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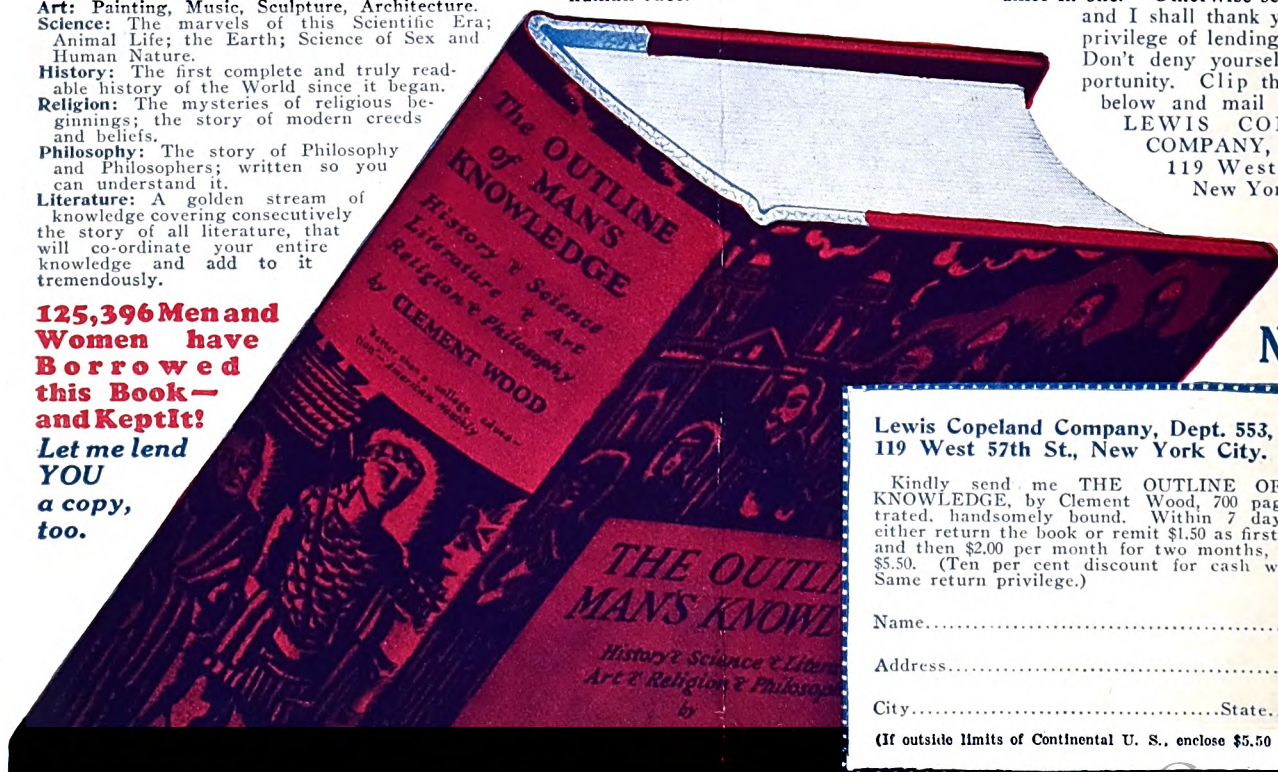
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They Told Him Salesmen Were "Born"

But Now He Makes \$10,000 a Year

...Thanks to This Little Book

It was just a little free book that made the difference between Ed Pinkham and the rest of the men in our shop. Nobody ever imagined that Ed would land even in the \$5,000-a-year class, let alone be making \$10,000 before he was thirty. Ed didn't know himself, the abilities he had in him as a money-maker—he couldn't even sell the foreman the idea of recommending him for a five-dollar raise.

But, one day, a strange occurrence changed the whole course of his life. During his lunch hour Ed started to read a little book he had brought to work with him. "It's a book called 'The Secrets of Modern Dynamic Salesmanship,' Bill," he told me. "It's the most amazing thing I ever read. I never dreamed there was so much in salesmanship. You ought to send for a copy yourself. Why don't you? It's free."

"Huh!" said Luke Jones. "Does that book tell you how to learn to be a salesman?"

"It sure does," replied Ed, enthusiastically. "Don't waste your time," advised Luke. "You can't learn how to be a salesman. A fellow has to be 'born' that way to be a good salesman."

Ed just smiled at that, but he said nothing. We kidded him about it, but he wouldn't tell us any more; just smiled. About four months later he left us. The manager grinned when he heard about it. "I'll see you in a week or so, I guess, Ed. You can have your job back when you want it," he promised, and Ed thanked him. But after he left Ed never came back and we wondered what luck he was having. Two years passed, and we just forgot him.

At least, I forgot him until last night. I was going home, when a snappy sedan drove up to the curb next to me. "Hi, Bill, going home?" said the man in the car. There was Ed, dressed like a million dollars, leaning over the wheel.

"For Pete's sake," I said. "What are you doing nowadays, Ed?" He smiled. "City sales manager for the Steel Castings Company," he told me. "What are you doing?"

"Still at the shop," I replied. "But what I want to know is, how do you come to be sales manager for Steel Castings? They're one of the biggest firms in the business."

Ed smiled again. "Remember that book on Salesmanship that Luke Jones was kidding me about one day? Well, when I finished my Salesmanship course, the Association I took it from gave me a choice of twenty-two jobs through their Free Employment Department, and I took a position as salesman for Steel Castings Company. It was a wonderful job. They made me City Sales Manager three months ago at ten thousand dollars a year. The same course that taught me the secrets of

salesmanship also taught me how to hold down a sales manager's job."

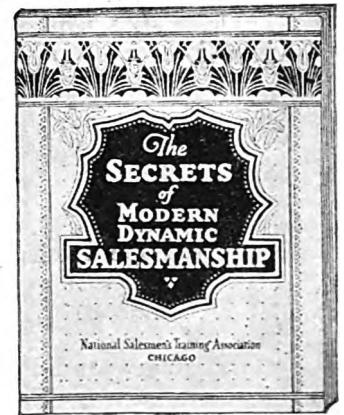
"Good night!" I said. "And Luke and I are still punching the old time clock!"

Ed looked at me seriously. "See here, Bill," he said. "Are you sport enough to risk two cents that you can do as well as I did? Then spend the two cents to write to the National Salesmen's Training Association tonight and get their free book. Then take their course. When you have your diploma, their Free Employment Department will help you get a good sales job—every year they have calls for over 50,000 salesmen. Not only will they help you get the job, but they give you an iron-clad money-back guarantee that you must be satisfied with the training received—or they refund your tuition!"

"Bill, training is the only thing you need to make you a wonderful salesman. That stuff that Luke Jones talks about, that 'Salesmen are born,' is the biggest bunk I ever heard. Every human being is born a salesman. Thousands of the greatest possible kind of salesmen live and die without knowing their own powers. The difference that makes the so-called 'born salesman' successful is the fact that he has learned, through experience or through training, the fundamental selling secrets that always work. Send for that little book tonight, and when you've got your training, come and see me."

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IN OCTOBER

HOW DO YOU RATE FAILURE? Do you ignore it on your Success Chart? James H. Collins believes it belongs ahead of some successes and will give you reasons for his findings in an article showing you how to make Failures mount the Ladder of Success.

MAKING MARSH LAND TEMPT THE EYE AND FILL THE POCKETBOOK! Mrs. Mary Fowler who owns and operates the largest water-lily farm in the world and develops new varieties of lilies has turned marsh land into a remunerative and pleasing occupation. By Anna L. White.

GOOD BOYS FOR BAD! The Star Commonwealth for Boys, bright boys no matter how bad, reclaims these youths with criminal tendencies and sends them out honorable men and women by providing a wholesome environment. The story of Floyd Starr and his laboratory for bad boys at Albion, Michigan. By Chester T. Crowell.

GLORIFYING THE WORKER! Whatever your job, make an art of it and you will become an artist. By Zella Wright Newcomb.

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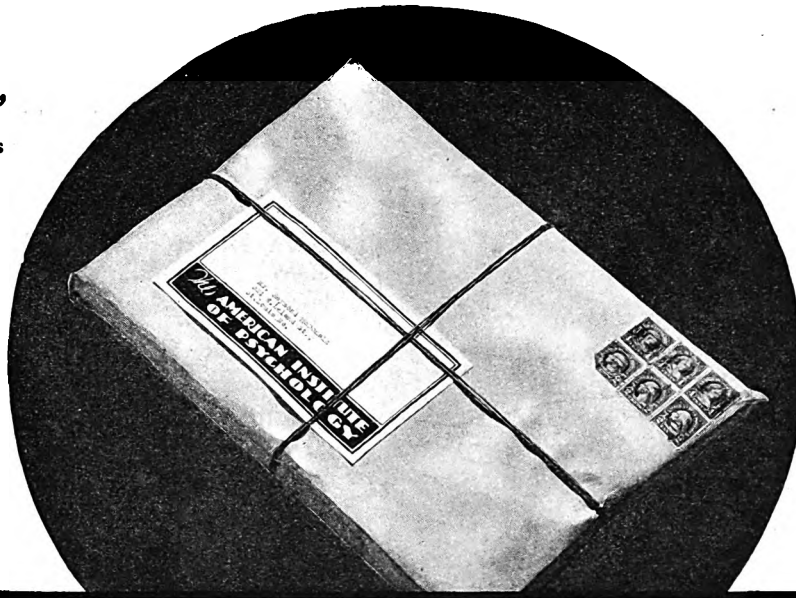
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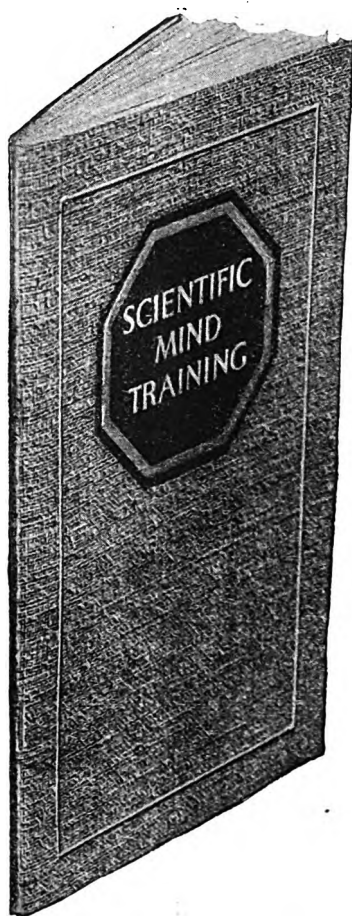
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I like to get hold of the down-hearted—the discouraged—the “has beens” and the “also rans.” It gives me a big “kick”—a real thrill—every time I help a man or woman who felt they were failures. It’s easy enough to make successful men more successful. But give me the man who is struggling along—trying to make both ends meet—who has never had a real “look-in” on business success. The most fun I get out of life is turning such men into happy, contented, prosperous, independent business men. And I’m doing it right along! There’s E. G. Baum, past 50, lost his job as bookkeeper, sick, discouraged, downhearted. I got Baum started and he cleaned up \$8,000.00 his first year. And J. M. Patterson. He’d just landed in Texas with a baby, a sick wife and only \$10.20 in his pocket. He started to use my Successful Real Estate System, and writes me that he will clean up \$20,000.00 in profits this year. Send for my free book. Learn how I am helping others—and how I can help you—win big business success.

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I teach ambitious men and women my way of making big money in the Real Estate Business, without capital or previous experience. I give them new lives for old. I transform them from low-salaried employees to successful employers—in business for themselves—independent—prosperous—contented—men and women from 21 to 79—from all walks of life—former mill-hands, clerks, railroad men, barbers, hotel employees, grocers, salesmen, bookkeepers, teachers, ministers, printers, musicians, insurance solicitors, etc., etc. Take “Bill” Dakin for example. He worked for fifty years in a New York steel plant. Never had any schooling to speak of. Never had any real estate experience. Bill jumped at my offer. Writes me that last month he earned \$1,125.00 my way. Write for a free copy of my book today. Learn how wide-awake men and women are changing their jobs—trading old lives for new—with my System for Becoming a Real Estate Specialist. Address President, American Business Builders, Inc., Dept. J-10, 205 East 42 St., New York.

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Eugene Walfrath, formerly in the clothing business. Got my scientific System for making money in real estate. Cleaned up \$17,000 in one deal. Free book tells how he did it.

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Unobliging!

Diner—I can't eat this stuff. Call the manager.

Waiter—It's no use. He won't eat it either.

—Texas Ranger

* * *

He—Blinks took home \$5 worth of roses to his wife last night.

She—I suppose he figured if she dropped dead, he could use them for the funeral.

—Selected

* * *

Then there is that long, long story about the girls who go to work in the button department of the shirt factory, and sew on and sew on—

—Catalina Islander

* * *

The Radio Announcer at Home

By Alan Hynd

"Good evening, wife and kiddies. . . . Ah, I see that dinner is ready to be served. The maid is now coming into the dining room with the cocktails, which are in one of the handsome shakers distributed free of charge by the Amalgamated Embalmers' Association. The maid is attired in a new close-fitting black outfit which certainly shows her off to advantage. She is, I would say, in excellent form tonight."

"The maid is pouring the first cocktail. . . . Please stand by. . . . These cocktails are great, believe me. The maid is now pouring another. . . . Please stand by. . . . And another! And another! . . . Oh, boy, please stand by!"

"Oh, there is a surprise for us this evening: shad roe and bacon. My wife says this shad roe and bacon comes thru the courtesy of the man next door, who went fishing. . . . Please stand by."

"Well, my little son has just shoved his plate off the table. Fortunately, it didn't break, as it is a product of the Wear and Tear Manufacturing Com-

pany, of Yuma, Arizona, with branches in all principal cities. Remember their slogan: 'One of our plates will outlast three husbands.'

"This meal has just been brought to a close by biscuit tortoni. We will appreciate hearing from all who might have enjoyed it. Good night!"

—College Humor

* * *

From Little About Everything— Chicago, Ill., Journal

Story of the Suspicious Soak

A. G. S.—It was about 2:30 in the morning; the man had obviously been drinking, for he floundered around the door looking for the keyhole. When he got in, his wife called out:

"Is that you, John?"

"It better be, dammit, or I'll get a divorce," answered the husband, who was not used to mincing words.

—Don Mike (398).

* * *

Democracy

Sunday School Teacher—Sue, why must we be kind to the poor?

Little Sue—Please, teacher, because in these days any of them might become rich.

—Arizona Kitty-Kat

* * *

College is the place where one spends several thousand dollars for an education and then prays for a holiday to come on a school day.

—Ohio State Sun Dial

* * *

Harmony —At Any Cost

Cop—Lady, there ain't no red lights on your car.

She—Why should there be, stupid? They don't match the color scheme of this car.

—Green Goat

* * *

Siki—I have no more faith in women.

Soko—Why not?

Siki—I put a matrimonial advertisement in the paper and one of the replies was from my fiancée.

—Columbia Jester

Garrulous Georgiana

I once met a girl from old Ga. Who danced with a cute leaning ta; But her chat could affa No pleasure—she ba By talking of men down in Ga.

—C. B. in the Boston Transcript

* * *

His One Good Deed

Grandmother—Well, dear, have you done your good deed today?

Boy Scout—Yes—I've taught Cousin Lucy not to poke her tongue out at Boy Scouts!

—London Passing Show

* * *

Still Out

"How about the jury in that Prohibition case?"

"They've been out six hours and they just sent word to the court to send in some more evidence."

—Judge

* * *

Cuthbert—Still, in spite of what you say, I think marriage is a pretty good institution.

Clara—Yes, but who wants to live in an institution?

* * *

Some people are like the letter P. First in pity, last in help.

—The Newspaper Carrier Boy

* * *

From the Fun Shop, Lansing, Mich., Journal

Sales Resistance!

McPherson—If you didn't want to pet with Frank Campbell why didn't you get out of his car and come home?

Mary—I wouldn't walk a mile for any Campbell! —Ruth Carol Halper

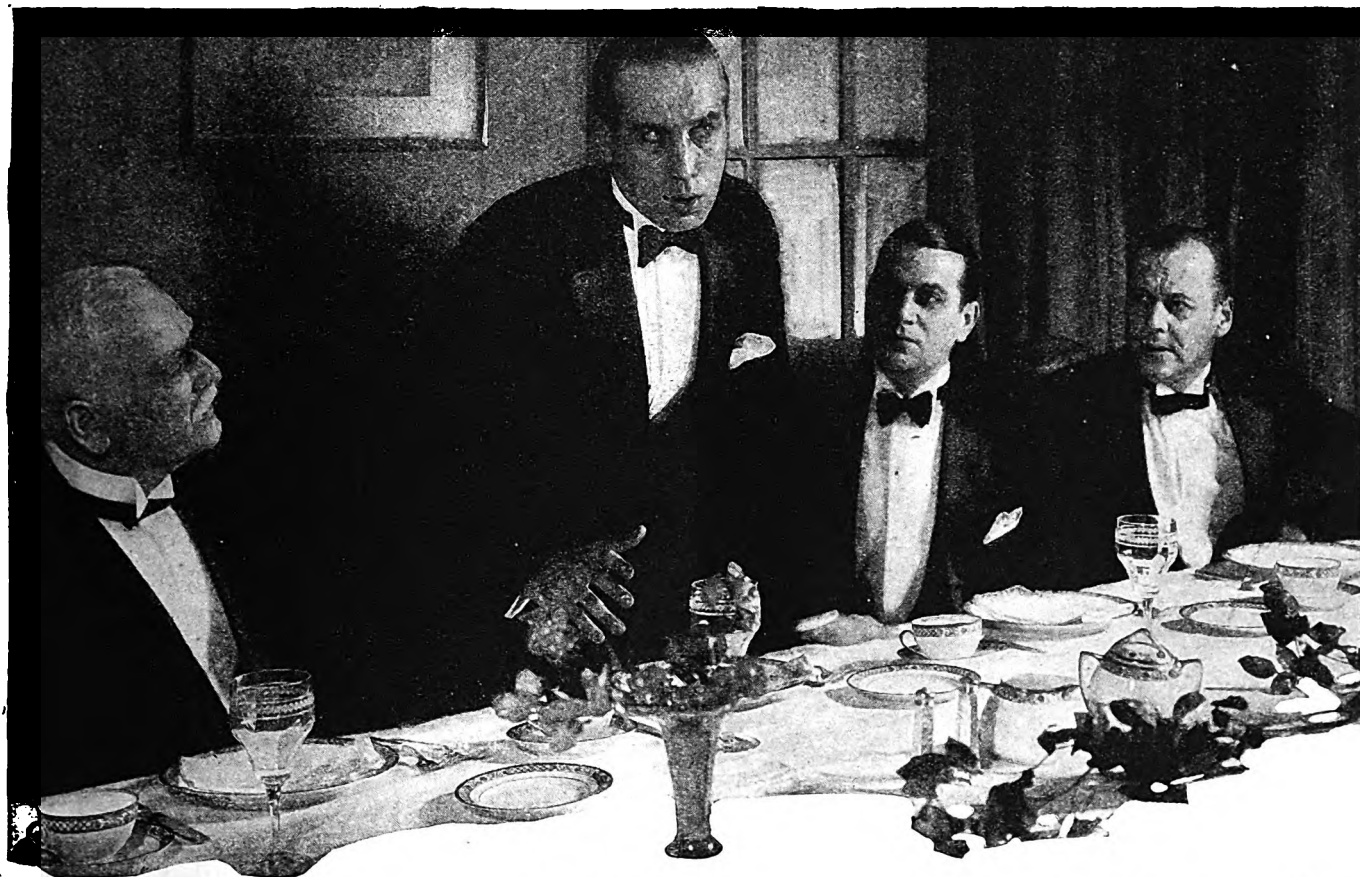
A mile for any other pet would be just as long.

* * *

From Chips by Chap

A Brown county man reports he has worked out a fine arrangement for getting along with his wife, according to the Hiawatha World. "In the morning she does what she wants," he explains. "In the afternoons I do what she wants."

And retire at night when she wants.



Speechless...When a Few Words Would Have Made Me!

But now I can face the largest audience without a trace of stage fright.

THE annual banquet of our Association—the biggest men in the industry present—and without a word of warning the Chairman called on me to speak—and my mind went blank!

I half rose from my seat, bowed awkwardly and mumbled, "I'm afraid you'll have to excuse me today," and dropped back in my chair.

Speechless—when a few words would have made me! The opportunity I had been waiting for all my life—and I had thrown it away! If I could have made a simple little speech—giving my opinion of trade conditions in a concise, witty, interesting way, I know I would have been made for life!

Always I had been a victim of paralyzing stage fright. Because of my timidity, my diffidence, I was just a nobody, with no knack of impressing others—of putting myself across. No matter how hard I worked, it all went for nothing—I could never win the big positions, the important offices, simply because I was tongue-tied in public.

And then like magic I discovered how to overcome my stage fright—and I was amazed to learn that I actually had a nat-

ural gift for public speaking. With the aid of a splendid new method, I rapidly developed this gift, until, in a ridiculously short time, I was able to face giant audiences—without a trace of stage-fright.

Today I am one of the biggest men in our industry. Scarcely a meeting or banquet is held without my being asked to speak.

My real ability, which was hidden so long by stage fright, is now recognized by everyone. I am asked to conferences, luncheons and banquets as a popular after-dinner speaker. This amazing training has made me into a self-confident, aggressive talker—an easy, versatile conversationalist—almost overnight.

No matter what work you are now doing nor what may be your station in life; no matter how timid and self-conscious you now are when called upon to speak, you can quickly bring out your natural ability and become a powerful speaker. Now, through an amazing new training, you can quickly shape yourself into an outstanding influential speaker, able to dominate one man or five thousand.

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- How to propose and respond to toasts
- How to make a political speech
- How to tell entertaining stories
- How to make after-dinner speeches
- How to converse interestingly
- How to write better letters
- How to sell more goods
- How to train your memory
- How to enlarge your vocabulary
- How to overcome stage fright
- How to develop self-confidence
- How to acquire a winning personality
- How to strengthen your will-power and ambition
- How to become a clear, accurate thinker
- How to develop your power of concentration
- How to be the master of any situation

In 20 Minutes a Day

This new method is so delightfully simple and easy that you cannot fail to progress rapidly. Right from the start you will find that it is becoming easier and easier to express yourself. Thousands have proved that by spending only 20 minutes a day in the privacy of their own homes they can acquire the ability to speak so easily and quickly

that they are amazed at the great improvement in themselves.

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This new method of training is fully described in a very interesting and informative booklet which is now being sent to everyone mailing the coupon below. This booklet is called, *How to Work Wonders with Words*. In it you are told how this new, easy method will enable you to conquer stage fright, self-consciousness, timidity, bashfulness and fear. Not only men who have made millions, but thousands of others have sent for this booklet and are unstinting in their praise of it. You are told how you can bring out and develop your priceless "hidden knack"—the natural gift within you—which will win for you advancement in position and salary, popularity, social standing, power and real success. You can obtain your copy absolutely free by sending the coupon.

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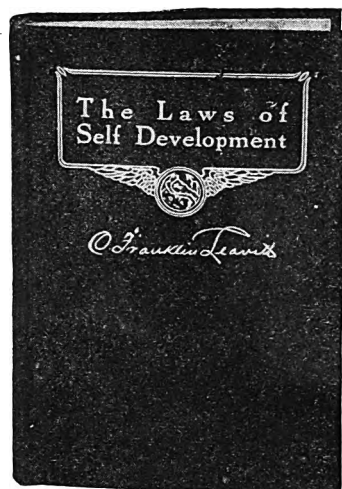
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My Dear Dr. Leavitt:—I want to tell you how valuable and important I think your book "MENTAL AND PHYSICAL EASE AND SUPREMACY" is. I wish the whole complaining world could be given a chapter of this book to commit to memory each week, until the whole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

Very sincerely yours,
Ella Wheeler Wilcox.

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Sincerely yours,
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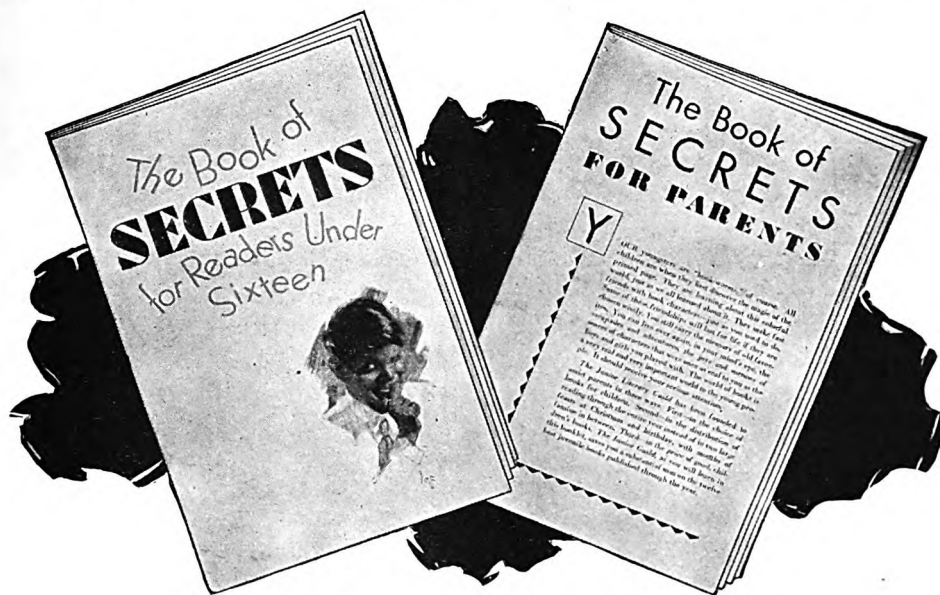
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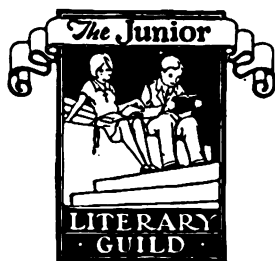


YOU watch their diet carefully—you see that they have clothing suitable to the weather; you do everything in your power to make those children of yours grow up healthy and strong in *body*. What do you do for their *minds*?

