding the remark.

"—Faith!"

"Safe?"

"—Locked!"

"Purple?"

"Jewel case!"

"Trap?"

Philip again hesitated. After the Professor had noted fifteen seconds he remarked to Hawkins:

"Fifteen seconds. I'd go on to the next word."

"Fear?" asked Hawkins, turning to his subject.

"— — —I am afraid!"

"Pay attention, Philip," warned Hawkins. "Now the word, 'night'?"

"— — — Sleep!"

Then he gazed around in a bewildered way and finally said:

"Mr. Mace walked in his sleep last night!"

Everyone was surprised. Sylvester was positively startled. He rose to his feet in a dazed way, then recollecting himself, sat down again. Hawkins looked puzzled and incredulous. No one spoke for several seconds.

Kilner broke the awkwardness of the silence by addressing himself directly to the young man.

"Speak up, you, tell me all you know," he said.

"I found Mr. Mace in the hall walking in his sleep and I put him to bed," Philip repeated.

"Before or after you brought Mr. Myrick his vichy?"

"After that—about four o'clock."

"The exact time the clerk missed the boy," remarked Kilner, half to himself.

"On what floor has Mr. Mace got a room?"

"He's in 1856."

"And Myrick's in 1756!" Kilner said to himself meditatively. "What floor did you find Mace on?" he continued.

"On—eighteen."

"Did you report what you saw to the clerk?"

"No, sir."

"That's the same Mace that Eagen is trailing, isn't it?" asked Kilner turning to Hawkins.

"Yes, it's the same." Hawkins admitted reluctantly.

"Looks like I got something to work on. I want to talk with this prisoner later—when you're thru, Mr. Hawkins."

With these words, spoken curtly, Kilner left the room.

Philip had understood enough of what the Inspector had said to realize that he was not to be released. He dropped his head on his folded arms—his shoulders shaking with suppressed sobbing. Suddenly he lifted his tear-stained face and cried piteously:

"Please let me go, Mister—please! I never harmed the old man—I'm innocent—I swear it. I swear it by my mother's memory. Mr. Myrick showed me the diamonds but I never went near him after that—never! never! never! I've got a little sister, Mister! why should I want to murder anybody? Please let me go—please let me go!"

In his excitement, Philip had risen, holding out his arms in pleading. Then as Barney laid his hand on his shoulder, the boy recoiled, and trembling violently, collapsed on the floor.

(To Be Continued)

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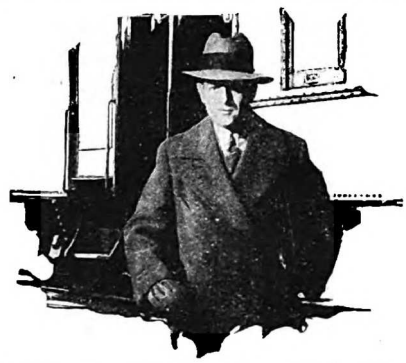

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Seven Real Wonders of Life

(*Continued from page 47*)

Just listen to them, speak to them, look at them, taste the things they bring forth from the earth to appease our appetites, feel the things they are continually making just for us to enjoy.

Then shall we become conscious of the divinity that endowed us with all these senses, and we shall truly have gained Wisdom.

THE SIMPLE LAW OF LOVE

LOVE. It is truly a beautiful word. I remember when it first crossed my consciousness in studying Latin; the first verb we learned to conjugate. I wonder how many times a day we use this word, all of us, in all languages, and yet how little we reflect upon its mighty meaning.

Truly, we are born because of love, thru the divinity of mating. We are nurtured thru our crawling, adventure-seeking youth by the love of our parents.

We strive thru maturity for our own love mates, and the great conception resulting is the birth of that unfathomable emotion: love for our fellow-beings who strive shoulder to shoulder with us to build more beautifully.

Every ideal that triumphed into reality has been brought about because of the brotherly love that demanded for all men liberty, justice and the right to pursue happiness.

It is an endless chain that brings the progress of man higher and higher, and the motive power behind it all is love. When we recognize this force and work with it in our hearts, then shall a new world be opened to us—the world of all beauty and of all happiness.

THE SIMPLE LAW OF IMMORTALITY

THE years creep upon me, and with them a normal fear of oblivion. Shall I, who have had such a short span of life in this body, soon be gone forever, disintegrate and go back to dust—to nothing? Why then all my labors, my aspirations, my accomplishments; if only I must leave them and go into nothingness?

Then to my aid come knowledge and wisdom. Doubts are stilled. Knowledge and wisdom, thru my memory, recall my studies in the sciences. These studies in nature, biology and chemistry, have proven to me that there is no creation and no destruction in the absolute sense. All that changes is form. In the acorn is the oak. In the ovum is the offspring. In the compounds are the elements. Living is just a continuous change of form.

So it is in thought, in inspiration and in resulting forms of art. The spirit or soul of the artist is in the finished work as surely as are the things we call material. That part of him has merely changed form. Then another artist comes, and seeing the soul of the previous artist in the work, he blends it with his own, and a new form is created.

Thus the process goes on and on, never ending; forms continually changing and becoming more refined; the plane of the new form always higher than the one before.

In my knowledge of this law it is enough that all things which I change in form shall but mark another rung in the golden ladder that leads ever upward. I know I shall go farther and higher with every changing form.

Conscious, Subconscious and Cosmic Minds

(*Continued from page 24*)

it is this omnipresent Mind that furnishes the necessary intelligence.

Consider what actuates men in conveying their thought one to the other. In spoken language it is thru the medium of words. But what are words? Words in and of themselves are merely arrangements of sound. Words mean nothing. But inspired by intelligent Mind they become illuminated symbols in the conscious mind of man. Every word, illuminated by Intelligence becomes a mental picture. Whenever you hear a word you do not stop to think of the word as such, unless it be temporarily to pay attention to some error of pronunciation of the same. You see immediately a Picture! Everything registers in your consciousness as a picture. As an evidence of this you get the same mental picture from a word written as from the same word spoken, tho there is in reality a vast difference between a written and a spoken word. The one is merely a scrawl of lines upon paper; the other is a combination of waves of sound. If you had not learned to read and write, the written or printed word would mean nothing to you, and by the same token, if you were deaf, or if you were not acquainted with the particular language in which it was pronounced the spoken word would mean little or nothing to you.

Persons acquainted with the process of telegraphy may carry on a conversation at any desired length, by the use of a series of mere dots and dashes, while one unacquainted with the process is entirely in ignorance of their meaning. So it is respecting any process or subject. That which makes it intelligible, and understandable, is the intelligence which registers it in the mind of the person, and this intelligence inflows from the Cosmic, or Universal, Mind.

So is it, also, with the art of telepathy. That subtle art by which two people can carry on communication at a distance without any direct connecting medium, apparent to the conscious mind. That this can be done is now practically an accepted fact of science. And after all, why should it be necessary to establish a tangible means of communication when it is evident that it is not the medium, such as words, etc., but really the intelligence that makes it understandable? If we can learn to contact the spirit of the thing, the Mind, or Intelligence back of it, why should not two or more people be able to converse with one another by getting into *rapport*, or accord with the spirit of Intelligence common to both under such circumstances? The telephone conveys "meaning" over long distances, from one mind to another. So, also, does the radio. And gradually men are working out still more subtle means for conveying thought broadcast, and we are as yet but at the very beginning of the knowledge concerning these fundamental and far-reaching effects.

Tact, personal magnetism, personality in all its shades of meaning, these are but different manifestations of Cosmic mind manifesting thru individuals who have trained themselves to serve as mediums for its expression. Tact is that subtle faculty for always doing the right thing, in the right way, at the right time. The faculty by which the most disagreeable task can be performed in a pleasing way. Personal magnetism is the "drawing" power, that personal attractive force by which we induce the influence of others to supplement our own. As for Personality, it is that rare combination of tact, charm, and leadership that inflows into us from this great intelligent Mind and which causes it to manifest its own personalness according to the pattern which we ourselves have impressed upon it. Its personalness

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materializes as our Personality, to just the degree to which we have impressed it by the force of our desire, and the sincerity of our determination. Thru the animal it manifests as an animal mind; thru the criminal it manifests in criminal tendencies, and thru the mind of the man of culture and refinement, it manifests in all the higher phases of thought and conduct that characterize those expressions that are esteemed highest among the most civilized people. By study and conscious thought it can be trained, and "induced" so that it will well into the mind, heart, and soul of a person, filling him thru and thru with the holiest aspirations, the loftiest motives, and the inspiration and genius that will make them transcendentally noble and altogether lovely. And this can be done only as we learn to know it, as we study to prepare our mind to receive and encourage it and as we keep out of our mind all thoughts of fear, faintness, or failure, or thoughts of any nature whatsoever, that may tend to annul, or discourage it. Right living depends upon right acting, and right acting depends upon right thinking. Therefore, as we think, so do we Live!

THE SUBCONSCIOUS MIND

The subconscious mind occupies a unique position that differentiates it still more from the conscious and the Cosmic minds, and that is it serves as an *intermediary* between these two planes of mind. Being the phase of our mind which has built up cumulatively with the development of our body, it not only presides over the physiological and biological processes of the same but it also sends its messages to the brain, as well as receiving messages from the brain, in turn. On the other side it has direct contact with the Universal, whereby it may draw upon it upon any occasion for any assistance desired. Hence when problems too weighty, too abstruse, or entirely beyond the experience of the conscious reasoning mind present themselves for solution and baffle and bewilder its powers of judgment, these may be turned over to the "cerebration" of the subconscious which, in turn, takes the matter up directly with the Cosmic, or Universal, and brings back the decision to the befuddled reasoning mind.

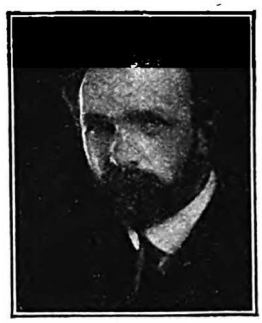
Thus while, as was pointed out in a previous chapter, various species of animals and insects may have the power of communicating, each "after his kind," thru the intelligence given them from the Universal mind, man rises to supreme heights above them in thus possessing the faculty, thru the mechanism of his body, of communicating directly with the finite and the Infinite; the natural, and the spiritual; the reasonable, and the inspirational; the human, and the Divine! All heights, all depths; all wisdom, all knowledge, are available to him thru his subconscious.

A FREE AGENT

Imprisoned in the deepest dungeon, under the beating waves of the sea his "subconscious self" goes flashing forth, a free agent on the wings of thought, to circumnavigate the globe. John Bunyan wrote his immortal *Pilgrim's Progress*, and Thomas Paine his brilliant *Age of Reason* by the power of their subconscious minds while their physical selves were incarcerated in prison, the one in England, and the other in France. Milton's subconscious vision saw the beauty and glory of *Paradise Lost* while his physical eyes were without the faculty of sight. Robert Louis Stevenson's subconscious mind conjured into realities the gems of literature he has bequeathed to the world while his poor emaciated body wasted away upon an island of the sea, and it is safe to say that had he understood the process of calling upon the subconscious for physical rehabilitation and sustenance, as he did for calling upon it for inspirational guidance and intellectual illumination, he might have enjoyed a much longer lease of life.

But it would be merely a waste of time to continue to enumerate instances of outstanding achievements of the subconscious, for you will find it manifesting itself in every line of human activity, from the sublime prescience of the poet, and prophet, down to the less definite and somewhat questionable manifestations of the clairvoyant, and astrologer, or the fortune-teller; and from the exalting strains of a Handel, or Wagner, down to the exuberant liltings of a Harry Lauder, or the jazz "blues" of an Irving Berlin.

Now all the elements of your subconscious mind have been built into it in direct proportion to the length of time they have been entertained in your consciousness, and according to the degree of *feeling* that accompanied their manifestation. Experiences that have called forth the strongest feelings of emotion pass on into the subconscious, charged with that same degree of feeling. Hence when they again manifest themselves their presence is accompanied by a recurrence of intensified feeling. Also the thoughts and feelings that are kept for long periods of time in our consciousness either at one protracted session, or by frequent repetition, impress themselves with corresponding strength upon our subconscious mind. Emotional experiences of a highly pleasurable character, feelings of love, or successful achievement, or of spiritual exaltation of any kind, endure longest and strongest within us, as also do the negative emotional mem-



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ories of fright, anger, hatred, disgust, jealousy and other destructive experiences.

The wholesome memories are the positives, the destructive emotions are the negatives, and in every instance the negative factors can be overcome and put to rout by calling up the positives. Whatever we experience in a season of keen interest and enthusiasm remains with us forever, and retains always the "right of way" over all lesser emotional urges. And inasmuch as it is emotionally impossible for us to become enthusiastic over any of the negative feelings you can see how easily the *positives* control the situation at any time.

In brief, then, forget the negatives, by *getting-for* them, the POSITIVES!

From Cell to Mind

(*Continued from page 43*)

gence has been displayed thru this action and a coordinated and confederated effort has been made.

Do you begin to see that mind must play a part in the action of cell life? And cells, being the underlying structure, the foundation of life as we view it, do respond to thoughts of a stimulating nature, while the reverse thoughts depress, causing these tiny little work-shops to go about their work in a disinterested and lazy way. In time thru such action the confederated groups of cells will break up, and thus life eventually will cease. Things can easily impress us that we are not conscious of. We form habits that we are not aware of and when told about them we dislike to believe the report is true. Try to feel that these cells are a real part of you and treat them as you would your best friends. Try to build up attitudes that will tend toward keeping these cells wide awake and active and thoroly interested in working for you. Train your mind so that you see only the good, the strong the beautiful in self and life, for without such a training you are sure to let in countless harmful things. Let me quote from a well-known English Psychologist:

We know as a matter of fact that a vast number of impressions are constantly being made upon us, of which we take no heed; they do not interest us, or they are not strong enough to arouse consciousness. But the impressions are there. They leave a mark upon us tho we are not aware of it, and they may float to the surface or be evoked at some future time. One of the most certain and striking results of the investigations made by our society is that the content of our subconscious life is far greater than that of our conscious life. Our minds are like a photographic plate, sensitive to all sorts of impressions, but our ego develops only a few of these impressions—these are our conscious impressions—the rest are latent, awaiting development, which may come in sleep, hypnosis or trance, or by the shock of death or after death.

We come into life with the impressions—the subconscious memories—given us by heredity. Being the product of other life we are then possessed of no individuality, no self-developed character. We are merely stamped with the imprint of what has gone before in the line of our immediate ancestry. But we gradually come into contact with the world visible and invisible and deal with it consciously and subconsciously. It is then that the individual ego begins to manifest inherited tendencies forming the nucleus from which the development starts.

Many people develop but little distinct individuality, their only characteristics being the casual and slightly modified impulses communicated to them by others, which have been worked out without particular purpose or design, as far as their expressions and requirements of life are concerned. There is a common statement that we are all cut from the same pattern and out of the same material. This is quite true in a sense, but only in the sense that a suit of clothes is a suit; but we must remember that there are many sizes and styles of suits. We are created with individual temperaments and talents and therefore must take from life what fits our constitution as an individual. This is why many people are unable to use creatively information of a general nature that they read in magazines and books. The knowledge given may be splendid, but it doesn't quite fit their individual need.

Therefore one must resolutely seek a desirable environment and an intelligent direction of the forces at his command. As life is naturally progressive one usually grows in spite of handicaps, but not in the splendid way that he might. Between one who just drifts and another who has brought his conscious powers under the control of his volition and has disciplined all his powers for diligent and well-determined effort, there is the widest conceivable difference. The one moves the world, while the other is moved by it. One is a conqueror and the other is a serf. One rides in the saddle while the other plods on afoot. One attains his ambitions and the other bemoans his fate. One enters the kingdom and the other is left without, hammering at the door.

A characteristic of life, then, is that it is not wholly subject to the action of physical and mental laws as commonly understood. Man overcomes gravitation, warms and feeds himself and directs his energies whither he will. The measure of such resistance to outside forces is the measure of the man. His limitations are continually being extended on the physical plane; he flies over the earth, he draws energy from his surroundings and applies it to the doing of the world's work.

All this he does by discovering that one law can be made to interdict the action of another, or rather that one phase of a law can be made to preponderate by throwing the weight of his *intelligence* into the scale.

There is great hope of humanity along all lines of achievement. What the world shall witness in the realm of both physics and metaphysics within the next half century no one can safely predict. The signs of the times appear to indicate that it will be an era of discovery in the invisible realm and of a marvelous utilization of the unseen forces.

Do you begin to see a little more clearly how much power you as an individual have? Even each little cell is affected by *you*. And thru intelligent application of law in all its phases you are able to overcome obstacles that at one time seemed to you too big to surmount. This power of yours applies to both the mental and physical realm. It is within your power to direct your thoughts, and thru this direction be happy and bring gladness to your physical being. And thru thus stimulating the physical organism functional life becomes more active, and in many cases health ensues. A depressed, functionally inactive body is the breeding ground for all forms of disease and disorder. Where the resistance is strong even germ life finds it difficult to enter. Nature builds up a mighty strong fighting force when the body is in a normal, active state. We find physicians going about visiting people with all sorts of contagious diseases, and very seldom falling a prey to any of them. This is true to such an extent that the average person believes that the physician has some drug that he counteracts such action with. But if the physician becomes depressed, rundown and his vitality is low thru worry or hard work, he too may then become a victim. The physician does not fear disease and thus he eliminates one of the chief sources of depression.

I recall when I was at college that there were two interns working on a post mortem. One pricked his finger with a needle in sewing up one of the large openings and stepped aside to

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take care of it, turning the remainder of the sewing over to the other intern. This intern also pricked himself with a needle but gave no heed to it at the time and completed his work. He then bathed the wound and used some carbolic acid. This happened about four o'clock in the afternoon. They ate their dinner about six in the evening. The first intern was dead at eight o'clock that night. The second intern had only a very small sore to show for his infection. In this case it was certainly no difference in the nature of the infectious matter, for they were both working on the same dead body and practically at the same point. It was a difference in resistance within the two men.

Remove all depressing factors, have faith and not fear, use your powers intelligently and *believe* that you can accomplish the things you seek, and you are *sure* to move forward and be happier and more successful in life.

Faith must be behind every honest effort if you are to win. Lukewarm effort will not carry you far. And to have the right degree of faith there must be understanding.

This is illustrated very clearly in my practice almost every day. I will often have under treatment several suffering from practically the same form of mental trouble. One will respond to the letters almost at once and his reports will be very gratifying to read; while another will stumble along, fall down constantly and have to be picked up, and perhaps in time become discouraged and stop the work. One has grasped the meaning and *acted* on it, while the other, who may be one who analyzes from the destructive side, is constantly picking out the flaws and in doing so overlooks the helpful side of my arguments and advice. One lacks faith from the very start, while the other enters into it determined to get out of the work all he can.

Are you one who is constantly looking for the flaws in yourself and life? If so, strive to break the habit, for it will keep you from realizing many of life's richest gifts. Go to a florist and select the prettiest rose you can find and if you examine it closely you will find some flaws. But why look for the flaws? Why not hold it up and exclaim, "What a beautiful rose!"

Please Shut the Door Gently!

(*Continued from page 53*)

one who may be still more valuable to the organization; or perhaps business conditions do not warrant keeping him on at that particular time. The wise employer can make this exit an easy one instead of an ugly, bitter memory. He leaves the door of communication wide open so that he and the discharged employe can meet each other subsequently easily and pleasantly.

Now even if the employe has a just cause for complaint and feels that he is perfectly justified in telling the boss "a thing or two" when he leaves, he proves his own lack of far-sighted wisdom if he does so. It may help his pride to blow off steam, but after all the employer has the power that money gives, and the man who ultimately becomes the employer is that man who when he is the employe is wise enough to recognize power and has the ability to build rather than the futile weakness that simply attempts to destroy.

It is not only in business that people slam doors. The ultimatums that are laid down between parents and children, husbands and wives, sweethearts and friends, break up all kinds of relationships, and the resounding bangs of slammed doors make many a lovely house of dreams tumble in ruins to the ground.

Youth, of course, is cocky. Being sure you're right is part of the make-up of an adolescent. But why can't parents and older friends keep from ending an argument by slamming the door of understanding? Usually the things that cause most heated arguments are not really very important.