Is sending your boys and girls to school enough? You were anxious to teach them to read. Now *what are they reading?* Do you have time to investigate every book or magazine that falls into those young hands? Or do you glance at most of them and say: "Oh, I guess it won't hurt them." Do you trust them to *outgrow* the thousands of notions and improper standards they will inevitably find in promiscuous reading of cheap thrillers? Or do you lean the other way and make the classics distasteful to your children by forcing them to read books beyond their years?

The happy medium is hard to find—yet *it must be found* if your children are to be well equipped mentally. It is to fill this great need

of every parent and every child that *The Junior Literary Guild* has been founded. NOW you can be sure that your children are reading books that are good for them; books that are *building* them; books that are fitting them for life. And the books will be so full of wholesome thrills that the children themselves will literally devour every line of them—probably three or four times.



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**Robert
Engler**

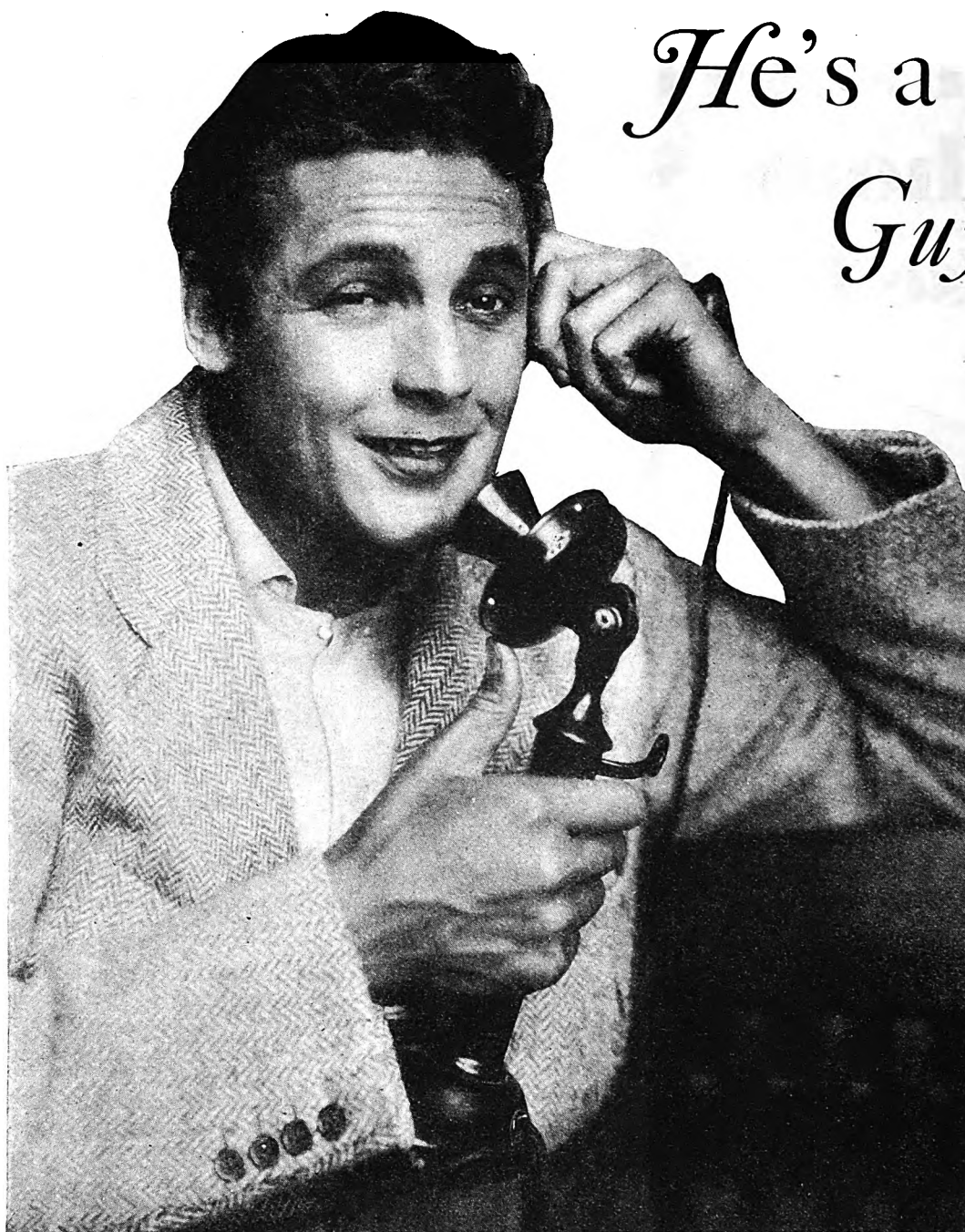


Photo by Fox Films

THE advertising manager of one of the great national weekly magazines is a square-jawed, crisp and matter-of-fact executive. His office is in New York. He is a Yale man. Also a young man, for the position he holds.

In a talk with him some time ago he wore his best business mask. He was keeping me at a safe distance. While not stern, he was aloof and impersonal. Then I asked him what he thought of a mutual acquaintance of ours. His face softened to the mildness of a child and it lit up as if a lamp had been set back of it. Then in his best Yale vernacular he said: "Him? He's a good guy."

A few days later I asked another advertising manager of equal importance the same question about the same man. "Well, I haven't seen Tom for ten years, but he is surely a fellow you can count on," he answered. Still another man who had been associated in business

with Tom for several years had to break the connection for reasons over which neither had any control. With shameless tears in his eyes he told me what a wonderful fellow Tom was to work with.

Walter Hines Page, good Democratic Ambassador to the Court of Saint James, once said of the Republican who is now

President of the United States: "Honest, reliable and energetic, Hoover began his career in California and he will end it in Heaven." Todd, the Republican ship-builder, when asked why he gave a great deal of money to the Smith presidential campaign said: "I did it out of love for Al. He can have all the money I've got." In answer to a similar question the former Governor's friend, John Kenny answered: "I have an affection for Al."

It is rather remarkable that a man's reputation spreads in so large a city as New York. It is still more remarkable that Woodrow Wilson in Washington knew thru his ambassador in London that Herbert Hoover in Belgium was a man who could be counted on above the average.

If the evil that men do lives after them, it is equally true that the good they do while living takes wings and spreads with the four winds.

If you are well read—you can answer these 25 questions



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- Who discovered the circulation of the blood?
- What great poet was Cromwell's secretary?
- Who wrote "Two Years Before the Mast"?
- Who was Aristotle's most celebrated pupil?
- Who was the outstanding dramatist of the Elizabethan Age?
- What is the Malthusian population principle?
- What famous American writer was expelled from West Point?
- Who discovered small pox inoculation?
- What is the significance of the Ides of March?
- What great American pioneer and thinker refused to remove his hat before a King?
- What were the "Spectator" papers?
- What was the Holy Grail?
- What is the title of the most famous collection of harem stories?
- What is the source of the quotation, "Is this a dagger which I see before me?"
- What is Stonehenge?
- Complete the quotation, "If winter comes," and give its source.
- What was the Epicurean philosophy of moral conduct?
- The Autobiography of what famous Renaissance artist is an outstanding frank revelation of a dissolute age?
- What early biographer wrote vividly of the lives of famous Greeks and Romans?
- What woman is supposed to have been Dante's inspiration for The Divine Comedy?
- What were "The Sonnets from the Portuguese"?
- Who was Siddhartha Guatama?
- Who was called "the Father of History"?
- For what was William Caxton famous?
- What astronomer first proved that the earth revolves around the sun?

Test yourself on these questions. They are facts of general information with which the well-read person should be familiar. How many do you know? All can be found in The Harvard Classics. The correct answers appear at the foot of this page.

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The Master Power

A Chat with the Editor

Henry Knight Miller

A FEW years ago an ingratiating melody caught the fancy of the world. It swept from country to country, charming millions with its fascinating, broken rhythm. On American radio stations it would be heard a score of times a night. It reigned supreme for a few weeks, and then was heard no more. Such was the brief, passing vogue of "Valencia". It was overdone—and killed.

For a decade a humble pharmacist labored in obscurity, healing all manner of sick folks who crowded his little drug store, without the use of drugs. Then an English nobleman, hearing of the remarkable cures, visited the little clinic in Nancy and was quickly cured. There followed a stream of notables, including the king of Belgium. Coue suddenly became the vogue. Front-page space in the press was devoted to his amazing cures. He visited America with a blare of trumpets upon the part of his backers. Thousands flocked to him. Many were healed. His clinics were operated in conjunction with registered physicians, so little opposition was encountered from the medical fraternity. Many physicians admitted the power of auto-suggestion to cure various forms of illness, to alleviate others, and to aid the activity of medicine in curing still others. Then suddenly Coue ceased to be front-page copy. He was seldom discussed, except in an ill-advised jest. At length he who had cured tens of thousands, neglecting his own health, fell victim to the racial enemy he so unrelentingly had fought. The king of auto-suggestion passed to his fathers. The king was dead, and the novelty-seeking populace looked for new sensations.

COUE'S WEAK POINTS

WHILE Emile Coue deserved all the attention he received, it is unfortunate for the race that his emergence from obscurity was so sudden and his popularity so contagious, for the fickle throng became quickly satiated and turned to other idols before his message, instinct with the potentialities of racial transformation, was scientifically considered and popularly absorbed.

It is doubtless unfortunate that the silly-sounding little jingle that Coue encouraged his disciples to repeat became so largely associated with his name, cures, and the practice of auto-suggestion. The mass mind is not receptive to new ideas. While it may seem to accept, approve and acclaim, it willingly seizes upon any occasion to repudiate. "Day by day in every way I am getting better and better" was ridiculed—not altogether without cause—and the house of Coue doubtless

fell in consequence of this jingle more than all else.

There were a few weak points in Coue's exposition of auto-suggestion, and, as is often the case, his ardent disciples seized upon his weaknesses rather than his unquestioned strength.

Fearing that concentration upon a particular complaint might invoke the operation of the "law of reversed effort" and aggravate instead of cure the complaint, Coue advised against specific auto-suggestion for a particular condition, insisting upon the use of general formulas such as his "day by day".

AUTO-SUGGESTION DOES CURE

NOW it seems absurdly roundabout to treat a bad headache by saying, "Day by day in every way I am getting better and better." We have cured innumerable headaches by relaxing the patient, gently massaging the head and back of the neck, and saying, "The pain is going, congestion is breaking up, it is getting better, your head is feeling comfortable, you will soon be entirely well, etc., etc."

Sometimes, however, the headache may be merely a sign that something else is amiss in the body, and where the symptom does not yield to suggestion it is well to look for some other cause—indigestion, eye-strain, clogged liver, or other condition which requires specific relief.

But Coue probably cured his patients in spite of his unwillingness to specify ailments rather than because of it. The big point is that auto-suggestion does cure. It is one of the greatest powers on earth which because of prejudice and lack of understanding is being little used. We are employing suggestion and auto-suggestion constantly, but we fail to do so systematically and constructively. Someone says, "You are looking fine today," and we immediately begin to feel better. Another may say, "What is wrong with you? Are you sick? You look as tho you needed a doctor," and we begin at once to feel a sense of physical depression. We talk with a man who fears he cannot make good in a certain situation and urge, "Certainly you can do it." Our encouragement is a suggestion. He transfers it into an auto-suggestion, saying to himself, "Certainly I can do it. I am just the man." And the chances are, he does it.

The whole science of advertising is built upon this principle. It is not so much the conscious, reasoning mind that advertising appeals to. It is seeking to implant suggestion into the subconscious, knowing that it is the subconscious rather than the conscious that most

largely controls action. The advertiser wants action. His appeal is a suggestion directed at the instincts, emotions and the other subconscious motivation sources. If his suggestion is sufficiently strong people act favorably upon it and buy his product.

Physicians of every school of therapy use suggestion. The chiropractor makes an adjustment and exclaims, "That's the time I got it. Now you will feel better." The medical doctor gives his prescription and says, "Take this and you will be all right." The drug may be worthless, but the suggestion "you will be all right" may cure the patient.

Religion persistently utilizes the principle of suggestion. Most of the dogmas of the church are barren, but the suggestive element has infinite potentiality for good. The elaborate ritual, pomp, robes, candles, incense, and rumbling organs may seem child's play to the mature mind but to the untutored they are suggestive of the awful presence, power and splendor of deity—that is the kind of deity that appeals to the infantile imagination.

Suggestion and auto-suggestion are master powers because they are the keys which unlock the door into the subconscious, and the subconscious is the seat of those forces and energies which dominate and control life. Our behavior is conditioned only to a very limited degree by the conscious or thinking mind. We do not reason out our actions to any appreciable extent. We perform them, driven on by subconscious and unreasoned urges, instinct, fear, anger, love, sympathy, habit, etc. We act first and later may reason out why.

The subconscious does not reason. It accepts strong suggestions and immediately starts to work to create if possible the condition suggested. It is a dynamo of restless energy. Its function is not to think but to respond. Much of its activity is a blind, restless, surging of energy. Much is instinctive. It governs every vital function of the body, controlling the digestive, assimilative, cardiac, glandular and other unconscious activities. It repairs broken-down tissue and directs the life-preserving forces such as the white corpuscles in the blood stream.

THE SUBCONSCIOUS IS NOT CRITICAL

REASON not being a function of the subconscious, it lacks discrimination. There is no critical power. It cannot reject a suggestion. That is the function of the conscious mind alone. In that sense the conscious is the mentor or censor of suggestions allowed to pass into the subconscious.

But once the suggestion is strongly implanted, the subconscious starts to work at once to create a condition corresponding to the suggestion handed down. Hence negative suggestions are as destructive as constructive suggestions are beneficial. Constant thoughts of sickness become auto-suggestions which result in weak, sickly bodies. Suggestions of inferiority inhibit the free exercise of one's abilities and create failure.

Suggestions of fear, anger and hate poison the blood stream and interfere with the proper activities and functions of the body.

It is an established fact, then, that thru suggestion or auto-suggestion we can correct our mental faults, break up bad habits, stimulate every vital bodily function, change at least to some degree our bodily organisms, cure a vast number of diseases unaided by medicine, facilitate the more rapid healing of other conditions where medicine or surgery may be required, and prevent sickness by keeping the thought of health, vitality and physical fitness impressed upon the subconscious.

TEST YOUR SUGGESTIBILITY

EVERYONE is to some extent amenable to suggestion, tho some are much more suggestible than others. Note, for example, the tendency to yawn when others yawn, blush when accused of blushing, to feel hot or cold according to suggestion offered in either direction. The use of a fan generally increases heat because it suggests that it is hot. There is the suggestive fury of the mob in a lynching, the frenzy of a crowd in a panic, the extremes of partisanship or patriotism in a political or national gathering.

Everyone can test the power of auto-suggestion. Start with simple suggestions. Success with these will give greater confidence in attacking more involved conditions. Suggest upon going to sleep that at exactly a certain fixed hour you will awaken. You can soon train the subconscious so that an alarm clock will be unnecessary. Then, if you are depressed, suggest that you will awaken with a sense of exuberance, possibly humming a tune, or whistling. Give yourself the suggestion that at a specific hour the next day you will do a certain thing or remember something. If you suffer from insomnia suggest that you are getting drowsy.

that you cannot hold your eyes open, and are going to sleep. Think slowly—"Sleep, sleep, sleep. I am letting go—falling asleep."

If you have a headache, gently massage your head to aid in concentration, especially at the back of the neck and base of the brain. Think or say aloud, "It is going. The pain is passing. Congestion is healing up. I am feeling better." Then repeat very rapidly so that the conscious mind has no chance to offer a counter suggestion—"Going—going—going—going—" Then shift the attention rapidly. Look away off. Picture a pleasant and tranquil scene. Take a deep breath of pure air. Move around and do not think about your head. I can cure my own headache in a few seconds, now having gained perfect subconscious control, and seldom fail to cure another's headache in two or three minutes of suggestive treatment.

From these simple suggestions move confidently to the more difficult. Achieve a state of perfect physical, mental and emotional relaxation. While practicing auto-suggestion concentrate

Our next editorial chat will be on the subject of "Suggestion—How to Help Others" in which Dr. Miller will continue his discussion of this master power and how we may use it to the betterment of those with whom we come in contact.

Man of Many Skills

Louis Welzmler

By Wainwright Evans

DR. LOUIS WELZMILLER, director of Physical training in the Y. M. C. A. of New York City, has devoted one day a week for the last forty years to the riding of an extraordinary hobby—to wit, the acquiring of new skills, the learning of many trades. He is jack of pretty nearly all the trades there are, apparently; and he is master of them as well, and could make his living from any of them if he wanted to.

As a result of a lifetime of this peculiar method of self-education Dr. Welzmler is today a first-rate carpenter, a skilled cabinet-maker, a designer and builder of boats, a watch-maker, an architect, a photographer, an amateur astronomer, an efficiency expert, a plumber, a mason, an iron-worker, a machinist, an automobile mechanic, an expert in mechanical dentistry, a competent steam engineer, an expert in woodcraft, a licensed wilderness guide in the State of Maine, a blacksmith, an adept in practically every sport played in schools and colleges, an electrician, a Doctor of Medicine (New York University Medical School and Bellevue Hospital), a Bachelor of Science (Columbia University), a Master of Physical Education (Springfield), a Fellow of the Physical Education Association of the United States and Canada, and a number of other things which I may have overlooked.

Dr. Welzmler has been riding his unique hobby one day a week since his boyhood. Generally speaking his system has been to take one-day-a-week jobs, usually without pay, in various trades and occupations that he wanted to learn. When he wanted to know all about automobiles, for example, he worked in a service station, with grimy hands and greasy overalls and all the rest of it, for a year. When he wanted to know about watches, he went where they repaired watches, got a day-a-week job, and learned that craft; and so on down the line. As soon as he became adept in one thing, he went on to the next. A lifetime of that has rolled up

for him an astounding list of accomplishments. He is jack-of-all-trades and master of them as well.

When you come to figure it up, you find that he has, since his boyhood, invested something like 2000 days of working, or playing, time in his pursuit of this great variety of skills. That amounts to about six solid 365-day years; measured simply in terms of hours of actual work, it involves a greater investment of time than two ordinary college courses of four years each, not counting the time he has put in acquiring his several university degrees.

In reality the totals run far beyond these figures; for Dr. Welzmler has a way of spending his spare minutes, and particularly his evenings, tinkering with this, making that, repairing something else, and generally applying and perfecting his fund of skill and experience instead of letting it lie fallow.

Young people with their lives before them might well take a leaf from Dr. Welzmler's book; for he has reduced living to an art, and he is a happy man in consequence. His fun is useful fun; his amusements are productive; his recreations are re-creative. All his life he has gone on doing, with

increasing skill and versatility, the identical thing which every child does when it takes a hammer and some nails, and drives the nails into a piece of wood just for the fun of doing it, and for the fun of learning how. All children play that way. They long and thirst for all kinds of skills. They collect skills like little misers. A child will toss a ball by the hour till he learns to control it; he will try and try to climb a tree till he climbs it; he will pry and pry till he knows what the birds are saying; and he will dig and sweat over a flower bed till he sees how things can be made to grow. It is the impulse to *make*. It is one of the tragedies of our system of education that it destroys that impulse by requiring children to sit with books in their idle hands behind a school desk for six hours a day.

Somehow Dr. Welzmler hung onto that impulse.

*What is an Education?
Who is Educated?
To such questions Dr. Louis Welzmler comes near to being the complete answer.*

Not what you know, but what can you do is the thing that matters. Abstract knowledge is always a bit shaky; it falls a little short of certainty. But when you have MADE a thing, there it stands. You have become a CREATOR—which is Life at its highest pitch.

Dr. Welzmler's multiplicity of skills is nothing short of astonishing. Perhaps he can lay claim—but he would laugh if you suggested it to him—to being the best educated man in America. In addition to that—and perhaps even more important—he is one of the happiest.

It carried over into his adult life. He makes. And if he were to write himself an epitaph, he might fittingly choose, "Louis Welzmler, *Fecit*." With the unquenchable enthusiasm of youth he collects skills; and those skills keep him so young that he feels the impulse to collect more and more skills, and so keep right on growing. Yes, decidedly, here is something for youngsters to think about—youngsters with their lives still ahead and in the making.

I found Dr. Welzmler in his office. Thru the glass door one could look out into the gymnasium, where a few score men of varied ages were at work, some of them at the weights, some busy with handball, some hurling a medicine ball and grunting when it struck home, some trying wrestling holds on a mat over in the corner. It was a lively scene, and I saw his eyes glisten as he looked out at it. He started to talk about it.

"Never mind about that," I retorted. "It's you I'm after. I want to know how you spend your Wednesdays off, and where you gathered up this ungodly collection of skills, and what it's all about anyway?"

"Why don't you try it yourself," he smiled, "and then you wouldn't need to ask?"

"What started you?"

"What starts any child at doing things?" he asked. "My father, thank God, liked tools, and had a lot of them. It was taken for granted that I should learn a trade. When I was small I used to fill my pockets with apples and go where carpenters and plumbers and mechanics were at work and bribe them with the apples to let me handle and play with their tools. I don't think they cared much about the apples, but I suppose my enterprise tickled them. They soon found that I was careful with the tools, and after that I had a free ticket. Of course I watched everything they did, and my mind took

it in as a sponge does water. I used particularly to like to watch the men in the wood-working shops and the blacksmith shops and the other shops the same way, with my fingers fairly itching to try it. I learned a lot, and as I grew older, I used to try my hand at helping out with small jobs. In short I walked into all the unions without a ticket,

and came in on the ground floor; and those craftsmen taught me things.

"When I was fourteen I was running a steam engine, a stationary engine; and as Kipling would put it, I learned about steam engines from her. By the time I was thru with that job I could have taken apart every piece of that machine and put it together again.

"Another thing I was always doing was making boats. They were pretty good boats, too, tho not so good as those that I learned to make later on. Finally I turned to cabinet-making and wood-turning as my trade. There is no work so fascinating to the average boy. Can you tell, when you run a plane over a glued joining, whether the thing is glued right simply the way it feels thru the plane? Do you know by instinct how much to allow in the measurement of this or that; when a piece of wood will split, or how far you should tighten a bolt?—Well, I learned things like that, then and later. It's as tho everything you touched were alive. You get a special touch faculty by such work, and a special sympathetic understanding of the material you work with.

"Well, that was the start of it all. I became finally interested in construction, and dissatisfied with a mere carpenter's knowledge, so I got the itch to study architecture, and came to New York to do it. In New York I became interested in Y. M. C. A. work, particularly in the physical training end; and I went to Springfield, Mass., for a technical training in that line. But that didn't satisfy me. I wanted a deeper scientific foundation. So I took a medical course. That led to the need for studying in a wider field; so I took a regular college course at Columbia, and wound up with a B. S. degree from that. In other words, I worked backward to the fundamentals. I did things first and

learned to pick them to pieces and analyze them afterwards. I think all education should be imparted in that reverse order, just as children learn to speak first and study grammar afterward. Nobody learned to speak by studying grammar nor by any other merely analytical approach.

"In the meantime I made a constant practice of putting in



The Welzmler home at Lake Waramaug, New Preston, Connecticut.

one day a week, usually Wednesday, for learning how to do something new. It wasn't a trial or a task in my eyes. I went to it as a good many men go to golf on Saturday afternoon. It was my recreation. I preferred it to sports because it gave me something to deal with that I was not already familiar with, and because it was productive and useful. Sometimes the new pursuits afforded a lot of physical exercise and sometimes they didn't, but always they called for a full exercise of one's powers; and whether I was fixing a watch or an automobile, I would come home to dinner with the appetite of a wolf, keen and refreshed, yet healthily tired. You might not believe it, but a man can use as much energy in fixing a chronometer as he can in fixing a Rolls Royce. It takes as much effort to be precise as it does to be strong, or to drive a screw under a magnifying glass as to drive one with a screw driver two feet long.

"My system was to get one-day-a-week jobs, usually without pay. When I became interested in time-pieces, for instance, I wanted to know all about them. So I got a job in a watch repair shop, and gradually I learned the whole thing. I kept that up for about a year, and by the end of that time I was working on equal terms with some of the best repair men in New York City. I could make my living at that work any time. Incidentally I took a good watch, and got some special, split-second parts for it, and so made me a chronometer whose accuracy one measured in fractions of a second. I like to have a watch by which one can tell whether the sun is on time or not.

"I bought a second-hand car with an air-cooled motor; and that told me that I wanted to know as much about cars as I did about steam engines. So every Wednesday I'd put on overalls and go to work in a service station, where I took on every sort of job and learned every kind of cussedness of which cars are capable. Of course I went at it with a more curious mind than did the mechanics with whom I worked. I read books, I was feeding all the time on the scientific principles back of the thing, and I made quick progress. It wasn't long before I developed rather marked skill in diagnosing the ailments of cars; and when a car came in that had something the matter with it that nobody could put a finger on, they would turn it over to me. This may have been partly due to the concentrated study I had given to the whole subject, but I think, too, that the ability to diagnose machine troubles is a peculiar gift. You have to have a sympathetic feel for machinery. There are physicians, you know, who have an uncanny gift for diagnosis of the human body. It is a thing more subtle than mere acquisition of facts. As to that car I bought, by the way, I ran it ten years, and had it in such good condition at the end of that time that I sold it for \$200.

"I took the notion that I would like to learn mechanical dentistry. The Y. M. C. A. had a school that taught that. So I put in one day a week at the work, from nine in the morning till eleven at night.



Dr. Welzmillers' gifted wife, Blanch Wylie Welzmillers. B. S., A. B., M. A.; dramatic teacher and coach; ex-Deputy Commissioner of Markets, New York City; Member Federal Coal Commission; President Woman's Press Club.

By working at that pace I kept up with classes that were working on a five-day-a-week schedule. I went quickly from one job to another. I didn't always finish every piece, but I did every operation till I was satisfied of my proficiency in it. I learned to make bridges, crowns, false sets, etc., and I could go into that line of work successfully today if I chose.