But the girl of today is different from the girl of pre-war times. She dresses differently, thinks differently, and naturally acts differently. It seems to me that the older generation has not made such a complete success of life that they can afford to close their ears to other opinions than their own. Perhaps youth is right, and perhaps age can listen to advantage. At least they can listen understandingly, and if the door of understanding and sympathy is left open instead of being slammed tight shut, greater good for all concerned will result.

A very wise man I know is one of those blessed individuals who is apparently happy in all his relationships. His home life is ideal, he has a host of friends, his business flourishes and he is adored by his staff and is a nationally known and admired figure.

I asked him to tell me the secret that made him move thru life so easily and swiftly and successfully. He seemed to reach his goal unimpeded by many obstacles that balked others. He hesitated a moment and then told me this simple motto: "Always compromise a detail whether you're right or wrong. *Never* compromise a principle, no

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matter what price you have to pay." Just a few simple words, but they changed my outlook on life and made me a more successful woman.

Nearly all the things people fight about are details. The business quarrels are often petty and the family ones are more often started by cold coffee or the lack of a clean collar or the criticism of the way the daughter wears her hair rather than by a real fundamental difference of principle. To compromise details never made anyone a weakling; it rather stamps one as being strong. It's the big dog who is sure of his strength that ignores the yaps of the little dog at his heels.

If life were an absolutely stable, unchanging, machine-made affair, we could afford to be final in all our decisions, but its greatest charm is its unexpected turns and shifts. Life is interesting because it is fluid, not concrete. So as conditions change, we change with them. The person we cast sternly out of our life today may be the one who can give us much at a little later time, and he who plays the part of villain now may change and appear as the hero at a later date.

We cannot foretell what life will bring to us or to those with whom we are thrown, so do not be too quick to lay down rigid ultimatums. We make hundreds of exits while we play in this great drama of life, but there is only one final curtain and that is rung down by death. Every other exit leads up to another extrance, so be wise enough to make that entrance an easy one.

And this one more fact I've learned. No matter how gently a door is closed, you don't have to reopen it unless you want to. Make each exit gracefully and you will find few barred doors.

Under the Reading Lamp—The American Novel of Today

(*Continued from page 60*)

After a chapter on Sinclair Lewis, as the portrayer of the "average American," Professor Michaud devotes two chapters to Sherwood Anderson, one before his writings have been influenced by Freud, the other after that influence has made itself felt. Anderson delves deep into the subconscious. Referring to Webster, the chief character in *Many Marriages*, Michaud writes:

> Theodore Dreiser in *The Genius* had answered John Webster's queries concerning sexual freedom. Sherwood Anderson himself noted somewhere that humanism and not pantheism, concentration and not expansion, could free and feed human hearts. Webster's mystic orgies have not only ethics but common sense against them. But Anderson is a poet. Like Whitman he worships Life and the Vital Force. He wants us to surrender to all beautiful instincts. Society denies us this right; Life will build a bridge to greater freedom.

He closes his discussion of Anderson with this exquisite paragraph.

> "That he is a sensuous mystic can be concluded from his very definition of art. He calls art a perfume issuing from the truth of things thru the fingers of an humble man filled with love. Baudelaire, Rimbaud, Verlaine and Mallareme, the founders of modern esthetics, would certainly have endorsed this program which gratifies harmoniously both body and soul."

But it is in James Branch Cabell that Freud and American letters come closest together. Cabell takes the dream stuff of the subconscious and makes lovely literature out of it. His phantasies are dreams, their sex symbolism thinly veiled, told in exquisite phrases. Michaud calls Cabell's philosophy "ironistic." "It is decidedly Nietzschean. In a Puritan land he conceives life as a work of art and sees in Art the highest form of life to transcend itself."

Willa Cather leads the list of authors reviewed in the next chapter, which includes also Zona Gale, Floyd Dell, Joseph Hergesheimer, and Waldo Frank. Referring to the almost "ferocious" realism of the men whose work he has reviewed, Michaud writes: "It was reserved for the women to soften this realism with a grain of human pathos. The novels of Miss Willa Cather and Zona Gale in particular are characterized by a profound feeling of sympathy towards the inhibited people of whom they write." Of Miss Cather's novels he says: "All of them stand high as literary achievements. She belongs to that small group of novelists who honor American letters and who are specialists of what may be called 'optimistic realism.'"

The last chapter reviews the work of Robert McAlmon, Ben Hecht and William Carlos Williams, rebels, whom he classifies as "Ulysses' Companions," referring of course, to James Joyce, the ethical and prosodic rebel of Britain. He shows these younger writers as expressing sharply the revolt from Puritanism and its accompanying conventions and philosophies and portraying the social chaos of America as it breaks away from past traditions, not yet finding a satisfying code to take their place.

From Hawthorne to Ben Hecht. It is a long journey. Whither it is leading no one can foretell, but Professor Michaud's fascinating outline of the journey thus far forms one of the most illuminating books of recent years in helping to understand the baffling mysteries of human thought, conduct and emotion and the intricate relationships of Psychology and Art.

MOTHERHOOD IN BONDAGE. *By Margaret Sanger. 435 pp. New York. Brentano. $3.00.*

Margaret Sanger's *Motherhood in Bondage* is a cold-blooded denunciation of priest or politician who opposes birth control, and passionately scorns those opponents who "never tire of proclaiming that only women who immorally shirk the task of maternity are clamoring for contraceptives."

The book consists mainly of letters from thousands of mothers who are clamoring for some means to escape endless and continuous pregnancy, from the pinch of dire poverty, from consistent ill health thru too many children. These letters are not from mothers who do not desire children, but from mothers who have three, five, eight, ten, fifteen in not many more years of married life. They want children but only those they can afford to feed and clothe.

Mrs. Sanger's book is unanswerable proof of the necessity for:

1. Removal of the obstacles of prejudice and ignorance on the part of the public, the press, and the churches.
2. Repeal of obsolete and unjust statutes which are responsible for the present chaos and conflict in public opinion, and hinder the distribution and dissemination of education in sexual hygiene.
3. Establishment of clinics for the free education of adults in the technique of parenthood—in conception as well as contraception, so that wilful ignorance can no longer be offered as an excuse for destitution or race-deterioration.

It is an easy task for priest, politician, legislator or magistrate to condemn the mother who submits to abortion. But do these worthy gentlemen with their urbane sophistication and untroubled lives ever stop to realize the long chain of antecedents, the physical tortures, the bleeding mutilations, the agonies that have driven the mothers of our race to this last and most desperate of remedies? asks Mrs. Sanger.

Motherhood in Bondage is her answer to these worthy gentlemen.

KAYE WHEELER

THE STORY OF ORIENTAL PHILOSOPHY

(*Continued from page 61*)

particular soul fulfillment can never be attained thru the narrow Semitic doctrines, but that we keep edging further east; toward India, perhaps, from whose Aryan race most of the peoples of Europe and America have

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descended. An awakening of the spirit of Christ's teachings, as above the literal go-getting emptiness that has so much prevailed, brings us nearer the Vedanta, Buddha, Lao Tsu, and a mass of religious philosophy that has before seemed too distant to bother with. And with our return to the philosophy of Asia we must incidentally contact a civilization of nine hundred million people of which we are still largely ignorant.

Mrs. Beck's book is as interesting as it is authoritative, and should go far toward introducing the Western reader to the bolder outlines of this rich mine of thought. It was written by an Englishwoman—who is perhaps best known for her fictional biographies under the name of E. Barrington—who has spent years of sympathetic study and travel in Asia.

The goal of the West has been chiefly the attainment of the intellectual-practical attribute of knowledge. The Orient has sought chiefly the development of human consciousness. In *The Story of Oriental Philosophy* we are told the ways and means of the latter; from the practical doctrines of the statesman, Confucius, to the highly mystical precepts of Lao Tsu, and the spiritual teachings of the Buddha who relinquished all worldly power that he might conquer sorrow, disease, old-age, and death, to at last achieve union with the One. In by-paths we are led also thru the ancient lore of Tibet, the teachings of the Bhagavad Gita, and the Sufi philosophy of Persia, which saw partial expression in the Rubaiyat of Omar Khayyam.

The values of the East and the West do not clash. This book helps to bring out the fact. They are supplementary and interchangable. Even science is coming to the place where it resolves everything to a basic unity—call it divine or what one wills—a truth which the Eastern philosopher has maintained for thousands of years. To accept the East we need not become Vedantic or Buddhist. We need merely to broaden our souls. And the East is awakening to the realization (Japan has long been awake) that for its ultimate good it must accept much of the intellectual progress of the West.

KENNETH M. SWEZEY

LADY GODIVA: THE FUTURE OF NAKEDNESS. *By John Langdon-Davies. New York. Harper & Brothers, $2.00*

NO more startling proof of the actual revolution that has occured in the world of morals and convention could be given than the publication of a book with such a title as this by one of the oldest and most distinguished publishing houses in America. The author has attained recent renown and influence by his earlier book, *A Short History of Women.* The present volume goes simply and honestly, with historic and scientific accuracy, into the entire problem of the wearing of clothes and the various racial conceptions and standards of modesty. In brief the author's findings are that the present-day attitude toward the matter—or, one should say, the attitude of day before yesterday—has resulted in wholesale illness, anemia and immorality. And he calmly echoes the prophecy of Havelock Ellis that in time a new sort of reformer may arise who will insist on punishing people for wearing, rather than not wearing, clothes.

TRICKS OF WOMEN AND OTHER ALBANIAN TALES. *By Paul Fenimore Cooper. New York. William Morrow. $4.00.*

PAUL FENNIMORE COOPER has made accessible a group of Albanian stories which will appeal to the general reader as well as to the professional student of folk-lore. They come from the collections of Auguste Doozonn, and of Holger Pederson. The professional student of folk-lore will find these books interesting for the traces which they show of Slavic influence. There is almost no trace of ancient Greek mythology. The Moslem creed, practised by the majority of the Albanians is very useful. The successful hero of many of these tales has his reward in the full Mohammedan quota of four wives.