"There was a period during which I turned to the perfecting of my already considerable practical knowledge of boat-building. I wanted to learn to make designs, drawings, and forms, and to make all kinds of boats. So I took a job with one of the most famous boat-building firms in the country. Today I can do a boat from soup to nuts. I worked for two months, for instance, with men who were making racing shells. There is no department of boat-building that calls for more exact knowledge or more unerring skill; and I was proud of my ability to hold my own in that. I could make a racing shell today that would stand up and perform with the best of them. Not long after, I designed and built a speed boat. I began work on the 28th of June, and I ran that boat in a race in the third week of July. I did every bit of the work, including the designing and drawing of the plans, and the installation of the engine. I got the thing done on time by working every day, all day. I have made other boats since—ranging from canoes, sail-boats and ice-boats to small cruisers. I could make a living at it.

"I have always been an enthusiastic sportsman. I am proficient in most games, and particularly fond of getting out in the woods. I know my Maine woods very well, and am a licensed (Continued on page 61)

Master Mistake Meets Dr. Psychology

By

Lowell Ames Norris



Master Mistake has climbed down from his stool of disgrace and tossed aside his dunce cap.

AT last Master Mistake has an opportunity to show he is of some use. He has climbed down from his stool of disgrace, tossed aside his dunce cap and stands ready to take his place at the head of the class of modern progress. He is now going to teach the teacher.

Professor Wayland F. Vaughn, Ph.D., head of the Psychology Department of the College of Liberal Arts of Boston University, is making a novel collection of the mistakes made by students during college examinations and intelligence tests conducted in colleges and universities thruout the world. From all this mass of conglomerated misinformation he is seeking the psychological reasons why such ridiculous answers should be given to questions that have been considered more or less general knowledge. Delving deep into the reasons for this lack of knowledge Dr. Vaughan has evolved several interesting theories which may mean that a new system of education will be given to the world thru a scientific method of profiting by the mistakes of others.

Many sensational "facts" are gleaned from these "student howlers" which Dr. Vaughan is preserving for future serious study. "America was discovered by a Spinach." "The three most important planets are Satan, Venice and Juniper." "Jefferson Davis was one of the signers of the Constitution and a supporter of the Union." "James M. Barrie is a well-known child

movie-actor with plenty of freckles." "Marriage is a sacrament where a priest unites a man and woman in fatal union." "The duties of the Minister of War is to preach to the soldiers."

Every one of the fifty-seven varieties of mistakes with a few odd thousands thrown in for good measure, saved from the scholastic waste-basket, are interred with fitting ceremony in this unusual file until resurrected for possible analytical dissection. A "coroner" may be "one end of a room," a "man who interviews dead men after a murder" and pronounces "dead men dead," or "a man who prepares a body for the undertaker." The phrase "Summum-bonum" was interpreted to read "Some bum, some good." "Guilds were the ancestors of trade unions, but now only old women go there to sew." "The sugar act was very distasteful" while "Lórd Baltimore helped Ben Franklin in the Louisiana Purchase."

"Such mistakes formerly found a final resting place in the college incinerator," says Dr. Vaughan. "Now they provide a valuable insight into the mysterious workings of the human mind. I have found that these 'boners' and 'howlers' made by students have valuable psychological values. Thru the study of these mistakes it begins to look as tho many mental reactions, hitherto not understood, will reveal facts of inestimable worth to education as a whole.

"The mind works by means of association in terms of the nervous system. What we know as 'meaning' is, after all, a development of the association tracts or fibers in the human brain, commonly known as intelligence. There are three laws of association from the psychological standpoint:

1. Similarity
2. Contrast
3. Contiguity

A complete comprehension and application of all these three laws mean the acquirement of well-founded

A Review of Dr. W. F. Vaughans's Research into the Sources of Student "Howlers"

Illustrated by
Morgan Dennis

knowledge and the ability to avoid mistakes. When these laws are mastered and their application generally understood there will be a decided advance in mass education, for men and women will think constructively and as a result become better informed.

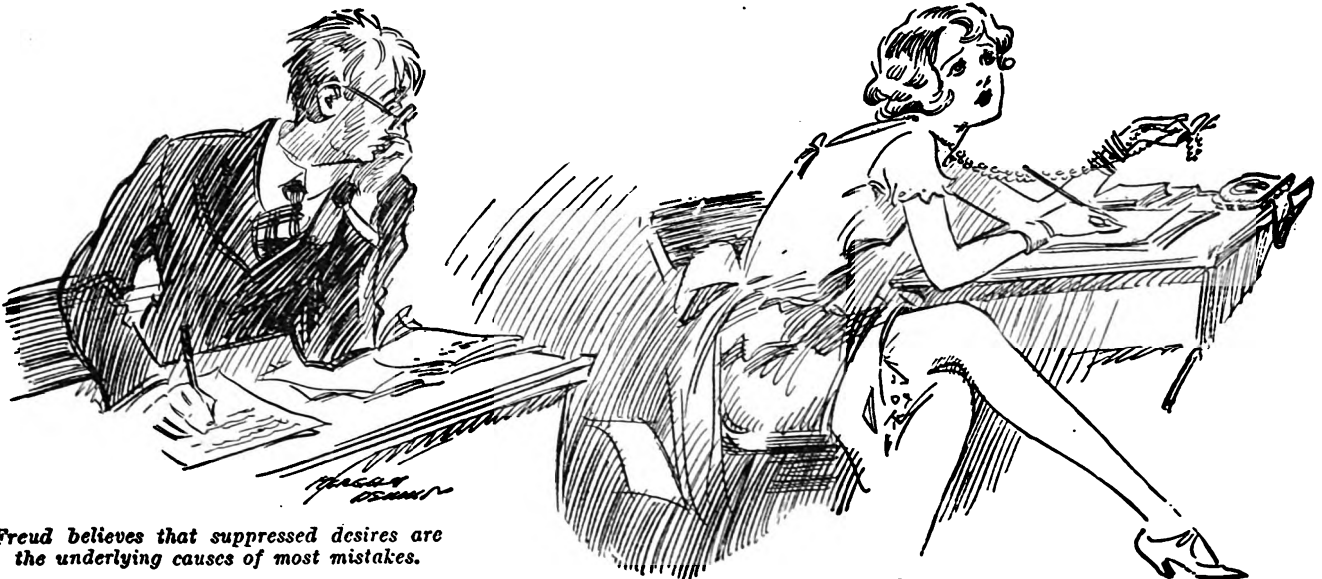
"I lay no claim to any new or startling discovery. I am merely making a modern application of the theory advanced by Freud who was the first to discover, twenty-five years ago, that every mistake had a significant meaning with a definite, logical reason existing behind every erroneous word or action."

Freud, Dr. Vaughan reminds us, believes that suppressed sexual desires are the underlying causes of most mistakes. However, Dr. Vaughan, a former Yale hockey star, with all the athlete's dislike for the morbid, is conducting his experiments along lines best designed to meet the needs of everyday living, and he believes the answer to his problems will be found in the thou-



sand and one "howlers" collected from students all over the country. Yet his investigations include many more mistakes than those found upon examination papers. He scans the newspapers for current happenings which may be considered and analyzed from similar viewpoints. One of his most popular examples cited in the class-room is the news clipping of the father, who seeing his son in a tree, mistook him for a bear and shot him.

"Individual mistakes do not interest me personally," he continues, "except in endeavoring to learn why the



Freud believes that suppressed desires are the underlying causes of most mistakes.

mistake was made. It has been my experience that almost all mistakes are the results of faulty association of ideas. Recently I added a paper to my howler file from a student enrolled in a very well-known Ohio university.

"In reply to a leading question asked the class concerning Frances Willard, probably one of the greatest reformers and educators of her age, a certain student said that this 'man' was a well-known colored prize-fighter. Here again the mistake was occasioned from a faulty association of ideas not properly assimilated in logical fashion by the student.

"The student recalled Jess Willard, the famous prize-fighter who knocked out Jack Johnson, the negro champion, some years ago. Without stopping to arrange these various facts, doubtless known, in their proper sequence, the student jumped to the conclusion and wrote down the answer which is obviously wrong. And so it goes. Almost every mistake can be traced back to the same type of faulty reasoning."

Dr. Vaughan is not yet prepared to state whether or not every "howler" in his file has a real academic value, but all in all they make a notable collection probably unequalled or even approached in the world. There is a wealth of human-interest behind these answers. One "learns" that "D.A.R." is the abbreviation for the Grand Old Party. "Sherlock Holmes" is a mystery story from the pen of Charles Dickens, Henry W. Longfellow or Edgar Allan Poe.

Fame indeed hangs upon a slender thread, and those whose footprints have appeared upon the sands of time will need bigger and better press-agents if their names are to be remembered by "howler" students. Madame Curie is declared to have been the organizer of a peculiar cult "that if you think you are, you are"; Jane Adams is known as the author of *Pride and Prejudice*; Mark Twain severed the mythical Gordian knot; Marconi was, according to one student, a famous Jewish king, while yet another pronounced the inventor to be a popular Italian dish. Poor Bismarck fared worst of all; he was said to be a "new kind of doughnut without any hole".

The mind of a student is a strange and awe-inspiring thing. "Howlers" seem endless. One reads 'em and weeps. "The Vatican is an official in the Catholic church next below the Pope"; a deacon, one student said, "is the lowest kind of Christian" while a monastery is "a place where monsters are kept". In medical knowledge "howlers" excel. "False doctrine is when a doctor gives wrong stuff to a man"; an "optimist looks after your eyes" and "a pessimist looks after your feet."

Other "howlers" which will

probably come under Dr. Vaughan's studious eyes include such gems as "A grass widow is the wife of a vegetarian." "A person who looks on the bright side of things is called an optimist, while the person who looks on the dull side of things is called a pianist." "Alexander, the Great, was born in the absence of his parents." "Edward III would have been King of France if his mother had been a man." "In 1658 the Pilgrims crossed the ocean and this is known as Pilgrim's Progress."

"There is only one way to avoid such ridiculous mistakes," asserts Dr. Vaughan. "The critical power must be definitely increased. Observation and concentration must become second nature. Intensive observation of these howlers in my collection convinces me that school-room training is not sufficient. We must go back further than that.

"We must begin just as soon as the child is able to observe and take stock of things around him. That, I believe, is the only way that the association tracts in the brain may be developed to a proper degree of intelligence. Just as much care must be taken to develop a child mentally as physically.

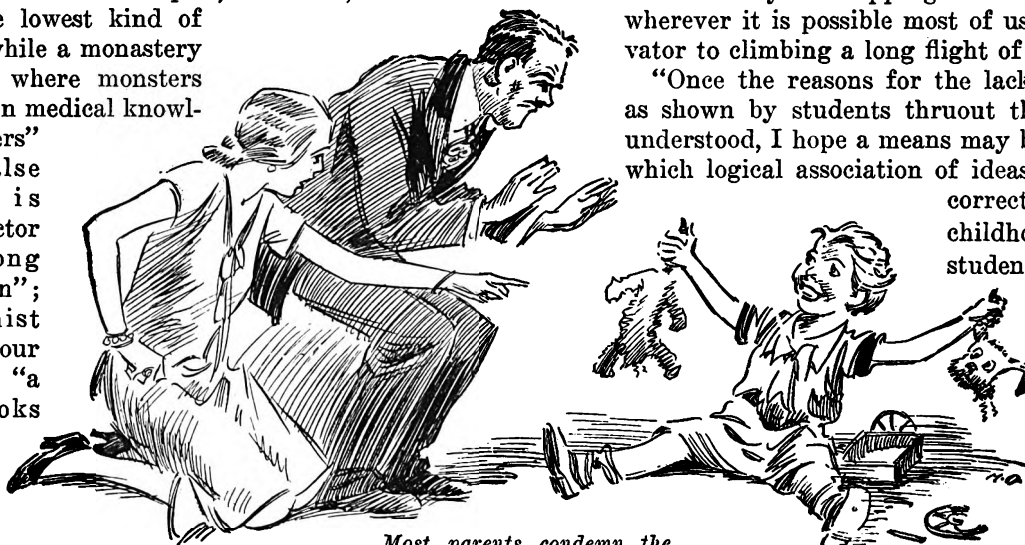
"It is as important that the child be given exercises to develop his brain as that he be given kiddie cars, scooters and other toys designed to develop the muscles of his legs and arms. These brain exercises should be carefully planned. The child should be given a wide variety of mental experiences. Children's toys should be instructive as well as recreational. Every toy should be carefully selected. There should be balls which roll, toy dogs that bark, toy cats that meow, blocks and other devices that can be used for constructive building.

"Most parents condemn heartily the destruction of toys. This sort of criticism can be carried too far, for altho breaking toys is more or less destructive in character it has its constructive value because in no other way can the child find how toys are put together and how they come apart. As the child passes thru its successive stages of juniority, if these physical and mental exercises are continued, altho constantly becoming more difficult, the child upon reaching maturity will be better equipped to deal with life.

"My sole excuse for this collection of howlers is that it is far better to profit by other people's mistakes, and altho mistakes may be stepping stones to knowledge, wherever it is possible most of us prefer an elevator to climbing a long flight of stairs.

"Once the reasons for the lack of knowledge as shown by students thruout the country are understood, I hope a means may be perfected by which logical association of ideas may be made

corrective from early childhood until the student is able to utilize this knowledge in practical fashion when dealing with problems in everyday life."



Most parents condemn the destruction of toys—but in no other way can the child find out how toys are made.

Glands *and* Growth

A Study of the Relation of the Glands to Physical and Mental Development

By

Dr. Edwin F. Bowers

A GREAT deal has been written—including a couple of hundred reams of nonsense—on the importance of normal ductless gland functioning in relation to physical, mental and moral development in children. The issue has suffered almost as much at the hands of its friends as it has at the hands of its enemies.

Overstatement and exaggeration have been, if anything, even more harmful than denunciation. However, after the smoke of battle has cleared away, there are certain facts which stick out like a flock of sore thumbs, and which may not, in justice, be denied.

Certain of these facts have to do with those conditions of deficiency that are incontrovertibly of glandular origin and that, so far as our present knowledge extends, yield to no other form of treatment except treatment directed specifically towards the glands.

I am speaking now of gross manifestations, not about hysterical or neurotic symptoms which latter, quite uniformly, yield most effectively to mental or suggestive treatment.

The gross manifestations of deficiency in gland functioning in children are well recognized. One of the most obvious of these manifestations is a lack of "regression"—the shriveling-up tendency—in the thymus gland, the gland of childhood. This failure to atrophy creates a condition in which the infantile characteristics of the child persist, sometimes well into the age of puberty. This age is retarded by continued activity in the gland, that tends to make all babies of whatever race or color substantially alike until they are two or two and one-half years of age.

A lack of functioning power in the thyroid gland will result in cretinism, a condition in which the child is little more than an idiot, with a great, round head, thick protruding lips, lack-luster face, thick pigmented skin, stout stumpy legs and a grotesque body. Similarly, abnormalities in the functioning power of the pituitary gland, the puberty gland, the adrenal glands, or the parathyroids may produce definite effects.

However, there is one condition, due to deficient activity in one, or in a combination of two or three

ductless glands, which brings about one of the most common of all conditions in children, one which may be a life-long handicap to the child, and to the

individual that grows up out of the child.

This condition is ordinarily known as "backwardness". It is characterized by inattention, backwardness in study, incorrigibility, and a lack of normal physical, mental or moral development. It leads the child to steal, to lie, or to inflict cruelty upon animals or upon other children. One of the first manifestations of this condition is an abnormal activity of the pituitary gland. It is believed that our cruel cave-man ancestors shared with the gorilla this abnormal over-development of the pituitary. This hyper-development

of the pituitary in children is ordinarily checked and corrected by the developing activities of the puberty gland. However, when these activities are either subnormal or abnormal, the pituitary gland fails to fall into its normal relation with the other endocrine glands, a condition that produces well-defined symptoms in children.

Similarly, with the adrenal, parathyroid and other glands. Lack of functioning power or abnormal functioning power in these glands cause changes in the nutrition, in the skin function and in the tooth-building

powers of the child that frequently cause the mother much anxiety.

The very common condition known as *infantilism* is, almost without exception, traceable to a lack of proper functioning power of one or more of the endocrine glands. In this condition the child does not mature mentally or in physical development, altho it may attain normal size and weight. Often he becomes only a grown-up baby, clinging to his mother's apron strings.

This is the type of child who is made the butt of ridicule by his fellows at school, the "sissy", the "mama's boy". His lack of pituitary, adrenal and gonad development unfit him for rough contact with the whooping, fighting male of his age, who is *psychically* back in the age, or at the stage of racial evolution when might made right, and when the good things of life went to those who were (Continued on page 60)

Dr. Bowers is an authority in the new field of gland functioning.

This simple analysis of the Facts about the importance of normal gland development in children is of special value and interest to parents.

Most encouraging is the doctor's statement that medical treatment for abnormal conditions can be helpfully augmented by Suggestion.

Priapus *and* the Devil

An Analysis of the Psychological Principles of Indulgence and Revolt

PSYCHOLOGY is fortunate in that it can glean valuable information about man, not only from historical records but equally well from myths and legends. Objective truth is not of vital importance. A story from Ovid or Milton, provided it represents current tradition, is as good material for the psychologist as a passage from Livy or Lecky. Folklore reveals quite as well as history the working of the human mind and reflects the cherished dreams of mankind no less precisely than analyses of social movements carefully made by scientific historians. Hence annals and romances that tell of Priapus and the Devil call for the serious attention of students of the human mind.

The Devil, whose personality is far less conspicuous for impropriety than that of Priapus, has maintained his place in human thought and language to a remarkable degree. His background is so unique, so exceptionally impressive, that he has made an indelible impression on the imagination of mankind. From heaven he came, or fell, after fighting so extraordinary a battle—the most hopeless battle ever warrior engaged in—that Milton makes a hero of him. John the Evangelist tells his story in the Apocalypse. "And there was a great battle in heaven. Michael and his angels fought with the Dragon, and the Dragon fought and his angels; and they prevailed not. And the great Dragon was cast out, that old Serpent who is called the Devil and Satan, who seduceth the whole world; and he was cast unto earth, and his angels were thrown down with him."

The Devil's next appearance is in the Garden of Eden where, in the guise of a Serpent, with great cunning and persuasiveness, he seduces Eve. Here he has his revenge on Michael and Michael's God. What force could not achieve is gained by strategy. He sets afoot a great rebellion among the sons of men against the Divine Absolutism. He reveals himself as a divine Bolshevik; and unfurls for the first time the Red flag. He put it to Eve that there was knowledge to be gained, knowledge of good and evil, *deifying knowledge*, if only she would eat the forbidden apple. He espoused the cause of science against obscurantism, and proclaimed

the right of man to taste all knowledge. He split mankind forever into two classes: those who shut their eyes thru fear, and those who open their eyes on everything. He lit the brand that a thousand of his subsequent followers were destined to hold aloft; from Galileo to Lenin, from Voltaire to Einstein.

Around this picturesque figure of a great rebel, many stories, more or less inconsistent with the main feature of his character, have been woven. In the Bible he is spoken of now as a magician, deceiving men by witchery; now as a sordid or bloody pagan god, seducing men from true religion; now as a living disease entering the bodies of men and throwing them into convulsions and epilepsies. Later on, in the Middle Ages,

he is painted as the Father of Witches, holding with them lewd festivities on Walpurgis' Night on Mount Brocken (Hartz Mountains); or as a Vampire sucking the blood of men and women; or as a corrupt Philanderer, slipping by night into the bed of a virgin, or into the bed of a youth. In some places he has been worshipped as a Divine Serpent; in other places he has been thought of as an all-powerful and honorable merchant who in exchange for a contract signed in one's blood, and pledging one's soul, will procure and deliver valuable goods. In Paris he is known as a perfect gentleman; rich, well-dressed and cultured; somewhat malevolent perhaps, but quite capable of disinterestedness in trifling matters. Christian children are

This scholarly article by Dr. Boyd will doubtless produce painful shocks in the minds of those who are as yet unfamiliar with the subtle connections found to exist between ancient myths and rituals and modern psychological science.

James Branch Cabell and Louis Bromfield have succeeded in putting significant points of mythology into the form of graceful literature. Dr. Barrett does a real service to students of psychology by compiling this unique synthesis of pagan, Jewish and Christian legend and dogma and showing their relation to present-day thought.

taught to hate and fear him as "The Evil One", and are instructed in the method of overcoming him; namely, by throwing drops of Holy Water where he is supposed to stand. Saints wrestled with him and spat in his face. Ascetes denounced him as the Tempter. Even Christ listened to his "temptations," tho of course they had no effect upon Him. Paul spoke of him and of his numerous agents as "principalities and powers" and warned all men to beware of them. In Zoroastrianism, the Devil appears as Angra Mainyu. Lewis Browne thus sums up his story as it is unfolded in the East (*The Believing World*, p. 203): "All the world was one great battle-ground. On the one side was Ahura Mazda, the wise Spirit, supported by his six vassals:

By
E. Boyd
Barrett

Good Thought; Right Law; Noble Government; Holy Character; Health; and Immortality. Pitted against him was Angra Mainyu, the Lie Demon, supported by most of the old gods of the popular faith. And midway between the two contending parties stood man." The Devil is, therefore, in the mind of the people, part of the great dichotomy; Darkness against Light; Evil against Good; Chaos against Order; the Flesh against the Spirit. But people grow weary of thinking blue-black thoughts, and they gradually soften down the terrifying conception of the Devil, that their priests try to keep alive. They come to speak of him familiarly, almost affectionately. Thus Robert Burns writes in his *Address to the Deil*:

Hear me, auld Hangie for a wee,
And let poor damned bodies be,
I'm sure sma' pleasure it can gie
E'en to a deil

To skelp an' scaud poor dogs like me

An' hear us squeel!

Let warlocks (wizzards) grim an'
wither'd hags,

Tell how wi' you on ragweed
nags,

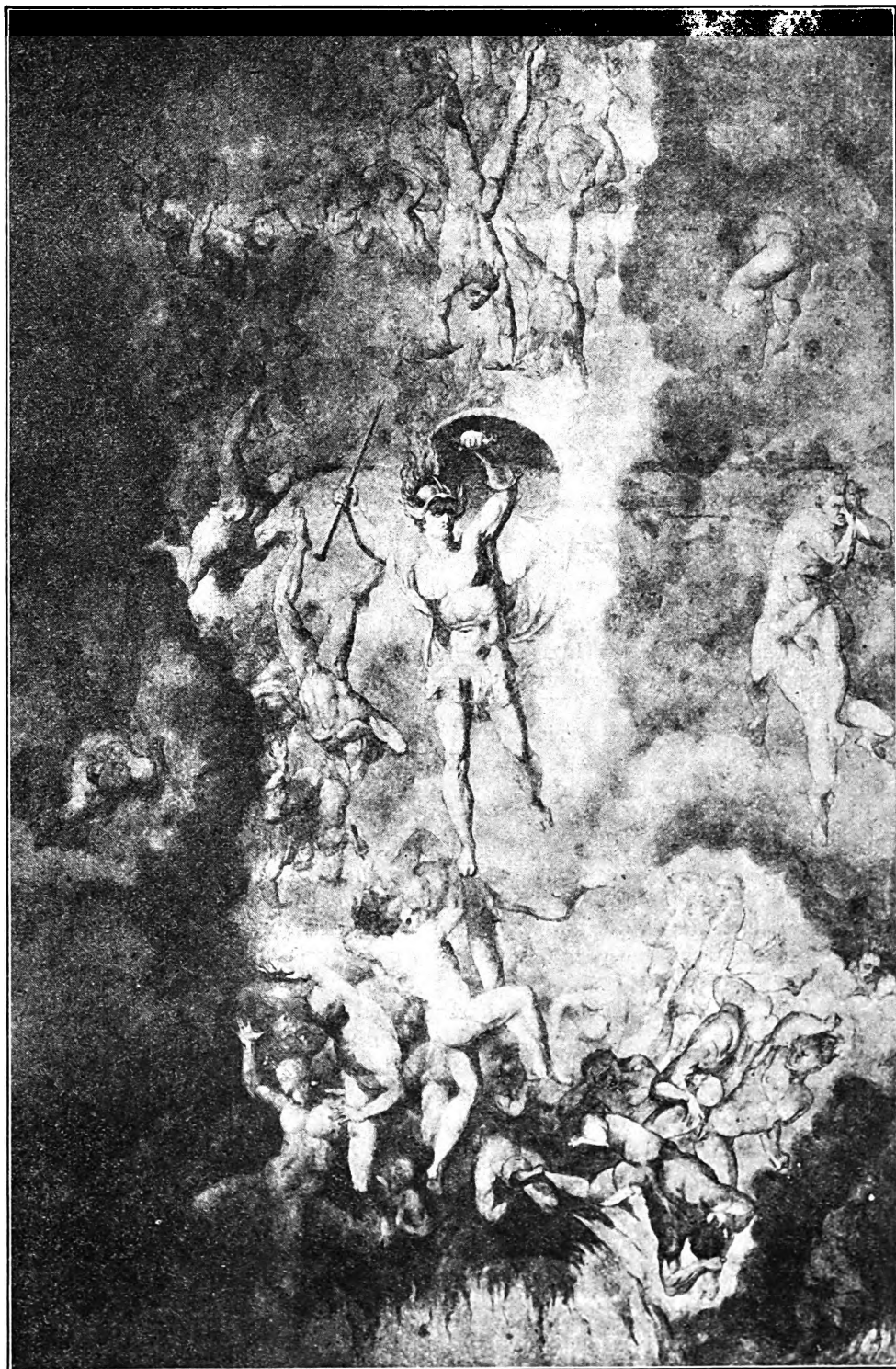
They skim the muirs and dizzy
crags

Wi' wicked speed:
And in kirk-yards renew their
leagues

Owre howkit (interred) dead.

In contrast to this gloomy, tho picturesque figure, we have the genial, erotic, well-wishing Priapus of the old Greek and Roman world.

He is not at all bent upon harm, but solely upon love, mostly sensual love. He is not a hero or powerful chieftain commanding many followers, but a good-natured, obliging old roué. To him love-lorn maidens came with genuine affection and faith. On his body they hung garlands of flowers, and around him they threw their arms without fear—or shame. It was



ST. MICHAEL AND THE FALLEN ANGELS

Painting by John Gibson. Royal Institution, Liverpool

Photo by Mansell, London

"And there was war in Heaven. Michael and his angels fought against the Dragon; and the Dragon fought and his angels, and prevailed not; neither was their place found any more in Heaven. And the Great Dragon was cast out, that Old Serpent, called the Devil, and Satan, which deceiveth the whole world. He was cast out into the Earth, and his angels were cast out with him." Revelation 12:7-9.

not anti-social or illegal to pay him homage, and he exacted no blood-money for his favors. He was far more kind-hearted and human than the Devil. And he was less mysterious.

Priapus was by no means *correct*, restrained, gentlemanly. Frankly he was quite the reverse. He was rubicund, fat, coarse and

(Continued on page 58)

*In Which a
"Stuffed Eel"
Comes to Life
and Surprises a
Number of
People*

HENRY MELLETT came in. He was a tall man, and he didn't carry himself well. There was a weary droop in his figure. Years of standing behind the renting counter in Weldon and Hart's real estate office, with no more exercise than if he had been hitched to his files by a short tether, had put a perpetual weariness into Henry's muscles. More and more he had come to lean against his counter, to drape his long body slightly over it; and the habit stayed with him when he left his post. There were liberal sprinkles of gray in his brown hair. His mouth was firm, but his eyes were rather over-mild, with the haunted expression of one who feels himself pursued but cannot seize or fight the pursuer.

Whitby Weldon, the firm's senior partner, had just summoned Henry to his private office. He gave him a disapproving scrutiny and sat forward. His fat fingers ruffled various papers on the blotter, giving the impression of tremendous press of important matters.

"It's about your department, Henry."

"Yes," said Henry patiently.

"It's dropping off," said Weldon.

"It's almost summer," said Henry.

"Of course. I was comparing with other years."

"More building this year; less renting," offered Henry, still patient. They never quarreled. Their wives were cousins, and a quarrel would have sent ripples thru both family circles.

"Excuses. Always excuses!" snapped Weldon. "But we both know where the trouble is. Plenty of people come in to inquire, but mighty few of 'em get nailed before they go out. In plain words, Henry, you're not a success."

Henry sighed. "Maybe not. In that department, you mean."

"Naturally. You don't belong there."

Henry's eyes brightened hopefully. "Say—are you going to put me somewhere else?"

"I'm thinking of it."

"Well, that's dam' nice of you, Whitby. I've never been much interested in the renting. Where?"

Weldon's lips twisted sarcastically. He enjoyed



"Brown, that sign goes down, the support. It'll stay up while And then Henry Mellet"

baiting his victim. "Where do you suppose? Where do you think you belong?"

Henry straightened his tall frame; something repressed came into his face like a light flashed on. "In Parr's place." Parr had sent in his resignation that morning and this fact had added another item to the causes of Whitby Weldon's irascibility.

"HUH? Parr? Managing a tract?" Weldon's eyes bulged; his fat fingers relaxed and slid a few inches on the glossy surface of the desk, like objects released abruptly from control. Then he laughed. His

Firing "Cousin" Henry

By

Florence Bingham
Livingston



warned Henry, as Brown drove in I'm on the job," Brown countered, made a swift decision.

Illustrations
by
Joseph L. Sabo

huge body shook with unpleasant merriment.

"I'm an outdoor man—was intended to be," Henry hurried on. "I've known that right along. And I can sell things; I feel that I can. Different class—buyers are—from the fellows that rent. I'd like a shot at the Tapscott Tract. That's where I belong."

Weldon stopped laughing. "Think you'd equal Parr?"

"Yes. I'm sure of it." Henry's voice rang with new confidence. His thin face was ablaze with eagerness.

"What if you failed?"

"I'd get out. Of course."

"So?"

"Sure. I'd want to. . . . But I wouldn't fail."

Weldon was silent. His gaze dropped from Henry to a wire basket, and his gray eyes grew colder and sharper. His lips had set in the sarcastic line that the office force dreaded. He was thinking.

He disliked Henry Mellett for a poor, ineffective creature. He was irritated by his wife's continued insistence that something better should be done for the Melletts, and Henry's very presence kept this irritation alive. In addition to his chronic depression, the man had an uncanny habit of telling the exactly literal truth about everything, that had apparently lost the firm a good many contracts. Weldon had wished for a good while that he could find an easy way to get rid of him.

AND now it looked as if Henry had made a little trap for himself, had set it, and was asking permission to walk into it. There was something funny about that. . . . Besides, if he gave Henry this position, in which he would surely fall, Margaret couldn't say that Henry hadn't been promoted. There was something funny about that too. He had worked on many schemes for dropping Henry, but it had never occurred to him that Henry might discharge himself.

"Could try it," he said gruffly.

"Whitby, that's dam' nice of you. Thanks."

"Try it, mind. A month."

"Sure. Try it. Thank you. Tomorrow?"

"Yuh. Parr won't be back."

Henry dived out of the private office, back to his counter to wind up for good his odious task there. He thought the new arrangement was complete, but Weldon had another move to make. He waited till Getchell Brown, one of the salesmen on the Tapscott Tract, strolled in. Getch was a dapper young fellow with the appearance of a guileless schoolboy and the sly scheming of a man twice his age. Weldon liked him. They understood each other.

"Mellett's going to take Parr's place." Whitby said.

Getch Brown lowered his flexible eyebrows. "Mellett? You mean that stuffed eel in the renting? Whatcha giving us?"

"True dope."

"No! How long would he last?"

"I'm giving him a month. Don't take it to heart. He's to leave if he fails. Get me?"

Brown shrugged and grinned. "Do I! Suits me."

The next morning Henry went out to the tract in the company car that his predecessor had used. The salesmen had been notified that they were to assemble for a talk with their new manager, and Henry left his car and approached the small group with a springing step, unlike his usual plodding. His head was up, his shoulders back; he looked tall instead of lanky. The fresh morning air, the chance at salesmanship and leadership, the widened opportunities of the future, had given him new vigor.

AND fortunately, because his men eyed him with resentment. Why had he, a routine office man, been jumped in over their heads? What did he know? Nothing! They could show him! And might furthermore!

"Well, boys," said Henry genially, "I'll bet we're going to pull off some good work together. I've been studying this tract ever since it was opened, and so have you. I propose that we give ourselves a bit more leeway, and we'll hand 'em a record that they'll want to frame under glass."

But when he came down to details, the bored looks of the men gave way to scornful smiles and impatient shrugs. Henry's suggestion was to tell the plain truth about every house and every building lot, meeting any question with a candid answer. No over-statement, no denial of drawbacks!

"Yaw!" jerrred Getch Brown audibly. "Tell 'em you got lemons to sell. Nice sour ones. Listen to the song of the poorhouse gang!"

HENRY smiled tolerantly. "Try it. These properties will stand it. They're good value. Everything has drawbacks, and we can admit them if we're asked, and still have good value here. Salesmanship isn't just making sales; it's making a customer sure that he got a square deal. There's been too much com-



"Meet the gang!" said Burnham genially. "There is our salesman." Henry winked hard as he looked

plaint after deeds were signed. We don't want any of that from now on."

But the men liked the quick results that came from exaggeration, and none of them paid any real attention. Later, when Henry talked with the salesmen separately, he was met with silence. When he changed the advertising in the evening paper, he encountered a voluble protest. When he changed the signs of various properties, he drew open opposition.

Underneath his buoyant demeanor, Henry was disturbed by this attitude. He hadn't got the sympathy of his men; and without it he would fail as a manager. He knew, moreover, that he was being watched; indirectly by Whitby Weldon, and close at hand by Robert Hart, Weldon's partner, who strolled around the tract with appalling frequency.

One morning Henry discovered Getchell Brown replacing a sign on one of the building lots. "Beautiful Homesite" read the reinstated sign in flamboyant red letters.



are six of us—six families, I mean. Folks, this at the roomful of people.

The color came into Henry's face. "I took that down," he said quietly. "You know, Brown, that this isn't a beautiful homesite."

"It get's 'em. Attracts 'em."

"It makes them laugh," countered Henry. "It makes them think the whole tract is a fake. This lot isn't beautiful. It's humpy and there's ten feet of it that doesn't belong anywhere but on a toboggan chute. It calls for a specially designed house, but it's deeper than the others. I'm having a sign made, 'Extra-large Homesite for Artistic Home.'"

"Ah-h! That's too long. Doesn't hit 'em in the eye."

"It puts them in the right attitude to look at this lot. And that's the first step toward making a sale."

Getchell Brown drove in the support of the original sign with another blow.

"Brown, that sign goes down," warned Henry.

"It'll stay up while I'm on the job."

Their level glances met. Henry reflected. This was

the fourth time that Getchell Brown had defied him and he suspected that there was a plan behind it; suspected, too, that Brown was largely responsible for the antagonism of the other men. He made a swift decision.

"You had better find another position, Brown."

"Hah! Joker! I'm working for Weldon and Hart. I don't take orders from any dinged stuffed eel of a counter-tender. Hah!"

Henry's eyes blazed. "You are discharged," he said in a low tone.

Getchell Brown shot him a look of surprise—no one had even seen Henry in command before—then he shrugged his agile shoulders.

"Hah! Tell it to your cousin-in-law," he said impudently, and sauntered away.

HENRY watched him, his firm mouth firmer, the aggressive look still in his eyes. He strode over to the sign and wrenched at it to loosen the support, for he had no implement. . . . Glancing down the wide street, he saw that Brown had met Robert Hart. They were talking together. Brown was gesturing; he was making his

complaint. . . . Henry's jaw set. Either he or Brown would go, after this.

Under the fierce strength in his arms, the sign yielded. Henry picked it up and started back. Near the tract office he met Mr. Hart, and it came over him sickeningly that he was about to be reprimanded for his drastic treatment of Getchell Brown. But instead Robert Hart intercepted him with a quizzical expression on his keen, humorous face.

"I've seen you for fifteen years, Mellett, and known you for five days," he chuckled. "I'm darned if I'd ever have picked you—but go to it."

"Yes, sir," gurgled Henry, bewildered but relieved. "This is the job I've always wanted."

Nevertheless, he was amazed when Getchell Brown did not appear again on the tract. He knew that Weldon must be furious about this, but nothing was said. It would have been difficult for Weldon to protest, as long as his partner approved of the new policy in the Tapscott Tract. And so Henry proceeded with his month of probation.

Three weeks went by, and Henry's personal record was promising enough. (Continued on page 53)

Secrets of Your

*Showing How the Aimless Wanderings
of Pen and Pencil Reveal
Our Hidden Natures*

ARE you anxious to know what your boss thinks of you? Then get hold of a scrap of paper upon which he has been scribbling while he is talking to you about yourself.



Probably drawn by a fat man. He runs to curves physically; so do his subconscious symbols.

rule the head, and you may be sure your sweetheart will enter the marriage state only after due deliberation and with his or her eyes open.

Phrases and sentences written habitually in a state of absent-mindedness may point to certain strong tendencies, or to suppressed desires. Douglas Fairbanks's brother once said that the great movie actor had scribbled or carved one certain word consistently thruout his childhood and on to maturity. This word was "Success!" A well-known actor, forced for a number of years to occupy himself in the field of business, covered the backs of envelopes or any handy scraps of paper with the following: "Ladies and gentlemen! He eats hay, chews nails, spits thru his teeth and swears in Spanish." A ridiculous statement on the surface, but one that clearly indicated his resentment at being kept from the stage and his public.

ON my desk at my right hand are pad and pencil. Each evening I go thru the pages, which have not been torn from the pad, and study the notes, scribbling and figures which, absent-mindedly, I have placed there during the day.

Every little scribble is a symbol from my subconscious, a secret which has been hidden from my conscious thought but which has had its influence upon every act and thought of the day. Understanding these secret influences helps me to improve my future effi-

ciency and to take the kinks out of my personality.

Silly little things, they are, grotesque, seemingly senseless and apparently without purpose, yet each formation tells a story to the student of psychology and graphology.

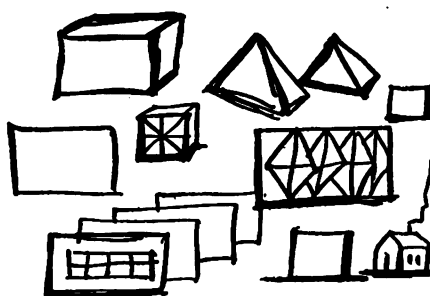
Walk into the next telephone booth you come to. Examine the walls, the desk, the phone book, any place where it is possible to use a pencil. There you will find the records of many lives.

Read the symbols and you have the life stories of numerous individuals who never dream that they have exposed their secrets. Ambition, tragedy, pathos, comedy, hope, and achievement will be recorded, with hosts of other human expressions.

YOUR hand performs similar unconscious exposures of your innermost thoughts. Given a pencil, a place to write, and nothing to consciously write about and your hand tends to perform. Once started, without conscious intention, you proceed to expose to the analytical observer your secret life.

Many of the symbols will be difficult to read for the inexperienced student of psycho-analysis, but others will be so obvious that they need no expert interpretation.

Go thru your waste-basket and select the scraps of paper, backs of envelopes, the edge of your newspaper and any sheets upon which you have been

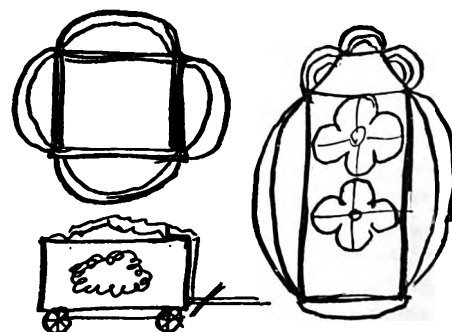


Squares and triangles—indicating the motive type: hard-headed business man, manufacturer, machinist, builder.

scribbling absent-mindedly.

Do you tend to make squares, triangles, curved figures, faces, letters, boxes, ladders, numbers, leaves, flowers, animals, dollar signs, or what have you?

Are your symbols heavily blocked? Are they large and crude? Ex-

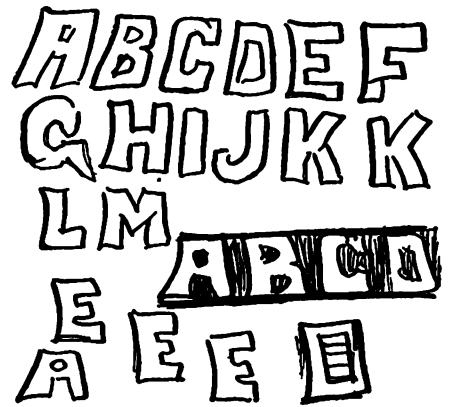


Grotesque additions, curves, complicated lines, flexibility of design, indicate imagination.

Scrap-basket

By Claude William Chamberlain

Formerly United States Government Psychologist



travagant and exaggerated? Finely drawn and compressed? Do you tend to repeat the pattern, or are they varied?

Do you place them in the center of the paper or keep them close to the edge? Are your lines exact or carelessly sketched?

free with his money and liberal in thought.

Block letters, indicating literary capacity. If the letters are simple in form the tendency is not toward fiction.

The tendency not to waste scraps of paper, but to fill them completely, or to start the scribbling very near the left-hand side of the paper indicates economy and thrift. He can save money.

If his circles and ovals all tend to be open at the bottom, you may find that he is hypocritical and deceitful. If they are tightly knotted at the top, he is extremely secretive and close-mouthed. If they are usually open at the top, he has been thinking in a sincere way and is apt to be frank and truthful. Sometimes he will talk too much.

The motive type of man, the bony, hard-headed business man, the manufacturer, the farmer, the machinist, the builder of the average type, all run to squares and triangles. (Fig. 2.)

These angular symbols, ponderously blocked and with heavy lines, express the constructive mind which works along the lines of tradition and stability, without too much imagination.

You may find heavily lined pyramids, boxes, houses, not too complicated machinery, angular maps and charts, lacking in unessential detail, but firmly and substantially drawn. Well-balanced formations indicate a sense of justice and level headedness.

Organizers of men, of industrial programs and financial activities,

managers of factories, railroads and transportation systems, draw series of angular blocked-in symbols.

But when we find weird and grotesque additions to the lines and blocks, with curves, (Continued on page 64)

Weird faces, devils and the like, confused and erratic sayings point to a disordered mental and nervous state.



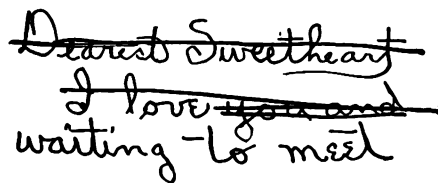
Delicate lines, simplicity of design, compactness of formation, indicate the intellectual type—fine mind and high ideals.

likes to draw circles and oval formations, figures without angles. (Fig. 1.) If he places a cross bar over a vertical line and the cross bar has a hook at the right then he has a distinct sense of humor and tends to be congenial. If the hook is on the left end of the cross bar then he is a matter-of-fact sort of person.

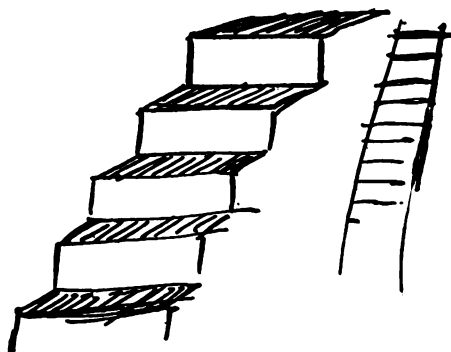
If the cross bar is curved or scroll-shaped, he is probably witty. If he makes dots which resemble arrow-heads or commas, it is further evidence of his wit and humor.

If the dots are very heavy, he is materialistic. Very light, more spiritually minded and idealistic.

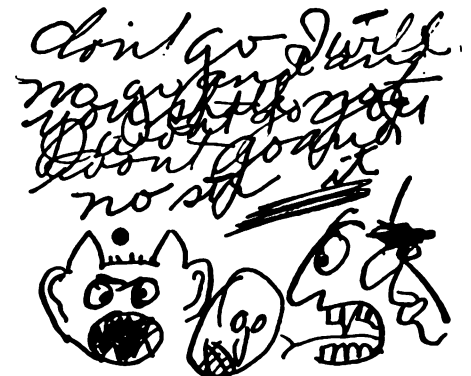
If the formations are large and liberal and nearer the center of the paper, with the symbols not too exactly enclosed, he tends to be generous,



If your sweetheart writes your name and then draws a line thru it you are not in her good graces.



Stair steps and ladders are common to ambitious people.



IF I Could

A Psychologist Talks with Certain People about the Real Values of Life and Death

SUPPOSE you had your life to live over again, what changes would you make?

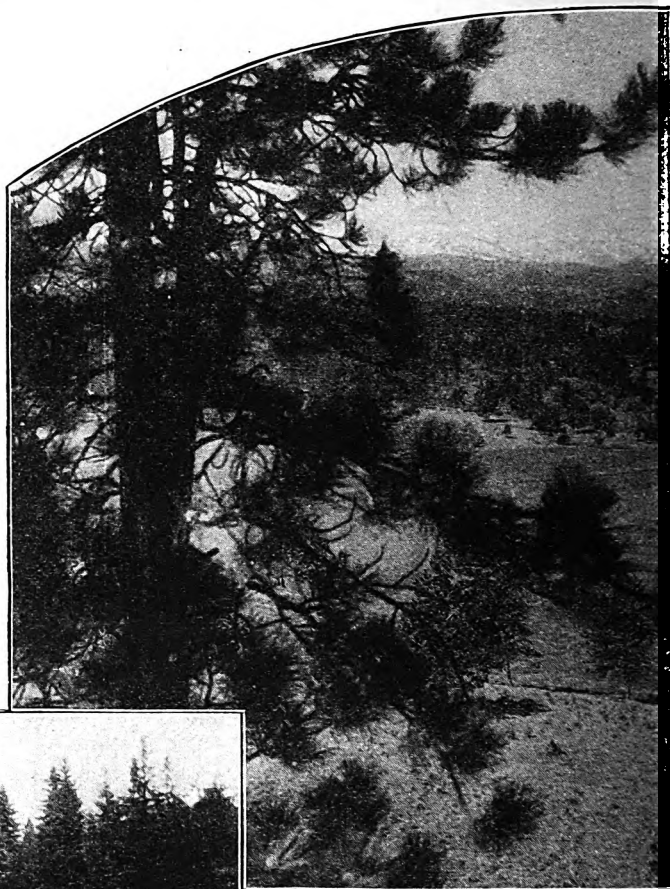
Would you attend college? Not attend college? Would you marry before or after seeking professional success?

Marry the same woman? The same man? Have children? Find more time for the gratification of personal interests? Rather intriguing, isn't it, to contemplate the re-sponding of your life?

Research problems in universities are not as dry as they are sometimes considered. This question—"If you had your life to live over again, what changes would you make?"—was one asked in connection with a piece of research at Columbia University.

The groups of men and women who answered our question were interviewed in their homes and in hospitals. They were men and women who did not expect to recover from a serious illness. The future, they thought, was closed to them, and so upon our request they turned back, looking at life as they had lived it.

When you stop to think of it there are few who are so blessed with unlimited opportunities to witness the drama of lives as are the doctor and the psychologist. And are there many situations more poignantly dramatic than the person who looks forward and sees death



Climb to the hill-tops and let the stars—and



Let the earth smell woo us to kinship with toil, rest and with men and women and their need of us.

waiting for him—death with hands on the door that opens only one way, into the Unknown? These men and women with whom we are going to talk are waiting for death. While they wait let us sit with them and ask them to think back over their lives and tell us what way

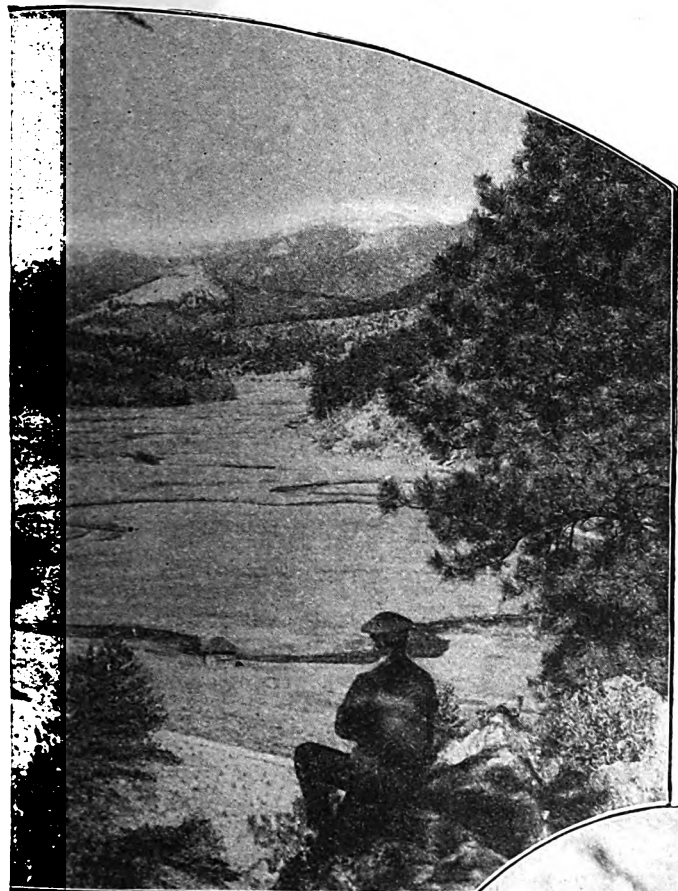
they would change it if they could live again.

Our first visit was to Aunt Lome, a patient of my friend, the doctor. She lived in a quaint old house filled with peaceful, brooding furniture. In summer she sat in an ancient, untroubled rocking-chair in a garden of flowers. In winter she rocked gently by an open fire-place. She was ninety years old. Content, of a living vital kind, flowed from her. She was warm and old and she looked as if she had bathed in life and found it good. She gazed back at life and her eyes were bright with the pleasure of happy memories. Aunt Lome's whole existence had been a romance. As a young girl she had followed her parents on the long trail cross-country to the gold of California. Prosperity came to her covered-wagon family. She married a wealthy miner who later became one of Oregon's most

Live My Life Again

By

Mary Catherine Speer, M. A.



winds fling your thoughts to the beyond.

influential senators. Love, birth, death, great joys, all-consuming sorrows, friends, changes, crowded into her ninety years of activity.

"Aunt Lome," we ask her, "suppose you had your life to live over again, what changes would you make?"

Her sweet old lips move in a tenderly amused smile—"I've been happy. I would like to live my life all over again. There have been many loved ones who have done much for me. So much to do, work, places to see, books to read, small pleasures, children, every-day living. Why, even Harry, here, has made life happier for me." She laughed as she stroked the huge, infinitely superior looking cat that lazily lounged all day at her feet.

What is the secret of Aunt Lome's content? Pros-

perity? One has only to consider the restless, futile lives of many prosperous persons to know that is not the answer to our question.

Somehow Aunt Lome has achieved that delicate victory, a wholesome balancing of the problems of self, thus freeing self for the following of universal directions and widely diversified interests. Very early in life she made great progress in self-knowledge, discovered her abilities and disabilities and shaped both into useful tools for herself and others.

She had lived every day as it came, as if it were to be her last day. Pessimistic? Hedonistic? No—just a simple faith in a Supreme Being—"And now I lay me down to sleep." Each day complete in itself, each day in His hands. She must enjoy every great and small thing in life; she must show kindness because it dwelt in her heart, she must live eagerly, strongly, sweetly because of this faith that lived within her and gave her a faith-knowledge that this world, its problems, her own struggles might end at any time.