Albania is still tribal. Like many mountain regions the world over, it is essentially conservative. Hence these stories are very primitive. They have a naiveness, which is too naive to be salacious. They are like the simple jokes which we felt were very risque in our childhood. Thus they are extremely good entertainment for this generation of sophisticates. The book is well illustrated, but the introduction by Burton Rascoe is extremely inaccurate.

JOSEPH GOULD

CHINESE VERSE. *By Chung Park Lum. New York. Lop Quan & Co. $3.00.*

THE poets have done a great work for international brotherhood by interpreting the universal elements of human existence. During his exile in a strange land and amid an alien civilization, Chung Park Lum, a Chinese student, thought of his homeland and put his thoughts into simple but pleasing verse. They were well translated by Sui Peng and the illustrations by Edna Frances Edel make the book more charming than the average.

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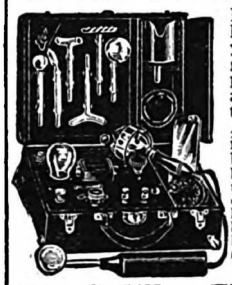

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The Gospel of Health

(*Continued from page 19*)

oxidation or elimination, thru too much food and insufficient exercise, thru the vital processes being slowed up and crippled by negative emotion and wrong thinking that we become an easy prey to disease germs. At other times they furnish food for the white corpuscles of the blood and become our benefactors rather than our destroyers. Do not fear disease. Conquer it with *abounding good health.* It is not natural to be sick. It is natural to be well. Sickness results from the violation of natural law at some essential point.

Think health. Picture yourself as able to conquer all things by working in harmony with the forces of nature. Make generous use of the laws of Suggestion. You reach the Subconscious mind thru Suggestion. In the final analysis the Subconscious issues orders to every cell of the body. The character of these orders is determined by the kind of suggestion you hand down into the subconscious. Thoughts of weakness, sickness and limitation produce weak, sickly bodies and limited, unsuccessful personalities. Health thoughts tend to reproduce themselves in healthy bodies. This is the Gospel of Health. You can be well if you will learn the laws and conform to them.

Don't Interfere

(*Continued from page 50*)

killed. There is no place to land unless you land on a large moist wave or cloud. And shortly after that landing you will carry a harp in your right hand." I wonder if any one except Lindbergh and his mother really thought he would get over safely. But interference never stopped Lindbergh.

One case in which I am particularly interested was that of Jennie Lind. Being a singer myself, I can realize her resistance to insidious interference. Jennie Lind, you will remember, one of the greatest singers of all time, went to Garcia, the most prominent teacher of his day. After she had sung for him, the *Maestro* told her to go home and get married—or else to sew, or keep house or do some other useful thing, for she would never be a singer. Jennie went home—and I can well imagine her tears, her sobs of anguish. Because the opinion of a great teacher is unquestionably a large and ponderous interference with a capital "I." However, Jennie Lind took counsel with her soul, and then said "I *will* sing." And did she? Ask the world if she did. Garcia, great as he was, was wrong.

Children, perhaps, are the most interfered with of all. Children, with the wisdom of the ages looking out of their little faces, are stopped from morning until night from doing what they want to do. "Don't make a noise. Don't dance, it shakes the house." And a host of other don'ts and mustn'ts, run rampant in most houses. As a result we breed a lot of inferiority complexes that have to be weeded out, after years of inward suffering. Of course, the child must be guided. But the child, too, has a mind in the making. Also some very definite idea about what it wants to do for its best and most perfect development, therefore interference with its activities should be cut to the minimum.

Most great advances have been made because interference was thrown out, and kept out, of the individual's life. Interference of wife, mother, child, money, luxury—even love, if you please—were overcome. The sidelines are full of men and women "I-told-you-so's," sticking out a figurative foot to trip the one who does his work in an original way, or in a manner a little different from the run of the mass.

So, next time someone tells you that he is going to do something that may seem ridiculous to you, curb the discouraging remark that rises to your lips, even granting that your advice may be well meant, and that, from your standpoint, the proposition should be discouraged. For your interference *may* rob the world of something wonderful.

It is sometimes pretty hard to do something you feel is right against the interference of all the world and her little brother. Sometimes it's a good thing to say "right or wrong; that's my story, and I'm going to stick to it," no matter how many well-meaning friends may advise otherwise.

Any one who is willing to starve for an ideal, work for it, live for it, count failure lightly and then start all over again, to rebuild, is a success. Yet, even tho you are successful in the eyes of the world, and have gained the wealth of a Rothchild, if you have stifled your soul you are a failure.

Fortunately, however, to the one so enraptured with his work that it absorbs his very soul, interference doesn't exist. He doesn't care what the world thinks. Sometimes I feel that such individuals are just a bit removed from the plane we are on, that they function at times in another vibration, where material things do not count. Perhaps this is one of the great rewards for their comparative isolation, and contributes measurably to the subtle happiness they experience.

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Faith and Facts

(*Continued from page 40*)

plans were as alluring to Dr. Miller as to the Colonel and Lady Vivian.

So Dr. Miller now authorizes this official announcement of the 1929 session of the Lookout Mountain School of Psychology, of which he himself will be the dean and chief teacher. This present announcement will be followed in the next issue of PSYCHOLOGY with more details of the teaching staff and outlines of courses offered. Elaborate plans are under way, in which Colonel and Mrs. Howard and Dr. Miller are cooperating, and these will be formally announced as rapidly as they are definitely settled. The aim will be to make the Lookout Mountain community the outstanding psychology centre of America.

Dr. Miller, besides acting as Dean of the school, will give courses in academic and practical Psychology. The writer will give courses in psychoanalysis and the psychology of sex. Much attention will be given to the psychology of health, and it is expected that Drs. Alfred J. Fox and G. Arthur Gayer, both members of the staff of PSYCHOLOGY magazine will give courses in suggestive therapeutics.

There will also be courses in Dietetics; Self-expression; the Creative Arts; Esthetic Dancing; Philosophy; Ethics; Business and Industrial Psychology.

An elaborate program of outdoor exercises and sports—swimming, fishing, hiking, horseback riding will be carried out, the wide and beautiful expanses of the mountain area being marvelously adapted to these diversions. Facilities will be provided for sun-bathing. Abounding health, mind - and - body building will be the aim and spirit of the school and community.

The May issue of PSYCHOLOGY will contain the complete summer program of this Mecca for psychologists. The school will open with appropriate exercises on Monday evening, July 1, and class work will begin on the following day.

Three Kinds of Thinking

(*Continued from page 29*)

he would never be able to turn himself over when he got on his back because all five legs would pull against each other. With the ring-nerve the leg that first feels something to get hold of tells the opposite two not to try to pull on anything. Pulling all on one side he turns over easily. Still it is the cells thinking. A little higher up the scale we find a more complicated cross-connector which we call a ganglion. This is merely a switchboard like a telephone central thru which the messages can go to various parts from any one set of cells. This is the first "brain." We know that the message is still originating in the cells, however.

It is no different when this ganglion gets to be a real brain, like that in a dog. Dr. Loeb took the whole brain out of a dog and found that it acted queerly because its central switchboard was gone, but it still lived and ate and moved about. It used the minor ganglions and a complicated brain to distribute its messages with. The messages started from the cells and ended in the cells.

In the ordinary man it is said there are about sixty billion cells. It is no wonder we have to have a lot of ganglions and a complicated brain for switching these messages about. There are, however, cases on record of men who have lived and conducted the affairs of life for a time without any brains, using the ganglions for their messages.

There are three kinds of cells in which you do your thinking. The internal organs, or viscera, are the smooth muscles. It is in these muscles you do your "feeling-thinking." All your emotions originate in these cells. Then there is another kind of muscle, the striped muscle, which moves the skeleton, the muscles of action. These striped muscle cells are the cells with which you do your non-feeling or *action* thinking. The third and most important are the cells of the muscles and parts with which you talk. With these you do your "word-thinking." This is what is usually called reasoning. You reason and compare and judge and decide thru the use of these cells. You may speak the words out loud or you may just "think" them.

Thus we have three thinking systems. Everybody has all three systems. Animals have the first two and the crude beginnings of the third. But every human being, because of the way he was trained in childhood, selects one of the three systems as his dominating system in life. Emotional people depend mainly on the thinking of their visceral cells. Reasoning people are less ruled by their feelings. They depend mainly on the word-thinking to control their actions. Other people may depend on their striped muscles and act without depending on their feelings or their reason, tho they use both somewhat. They are the "hard boiled" aggressive people who get what they

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go after and do it now. There are good people and great people in all these types.

To a certain degree we are all word-thinkers. That is why we are men and women instead of animals. The most emotional people think in words somewhat. They have not learned to depend on word-thinking as much as they depend on their feelings. Over three-quarters of the people are of this type.

It is because these systems exist side by side in all of us that what we call "complexes" arise. Complexes are conflicts between the word-thinking system and the feeling system.

From the descriptions given in the next lesson you will be able to place yourself as to type. There are many advantages in each class but it is most essential that each person know the strong and the weak points of his type. The next lesson will be wholly on that subject and the information it contains will help you to understand yourself and others and to deal with others more comprehendingly than you have in the past. The three types react very differently and what will please one will offend the other two. When you know the difference you will have an advantage over those who do not know it. It helps in business and in the home to know people in this way and it is easy to learn to distinguish them.

We are going to show you how to use the system you have adopted as your governing system so as to get rid of the trouble it has caused you, and so as to build new thought-habits to take their place.

What Is Your Incentive?

(*Continued from page 28*)

she will pretend to want to do all his work, then she will fall down miserably and leave him unprovided for.

If luck is your long suit, keep out. Whatever else you may have to back it, someone will hold a better hand.

When luck fails, the man without incentive calls it Fate. He believes life has been fore-ordained. The part he is to play has been assigned him. Someone has predetermined when the curtain is to be called down on the final act. There is nothing he can do to change it. Whatever he does it was intended he should do. If he changes his mind that was prearranged. If he gets in a rut and stays there it was because he could not help himself.