Next came Mrs. Labrinsky—

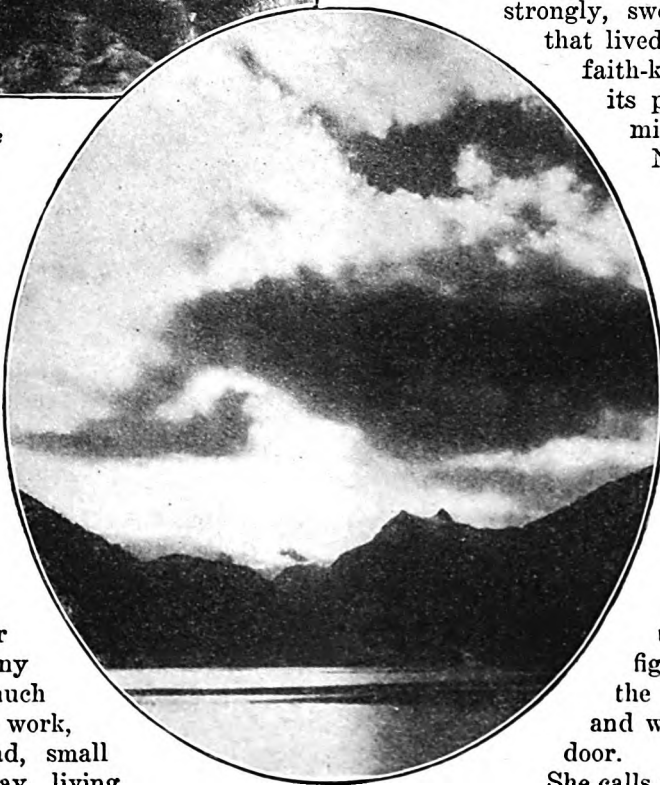
Not her name, but it, perhaps, fits her story. She lives near the East River. Children crowded on the tenement door-front tell us she lives "up two flights, back." If you are not accustomed to finding your way in the dark halls and up the narrow stairs your heart will beat a bit faster and not all due to climbing.

The place is almost pitch black, a child stumbles by us in the darkness, a solitary figure waits for us to pass on the landing. Noises, smells—and we knock at Mrs. Labrinsky's door.

She calls for us to enter. Three rooms unspeakably dirty, a kitchen, the bedroom, dark, dreary, where Mrs. Labrinsky lies waiting. Three words de-

scribe Mrs. Labrinsky—futility, misery, bewilderment.

We talk to her for a time (Continued on page 62)

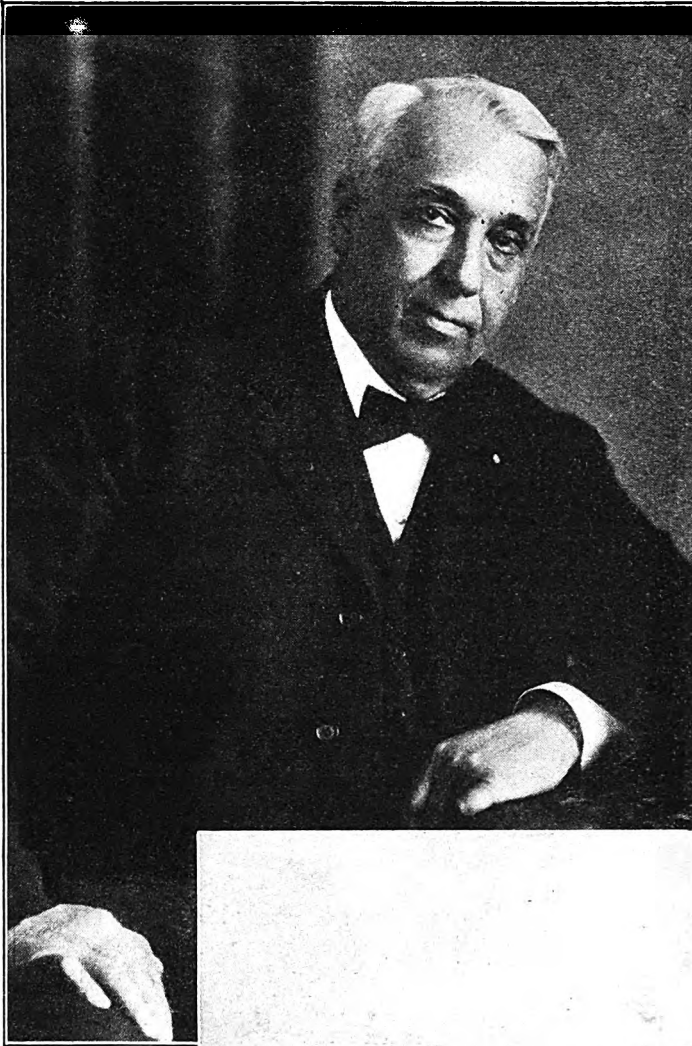


Where is the gleam you once dreamed of following?

Today's Job

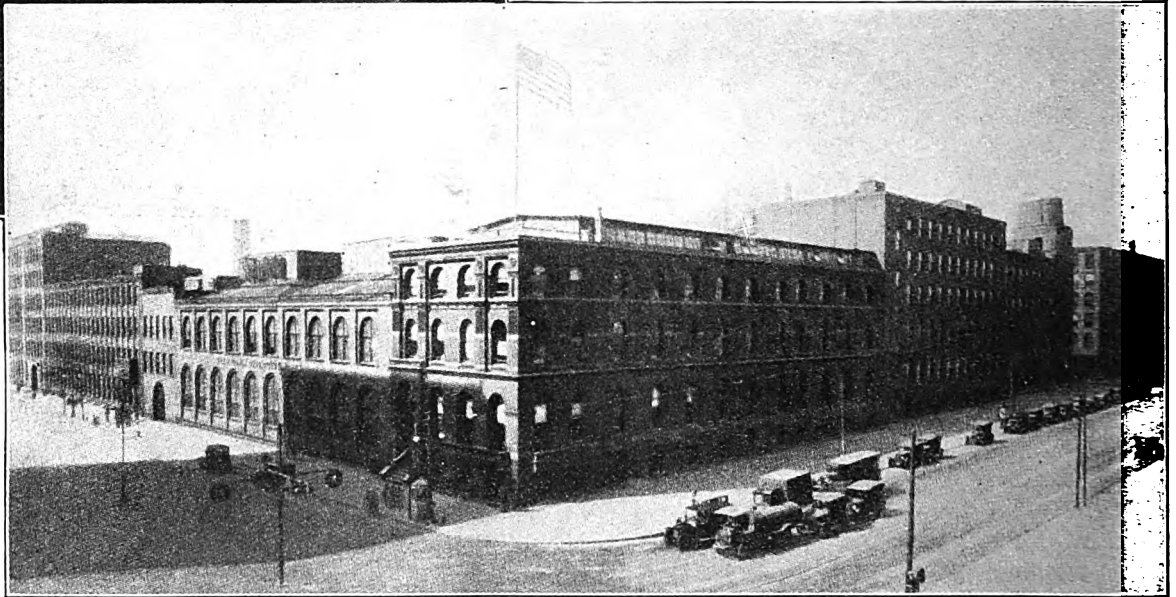
Says

Samuel M. Vaclain



Mr. Vaclain, who believes you should make friends with your job.

The main office of the Baldwin Locomotive Works, in Philadelphia.



Philadelphia. It is an old-fashioned office of liberal size without any atmosphere of haste. The man striding the floor is a big man, more than six feet, wearing a cutaway coat and a black bow tie of long ago. He commands 18,000 other men every day but has the look of a leader who directs by understanding, not by mere right of authority. He has a contemplative air and a philosopher's creed.

"The hard thing in life is not to make the money needed for happiness, but to find the job you can do best," continued Mr. Vaclain. "I suppose that some men never really hit upon their vocation.

SUCCESS is just a matter of succeeding, believes Samuel M. Vaclain, who may be assumed to know something about it after rising from round-house hand to master-builder of locomotives. Getting the next thing well done and not bothering with tomorrow's problems is the first principle of his doctrine. He believes that a man's job should be his joy, and when it isn't, that condition implies something wrong with the job or the man—usually the man, because a balky job can be turned into joy by the metaphysics of optimism.

"Almost anybody can accomplish almost anything if only he has the will to do it," was the way Mr. Vaclain expressed the matter, striding the floor in his spacious office at Spring Garden and Broad Streets,

But, broadly speaking, the right job for every man is the thing he must do next. I doubt whether many of us ever pick our jobs; we just happen upon them, or they happen upon us. Presently we get acquainted with each other and each decides that the other will do pretty well. That is the way to know your job. Make it your friend. Invest it with a personality and give your job the chance that you would give your friend. Do not cheat or skimp it; be loyal and zealous, and your job will reward you with every joy of friendship."

As Mr. Vaclain spoke rapidly and emphatically about his creed, the 18,000 men were engaged for several blocks around in the fashioning of locomotives to haul the world's wares. It seemed that opportunity

Is the RIGHT Job

In An Interview with

Uthai Vincent Wilcox

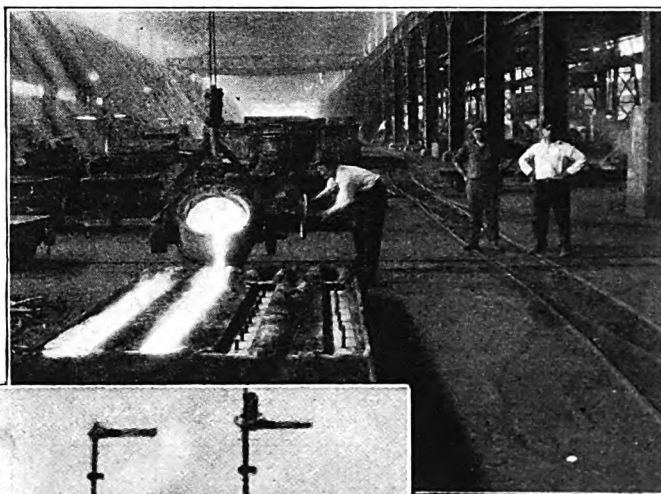
alone must have picked out the leader to direct these many hands. Mr. Vaucelain found no explanation. A psychologist might have ventured upon some discourse about environment, but the locomotive builder described his start in life by the simple phrase of getting his chance to work.

"My father ran the Altoona roundhouses of the Pennsylvania Railroad," he said, "and I began railroading before I was out of skirts. The roundhouse was my nursery and kindergarten, too. I can remember now the fascination of seeing those big engines come rolling in, tired and dusty after a long trip, to be cleaned and furbished for the next run. They were just like men. I soon learned when well treated, they responded in the same degree. But bad treatment meant bad engines, slow trains and disorganized schedules.

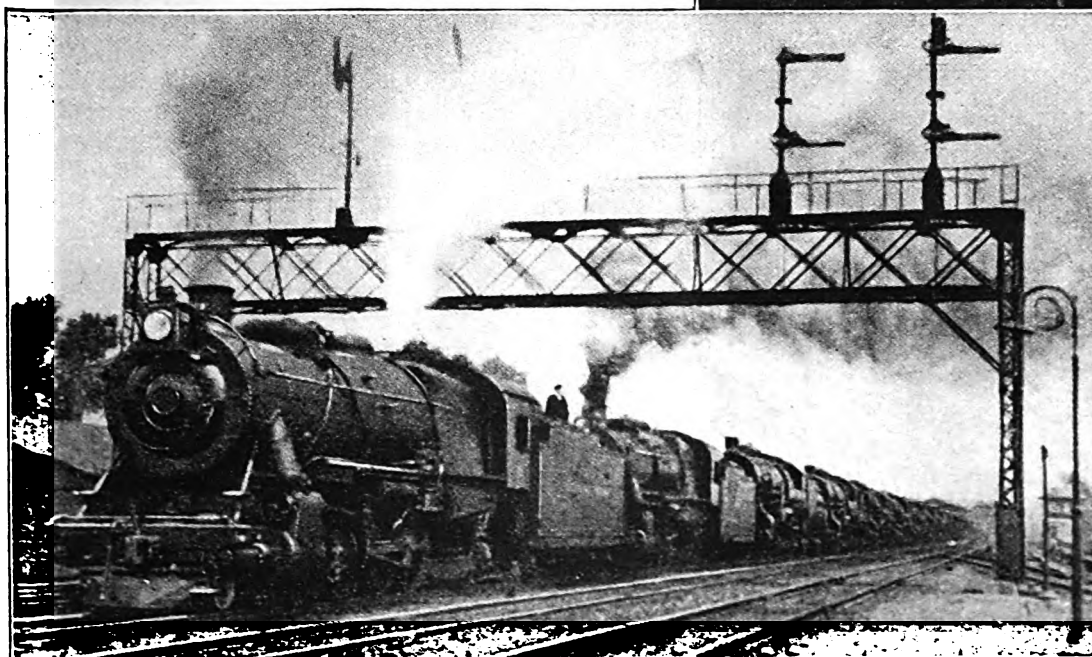
"The roundhouse was a mighty interesting place. Even the men in the ash-pits had a share in the success of the road. That lesson was borne in upon me early. It was a sight worth seeing when an engine dumped all its glowing ashes into one of the pits, the live coals still afire, and the pit crew went to work cleaning out the firebox. By the time I reached the age of pants I must have known every engine in the division and the men who ran them. They were real, upstanding Americans, those men, each one bearing his responsibility with dignity and loyalty. A boy

might learn a better lesson in ethics playing about the roundhouse almost any day than he would be likely to learn in many a school.

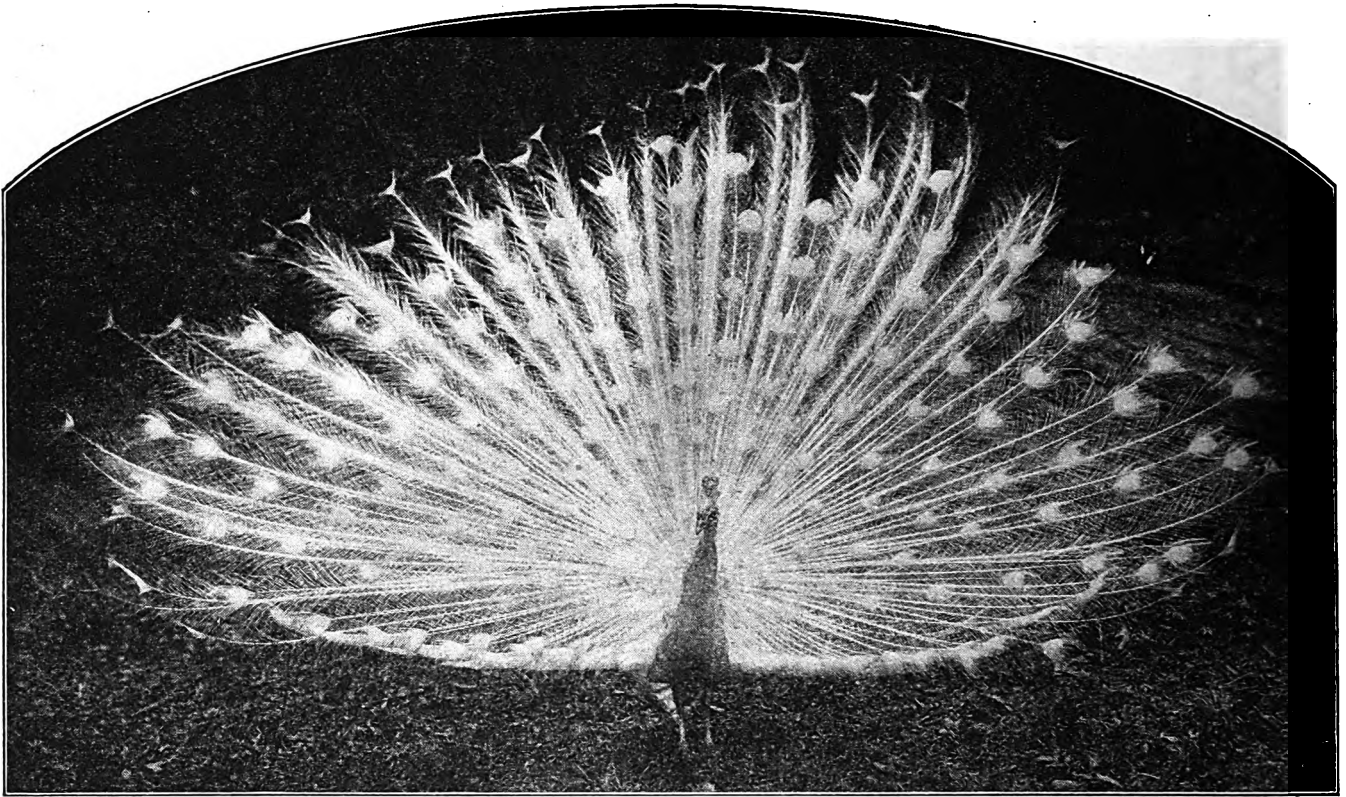
"But I went to school more than most boys of my day and wanted to attend college. Also I wanted to be a mechanic. The entrance age was seventeen. A year earlier I entered the roundhouse as a helper in order that no mischance might prevent my admission. That was duly granted and I served five years' apprenticeship. During the last year or two of this time I was a kind of under-foreman, drawing the pay of apprentice. It was my intention to enter college after completing the apprentice term. But no sooner had I become a full-fledged workman than they made me a foreman. Should I leave (*Continued on page 71*)



*A scene in the Baldwin factory at Ed-
dystone, Pa.*



*Engines are like men
—when well treated
they respond in the
same degree.*



The white peacock knows the secret of health and beauty.

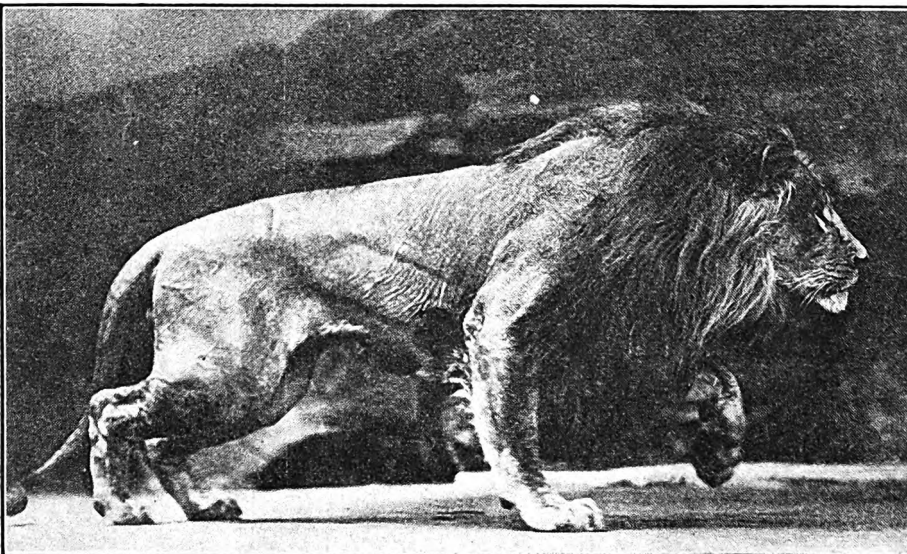
The Home Stretch

AT the mention of the word "exercise" a woman is likely to think up some excuse to avoid it. She is like any one else who wants to dodge something unpleasant. She says she hasn't time and lets it do at that. She speaks, however, not without

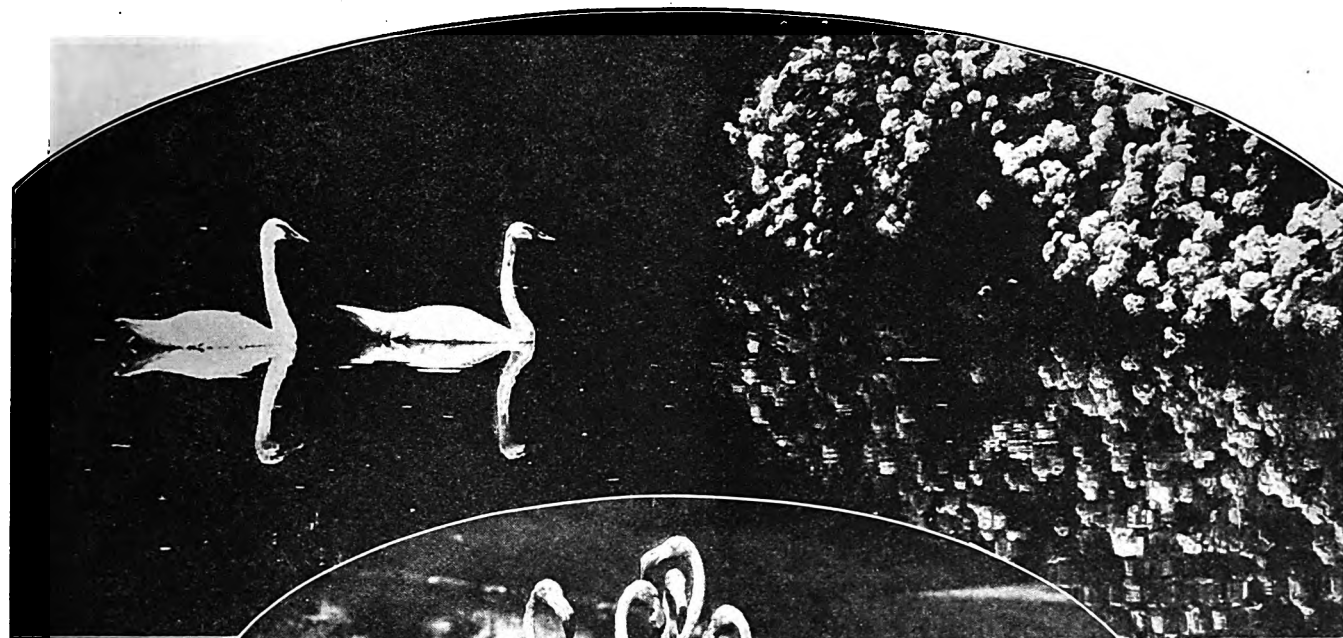
A Study of Animal Movements as a Basis of Exercises for Grace and Health

authority in the matter. First she took this exercise, then that one, and sometimes she tried to take them all at the same time. The habit of "taking up" each new one that came along prevented her from doing any one exercise long enough to attain any marked results. "If they were only simplified, so that one or two movements a day would do the trick, and preferably without my having to work too hard at it!" is the popular cry.

In addition to the lack of time, there is the lack of creative appeal which prevents many women from exercising as much as they should. These exercises are usually regarded as some kind of stunt, to be done periodically instead of being as natural as breathing, a part of every ordinary movement, and a normal phase of their daily lives. The very word has so long been associated with dumbbell exercises that it has conjured up a frightful image in



Study the lion, his sure foot, his indomitable will-power, his masterful head.



Photos by
Elwin R. Sanborn

Courtesy
Zoological Society



Many smaller animals, such as the trumpeter swans, present fascinating studies in bodily poise and beauty.

Flamingoes dry their feathers with businesslike precision before they lie flat like neatly combed hair.

the mind of the average woman and often frightened her away from exercises which would help mould her body in a beautiful way. "I'd rather be fat and happy!" is her way of completely dismissing the objectionable subject.

But supposing this same woman were asked, "How would it be if you didn't have to work so hard and could keep yourself fit and happy?" Does that sound like an impossible promise? She will answer question with question, "And how?"

And the answer is: "Simply by imitating the animals at the zoo!"

Forget all the exercise lectures you have ever heard and all those heart-rending and soul-harrowing bends you have tried without any success, and enjoy yourself by gazing at the amusing antics of lions and elephants. Then it may occur to you that you too can, by imitating their movements in quite a natural manner, without any great strain on your muscles or will-power, keep yourself well and

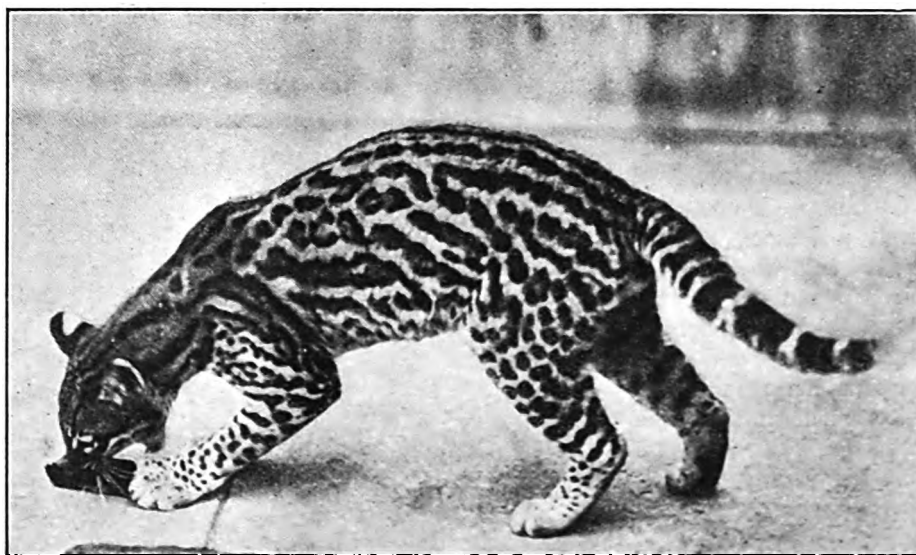
By Marguerite Agniel

In subsequent articles, illustrated with photographs of the author, Miss Agniel will develop her principles of body-building, which have brought her fame as a Dancer and Teacher.

beautiful at the same time.

Have you ever watched a lion yawn? He has no repressions or silly social conventions to prevent him from pumping the fresh air in his lungs! Constantly repress-

ing yawns is very bad for the system. It is a pity that this healthful habit is universally condemned as bad manners. For if everyone did it, it would be accepted



Members of the cat family are the most obvious example of perfect bodily coordination.

with the same equanimity as painting the lips in public. Why should smearing an unnatural color on the mouth be considered proper, while public yawning is anathema? It is all a question of getting accustomed to the sight. Certainly if artificial aids to nature in order to improve the appearance are accepted, anything as natural as yawning should not be frowned upon, when it improves the health!

And have you ever noticed the amazing grace of the elephant? I am really serious about this. "As graceful as an elephant" usually has anything but a flattering connotation, but if people handled their own bodies as well as the elephant does, there would be quite an improvement in the grace of the human species! It is because of his enormous size that most people have the idea that the elephant is an ugly, ungainly animal. But in spite of his huge bulk he moves along as gracefully as a ship passing in the night. Watch him cross his legs "at ease" as he philosophically contemplates the aggregation of humanity that have gathered outside his cage to do him homage—and feed him peanuts! Take special notice of how he walks, how he almost imperceptibly places his heels on the ground first, and then lifts himself on his toes, his weight having been completely absorbed in the spring-like mechanism in the ball of his foot. The greater the necessity, the greater the adaptation is the general rule; and elephants, if they were not poised, would be very frightful looking creatures indeed instead of the beautiful beasts they are. They are actually so beautiful that in the East, where the human imagination reaches heights we do not know outside of fairy books, they are still regarded as sacred.

Many of the smaller animals present most fascinating studies in bodily poise and beauty. The lithe grace of the seal as he swirls thru the water, the regal strut of some of the large birds and the setting-up exercises of the tree ducks at the New York Zoological gardens are marvels of thoroness and precision. We can teach our children a lesson just by watching these little birds clean themselves so carefully, splashing in the water and then drying their feathers with such businesslike precision before they lie flat like neatly combed hair, "Making themselves clean and neat before going for a walk," is the child's

comment to himself, and imperceptibly his head is held more gracefully, as he follows the bird's promenade along the water's edge in the big bird cage.

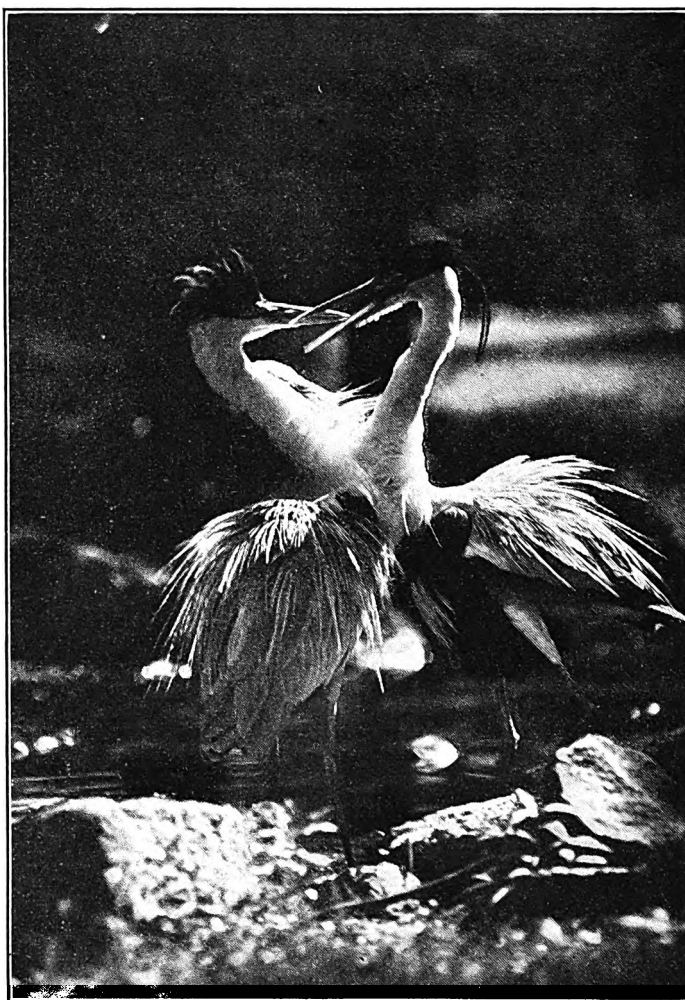
Children love animals, for they are little animals themselves and have a natural feeling of kinship and understanding with them. Childhood, needless to say, is the most impressionable period of growth, and when a child is learning something at the same time that he is enjoying himself, the knowledge obtained will last all his life.

There is something to be learned from every animal concerning your own physical improvement, but the members of the cat family are the most obvious examples of perfect bodily correlation. The stretching and twisting of their bodies keep their muscles elastic in spite of captivity. Study the lion, his lightning movements, his sure foot which can tear a deer in half at one stroke; his indomitable will-power, as shown in his masterful head—these are things that any person can study with advantage.

If you haven't time to go to the zoo, study the humble house-cat, for when it comes to sheer grace of movement and keeping himself fit, he is an artist! While there is a great deal to be said in favor of the elephant, the opportunities for studying his movements are naturally limited, for his size disqualifies him as a pet! But anyone can own a cat. Study him. Imitate him, and this will be far more instructive than all the professional physical culture literature ever written.

A cat usually disregards all the prescribed rules of diet and exercise. As a rule he leads a sedentary, indoor existence, much like the average woman, avoiding all set rules of exercise and health. A dog wastes his energies by chasing things. He wears himself out on the slightest provocation. But not the full-grown cat. According to most health rules a cat ought to be an example of the wrong way to live, instead of which he is a star athlete. He really does take exercise, but takes it in scientific concentrated form, mostly in one simple and practical way. He is the world's champion stretcher!

During an illness sometime ago, when I was forced to spend most of my time in bed, I began to take particular notice of my cat. I was fascinated by the strange but seemingly



A graceful study of cocoi herons.

Nerves

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



He worked himself to a frazzle—literally burned himself out.

Underwood & Underwood Photo

NERVES are snapping every day. In all walks of life, in all sorts of occupations, among men as well as among women nerves are giving way at an alarming rate.

This looks like a mighty serious indictment of the way we live and do things. Has civilization, in its onward rush to greater and greater achievement, set up a Frankenstein monster that has turned against its own creator and is devouring him—via his nerves?

That is a plausible argument. It is an argument one hears on every hand. It shifts the responsibility upon the outside world while at the same time lifting it from the individual himself.

But this is not the worst of it. The worst of it is the fact that such notions leave the individual not only an innocent victim but, in addition, a helpless and hopeless victim concerning forces which he is led to believe are overwhelming and against which he can do absolutely nothing.

All of which, of course, is just so much stuff and nonsense. There is more humbug talked about nerves than about any other subject directly or indirectly bearing upon the health, happiness and efficiency of the human being.

How to Prevent Their Snapping

In the first place, no one need become an innocent victim of the mighty forces which surround us on every side and which are forever developing and expanding in the interests of progress. Knowl-

edge is available by means of which the individual is enabled to adjust himself to these forces and march along with them.

In the second place, this knowledge begets power.

In the third place, this power, far from leaving us helpless and hopeless, actually places us in the position of controlling and directing these forces which, in our ignorance, often appear so foreboding and terrifying.

Here, for example, is an actual case, taken from my office files. It concerns a man of forty, a business man, engaged in manufacture.

In his case, as in most others, it was his job that menaced him. And, of course, when men talk about the strain this hustling age subjects them to, they are talking about their jobs. A man's job embodies in an objective way the threatening forces I have mentioned.

We will call the patient Mr. X. This was his complaint: "I am licked," he said. "My job is too big for me. For years I slaved and sweated to get this promotion and now that I have it I find it is overwhelming.

I have tried now for six months. I work like a beast. I put in extra hours at my desk and I think and plan at home. My work is constantly on my mind. It is my first consideration. But it's got me. My nerves are all shot to pieces."

Not an uncommon story, do you think? Certainly it is not an unusual one for the nerve specialist to hear.

Again and again men claim that despite their best efforts, despite the greatest conscientiousness and energy of which they are capable, their job, whatever it may be, has finally "got" them. Their nerves are all askew. They feel utterly discouraged. They consider themselves inferior, incapable, failures. And what with the other symptoms that go with a nervous breakdown they certainly are an acutely suffering lot.

But let us analyse for a moment the plight of the man I have just cited. Let us find out what really was wrong.

Physically the man was in perfect health except that he showed a rather rapid heart due to his nervous exhaustion. His blood pressure likewise was ten points below normal and for the same reason. Mentally there were no defects of any kind. His memory was good, ability to reason was excellent, logical processes were fair. His imagination and powers of invention were exceptionally well developed. Attention and concentration were poor as might be expected of any individual who slept poorly, had lost his appetite and was alarmed over his own condition.

Now as for the job itself.

It was a kind of work, executive in nature, for which he certainly was well-fitted. He had worked in the concern from the age of fifteen. Being a chemical manufacturing plant he had been advised by the general manager, who knew his family, that it would be best to start from the very beginning, right from the ground up, and first in the factory plant itself before attempting the office departments. After learning all the technical details of manufacture the patient, at the age of thirty-one, was transferred from the position of superintendent of the plant to assistant sales manager in the office. Then finally, after another nine years of experience and training, that much-desired position of general manager became available thru the death of his friend, and X. was duly installed with all the honors and emoluments that went with it.

Nevertheless X. couldn't make good! Despite as fine a preparation as anybody could possibly wish for, when the time came he worked himself into a frazzle, literally "burned himself out", and promptly joined the

ranks of those whose nerves snap and whose morale has gone to pieces.

It did not take long to determine the most important causes for Mr. X.'s failure.

To be sure he was overanxious, he was fearful he might not make good. Therefore he got the emotional side of himself all stirred up and this undermined his intellectual powers.

But he had started several business innovations all at one time, a most short-sighted thing to do. He wanted to make a striking success, you see, right at the very beginning.

And last, but not least, instead of delegating authority to his associates and subordinates in order to relieve himself of as much responsibility as possible, X. was one of those men who think they are supermen or who suffer from the delusion that no others can do anything as well as they themselves.

Now what does all this mean when boiled down to a few simple and concise phrases?

It means simply that X. did not know how to *adjust* himself.

And because of this lack of adjustment he *wasted* precious *nerve energy*.

The job was all right, and that is true of most jobs whatever they may be. X. was all right, and that, likewise, is true of most men whoever they may be.

But the dovetailing of the man to his job was all wrong!

Perhaps you would call this a case of overwork? I realize that most people would diagnose it so.

I claim, however, that overwork as such had practically nothing to do with it.

This talk of overwork certainly is the "bunk", as the saying goes. It is the ready excuse for every failure and the soothing syrup for almost every case of nerves.

As a matter of scientific fact, overwork is a myth. Overwork is an impossibility.

When the organism has done its maximum work, when it reaches the point where it is impossible to do any more, it simply stops working—automatically stops—and falls asleep.

Neither general nervousness nor nervous breakdowns was ever caused by too much work, by the expenditure of too much nerve energy in the right direction.

But the nerves snap regularly when nerve energy is misdirected, misapplied—in short, when nerve energy is wasted!

It is always and invariably wasted when the individual fails to adjust himself to his job.

Without question some sort of maladjustment between the individual and his (Continued on page 74)

Grin

By Mary Roberts

"**S**TICK to the job" is a good motto. But watch for signs that it is the right job. Remember that every day in the right place counts for you on the forward side of the Ledger of Success, and every day in the wrong place can only be marked in the Book of Experience. And one can get too much experience of the same kind! Learn your lesson, and quit. Everything you do helps you to do something else better, but don't let anything boomerang on you. A boomerang has a double sting! It hurts once from the blow it gives, and once again because you threw it yourself.

Find out what you want to do, and grin!

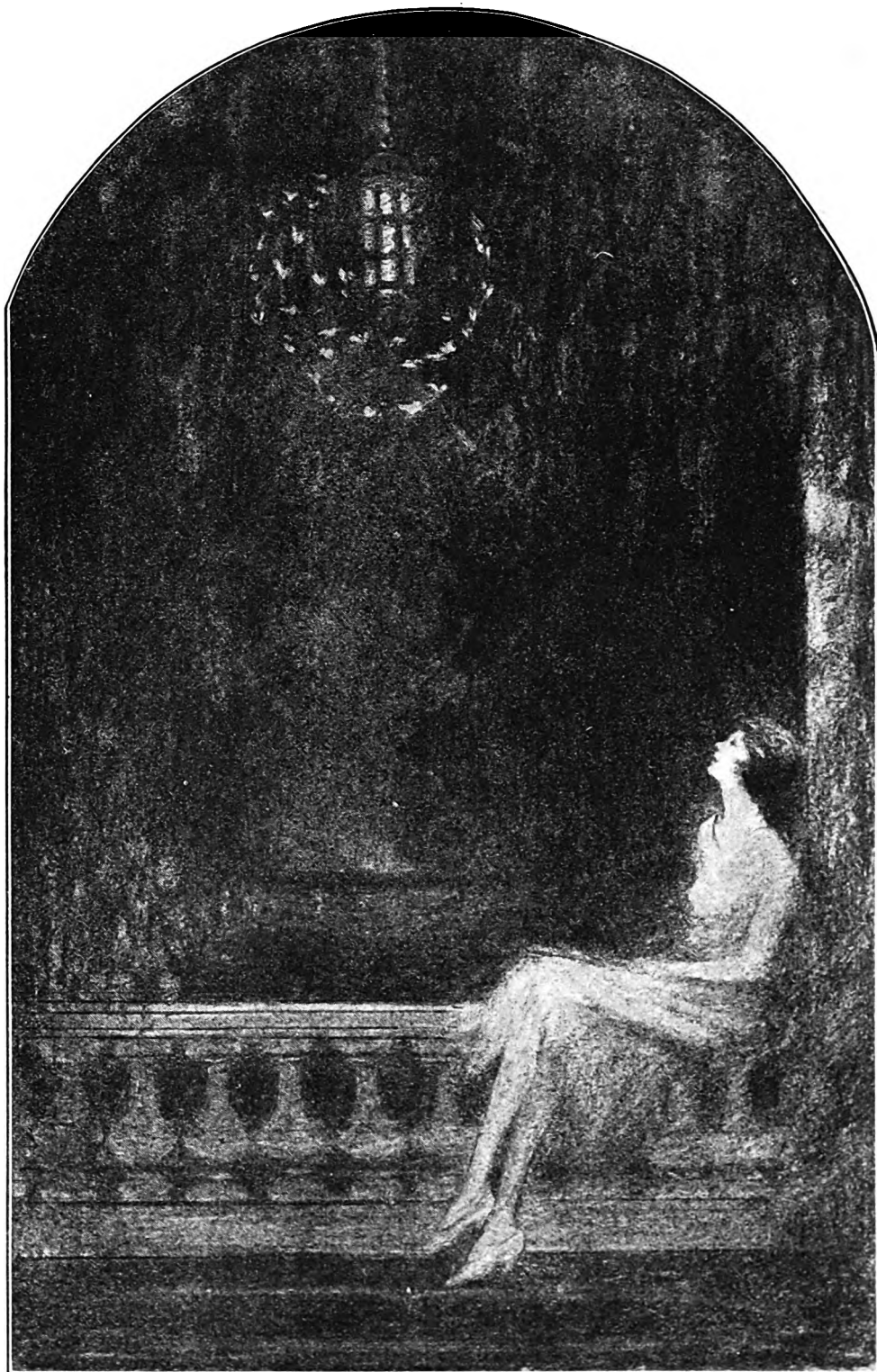
The Night Moths

By

Edwin

Markham

Illustrated by
Agnes Lehman



OUT of the night to my leafy porch they came,
A thousand moths. Did He who made the toad
Give them bright wings to travel the starry road?
Restless and wild, they circle round the flame,
Frail wonder-shapes that man can never tame—
Whirl like the blown flakes of December snows,
Tinted with amber, violet and rose,

Markt with hieroglyphs that have no name.

Out of the summer darkness pours the flight:
Unknown the wild processional they keep.
What lures them to this voyage of delight?

Why are they called from nothingness and sleep?
Why this rich beauty wandering the night?
Do they go lost and aimless to the deep?

A Discussion of the Little Pests That Cloud Our Happiness

I WAS reading recently about a professional man of affairs who declared himself quite out of sympathy with that modern convenience—the telephone.

"It is a regular Black Beast," he protested. "Never do I get an opportunity for a little real concentration and in the humor to chase a bright idea to its lair, but what 'ding-a-ling-ling, ding-a-ling-ling' goes the telephone, and in nine cases out of ten it is a foolish inquiry that didn't need to be made, or Central has given the wrong number, or some one is after me to act on a committee, or to serve as a solicitor in some new 'Drive.'"

"Yes, I have concluded that the telephone is my Black Beast. It pulls me out of bed in the morning. It summons me from the bathroom when I am ready to take a refreshing dip. It interrupts my meals—it calls me away when I am in the midst of something exceptionally fine coming in over the radio. I am positive that the telephone is going to cause me to lose my religion. My idea of heaven is a place where there are no telephones and no inventors to contrive something equally pestiferous."

When I came to think about it, I began to wonder just what my own Black Beasts were. (That's a sharp phrase the French have, you know, for characterizing a pest. A *bête noire* they call it.) I discovered that I had several of them, but the blackest of the herd were the only ones which came in for my attention.

Strange as it may seem, the radio headed the procession, for I'll admit that I have been bitten by the radio bug, and I can see that if anyone were strong-minded enough only to make of the radio an instructor and a casual entertainer, it would be all right. But it is not so with me.

I have always loved my morning bed, and no comfort or joy in the world is comparable with the luxury of that extra few minutes stolen from the day. But the radio literally pulls me out by the ear. I must take ad-



vantage of the setting-up exercises to take off my superfluous pounds, and to pep up my storage batteries for the day. And while I'm about it, I might as well listen to "Cheerio," and hear something which may send me forth into the day with a little more enthusiasm and sane philosophy in my mental kit-bag.

Then while I am eating my breakfast, there is no reason why I shouldn't hear something in the way of music to which I shall not have to attend too closely. And while I am washing up the dishes, I might as well take advantage of the Beauty Talk, for housework is so devastating if one allows it to be utterly absorbing.

And so it goes on thruout the day. I find myself refusing to go to lunch with my sister Madge because I particularly want to hear a Travel Talk, as I am planning to wander in the direction described when vacation comes. Perhaps I shall be able to get some pointers which will enable me to get more for the money I spend, and see some things which I might otherwise miss. Then, of course, I have set my heart on hearing the seven-o'clock talk addressed to women voters.

Fortunately John is belated coming home for dinner, but finally appears bringing a friend with him. This is not so good. I have all I can do to suppress my rising indignation at my husband's thoughtlessness.

Black Beasts

By Emma Gary Wallace



Sometimes Madge and I almost quarrel because I won't let her finish up the dishes so I can hurry out with John, who hangs around waiting to take me to the movies.

Courtesy Fox Films

Didn't he remember that this was the evening when my lesson was due in the College of the Air? And naturally our guest will not be interested.

John, who is the soul of kindness, feels the edgy touch of frost in the air, and questions me with those dear eyes of his as to what is the matter. Then I recognize myself for a selfish creature and I am unhappy, and half wish that the Black Beast had never come prowling into our home. Like Fire, it is a good servant but a bad master.

Women just naturally love beautiful silver, and gleaming crystal, and snowy linen, and dainty embroidery, but I have come to feel that my wealth in these things is nothing short of a Black Beast.

The silver reproaches me when it shows tarnish—and so it must be kept shining. The crystal and china-ware are so exquisite that they delight my soul, and to have them nicked or scratched, actually causes me physical pain. So I needs must handle them myself.

I will scarcely let even Madge touch them. Sometimes we almost quarrel because I won't let her finish them up so I can hurry out with John, who hangs around waiting to take me to the movies. Madge wants to get us out of the house promptly anyhow because her boy friend will be along any minute to spend the evening with her. So we are all needlessly on edge.

The linen is so choice and represents so many hours of patient work and so many interesting friendships and events in my life, that I am positive alien hands will not touch it as tenderly as I do. To use it often means much toil in the way of exacting laundry work, and often on a hot day or a busy one when other interests call.

And so I am, as it were, between the Devil and the Deep Sea. If I use these treasures as I delight in doing, I am a slave to them. If I put them away, what use are they?

And so I go on questioning the Lares and Penates of my own household and life, and I am free to admit that while they all have their compensations, yet they make demands upon me which I haven't the strength of character to refuse.

Akin to these Black Beasts are the customs which make a heavy toll upon our time. It may be the club to which we have so long belonged, and from which we cannot quite bring ourselves to withdraw; or reading along some particular line in which we are not especially interested, but covering a field with which we think we should keep in touch.

Last, but by no means least, there is the Black Beast of yesterday which refuses to leave its familiar pastures and to turn into the narrow lane of today. Something of pride is involved, and something of reluctance to adventure into untried ways. So we go on, pulling the past with us, when by every right we should be glad to leave it behind.

Life eddies along so rapidly in these complex times that we should be quite ready and willing to adjust ourselves to changing needs. But the Black Beasts cast their sinister spell upon us, and we have not the courage to do many of the things we would like to do.

The whole situation resolves itself into a matter of being dominated, instead of dominating. We know we are being hindered many times more than helped by the so-called refinements of living.

We pride ourselves upon being the master of our fate and captain of our soul, but it is an idle boast unless we are able to rise in our strength and put the Black Beasts back in the place where they belong in the scheme of things. If we have not such courage, life will soon spend itself and ebb to the close of its little day, with the things undone which we have longed in our innermost souls to do.

Harmony and Power

By Uriel Buchanan

Courtesy Canadian National Railways

The melody of wind and waters, the grandeur of the woods and plains, the beauty of all living things, speak with a pleading eloquence, bidding man to manifest the growing harmonies that spring up from within.

TO live in sympathy with Nature's moods and in harmony with her changeless laws will lead to the unfoldment of all that is great and good. The beautiful earth and radiant heavens will inspire the mind with visions of hidden truths. An unbroken affinity with Nature will keep aglow the fire of enthusiasm in the human heart and give renewed courage for lofty endeavor. There is a force in Nature which awakens in man a feeling of kinship with the Infinite. Unless the finer sensibilities are dead, man yearns for occasional solitude and for the renewal of strength which comes from the hidden life of Nature.

In the midst of native forests or mountains, surrounded by all that is wild and natural, man feels an exhilaration and freedom which give renewed life. The trees and the waving grass, the rocks and rills, the birds and wild flowers, the earth and sky and all visible things unite in a living picture that is eloquent with love. And giving to Nature our love in return, we may draw nearer in consciousness to the source of being and hold communion with the Infinite Mind.

Man knows that the myriad forms of Nature are

"The will concentrates into a tiny cell the immensities of the universe.

"Fundamentally it is identical with universal life, acting in us, either consciously or unconsciously, naturally or unnaturally, as determined by choice and desire.

"Concentration of will power and harmonious mental action, impelled by persistent desire, will remove all barriers, and make a straight pathway to the highest goal."

expressions of the Infinite Mind and that he may attract from them a part and quality of the Infinite. The earth and all it contains, the melody of the winds and waters, the grandeur of the woods and plains, and the beauty of all living things, speak with a pleading eloquence which bids man arise in the dignity of the power that Nature has given him, and to manifest the growing harmonies that spring up from within.

To grow in wisdom, to have a lighter heart and greater freedom, to commence each day with the feel-

ing of a new pleasure, a higher hope and more determined endeavor, we must draw nearer to the Infinite and absorb the element of life and power from the trees and plants and all the myriad expressions of Nature. The closer we feel our relationship with Nature, the more we can attract of the qualities of the Supreme Mind pervading all things. And the more refined we become, the greater will be our power to appreciate the indescribable beauty and harmony of the rugged mountains, the forests and valleys.

Thruout the domain of Nature we see the evidence of progress. Every manifestation is growing and increas-

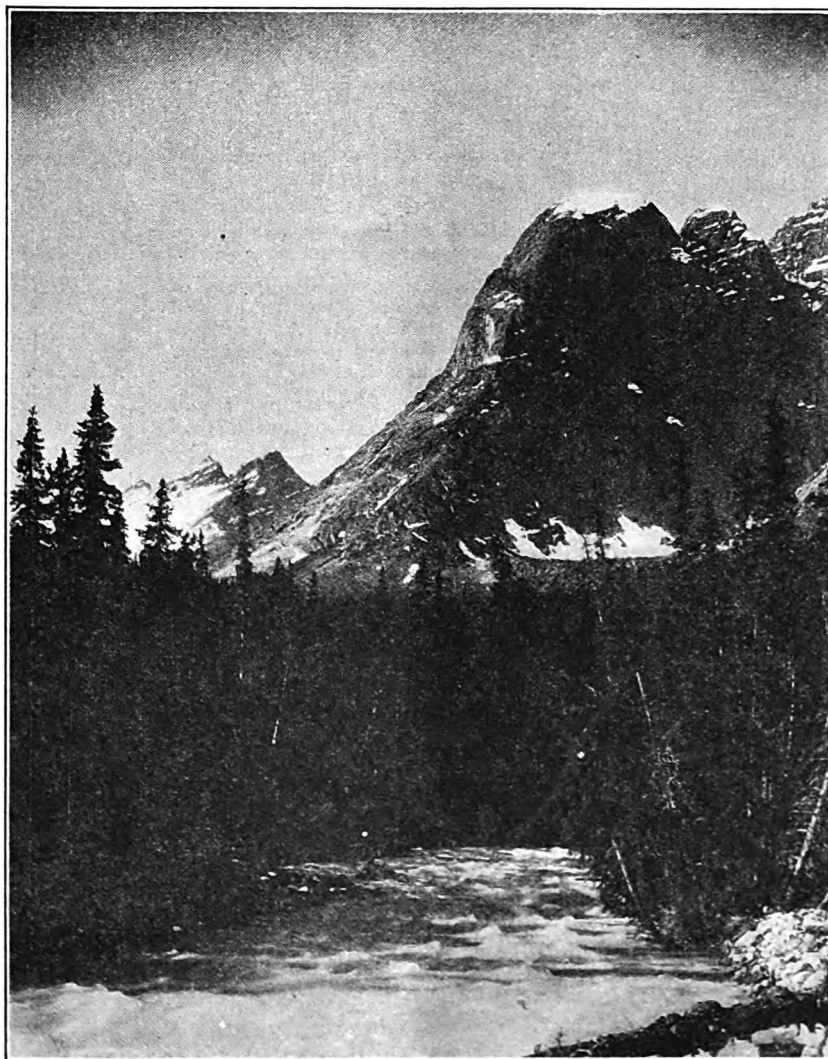
ing in refinement and beauty. In the barren rock are elements which will ultimately enter the tree and flower. Back of all visible things is the ceaseless working of an immeasurable force which moves all things forward. This force causes the rock to crumble that the elements it contains may live in higher forms. It causes the dead leaves to fall, and new leaves, full of freshness and beauty, to come forth with each return of spring. It causes the tree to send its roots deep into the soil and to reach out with its branches into the air and sunlight, that it may draw nourishment from the earth and the heavens. The vast treasures of coal and oil which man takes from the depths of the earth are the accumulated elements of energy drawn from the sun, ages ago, by the trees and their luxuriant foliage. The stately trees, sending up their branches and leaves to sway in the wind, are literal conductors of new life and energy coming to the earth in atomic rays from the sun. The leaves are the lungs of the trees, which breathe the new life and absorb the element that is ever working to build the more perfect and beautiful.