Fate is the destiny determined by our own acts. It is not of infinite origin nor is it a matter of record in the "Book of Life." It is a "life reading" to be found between the lines of the record we make for ourselves. True we did not ask to come here and we probably will not ask to go. But our position among the creatures of the world is supreme because of the power that we have to determine our destiny. There is something about us that is superior to all creation. It is not in the way we walk, or the way we look. It is not in the food we eat nor the clothes we wear. There are flowers more beautiful than we are, mountains more majestic; a sunbeam traverses more space than man would ever dare attempt. But who would want to be a sunbeam? Or a rose to be plucked then thrown away? We did not choose the part we were to play, but we're mighty glad that it was our ancestors that were monkeys and not we ourselves.

The man who is concerned chiefly with the distant future, is apt to overlook his immediate chances to win because his attention is directed from matters at hand. It is all right to expect to be the general manager some day but to think of it too much is to fail to do the present job well enough to merit such promotion. Such thoughts are incentives to procrastination. They lead to dissatisfaction and discontent. Such incentives make one miserable when one might be happy.

The more valuable incentives come from within. They are not always found in financial rewards. A big salary will not always get a big man's best efforts. There are some things you can't get in a pay envelope. Their origin might be classified as mental, physical and spiritual.

The thoughts we think create an atmosphere in which we live that is wholesome or hurtful, quickening or deadening, inspiring or debasing. An optimistic spirit is the child of a hopeful mind. Faith is an essential quality in business. Without confidence in one's associates, in one's ability, real success is impossible.

Home conditions, one's associates, contribute to the attitude of one's mind. A man can not give his best to the day's work when he is looking forward to a session in the divorce court or wondering what his luck will be at a game of cards that evening.

Bodily conditions also play their part. The headache from the dissipation of the night before is not conducive to clear thinking. Improperly digested food is apt to make a man irritable and cross. One cannot be mentally fit unless he is also physically fit.

But there are incentives that are of deeper origin than either of these two. There is a power which lifts us up to

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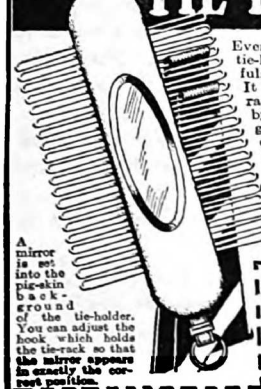

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We began with the ideal, "Honesty is the best policy." Then someone dared to try practicing the Golden Rule. Next we took another bit of Scripture, "If thine enemy smite thee on the right cheek, turn to him the other also." Put into business it became, "The customer is always right." "We are not satisfied unless you are."

These new attitudes in business have helped all concerned. Business has improved as business rivalry has become keen seeing who could come nearest to living up to the higher ideals.

The Boy Actor

(*Continued from page 42*)

the gang wouldn't stand for it, but Buster kept picking on Sambo till I got real mad.

"What did you do about it?"

"Well, I just marred his beauty for him," was the ferocious rejoinder.

"Turk" is small for his twelve years, but wiry and strong, and skilled in many of the manly arts. Boxing, fencing and the less formal but more enjoyable fist-fights and "free-for-alls" are by no means the least of his talents.

He is one of the few prominent stage children who do not attend the Stage Children's School. This institution follows the same prescribed courses of study as the non-professional children's schools, the only difference in the general routine being the recurrent excusals. A child who is required for a day at a performance, a rehearsal or an appointment with a manager is unquestioningly excused. Junior formerly attended the school but is now being instructed by a private tutor.

His greatest scholastic interest is in mathematics. As might be expected from his vigorous off-stage life, his literary interests are almost entirely

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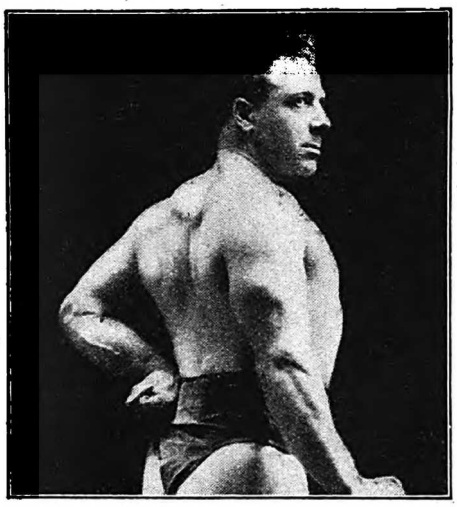

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confined to tales of action. Such blood-curdlers as "X-Bar Boys' Ranch," "Twenty Thousand Leagues Under the Sea" and the ubiquitous "Radio Boys" in their various haunts are the companions of many leisure hours; but Mark Twain and Sir Walter Scott inspire Junior most of all.

Strangely enough, Junior, was not born backstage in the traditional wardrobe trunk, which, according to theatre legend, has been the opening scene in the lives of many famous actors. He was born in Atlantic City, N. J.; the third child and only son of a non-professional family. His mother never wanted him to become an actor, but not only was her wish frustrated, but as a result of her son's success she also became allied with the theatre and is now understudying Janet Beecher in the rôle of Willem's mother in *Courage*.

It was not long after his entrance into the world that Junior acted his first rôle. At the age of two and a half years, he played the part of "Cupid" in a comedy called *Some Night*. He scored a smashing hit, stole the play from the featured players and stopped the show. The audience called again and again for the lisping little tot. From the wings, Junior's mother sent him out to take a curtain call alone, praying that the babe would not become frightened and burst into tears. To her amazement, he walked directly to the center of the stage and with all the poise in the world, looked back and said: "Mommy, I gonna dance."

And dance he did, wabbling his fat little body in the then-popular "shimmy."

As Willem in *Courage*, Junior is a genuine little hooligan, full of devilment, sunshine, and an overpowering loyalty to his well-meaning but impractical mother. There is no false note in his acting, for the reason that he is not acting at all, or acting only in the highest sense. For "Willem" is Junior and Junior is "Willem" . . . a spirited, chivalrous little lad with dreams and ideals in his young eyes and a brave heart to aid him in their fulfillment.

Why Brainy Men Marry Kewpie Dolls

(*Continued from page 49*)

In marrying Vivian, Oliver did the *natural, healthful* and *inevitable* thing, from a psychological standpoint. Vivian was exactly what he needed to throw off the pernicious influence of his adoring family and make him feel like a real honest-to-goodness he-man instead of the pathetic jelly-fish they had raised him to be.

Oliver didn't marry Vivian because she was beautiful and dumb and selfish and lazy and extravagant. He married Vivian because she was weak and helpless and utterly incapable of taking care of herself. Until Oliver met Vivian no person in all the world had ever NEEDED him or his love or protection. Mama and the girls had sapped his manhood, weakened his character, robbed him of the keen zest for living and striving. All he had to do was express a wish—and Mama and the girls broke their necks to see that it was granted. And most of the time he was denied the fun of doing his own wishing.

But Vivian has given him a sense of importance and strength and capability. He's tickled pink and proud as Lucifer that she has draped herself around his neck and stayed there. The more helpless she is, the more brave and strong he is by contrast. He has at last found an exquisite, clinging little creature whose whole life and health and happiness *depend on him*. The lazier she is, the more efficient he is. Her weakness is his opportunity to strut his stuff—and how he is strutting!

Very likely Oliver will get that bank presidency some day— in spite of Mama and the girls—and *because* of the kewpie-doll he married. For, unknowingly, she has given him a new faith in himself; confidence he would not otherwise have found. The more demands she makes upon him the greater thrill he will find in rising to meet them.

But if marriage and motherhood should, by some strange coincidence, turn Vivian into a self-sufficient, maternal creature, Elizabeth's prophecy may come true. Oliver will very likely pack up his things and go back to Mama and the girls and spend the rest of his life cursing the fiendish conspiracy that has robbed him of the right to protect and care for some one of God's creatures.

The world is full of Olivers and Vivians, and we stronger folks should find a lesson in them. Every day we see capable men married to brainless women, and efficient women married to failures—but those hopeless ones are not as useless as they seem. No life is useless that gives a weak man or woman the strength to rise above their own weakness, and no love is silly that can inspire that desire and give the courage necessary to fulfil it.

You, yourself, may be a failure, so far as having your name in the Hall of Fame is concerned, but if you are helping someone to find life more bearable, more full, a more joyous experience, you are filling a great need. You are taking a definite place in the scheme of things.

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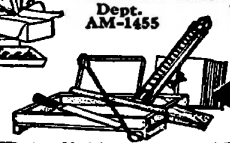

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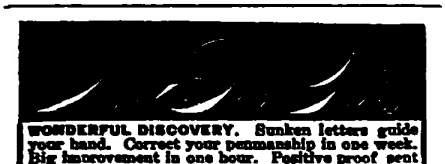

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Memory Lane

(*Continued from page 52*)

in progress. After the repast you revisit all the rooms of the house, and picture each article of furniture as it used to be, then the family gathers in the "living room" where the old games are played.

If you have vividly imagined this visit in retrospect you will experience a feeling of rest and peace when you return to the ordinary consciousness. It will seem as tho you had been away on a happy vacation, and were again ready to take up the usual round of duties with renewed vigor. Sometimes this practice will afford an entirely new viewpoint. It is a wonderful experience for the world-weary. Absolute concentration brings the best results, the idea being to steep yourself in the old happy sensations to the extent that your everyday self and its surroundings may be entirely forgotten.

If time does not permit, it is not necessary to extend the picture so much in detail as in the above explanation; for instance, any happy event may be relived in memory, and association with anyone loved in the past may be revived. The essential thing is to select something that has caused you to be very happy in the past; to concentrate on the experience so that every detail can be relived again in your heart, so completely that present surroundings are forgotten. In this way the load of doubts, worries and troubles seem to fall out of consciousness.

Do not try to analyze; do not criticize; just relax and put every ounce of your energy into the imagining. Lose yourself in contemplation of the old happiness.

When you return to the everyday mind, it will seem like awakening from a refreshing sleep.

You, Too, Can Make Money

(*Continued from page 54*)

theatres and concert halls and chattered with the door-keepers, and every now and then he was given standing-room for running errands and doing other favors. Then he sold newspapers and shined shoes. He sang as he worked and attracted attention. He saved ten cents out of every dollar earned. One day when Bysse was eleven he met a boy who played beautifully on the violin. This boy invited him to come to his house. He let Bysse touch the violin and he handled it reverently. The boy played for him and played even better than he did for the audience—the big audience—at the Hall.