Let us learn from Nature the lesson of progress. Let us cease to look back, to live over in memory the vanished days. We do not want the narrow life, the false beliefs and the discordant environments of our dead selves. There is a spirit of progressiveness within us which cares relatively little for the past. We welcome new experiences, we invite new joys, knowing that what awaits us will surpass anything we have realized before. Incessant change is the inevitable law of life. There is nothing permanent in the boundless universe. To live at one place, to meet the same people day after day, to follow one pursuit in the same locality and to be bound by an unvarying set of habits at the home and office or workshop, to repeat the same thoughts, to be haunted continually by the same

dismal and cheerless moods, will rob the strongest man of courage and keep his body and mind in abject bondage.

To banish sickness and the fear of loss and failure, to dispel the weariness and monotony of existence, turn your thoughts on the bright and beautiful in Nature. Behold the falling snowflakes, the moving clouds, the driving rain and the ocean surge. Feast on the beauty of woodland scenes and the sublimity of the mountains. Respond to the silent harmonies of the blue skies, the bright sunshine and fields of waving green. By cultivating a love of Nature you will keep in the thought-current that will exert a powerful influence for good. You will follow the promptings of the higher self. You will advance to higher realms of power and usefulness. You will work in the right direction and will have knowledge and faith in your capacity to draw things needed and to be successful in all you undertake. Recognizing your vital relationship with the Infinite Mind and all Nature, you will know there is nothing to fear. Then you will step out into the sunshine of your true life. Strengthened and renewed mentally and physically, you will no longer cling to the outgrown past, but will strike out boldly into new and untried realms of activity, knowing that you will never be left

guideless in the dark or unsupported by the Infinite Power. You will keep in the current of progress and let it bear you on to the realization of health, happiness and freedom. You will grow tired of laboring for that which gives so little return, of the business cares pressing upon you, of the misunderstanding and opposition, of your happiness all crossed with strife and pain; you will follow the monitions of the higher self, and you will find the way out of bewilderment into serene regions where all the problems that have vexed you will disappear. You will gain the strength of unwavering
(Continued on page 56)



Courtesy Canadian National Railways

In the midst of forest and mountains, surrounded by all that is wild and natural, man feels an exhilaration and freedom that give renewed life.

Are You Versatile?

ONE of the best doctors we know made a private confession to us recently.

A confession from a doctor is a notable, and noble, occurrence. Professional men like doctors, lawyers, teachers and preachers are supposed to hear confessions—not utter them. We listened.

The doctor had been reading some of our writings. Thereupon he confessed: "I have always wanted to be a writer—even a writer of poetry. But that would be fatal to the success of my work. No professional or business man should ever let people suspect him of being versatile. They doubt the skill and sense of a man who tries to do more than one thing in life."

We pondered. "They do," we agreed. "They can't size up a man of varied talents. He is a mystery to them, and mysteries are sources of doubt." Then we admired the doctor for his notable therapeutic achievements, and mollified somewhat his urge to be an author.

Why is a man openly versatile regarded with suspicion by the multitude? Because he should be. The multitude, blind and stupid as a multitude is, nevertheless performs a real service in doubting and avoiding the rash owner of a multiplicity of talents. He is likely to be a failure till he controls, or conceals, his versatility.

Success demands concentration. Whoever indulges a large and loose variety of activities and ambitions gets nowhere. Thought, work and ability require a sensible, sure focus. They mustn't be allowed to waver or scatter.

A lifelong friend of ours permitted himself to be unrestrainedly versatile, because he was born that way, for a dozen years after graduation from college. He could teach a little, write a little, draw a little, play a little, sing a little, do other nice things a little. Also he could earn a little—about \$100 a month.

He had a long talk with an efficiency engineer. That woke him up to his mistakes, liabilities and possibilities. He quit being versatile, and concentrated on the doing of the one big thing he could naturally do best. In a few years he was able to earn \$100 a day! And the money didn't count for so much as the conscious mastery of his own powers and opportunities. He had ceased to be a drifter and dabbler. He had stuck to his chosen work till he was supreme in his line, with

Valuable Information Showing How to Handle Multiple Talents

By Edward Earle Purinton

national fame and influence rewarding his command of his versatility. Now he is free to indulge the versatility wisely.

A person who has achieved a great success can afford to be versatile. No one else can. It costs too much.

Yet the parents of the versatile child put him on display in the parlor, that he may show off to visitors how smart he is in how many directions. They should put him on probation in the attic or cellar, where visitors don't come, till he learns to do one thing supremely well. It isn't showing off that makes success, but digging in and holding on. To be versatile without being infantile is a rare feat. Not many can perform it.

A variety of talents in a young person resembles a variety of colts in a field. The strong yet foolish things are apt to run wild, cause damage, waste themselves, amount to nothing. But this does not happen if their owner exercises ownership. When he has them trained, harnessed, forced gently but firmly to do his bidding, they can take him almost anywhere he wants to go. Are your talents guided properly? Do they carry you, safely and swiftly, toward the height of your ambition?

Versatility means opportunity, also liability. Power void of control is danger. Power under control is destiny. Those richly endowed should be specially safeguarded. The finest people are generally the most gifted, so they need most to be warned against the folly, vanity, waste, confusion, misunderstanding, loss, resulting from the dissipation of a multiplicity of talents.

What is versatility? A wealth of inborn taste, temperament, capacity and desire, to enrich the owner past the ken of the average mortal. But wealth needs wisdom, or leads to worse than waste. Note the inferiority and disreputability of the prodigal sons of millionaires. Inherited wealth is a handicap more often than a help. So is versatility, likewise inherited.

The key question for (Continued on page 70)

ARE you proud of your ability to do a lot of things? Do you display your child because he is developing in many directions?

Do you judge by the quantity rather than the quality of your accomplishments?

Before you boast too much of lots of talents remember they are a liability as well as an opportunity. You have a responsibility which a less talented person has not, and you are apt not to go as far as he.

But you can use your versatility if you exercise ownership of your talents instead of permitting them to own you.

Mr. Purinton shows you how to be a mental engineer in guiding your talents to gain a wealth of utility from a waste of versatility.

Strengthen Your

NERVES

The stronger your nerves are, the stronger you are in muscular power, organic power, and mentality—for in the *nerves* lies the source of all power. To be dull-nerved means to be dull-brained and dull-bodied—insensible to the higher things of life.

If you are seeking that mysterious something that will give you a high degree of Health, Courage, Ambition, Endurance, Personality—that mysterious IT, that all long to possess, **STRENGTHEN YOUR NERVES**, for there lies the answer to your wish.

Nerve Force is the most important thing in life. Education, talent and skill count for nothing without Nerve Force to push them to success. Without Nerve Force you can not sell yourself to anyone, not even to your own mother.

Watch Your Nerves

Watch your Nerves as you would the most precious thing you possess. Don't overwork and strain them and become a Nerve Bankrupt, —a Neurasthenic.

Nerve Abuse

I have carefully analyzed the cause of physical and organic weakness in over one hundred thousand persons during the last thirty years. I found the main factor *not* to be the lack of exercise, improper diet and violation of ordinary health rules, but mainly *Nerve Abuse*. It is this that tears down the health, weakens the body and makes men and women prematurely old and decrepit.

By nerve abuse is not meant excesses and vices alone, it includes needless wasting of Nerve Force through emotional and mental strains, especially through undue worry and anxiety, groundless fears, and a twisted philosophy of life.

Neurasthenia

Nerve weakness (Neurasthenia) is recognized as a specific malady, but it is, in fact, the *vicious center* of a vast number of maladies, reaching all the way from simple nervousness to raving insanity. All the so-called "common ailments" that harass the life of mankind are mainly due to weak nerves.

Nerve weakness may be described as existing in three stages and is manifested by the following symptoms:

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

Second Stage: Nervous indigestion, belching, sour stomach, gas in bowels, shallow breathing, decline in power of the reproductive functions, high or low blood pressure, hot or cold flashes, heart palpi-

tation, mental uneasiness, irritability, undue worry, despondency, self-consciousness, etc.

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

If only a few of the symptoms mentioned here apply to you, especially those indicating mental uneasiness, you may be certain that your nerves are weak and deranged. Fight this weakness as you would fight for your life. **Conquer it, or it will conquer you.**

Drugs Useless

Perhaps you have chased from doctor to doctor seeking relief for a mysterious "something the matter with you." Each doctor tells you that there is nothing the matter with you, that every organ is perfect. But you *know* there is something the matter. Your doctor may prescribe a drug—a nerve stimulant or sedative. Leave nerve tonics alone. It is like making a tired horse run by towing him behind an automobile.

Physical Exercise May Be Harmful

Don't be deceived into believing that some magic system of exercise will restore lost Nerve Force, as is so often claimed by physical culturists. More often it wastes the little that is left, for exercise demands expenditure of Nerve Force. Bear in mind that some of the

worst nervous wrecks may be found right among our physical culturists, prize fighters and noted athletes. Nerve abuse wrecks the strong as well as the weak.

Important Book on the Nerves

Many excellent books have been written on the care of the nerves, but they are entirely too technical. I have written a 64 page book in every day language, entitled *Nerve Force*, which contains a vast amount of practical advice upon the care of the nerves. It is the result of over thirty years of intensive study of people with weak and deranged nerves. The cost is only twenty-five cents, prepaid (coin or small denomination stamps).

Nerve Force is in no way an advertisement of any course in Nerve Culture I may have to offer, as is proved by the fact that it is on file in many public libraries, and at the National Medical Library, Wash., D. C. Over a million copies have been sold, a record never before reached by any other book on health.

Unconditional Guarantee

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

Note: Paul von Boeckmann has advertised his various books in most of the standard magazines for more than 25 years. He is the oldest advertiser in his profession in America.

Please use coupon or mention **PSYCHOLOGY MAGAZINE** when you write advertisers.

Children's Nerves

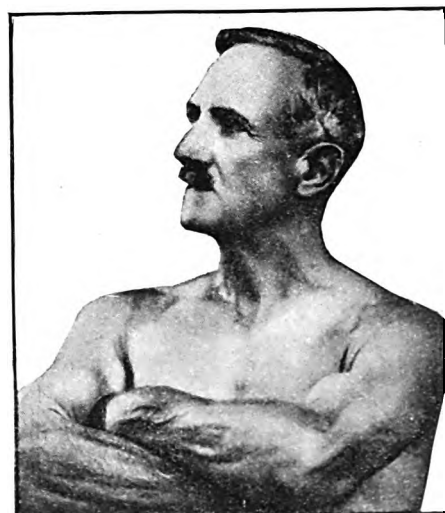
Proper care of a child's nerves is as important as his mental training; for education is of little value unless backed by sound nerves.

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

I have thousands of letters like these:

A physician writes as follows: "I am writing you as a Graduate M.D. to say that I have carefully read your excellent book on 'Nerves.' It has done me more good already than anything I have seen or tried and I think it easily worth a hundred times what I paid for it. It is impossible to read it without feeling the wonderful Truths it reveals."

A school teacher writes: "I had the opportunity of reading Paul Von Boeckmann's 64 page book 'Nerve Force.' I completed it in one reading. One feels at home and understands unfathomed ideas concerning nerves, mind, and body. As I was reading a stranger approached and remarked, 'That book cured me from what doctors called heart trouble, then stomach trouble, etc. I had nothing of the kind. I am now a well man.'"



PAUL VON BOECKMANN

Author of *Nerve Force* and several other books on Health and kindred subjects.

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

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

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Thought Atmosphere

An Explanation of What Causes Your Moods and What You Can Do to Modify the Currents—Fifth of a Series of Articles on Mental Medicine

By C. Franklin Leavitt, M.D.

WE are surrounded by a thought-atmosphere, the changing currents of which have their effect on you and me. Our moods of elevation and depression are often due to this atmosphere, even when we attribute the variations to weather conditions or physical disturbances. These outside conditions merely connect with some thought in our subconscious mind of past trouble, and this then rises to the conscious plane and we develop a thought-atmosphere which corresponds with the nature of this association. We carry about with us our own atmosphere. These atmospheres are probably vibratory in character and carry the vibration of harmony or inharmony according to the suggestions we have received from without or from our own subconscious selves.

People who are sensitive are very much affected by the atmosphere of another. Sick people have frequently told me that one person will bring sunshine, while another will bring clouds and shadows to their rooms. And they often feel this strongly before a word has been uttered. The more susceptible and pliable the nature, the more marked are such impressions. There are hypersensitive people who are made nervously ill by the atmosphere of an uncongenial person. The mind casts a shadow as well as the body.

The explanation of such phenomena is to be found in the action of the person's own mind in giving place to the effect. Things hurt or depress; stimulate or elevate, only to the extent that we let them. If one has fortified himself by long discipline to divert the noxious contacts and change their common ill-effects to those of a different character, there would have been quite sufficient protection. Undesigned auto-suggestion following a conventional type has power over the average mind, and one thus becomes an admittedly helpless victim of circumstances.

But we are able to successfully combat all unwholesome influences. By surrounding ourselves with an atmosphere of strong thought which takes the form of Faith, Positiveness, Determination and Will Power, we build up a mental wall that these weaker thoughts are unable to penetrate.

Gradually, a real habit is formed so that subconsciously we are able to separate the good from the bad, the strong from the weak, the stimulating factors from those depressing. But until such a habit is strongly fixed, we find ourselves a victim or plaything for the adverse vibrations. It isn't a question of having a much harder environment to fight than all others, but

it is a question of your being more sensitive to this inharmonious environment than the average person similarly situated. Thru your sensitiveness and lack of strength you have placed yourself on a negative plane where such harmful forces abound. You know how by just turning a

dial, when the power is on, you tune into different stations on your radio. If you find the program a good one, to your liking, you leave your dial set at this point. But if the program is something you do not wish to hear you merely turn your dial again and receive music that gladdens your heart. Those who are suffering from weakening and depressing vibrations continue to keep their mental dial set at this wave length, believing that the change to a new mental station is impossible. We are all children of Nature, and Nature has no step-children I assure you. You are granted the same privileges as the best if you will realize it and begin to use your powers in a different way.

We have to build castles in the air before we can successfully build them on earth. The ideal must precede the real. Michelangelo had to form his creations out of mind stuff, and paint his pictures with fanciful colors before he could succeed in embodying his ideas in marble and on canvas. The true artist really sees his landscape on his canvas before he touches a brush to it, and the true sculptor visualizes his figure clearly in the solid block of marble, and chips away until he leaves that figure his mind has created. The author has to think his thoughts and form his mental concepts before he can commit them to paper; and the better developed the mental forms, the more artistic and impressive the representations. The novelist lives with his characters, enters into their experiences, and unconsciously moves his lips as he makes them speak. The true actor tries to be as near the character he represents as his imagination will permit. We are told in the legend that Leander, under the power of imagination, unconsciously made empty strokes with his hands as he walked the streets, long before he swam the Hellespont.

He who would give to the world a fine thought, or a beautiful production, must see it and feel it, bowing in mental adoration and warming with enthusiasm before he can hope to present it impressively to others. When a person becomes overenthusiastic he is called a fanatic. But after all, so-called fanatics have really made some of the biggest changes in thoughts and actions in this universe. When these changes are taken up by the masses the fanaticism is elimi- (Continued on page 79)

You Could Almost SEE His Mentality Grow!

His employers wondered what had happened. Within a few months this young man—once thought too uneducated for his unimportant routine job—had become one of the most valuable junior workers in the organization. Today he is in charge of a branch office. Tomorrow he may be sales manager for the same corporation which employed him as an office boy such a short time ago. His brain power, his general cultural background ascended to its present high level almost overnight. Read his story below.

Case No. 907: Philip S.

Had to leave school at 14 . . . Had to accept routine job at small wages . . . Low class associates . . . Unhappy, dissatisfied, unpopular . . . Realized lack of education . . . Decided to get rid of his handicap . . . heard of the High School Home-Study Bureau . . . Enrolled for a high school course . . . Rapid advancement, intelligent friends, fuller life . . . Prosperity.



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In little time, with little effort, you can acquire the equivalent of a **FOUR-YEAR High School Training**—a training fulfilling the requirements of the State Board of Regents and the College Entrance Examination Board.

Without a high school education you cannot hope to get far in life. The better positions, the bigger salaries, are barred from you. A high school education is the surest way to increase your earning power. It gives you culture, enables you to meet and know educated, worth-while people.

How often have you said, "I wish I had gone to high school"? Now your wish is answered. These fifteen handy volumes quickly give you a command of Ancient History, Literature, Biology, Civics, American History, Arithmetic, Elementary Algebra, Physics, Geography, Physiography, Modern History, Economics, Latin, English Grammar, Spelling.

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Principals, teachers, and students the country over recognized the merit of these practical books—use them in their school work.

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Journey's End

A Review of R. C. Sherriff's War Play

JOURNEY'S END, R. C. Sherriff's stirring war play at the Henry Miller Theatre, pounds out its message of the idiocy of war.

No romance is pictured in this vivid portrayal of life in an officers' dugout in the British trenches before St. Quentin. No thrill comes to these men as they prepare for the attack of the Germans just one hundred yards away—the length of a football field. It is the air of dogged determination to stick to what they have been taught is duty and make the best of it. The futility of it all stalks naked before the sensitive thinkers.

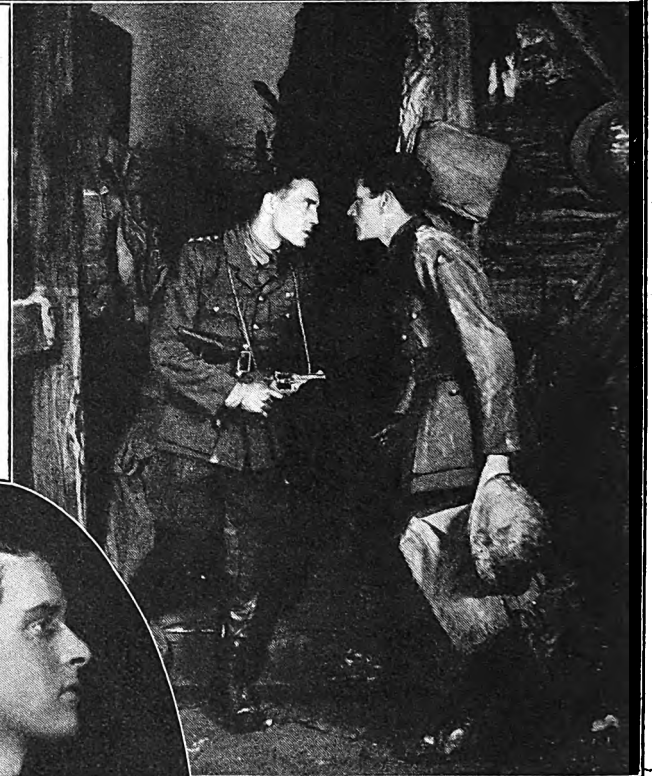
But there is one way to forget the filth and noise, the fear, the horror of comrades suffering and dying: whiskey. It will dispel reality and bring back the illusions with which war has been surrounded to entice the unknowing into its clutches.

Mr. Sherriff has written simply and impressively of a small portion of the men who participated in the War. He neither makes them heroes nor saints nor martyrs. He paints them as they are.

His characters are drawn with the fineness of a artist's brush; the sensitive feeling captain, the idol of a romantic boy back in school days who during the War joins his battalion; his bitterness because the boy must see him now, changed, reeking with liquor, in order to force himself to forget the terrible fear and the horror; the serious, human lieutenant who reads "Alice in Wonderland" to forget the madness of the war; the second lieutenant who gives way to his fear and sobs in agony, and wants to quit the lines on an excuse of sickness. Another second lieutenant, unimaginative, unimpressible, who accepts the war as just another job, a bit more dangerous, but without a thought of the justice of it. Mr. Sherriff has woven these characters into a drama that moves and lives. The cast intensifies the vividness of the writing.

Instead of romance, fear is the basis of the

"It's sure death, of course, but those are the orders." Captain Stanhope relays orders to make a raid to his first lieutenant and closest friend.



"No trumped-up sick excuses in my company," the captain warned his second lieutenant. (Oval) Derek Williams portrays the idealistic youth.



emotions of the men who are at the front. Not adventure, but a dull waiting, hastened as the opposing forces draw near.

War to the uninitiated, as the play points out, is just another sporting football game—adventure, romance, excitement. The ghastly facts never penetrate to the conscious mind until it is too late. Mr. Sherriff has tempered the seriousness of his play with homely incidents and humor of trench life which make endurable its dramatic tenseness.

Can You Guess This Man's Age?

See if You Can Tell Within 25 Years; the Author Couldn't; But He Stuck With Hobart Bradstreet Until He Revealed His Method of Staying Young



HOBART BRADSTREET, THE MAN WHO DEFIES AGE

I USED to pride myself on guessing people's ages. That was before I met Hobart Bradstreet, whose age I missed by a quarter-century. But before I tell you how old he really is, let me say this:

My meeting-up with Bradstreet I count the luckiest day of my life. For while we often hear how our minds and bodies are about 50% efficient—and at times feel it to be the truth—he knows *why*. Furthermore, he knows how to overcome it—in five minutes—and he showed me *how*.

This man offers no such bromides as setting-up exercises, deep-breathing, or any of those things you know at the outset you'll never do. He uses a principle that is the foundation of all chiropractic, naprapathy, mechanotherapy, and even osteopathy. Only he does not touch a hand to you; it isn't necessary.

The reader will grant Bradstreet's method of staying young worth knowing and using, when told the secret.

And here is the secret: *he keeps his spine in trim.*

Any man or woman who thinks Spine-Motion doesn't make a difference should try it! It is easy enough. I'll tell you how. First, though, you may be curious to learn why a healthy spine puts one in an entirely new class physically. The spinal column is a series of tiny bones, between which are pads or cushions of cartilage. Nothing in the ordinary activities of us humans stretches the spine. So it "settles" day by day, until those once-soft and resilient pads become thin as a safety-razor blade—and just about as hard. One's spine (the most wonderfully designed shock-absorber known) is then an unyielding column that transmits every shock straight to the base of the brain.

Do you wonder folks have backaches and headaches? That one's nerves pound toward the end of a hard day? Or that a nervous system may periodically go to pieces? For every nerve in one's body connects with the spine, which is a sort of central switchboard. When the "insulation," or cartilage, wears-down and flattens-out, the nerves are exposed, or even impinged—and there is trouble on the line.

Now, for proof that subluxation of the spine causes most of the ills and ailments which spell "age" in men or women. Flex your spine—"shake it out" and they will disappear. You should feel the difference in *ten min-*

utes. At least, I did. It's no trick to secure complete spinal laxation as Bradstreet does it. But like everything else, one must know how. No amount of violent exercise will do it; not even chopping wood. As for walking, or golfing, your spine settles down firmer with each step.

Mr. Bradstreet has evolved from his 25-year experience with spinal mechanics a simple, boiled-down formula of just five movements. Neither takes more than one minute, so it means but five minutes a day. But those movements! I never experienced such compound exhilaration before. I was a good subject for the test, for I went into it with a dull headache. At the end of the second movement I thought I could actually feel my blood circulating. The third movement in this remarkable SPINE-MOTION series brought an amazing feeling of exhilaration. One motion seemed to open and shut my backbone like a jack-knife.

I asked about constipation. He gave me another motion—a peculiar, writhing and twisting movement—and fifteen minutes later came a complete evacuation!

Hobart Bradstreet frankly gives the full credit for his conspicuous success to these simple secrets of SPINE-MOTION. He has traveled about for years, conditioning those whose means permitted a specialist at their beck and call. I met him at the Roycroft Inn, at East Aurora. But Bradstreet, young as he looks and feels, thinks he has chased around the country long enough. He has been prevailed upon to put his SPINE-MOTION method in form that makes it now generally available.

I know what these remarkable mechanics of the spine have done for me. I have checked up at least twenty-five other cases. With all sincerity I believe nothing in the whole realm of medicine or specialism can quicker re-make, rejuvenate and restore one. I wish you could see Bradstreet himself. He is arrogantly healthy; he doesn't seem to have any nerves. Yet he puffs incessantly at a black cigar that would floor some men, drinks

two cups of coffee at every meal, and I don't believe he averages seven hours sleep. It shows what a sound nerve-mechanism will do. He says a man's power can and should be unabated up to the age of 60, in every sense, and I have had some astonishing testimony on that score.

Would you like to try this remarkable method of "coming back"? Or, if young, and apparently normal in your action and feelings, do you want to see your energies just about doubled? It is easy. No "apparatus" is required. Just Bradstreet's few, simple instructions, made doubly clear by his photographic poses of the five positions. Results come amazingly quick. In less than a week you should have new health, new appetite, new desire, and new capacities; you'll feel years lifted off mind and body. This man's method can be tested without risk. If you feel enormously benefited, everything is yours to keep and you have paid for it all the enormous sum of \$3.00! Knowing something of the fees this man has been accustomed to receiving, I hope his naming \$3.00 to the general public will have full appreciation.