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Today Bysse is twenty-one. He is now abroad studying with some of the masters. Some one "found" him. His efforts, his work, his savings, everything was appreciated by the man who "found" him, and his being in Europe is nothing strange.

Let us get down to thinking. Let us quit wearing out our souls in the hectic and worrying hunt for ways and means to make money, to make ends meet. Let us take God into business with us a bit more, by actually using that most sacred thing he gave us, a physical brain thru which ideas sometimes seem to fly. Catch one as it flies and then nurture it.

If you wish, and feel inclined, write me and tell me why you read my articles. Tell me which one is your favorite. Also tell me what you think you need, or lack most. I will try to give you the suggestions that are awakened thru your own letters.

THERE is no one too young or too old but has some unplumbed depth of service to give to the world, which can be commercialized. Thinking will find it—but perseverance is a thing of action.

I know a delightful old lady who learned to quilt, in the days when "bees" were all the fashion. Her patchworks were the marvel of all her grandchildren. Misfortune visited this dear lady and she became, in a literal sense, "the last leaf upon the tree." The fire-side she had loved and all her people passed out of her life, so that at eighty-four she found herself in a home for the aged. But, did she "fold her hands serene and wait?" Indeed she did not!

For nearly ten years she pieced and patched and sewed and quilted, making beautiful treasures for other people's grandchildren. And she was well paid for doing the thing she loved most.

There is a great demand for every sort of quilting today—there is always a demand for old ladies who meet adversity with a smile.

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With fixing and retouching some profits were multiplied many times. In her shop there is a great deal of glassware, china, lovely old bottles and antiques that appeal to the majority of women.

There are great possibilities for such a business. This holds unusual interest for women. Any town would welcome such a place. Why not start one? It has unlimited possibilities.

Dramatic Reviews

All the King's Men

(*Continued from page 56*)

year has passed since their marriage and a new member of the Fairchild family is expected to arrive at any hour.

A cablegram announces that the son, who is at school in Switzerland, is seriously ill. Without any hesitation the father chooses what he considers to be his duty and sets sail on the *Mauretania* that night, leaving his wife to her own misery.

Mrs. Fairchild, crushed, disillusioned and having apparently lost her love for her husband, is found a year later becoming very much interested in her before-marriage lover. She is about to leave the husband and go away with her child and lover when she learns she is not expected to bring along the little girl. This enlightens her, and she instantly realizes that she would have left her husband as he left her if the circumstances were reversed. She dismisses her paramour, with great contempt, and telephones her step-son to come home from his boarding school. An ecstatic reunion follows.

The part of Fairchild's housekeeper, the nurse who took care of him as a baby and is still a member of the family, deserves special mention. Mrs. Jacques Martin, as this Mrs. Rhodes, gives to the play its humor, and also helps to guide the destiny of the man and woman and their shipwrecked marriage back to port. In fact Mrs. Martin may be said to carry a large part of the interest of the play on her capable shoulders.

Grant Mitchell as the widower and

What Is Your Limiting Fear?

Is it Self Consciousness? Or Worry? Or Apprehension? Or lack of Initiativeness or Confidence? Or is it fear of some hidden disorder being present in you, or of your contracting some terrible disease? Most people have some limiting FEAR in their lives, but when these fears are sufficiently acute to make you unhappy or to limit you unnecessarily, it is high time to begin to get rid of them.

Many people suffering from such troubles go so far as to believe that they are different from others in make-up and that they may even go insane. This is all due to lack of proper understanding of yourself, your own powers, and just how to use and direct them. It is something you dislike to discuss with your friends and relatives, for you know they do not understand and will laugh at you and tell you to "forget it." But it is a serious thing to YOU and I want you to know that there IS A WAY OUT. A new life—new possibilities—will open up to you if you just attack these mental enemies in the right way and get rid of them. AND THIS IS POSSIBLE, I ASSURE YOU.

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Pioneer Press, Dept. 4-A, Hollywood, Calif.

Mayo Methot as the second Mrs. Fairchild are aptly cast, as also are the remaining members of the limited company, Bobby Mullin, as "Junior," and Hugh Huntley, as Gilbert Saylor, the "villain." E. C.

THE GUINEA PIG

PRESTON STURGES is presenting a light comedy, of which he is also the author, *The Guinea Pig*, at the President Theatre.

Mary Carroll is charming in the rôle of Catherine Howard who had just completed a dramatization of her novel, one of the year's best sellers. A producer, Sam Small, excellently done by Alexander Carr, was enthusiastic about the play except for the love scenes which fell flat. The dramatist having led a very conventional life was unable to write from personal experience, so she seized upon a young author, with whom she became intensely romantic. The young man fell madly and sincerely in love, only to be laughed at and told that he had been used as an experiment, as a surgeon might practice on a guinea pig; but as the weeks passed, the experimenter found that love is a dangerous thing to fool with and that her one night of love had resulted in an unconquerable affection.

The play closes with wedding bells in early prospect. While the play is very light, it is crowded with delightful humor.

BE YOUR AGE

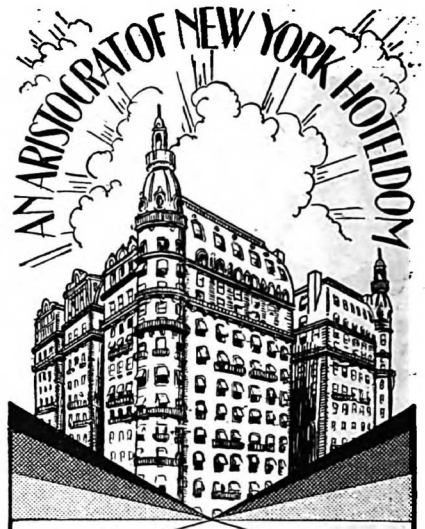
BE YOUR AGE, a delightful little comedy playing at the Belmont Theatre, portrays the effect of rejuvenation on a woman past her first youth. Spring Byington as Mrs. Merriam, after an absence of several weeks, returns home looking many years younger. Her friends are astounded; a few approve; others are disgusted. The suggestion of youth brings back memories and the lady wires her old sweetheart whom she has loved for forty years to come to her. But his aged appearance jars on her "rejuvenated" nature and she looks for a younger catch—her granddaughter's fiance!

But even an acquired youth cannot compensate for natural, vital youth, and she cannot close her campaign successfully. The old feeling is returning and she goes back to her old sweetheart—and all's well when the curtain falls.

Spring Byington and Romney Brent act well their parts. The entire cast is well selected.

HELLO DADDY

AT George Cohan's theatre, Lew Fields is presenting *Hello Daddy*, a rollicksome comedy with snappy tho not notable music, attractive dancing



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and a clever, humorous plot. We find little to criticize except that the music seems to lack originality, especially a piece "Talk With Me," which recurs all thru the show and sounds too much like "Where Were You?" one of the numbers from *Billie*, George M. Cohan's successful musical show. However it is otherwise an enjoyable musical comedy, worth seeing and hearing.

Over the Editor's Shoulder

(*Continued from page 63*)

attain your aim, but that if it were high, you might easily gain something far more important. The articles by Lon J. Haddock are also very interesting. In the November issue of this year, there is an article, "Twenty Points on Self Expression," by Edward Earle Purinton that I liked very much. That poem "Cross It Out," published in the October issue was artistic.

Some of your editorials are really classic. For instance the one entitled, "The Art of Meditation." Again coming back to the articles, the one entitled, "The World Is Waiting For You," by Newton Rogers, is very fine. You have a very good writer in Dr. Fox.

The state of mind has a lot to do with general health and also helps a person over illness at times. I recently had a very noticeable proof of that. I had an operation for a mastoid. They are ugly things at best and I had rather a bad one. I was out of the hospital in eleven days, whereas it often takes patients one or two months in the hospital and a month or so outside to fully recover. The specialist who performed the operation said that I did half myself by keeping my spirits up.

MRS. DAVID W. JONES, 8 Walnut St., Binghamton, N. Y., writes:

Have been a reader of your magazine for a long while and was delighted to learn that I would receive it for the unexpired term of "How" Magazine.

I have been a student of psychology for many years and your magazine is a marvelous help and inspiration.

CLARA R. PRICE, 5805 Victoria Road, Vancouver City, B. C., Canada, writes:

I have read PSYCHOLOGY Magazine for many months, and have obtained great pleasure from the same, especially your editorials. I believe you are a man of deep thinking and understanding. Because of this belief, I venture to ask you the following questions:

I have just lost a beautiful dog, one of the most intelligent animals, and as dear to me as a child. I have often wondered, and I would like to have your opinion, is there a Heaven for such animals? Do they pass to another world, or do their lives end when they die? I refuse to believe that God creates such wisdom just for the duration of life on this planet. He must have a further use for it.

Dr. Miller answers:

If it is comforting for you to believe that man is not the only one of the animals endowed with immortality, there is no valid reason why you should not elect to

Is Your Life Just A MISTAKE?

I say "mistake," for practically all of the Worry, Unhappiness and Limitations are "mistakes" due to a lack of understanding. Thus strong habits have formed which make you feel "trapped." These "mistakes" have nothing to do with your birth. You possess the same powers as do others.

Some of the "mistakes" are: a feeling of Inferiority—self consciousness and lack of initiative; Worry, Apprehension, fear of insanity or disease; fears attached to many things in life which ordinarily are not feared; all of which means LACK OF CONFIDENCE.

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Suite 1516-E 58 E. Washington Street
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Old at 23

OLD AGE depends on OSSIFICATION or hardening of the arteries. An excess of starchy foods such as oats, wheat, rice, potatoes, etc., is one cause of the encrusting of the inner walls of blood vessels, producing malnutrition, HIGH BLOOD PRESSURE, homeliness, OLD AGE and DEATH.

DOMESTIC animals, horses, cattle, sheep, etc., eating grains (herbivora) are SHORT lived. WILD animals, eating mostly animal food (carnivora) are frequently LONG lived. (100 years).

Observe the deposits inside old water pipes and kettles. Similarly an excess of calcareous substances from starchy foods with earthy matter from water, clog the arteries.

Watch the people who consume large quantities of starchy foods, bread and water! They look HOMELY and prematurely old, are STIFF and AWKWARD in their movements, and their skins are often rough and scurfy. Suitable animal food, fruit and vegetables produce an appearance of youthfulness, grace, and refinement in coarse-looking starch-eaters.

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Write us for particulars of Government Bulletins, describing experiments on convicts, hens, cows, etc. Deficient feeding produced disease, whereas FULL NUTRITION corrected e. g., paralysis, blindness in hens, rats, etc.: beriberi, skin affections, etc., in men.

From sworn statements:—PARALYSIS. Age 61. Right hand and leg helpless three years, restored in three weeks. ARTHRITIS. All joints swollen from lime deposits. Knees and wrists locked immovable for eight months. Blind for two years. Can now see, walk, do home work. CATARRH, hay fever, and asthma, improved from the first meal. GALLSTONES. Age 80. Chollc every week for years, but not one attack since instruction over four years ago. TUMORS. Age 40. Dissolved within a year. GOITRE. Collar reduced 17 to 15 inches normal size. UTERINE HEMORRHAGE. Age 50. Bedridden three years. Now does housework. ECZEMA. Age 69. Skin cracked, scaling, normal in three months. PYORRHEA. See Reprint from "Dental Digest." PREGNANCY. Age 39. No nausea, no swollen feet nor constipation, delivery painless. Waterfree Meals. Educational Booklet 50c. BENNKLER SCHOOL OF EATING, Dept. 27R, 126 West 72nd St., New York

(See Brain Glow, p. 94).

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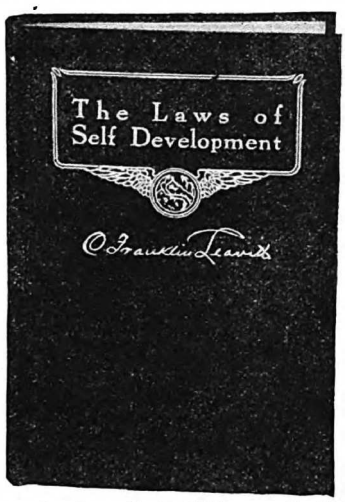

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so believe. It would have to be, however, a matter of faith, as there can be no positive demonstration of immortality for human beings, let alone the lower orders of creation.

The orthodox religionist assumes that God endowed man with immortality, but there are devout followers in other religions in the East who look upon all forms of life as essentially immortal.

The whole mystery of life and immortality is so complex that I have found it advisable to spend little time in the consideration of that which is beyond demonstration, and live for the joys and beauties of this life, assured that if we do well our part here, whatever life there may be beyond the grave will take care of itself.

THE CIGARETTE ADVERTISEMENTS

REV. J. D. Hammer, 908 Howard Street, Walla Walla, Wash., writes:

I have been reading PSYCHOLOGY for a number of years and have enjoyed it very much as well as deriving benefit from it. I have been slow to praise and slow to condemn for, needless to say, I have not always been pleased with its contents. But at last I feel that I am justified in writing and expressing not only my approval of the *many* good articles, but my disapproval of the cigarette advertisement on the back cover of the February issue. Surely a magazine with the standing, the ideals and success of PSYCHOLOGY need not rely on such advertising to exist. To me it seems inconsistent to write about freeing humanity from their habits and make that the aim of your publication, and at the same time advertise something that is enslaving and cursing millions.

My seven-year-old boy noticed that advertisement as soon as he came into the house. He said that he "didn't like that girl." I think that it gives the youth of our land the wrong conception of womanhood, for I am sure that the majority of women do not smoke.

I will appreciate it very much if this does not recur as it is hard enough to keep our youth from forming wrong habits without them appearing in magazines of the high type of PSYCHOLOGY.

Dr. Miller answers:

I have your letter of recent date relative to the cigarette advertisement which appeared on the back of PSYCHOLOGY in the February issue. There is wide diversion of opinion as to the effect of smoking. Nearly all investigators, however, have agreed that smoking upon the part of adults in moderation has no harmful effect. Anything done in excess is bad. Excessive eating is much more destructive than excessive smoking, yet no one would go so far as to criticize a magazine for carrying the advertisements of various food products.

It is generally agreed, also, that smoking is not advisable upon the part of children or adolescents who have not achieved their full growth, but PSYCHOLOGY is not a child's magazine, nor is it read by a considerable number of adolescents, and inasmuch as nearly all magazines carry the advertisements of cigarette firms, including many of the largest and most popular magazines in America, I frankly do not

feel that the presence of such advertising in PSYCHOLOGY should cause any young people to go out immediately and acquire the habit of smoking. I do not believe that such a suggestion is reasonable. After all, that is a question for parental guidance and control.

Beyond that, from a purely psychological point of view, it is my opinion and that of many other psychologists that smoking in moderation is beneficial as a harmless exhaust for pent up emotions, and as a convenient form of relaxation.

There are so many vital problems which basicly affect health, happiness and the welfare of the race that it seems something of a tragedy that energy which might be expended in the direction of great advantage to the race should be expended on so relatively minor problem as smoking.

I want you to know that I appreciate your interest in writing to me on this subject and that I am, because of the tremendous pressure of my many responsibilities, sending this same response to a number of our loyal readers who have raised the question as to the propriety of our carrying a cigarette advertisement in PSYCHOLOGY Magazine.

A READER asks:

Will you please publish in your magazine some information regarding telepathy.

Is it lawful to attempt to send telepathic messages to one who is studying?

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How would one proceed in taking such a case to court?

Please publish some information relating to the laws of harmful telepathy, mediums, clairvoyance, etc.

Dr. Miller answers:

We have repeatedly stated in PSYCHOLOGY Magazine that the laws of telepathy cannot be used in a negative or harmful manner without complete destruction to the person so using them.

You can ward off any negative suggestions which another person may direct toward you by keeping positive, wholesome happy and constructive in your own thinking. It is only when you become negative, fearful and morbid that the destructive telepathic thoughts of another person can possibly reach and harm you, but I would frankly give little heed to the possibility of this, as any one persistently sending forth evil thoughts to another will fall victim and be annihilated by the very thoughts sent out. In other words, it acts as a boomerang.

So keep your own mind filled with courageous, positive and healthy thoughts. Be happy, confident and occupy yourself with worth while things and you will never have to fear any negative suggestions sent in your direction by another person.

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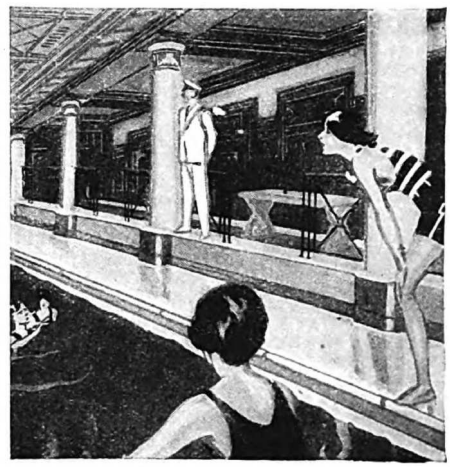

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What Can We Do For You?

(*Continued from page 58*)

the situation and you became convinced that a certain article of food was responsible for your disturbance. And as you drifted along, worrying more or less and watching yourself, the nerves became more and more sensitive and again you had trouble. This time it had to be placed at the door of some other article of food. Gradually you developed more and more fear in connection with your eating which continually played on the nerves, and a real nervous indigestion of a chronic nature was established.

In eliminating the foods that are looked upon as a little harder to digest than some of the others, you were taking away from your stomach the exercise that is quite necessary to its health and strength. Bear in mind that the stomach is composed of three layers of muscles. What would happen to your arm were you to put it in a sling? It would soon grow so weak that you would not be able to lift a book with it. And the stomach muscles are in need of exercise for strength quite as much as the other muscular structure of your body. The muscles are now so weak that when you take anything the least bit unusual you suffer in consequence. It will be necessary for you to give the stomach muscles exercise if they are to become strong. In eating foods that will do this you will at first find the stomach complaining some, just as one suffers more or less from soreness and lameness following other forms of unaccustomed exercise. But you must keep at it without fear, and insist on the stomach doing its part well. Start with some of the simple foods in considerable variety, such as vegetables, salads, fruits, and then gradually increase your list of foods as your stomach becomes a little more accustomed to what you have been eating. You should use some fattening foods to build yourself up, such as milk, a little cream and later meats, starting with bacon. Butter can be used freely.

There is no good reason for the condition you are in, and I assure you you can become strong and well and happy. You must succeed in crushing fear to accomplish this. Nothing serious will happen if you follow my plan. It has been more your condition at the time that has caused trouble than the foods you have eaten.

QUESTION:—E. F. G. writes—

My mother suffers from an ailment that physicians have not seemed to help in the least. She has crying spells where she cannot stop until she is quite worn out, and about once a

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month she will have some sort of trouble where her temperature will at times register as high as 104 for an hour or two, and will then become normal. I have a thermometer of my own and I take her temperature occasionally to see whether it is normal or not. We have called in two different physicians during her spells and each say that there is nothing seriously wrong. How could her temperature run up so high if there is nothing seriously wrong? It is my belief that if she has a high temperature she must be very sick. I have at times wondered if she would die in one of these attacks. Can you shed any light on this subject?

ANSWER:—

From the statements you have made and what the physicians have said about your mother's case, I should say that she is a sensitive, emotional woman and suffers at the times of her attack from just nerves and hysteria. I have had a number of cases where the temperature has been as high as 105 and even 106 for a short period from emotion and nerves alone. She has lost control and lacks confidence in her ability to check these spells when they come on.

A cure must come thru a process of training, re-education and development. Her confidence in self must be restored and she must gain control over her nerves thru a process of self-discipline. If she really understands the reason for these attacks and is given proper encouragement I am sure that she could in time become master.

It is a bad practice for you to take her temperature frequently. You should encourage rather than discourage, and you can truthfully state that there is nothing seriously wrong. I am afraid you have helped to impress this weakness on her mind the more and rather taken away from her hope and confidence as far as a cure is concerned.

QUESTION: — K. E. E. M. writes:—

Is every one who has a complex nervous, and can one be nervous and not have a complex? I have had a bad taste in my mouth for about two years. It is hard to describe the taste, but it is rather brassy or like metal. Several years ago I took iron shots and about fifteen minutes after taking them I would have this queer taste, but it only lasted six or seven hours. At first there would be days and even weeks when I did not have this taste, but lately it has bothered me almost constantly.

ANSWER:—

One who has a complex is quite likely to have some form of nervousness, but one can very easily be nervous from physical causes and not possess a real mental complex. Wrong living, as well as wrong thinking, brings disastrous results and nervousness.

The taste you say you have may be due to one of several causes. It is

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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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probably some form of indigestion, but could come from bad teeth, bad tonsils, constipation or a general abdominal stasis. After experiencing such a condition for a number of weeks a sensitive person would begin to enlarge on it and might even draw on his imagination enough to believe it was present when it really was not there. Drink plenty of water, make sure the bowels are regular, get sufficient exercise, refuse to worry about it, and after doing this just try to forget yourself as much as possible.

QUESTION:—E. M. K. writes:—

Several years ago I had a collapsed lung, which I have been told by a specialist is O. K., except for a little weakness at the top. But now I am troubled with heart palpitation, which causes shortness of breath, gas, and I become terribly fatigued very easily—altho I rest frequently. I do not work, follow out a carefully selected diet, take walking for exercise, but these things have not helped me. I wonder if there is any other way that I could help myself? I am only twenty-two years old and have been missing lots of the joy of life within the last four years. I'll admit I am nervous and upon meeting people I become self conscious and my heart beats even faster. I'm out a great part of the day enjoying the fresh air and I breathe deeply. All doctors give me encouragement, but that's about all. They say as I become stronger that everything, my heart included, will be better. But I don't seem to get any stronger.

ANSWER:—

It is quite evident that there is nothing seriously wrong in your case, but that your condition today is due more to the nervousness which follows fear and being too conscious of self than to any true physical cause. Nervousness will cause a nervous indigestion, which means gas, some heart disturbance from gas pressure, due to fermentation of foods. You say that you cannot grow strong. This I believe is due largely to the fact that you are afraid to do things that would tend toward creating strength. You rest the minute you begin to feel tired, and in many ways seek lines of least resistance thru fear that you will overdo and harm yourself. Strength comes only from use—thru meeting resistance and overcoming it. Begin to go a little beyond the point where you feel somewhat fatigued, and gradually increase the physical effort you put forth. Eat within reason any foods, simply seeing to it that your diet is a mixed one and not just a certain class of food that you may enjoy. A little meat, plenty of vegetables, milk, fruit juices and some roughage.

The biggest help will come from your getting on top of your sensitiveness and self-centeredness. Try to forget yourself as much as possible and mingle

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with people, in spite of your fears, and try hard to live a more and more nearly normal life. If you can reach a point where you are able to forget yourself entirely, you will soon find your physical body responding and functional life active and natural.

QUESTION:—D. H. H. writes:—

Do you believe that environment plays the big part in a child's life that some writers try to picture? It is often stated that two children raised by different parents would be quite the reverse of what is expressed after they grow to be of age if they had been changed at birth and raised each by the other parent. Do you believe this? Isn't it a matter of inheritance more than environment?

ANSWER:—

Of course inheritance plays a part in life, but inheritance stamps a tendency on a child rather than something which makes that child a slave to it and "fate driven." Tendency can be overcome, and that is where environment plays its part. For instance, a child might inherit a tendency toward tuberculosis. Careful exercise and development of the lungs, along with proper diet and hygienic measures, would remove the tendency. But if that child were permitted to drift and care were not taken, it is more than likely that the child would have the tendency to develop into an active case of tuberculosis. And it is the same with mental tendencies too.

Let me quote a few lines from a pamphlet put out by the Mental Hygiene Society of the State of Illinois which will show you to what extent this belief in training and environment being all important is carried:—

Do not suggest fear to your children. Do not let anyone tell them fear stories.

Teach them to eat everything that is suitable and not to be finicky.

Teach them to face difficulties and overcome them.

Train them to do happily the things they do not want to do, but must.

Train them to do for others, even at the expense of their own pleasure.

Begin regularly to give them some regular duties in the home.

Do not ridicule or shame the things they take seriously.

You cannot pay too much attention to the training and environment of your children. Try to make real pals of them and give them reasons for things you ask them to do.

MARTHA WETHERELL of Mt. Lebanon, N. Y., writes:

I wish to express my sincere appreciation for the "three great books," which were received about ten days ago: they are a veritable gold mine. I read and reread them with both pleasure and profit.

I have just received the January number of your magazine. I am much pleased with the story of the author of "Invictus." I read the poem for the first time in 1904, and it thrilled me thru and thru. I realized it came out of deep suffering.

NEURASTHENIA

Are you a victim of this disorder which is becoming so prevalent and is so little understood by people? Some of its symptoms are: Unreasonable fear of yourself or of doing many of the things natural to life. Fear of fainting, fear of leaving home or traveling, fear of germ life, fear of collapse or of some internal disorder. Fear of the unusual feelings that sensitive nerves create. Fear of your nerves giving way completely. Fear of dizziness or a feeling of uncertainty in connection with locomotion. Or you may have some nerve aches or pains which frighten you. Fear of insanity or of harming those you love.

Through lack of understanding your symptoms seem very alarming to you and you become overserious to the point of its being impossible for you to forget yourself. At moments you feel that it is all very unreasonable, but habit has forced you into a "mental trap" from which you can see no escape. Your family physician does not understand your trouble and you are at a loss as to what is best for you to do. And things gradually go from bad to worse. NEURASTHENIA IS CURABLE when understood and you receive proper direction. It is a matter of changing your viewpoint so that you are able to view yourself and life from a different angle—it is a matter also of training and development of both a mental and physical nature. YOUR fears CAN BE REMOVED.

Do you wish to know more about this disorder and the powers you must call out to conquer it? Would you like to have a more intimate knowledge of JUST what is wrong? If so, I have written a 100 page book just for YOU. It will furnish you helpful reading and disclose your REAL source of strength. It takes up many subjects you will be interested in. It can be the first step toward a life of REAL FREEDOM and the building up of Peace, Poise and Power. To those who purchase the book I offer a Preliminary Psychological Analysis without extra charge. Send for the book TODAY. Its cost is but

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There's Always a Crowd Around Him Now!

...since he discovered this EASY way to play piano without a teacher

THERE isn't a more popular man in town than Ted Christy today. He has friends galore and gets invited *everywhere*. When he sits down at the piano, a crowd gathers around him in a jiffy, begging for their favorite songs and fox trots. I don't believe he ever has a dull moment nowadays—yet how different everything was just a few months ago!

When I first met Ted he was lonely, neglected and blue. People just didn't seem to "take" to him somehow. You could have counted his few friends on the fingers of one hand. Once in a while he was asked to a party, but only as a substitute for someone else. And even then, he was always an onlooker—on the sidelines. He had no musical talent, no gift of wit, no ability to entertain others—so naturally, he spent most of his evenings alone and good times always passed him by.

Suddenly Something Happened

I had been away for some time and did not return until the very evening of Evelyn Vaughn's big party. It was late—and as I turned up the walk to her home, I heard someone playing the piano inside—wonderfully, marvelously! Irresistible, haunting strains floated dreamily out into the night. Through the window I caught sight of the whole crowd clustered around the piano, paying silent tribute to the gifted player.

Just then the tune changed into a lively fox-trot and I caught my first glimpse of the figure at the piano. Impossible! I rubbed my eyes and looked again! *It was Ted Christy*, the wallflower—Ted Christy, the ungifted, who (as far as I knew) had never touched a piano before! . . . How popular he seemed to be now! Beside him was Helen Nixon, the most sought-after girl in our set, leaning down to whisper something in his ear. He was "poor old Ted Christy" no longer, but the life and soul of the whole party! . . . And before the evening was over, I heard him receive *three* other invitations to different affairs next week!

Ted's Surprising Secret

I didn't get a chance to see Ted after the party (he was too busy escorting Helen Nixon home) but I cornered him next day.

"Ted!" I exclaimed, "I don't see how you did it! When I went away, you couldn't play a note! And now I find you a piano *wizard*—with every door in town wide open to you and the latchstrings out a mile! How in the world did you learn to play like that—and who on earth was the teacher who taught you so quickly?"

"I didn't *have* any teacher," Ted grinned. "I learned by a new short-cut method. Haven't you ever heard of the U. S. School of Music?"

"Why that's a correspondence school, isn't it?" I asked. "I didn't think anyone could learn *that* way!"

"Neither did I," confessed Ted, "until I got the tip from a friend who makes big money playing in a famous orchestra. What he told me certainly opened my eyes!"

New Way to Learn Music

"You see, the U. S. method is different," explained Ted. "It's really simple as A.B.C. No tiresome scales to practice or expensive private teachers to pay. You learn by pictures and simple explanations that a child could understand. It's like a fascinating game. Before you know it, you can pick up any sheet of music, read it off like a newspaper and play it at sight! Even in spite of the fact I never dreamed I had any 'talent,' I soon found myself playing dozens of my favorites—jazz, ballads and classical—with an ease that amazed me.... You know the rest. I never have a lonesome moment any more—and the good times I always longed for are mine at last!"

You, too, can learn to play your favorite instrument by this remarkably easy "at home" method that has helped more than half a million people all over the world to increased pleasure and financial gain. And there's nothing marvelous about it. It's just a common-sense practical method—so simple you don't have to know the slightest thing about music. You find your progress amazingly rapid because every step is clear and easy to understand.

Free Book and Demonstration Lesson

Our wonderful illustrated Free Book and our Free Demonstration Lesson explain all about this remarkable method. They prove just how any one can learn to play his favorite instrument *by note* in almost no time and for just a fraction of what old slow methods cost.

If you really want to learn to play—if new friends, good times, social popularity, and increased income appeal to you—take this opportunity to make your dreams come true. Now! The booklet will also tell you about the amazing new *Automatic Finger Control*. Sign the coupon and send it before it's too late. Instruments supplied when needed, cash or credit. U. S. School of Music, 3854 Brunswick Bldg., New York City.

Which Instrument Do You Want to Play?

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Cornet	Saxophone
Trombone	Harp
Piccolo	Mandolin
Guitar	'Cello

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