The \$3.00 which pays for everything is not sent in advance, nor do you make any deposit or payment on delivery. Try how it feels to have a full-length spine, and you'll henceforth pity men and women whose nerves are in a vise!

HOBART BRADSTREET, INC., Suite 77C9
506 S. Wabash Ave., Chicago, Ill.

I will try your Spine-Motion without risk if you will provide necessary instructions. Send everything postpaid, without charge or obligation, and I will try it five days. If I find Spine-Motion highly beneficial I can remit just \$3 in full payment; otherwise I will return the material and will owe you nothing.

Name

Address

What Can We Do For You?

Conducted by C. Franklin Leavitt, M. D.

QUESTION:—C. H. writes—

I wonder if you will help me out with my problem? I am a girl of twenty-three, of moderate circumstances and hold a good position in a New York office. Last summer I went to Maine on a two-weeks vacation with my older sister. While we were at the hotel we wished to go out in a motor boat to see the surrounding islands, but because of the busy season we were unable to obtain one. A young man who lives on this island offered to take us in his motor boat. He is twenty-one and attends a university where he is studying to become a broker, which is his ambition in life. His father is a retired captain who has his home on this island. I saw quite a good deal of this young man and I admired him greatly. He asked me to become engaged to him, but I would not do so, because of the short acquaintance and general impracticability of it all. On my return I thought of him constantly and had a hard time putting him out of my mind. Lately I have had spells of melancholy and I am not as happy or cheerful as I used to be. Do you think this has anything to do with it?

ANSWER:—

Based on the few facts you have given me I would say that you were possibly suffering a little from a guilty conscience and remorse. You say this young man put himself out to be nice to you, that he was ambitious and trying to get ahead, and it is quite evident that his thoughts toward you were honorable, for he asked you to marry him. So I would say that he did just as much as he could to make your stay an enjoyable one. And I presume you have felt that you did not treat him quite fairly in return. And perhaps you haven't. You say that you admired him and had a hard time to remove thoughts of him from your mind on your return. Why did you wish to forget him? Did you feel there was too much difference in age? I don't think that there is enough to make any material difference. Were you talked out of it by your sister? You must form your own conclusions and then stand by them. You could have told him very easily that you did not believe in couples becoming engaged until both were quite sure they loved each other deeply and that future happiness was assured. This would have given you an opportunity to test yourself and him and see if your feelings were deep and lasting. I believe you will feel better if you correspond with this young man, unless there is some very good reason that you have not stated for not doing so. I am sure you will feel happier right away.

QUESTION:—Z. D. writes—

I am a young man twenty-two years of age and am working in a store where there is more or less lifting to be done, for I am stockman, salesman at times, and do almost anything that the "boss" may require. A few months ago I was told by an elderly woman who often visits the store that if I continued such work as I was doing that I would soon go to pieces physically. I really do not have very heavy articles to lift, probably the heaviest is sixty or seventy pounds. I am a man five feet eleven inches in height, weigh around 170 pounds, and have never been considered frail. But since this woman told this to me I have been watching myself and I do find that I seem to get very tired and that the work does seem unusually heavy. What would you do about it? There are not many positions open in the small place where I live.

ANSWER:—

My opinion is that you have just let the "old lady's" suggestion get hold of you and are suffering from fear. There is no good reason why this work should hurt you, and, as you have become accustomed to it by this time, I am sure that you can do it without one bit of harm if you will just forget yourself and get interested in the work. You are evidently quite suggestible. Forget it all and laugh it off.

QUESTION:—P. W. G. writes—

I am writing you about a problem of mine: cigarettes. I smoke from forty to fifty a day and I must say they have "got me." I find this is the only habit that I cannot lay aside and say, "I am thru with you," and stay quit. Every month I say I am going to stop, but in less than an hour I find myself saying, "What's the use?" and then I start all over again. Can you suggest some way that I can go about this and win; some way that I may increase my will power so that I may lay aside this habit forever. Not only is it hurting my health, but I am sore in need of the money I am spending now for the cigarettes.

ANSWER:—

To quit a habit one must first be determined to do so and fully make up his mind that he is thru. As long as he wavers and wonders whether he had better do so or not, as long as he listens to the voice of weakness, just so long will he be a slave to it. It is to a great extent a matter of *desire*. He will do the thing that he desires to do the most. You have not reached a point where you value your health above the pleasure that cigarette smoking affords.

Smoking is a "nervous habit." To stop,

one must figure out a substitute after making up his mind that he intends to stop. Watch yourself and you will find when you are just a little nervous or have a moment to spare, not knowing what else to do, you reach in your pocket for a cigarette. When you start to look for that cigarette, stop a moment and substitute something for it. Think of what stopping the habit will bring to you: better health, greater happiness and more success in life. There is no doubt but that this habit dulls and deadens the functions. Thus we frequently have forms of indigestion in consequence, often gas. It also affects the liver, bowels and, thru the nerves, the entire system. One who is not sensitive can smoke without any apparent bad effect, but a sensitive person cannot do so without harm. Ask yourself whether you are a man or a child, whether you are boss or slave?

If you reach a point where you are really determined to stop you will be surprised how easy it is to do. It is the indecision that makes the battle hard, and as long as there is "doubt" there will be a conflict which you will probably lose. You can stop, and I am sure you are going to. And when you have done so don't even take one puff, for if you do the old desire for cigarettes will return. Keep entirely away from them.

QUESTION:—D. E. G. asks—

Is it a fact that worry can really cause disease? I have a sister who has been a worrier all her life and she has recently been pronounced tubercular. My brother insists that it is all from this worry she has indulged in. This is hard for me to believe but I shall appreciate your opinion in the matter.

ANSWER:—

It is quite likely that your brother is right. Your sister may have had a tendency toward weak lungs and then with this extreme depression and functional inaction that her worry created, it was just enough to weaken the lungs to such an extent that they were unable to resist the tubercular germs. I wonder if you realize that these germs we look upon as so harmful are in the air all of the time, on the look-out for victims. It's a fact. When I was at medical college I was surprised to find in my bacteriological work that all one need to do in order to develop a fine growth of almost any disease germs was to cut a potato in two and expose

(Continued on page 79)

UNTO THEE I GRANT

If someone were to formally present you with a document granting you a NEW LIFE—a NEW START, a chance to make good, and a few simple rules to make your dreams become facts—would YOU accept? Of course you would. Although life does not owe you success, YOU owe it to yourself. You have struggled daily with obstacles of home and business, and have tried, thought, and planned, all without avail. Perhaps you are not asking for luxuries, BUT you are ENTITLED TO freedom from debt, worry, and PEACE OF MIND.

YOUR INHERITANCE

You do not need an X-ray to show you that there is some force working WITHIN YOU—something that does the RIGHT THING at the RIGHT TIME. Call it a hunch, or intuition, it is there, and it is your Divine inheritance. It is the REAL YOU, the subconscious power lying asleep within. Occasionally it advises you and pushes you ahead. Just think what a mighty factor for success you would control, if you understood this great power. REALIZE NOW that you can use it and make it work for you.

The sun always rises in the east. A kernel of corn always brings forth corn, not rye—these are dependable laws of Nature. The psychic faculties within you are just as dependable. Is it worth an hour's time once a week, spent in reading, to find your place in the great scheme of things? Remember, a few simple rules can unfold the reserve power of your inner self.

FREE BOOK TELLS HOW

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. Write a personal letter (not a postcard) and ask for a copy of the free book called "The Light of Egypt," which will explain the wonderful aid extended by the Rosicrucian Brotherhood.

Address your letter carefully as follows:

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(AMORC)—Rosicrucian Order

California

You, Too, Can Make Money!

Says Pauline Cleaver

Mrs. Cleaver, known to radio audiences thru her varied programs, and particularly in connection with the expert economic counsel she has given her thousands of listeners about ways of increasing their incomes, which is also the subject of a book she has written, *You, Too, Can Make Money*, will be glad to give her attention to any inquiries sent by mail. Address: Pauline Cleaver, PSYCHOLOGY Magazine, 101 West 31st Street, New York City.

LET me tell you a true story of a Southern woman who, having the proper spirit, faced her problems and achieved. She achieved—and is achieving—not only for herself, but for her two daughters.

Mrs. Alice Morris was born in Augusta, Georgia. She was brought up in the old orthodox method, and was regularly sent to church and Sunday School. Probably her family was a bit rigid and prudish. At any rate Alice had an exaggerated idea of what was "right and wrong"—as a child she was not able to make the fine discriminations that only experience and thought teach. In the South, a certain type of free-thinking found soil more slowly than it did in the more cosmopolitan North. Alice's people took the "letter" often for the spirit. Rigid lines of demarcation, therefore, were drawn. Of course, this left its indelible effect on Alice.

She discriminated in choosing her friends, probably judging more from appearances than spirit. At any rate, she was a girl with many friends of both sexes. Alice was unusually fond of dolls. She would gather her girl friends about her, dressing dolls by the hour. Later as they grew older these girls played at "Mother and Father". They pretended the younger children were their very own. Then the "mothers" would dress up the little ones and take them on shopping excursions. Alice always selected rather extravagantly; she thought she should have only the best. One of her friends, Annie, was quite different. Annie would make her money cover a great deal of ground. Annie had an excellent sense of material economy. She counted her pennies cautiously; and insisted on spreading them. She often rebuked Alice for not being thrifty.

BUSINESS REVERSES

ANNIE was different from Alice in temperament. Alice was full of initiative, courage and "pep", while Annie was timid, slow to make friends, shy and sensitive. The two girls remained friends always. When Alice was eighteen she married. Annie became a business woman and never married. Alice had three children. Her husband met with business reverses after ten years and was unable to recover quite

the place in business he formerly filled. Of course, this was just the time more money was needed. The children were growing. Schools and other activities called for "money—money"! Alice with her ambition and aims for the children and their education wondered how she could help the situation. She owned her home. Augusta was a place where many wealthy northerners came in Winter. Why not give up some of her bed-rooms and take in "paying-guests"? This she did. She was an excellent and efficient manager and knew how to please her guests. They returned the following season.

MRS. MORRIS SOLVES HER PROBLEM

LATER, as the girls were old enough to study in New York, where unusual opportunities were to be had, Alice Morris sent her older daughter to an Art School there. The young girl did not find a home comparable to her mother's and soon she lost in health more than she had gained in art. She was not exactly ill, but missing the home cooking and attention the mother had always given, the girl felt "different".

Mrs. Morris did not wish to interfere with her daughter's art studies, but what was to be the next move? She consulted her husband, but he was a bit fearful of a new city. So Alice Morris took it upon herself to sell her home and move to New York City. Today she has a thirteen-room apartment at 334 West End Ave. She has her own two girls, now, almost grown, and five other young students boarding and living with them. Here she not only personally chaperones and sees to the household comforts, making a delightful home for her own daughters, but cares for the five students who study at various schools in the city. She also chaperones the pupils of the Finch School.

Next year Mrs. Morris will enlarge her quarters, having twenty-six rooms all on one floor, and will be able to have at least fifteen girls. You can imagine the happy times these girls have in her home. When they feel disheartened or in need of a mother, Alice Morris is there to administer to them. Mothers living in towns away from the city, wishing to give their girls the opportunities or schooling in New York City,

now find in the Morris Residence for Girls the kind of home they'd be pleased with, for their daughters.

Now let's reverse the situation. Suppose when Mr. Morris failed in his business his wife became disheartened. Suppose she became so alarmed and fearful that she took her young girls out of school and immediately placed them in paying jobs. Their education would probably have been neglected (I say probably, for many of our best educated and most cultured persons are self-schooled). The girls, especially in small Southern cities, may have pined and been made to feel the sudden change. Many can not "rise-up" to meet such changed conditions. Business failure is often followed with discontent, loss of interest, and then resentment. At any rate Mrs. Morris took no such chances with her family. She had the courage to meet her problems, face facts squarely, and today she is reaping the benefits.

MODERN FURNITURE

HAVE you seen the new modernistic furniture? Most of it is shaped along geometric lines. Did you study geometry? Well look at the cubes, cones, triangles, etc., in the old school book and then watch for pictures of this new style which is becoming very popular.

Two handy boys, realizing this and living near a city where they could visit furniture houses, decided to make some extra money. They made a little workshop in the old barn of one of their parents' homes and "thrift and application" became their working slogan. These pieces were painted most gorgeously. One boy developed quite a flare for Indian designs. One book shelf (he sent me a colored picture) was of vivid red. The shelves were placed like steps—each step twelve inches shorter in length. On the edges, queer figures, such as you find on wigwams, were done in many shades of color. The boys kept a record of expenses, and after their three vacation months they found they had earned four times what they had invested in materials.

Where did they find their materials? Chiefly from packing houses. They would buy up all of the boxes, and with the aid of a tool chest they learned to

measure and cut and shape things to their heart's desire. Now this is simple, yet most effective work, and it is not only good for the purse but the hand and mind. Try it and you will find the joys that these two busy lads have found.

A WOMAN OF SEVENTY MAKES MONEY

MRS. EASTON, in excellent health, decided she, too, could earn. What were seventy years to a happy, healthy, industrious and mentally alert woman of her stamp! Had she not supplied "fig-candies" to three generations? These little round balls of cut-up figs had mixed in them senna leaves. Senna is a vegetable and a harmless purgative. Mrs. Easton knew the value of keeping the "insides clean." So it occurred to her, when she wanted an extra sum of fifty dollars to visit her sister, who was quite a distance from her home, that she would notify her church and other friends of these healthful "Fig Dainties." She made twelve for each box. She bought wax-paper, and making the fig lumps into round balls about the size of cocoanut mounds, placed them in attractive boxes. These sold for twenty-five cents each. The mothers of small children appreciated these, and certainly the children enjoyed having one before retiring.

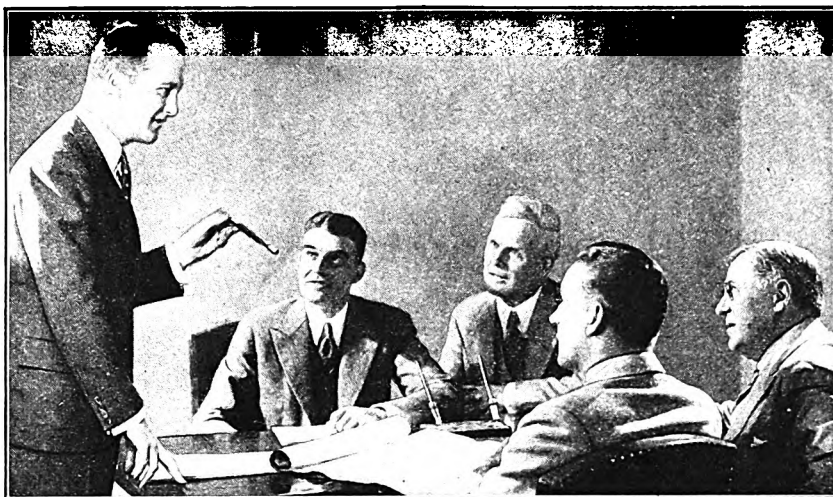
This goes to prove what I am forever saying: Think of the useful things you have done for your own family and remember the outside, busy world. Many of these things are anxiously wanted by them. Cultivate faith in your talents; increase your knowledge of self, sharpen your observation, exercise your imagination; concentrate on the thing you select to do; handle your self in an attractive, pleasing manner. This is the "proper spirit." Calm and reason yourself out of all timidity, and cultivate your initiative, broaden your ambition, use your hidden courage, watch your health by preserving it, persist and you cannot fail to climb the Ladder of Success.

AN UNUSUAL WOMAN AND MOTHER

MRS. TOBIN had been pronounced tubercular, and in order to live she must remain in bed temporarily. Many persons, with less courage and a disposition for dwelling on such a sad pronouncement, would have succumbed under such a burden of news; but not this plucky, determined little woman. She was made of different "stuff." Shortly after Mrs. Tobin had taken to bed, Mr. Tobin was killed in a building wreck.

Instead of crushing the spirit of this little mother, knowing now her children were entirely dependent on her, she

(Continued on page 78)



The directors were amazed at his lightning calculations

... yet he solved their mathematical problems with a simple device that anyone can use.

ONE of the department heads was speaking. "Those appliances cost us \$9.16 each. Special advertising adds \$1.10 more. The selling price is \$18.00. That means our mark up will be _____." He reached for his pencil.

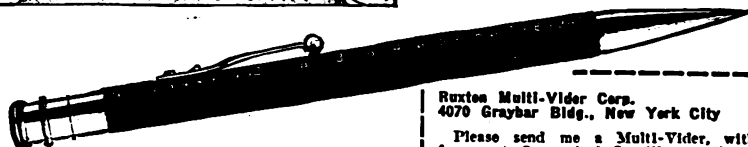
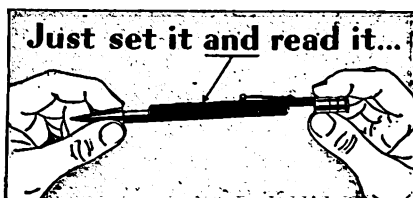
"Forty-three percent," said the President's young secretary. His answer had come like a flash. The directors were amazed at his lightning calculations. Especially so since he repeated the feat again and again during the meeting.

Yet the secretary's method was simplicity itself. He used a Multi-Vider—an amazing lightning calculator and mechanical pencil in one that multiplies, divides, works percentages, proportions, etc.—almost instantly.

Busy men find the Multi-Vider invaluable for calculating stock yields, measuring areas and volume, estimating production and sales costs, figuring "mark ups" and "mark downs," and for quickly solving scores of other mathematical problems.

Has all the features of a high-grade mechanical pencil—plus the remarkable device for making rapid-fire calculations. Comfortable size—no writer's cramp; outside metal parts gold-filled or sterling silver-filled as desired; takes any standard thin lead; propels, repels, expels; oversized eraser and strong ball clip. Smart-looking, mechanically perfect—yet costs no more than any other fine mechanical pencil. Also makes a wonderful gift.

If your dealer cannot supply you, mail coupon and we will send you a Multi-Vider direct, with simple directions for use. On delivery, pay the postman only \$5.00. (Or \$10 if you prefer the gold-filled Executive model in handsome gift-box.) After five days, if not delighted, simply return it to us and money will be promptly refunded.



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Please send me a Multi-Vider, with instructions for use. On arrival I will pay the postman price quoted below plus a few cents postage. Within 5 days, if not satisfied, I may return the Multi-Vider and you are to refund my money. I am checking the model I want. ☐ Standard model \$5. ☐ Gold-filled Executive model in handsome gift-box \$10.

Name

Address

City State

Harmony and Power

(Continued from page 45)

severance and will walk in the light of high ideals, reaching up after all that is true and good.

The universal will, acting thru man as directed by thought and desire, enables him to control the forces of Nature and to use the ether of space as a medium for conveying his message and command to the most distant parts of the world. By the power of his will man should dispel fear and uncertainty and assume the dignity of his rightful place. The degree of man's success is determined by the nature and intensity of desire and the strength of his will. The will concentrates into a tiny cell the immensities of the universe. Fundamentally it is identical with universal life, acting in us either consciously or unconsciously, naturally or unnaturally, as determined by choice and desire. Concentration of will power and harmonious mental action, impelled by persistent desire, will remove all barriers and make a straight pathway to the highest goal.

The will should be disciplined to work incessantly for the right and good. You should refuse to recognize

all that is useless, selfish or sordid. You should direct your forces unerringly to study and self-development. You should be filled with a determination to do that which you recognize as necessary to the highest attainment. The will should be thoroly understood and subjected to the severest scrutiny. The earnest desire to live in harmony with the higher laws will gradually emancipate the mind and give invincible courage.

How often we meet with difficulties which oppress the heart and cause the will to waver, when we might arise in the dignity of selfhood and speak the word which would set free the latent energies of the mind and will and give power to conquer all things which bar the way to liberty and progress. We are swayed by the hypnotic suggestions which other minds project, and we yield to the binding influence of race beliefs which we have inherited from the generations of the past, so that the highest part of our nature sleeps, not dreamlessly, but as one fettered by the chain of circumstances which he cannot break.

Have an undoubting assurance that deep in yourself abides the unlimited power which will give mastery over every possible condition of material environment. Have no apprehension of evil, or impending misfortune; for what appears evil, which you may encounter on life's highway, will never be greater than the strength which you possess for protection. Tho you may pass thru troublous times, let fear be unknown to your heart. If the mind is inspired by the principles of goodness and truth, all that shall happen to you will be fraught with blessings; and looking thru the mists of the uncertain future, you will see the shore on which the waves of seeming adversity break with a murmur that awakens the echo, "All is well." No longer will difficulties mar your progress.

Let your watchword be onward, and turn not back, knowing that the time will come when that mysterious force within you, which now causes the heart to beat with infinite longings, will not be silenced until you have received response to every yearning and realized a fulfillment for every hope.

Firing Cousin Henry

(Continued from page 29)

He was a born salesman and he proved it. He was hopelessly honest, but he was also enthusiastic about the Tapscott properties and believed that any buyer would get full value for the money he invested.

The serious factor was that his men were not in sympathy with him. They were not pulling with him or doing their best; undoubtedly they intended to force him out by the lack of team work. They resented the unprecedented way in which he had been promoted; they resented the changes he had made in the advertising and in the methods of exploitation. What if he did make sales? He would make more if he didn't admit that the cheaper houses were made of cheaper materials. Why answer a prospect directly when he asked about quality or durability? Clever evasion! That was the art they had been accustomed to under the old régime. They meant to keep it up. It was quicker, surer; there was less danger of losing customers.

"That telling-all-you-know isn't the way to make sales," one of the men was bold enough to say to Henry.

"It's the way to make satisfied buyers," Henry said quietly.

"Maybe," snapped the other, "if you can catch 'em."

One day Henry was showing a man and his wife thru one of the more expensive houses in the tract—a cement house with a vaulted living room and a turret with embrasured windows. The price was sixteen thousand. The man was somewhat older than Henry, with a buttoned-up face and sharp black eyes. His wife was round and fair. They were both non-committal.

Henry opened doors and waved his long arms toward this feature and that, with brief but enthusiastic explanations. They made a tour of the house and came back to the living room. There was a pause; then Henry reiterated a few of the advantages.

"The back-yard would make a beautiful terraced garden," he suggested.

Silence.

"Charming room to entertain in—this one is," he commented, with a genial smile. "That's a wonderful fireplace. We tried it out. Dampers and a good draft. With a davenport on each side—"

His hearers nodded vaguely.

Henry continued with sunny assurance. "The porte-cochère adds a great deal, doesn't it? Such a convenience when it rains!"

The man whirled suddenly and faced Henry.

"See here," he said belligerently. "See here! Suppose you had about twenty-five thousand salted down, and an income of twenty-four hundred, would you buy this house?"

Henry squirmed. "No, sir," he said slowly. "No, I wouldn't."

"Oh, you wouldn't? Why not?"

"Why—because the upkeep would be too much for me."

"For instance?"

Henry smiled ruefully, but his brown eyes were steady. "Well, for instance, I couldn't afford to terrace the back garden, and that's what it needs. I couldn't afford to heat this room. Look at the height of it. Then I couldn't afford a maid, and a house like this should have one. Next best thing would be to get help by the hour or the day, and that wouldn't be easy in this location. It's eight blocks to the street car that runs into the city."

The man tipped gently back against the wall, as if for support, and gazed at Henry with amazed incredulity. "You're the darndest salesman I ever saw," he muttered finally.

Henry flushed. "You asked me a straight question."

"I'll ask you another. Why are you trying to sell houses if you don't believe in 'em?"

"But I do believe in 'em. The Tapscott Tract is one of the finest ever opened, and it's got some of the most desirable homes. Now this very house—it's a bargain for somebody. It's a show house, and some people wouldn't be satisfied with anything else. For that kind of buyer it's a bargain if his income is a little larger than you mentioned, so that he can swing it. We find there are a good many buyers like that. They can't afford a really expensive house, but they must have the show. This is the house for them. But for—"

"Good Lord!" said the man. "And everybody in Kellyville warned me to fight shy of you fellows if I wanted to hang on to my carfare! Beats me! Do you make it a habit—advising people not to buy what they're looking at?"

Henry laughed. "No. They don't often tell me what they can afford. If they did—"

"I see. Well, frank-man's guide, what would you advise me to invest in?"

Henry's eyes lighted. "Why, I'd say one of those cozy little houses down on Morillo Avenue."

"Show us!"

Henry took them down to the other end of the tract, where a block had been built up of small homes, plain in exterior and much alike except for those differences in color that enable an owner to find the right lock for his latchkey. Henry led the way thru one of these houses—a bungalow with a sleeping deck.

"Now this is snug and cozy," he expatiated. "Built to last and be convenient. The outside's plain, but some Boston ivy would make it look like the place you'd want to get back to. It's only a block from the street car; you could get half a day's help if you wanted it. But a woman could manage her own work here if she chose—everything's so convenient! Stores two blocks away, if you needed groceries in a hurry. Good material but plain; that's this house. And only eleven thousand."

The man was silent, wandering about, squinting at plumbing pipes, peering into the china closet, tapping the fixtures, stamping on the floor.

"Other houses in this row—about the same?" he inquired at length.

"Yes, sir. Slight differences; that's all. Want to see them?"

"Not if they're practically like this. No object. Well, we'll think it over. I may telephone you at the office. Name's Burnham. We'll think it over."

Henry's heart sank. The prospects who departed to think it over, who weren't enough interested to talk about terms, changes that would have to be made, a deduction that would have to be allowed—he was somehow disappointed when the Burnhams left without discussing any of those matters

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which a buyer would want to know about.

Two hours later Henry had put up the "Open for Inspection" placard and was back in this same house again, planing the top of one of the doors leading from the kitchen that rubbed a trifle. In the middle of a stroke he stopped suddenly, listening. A burst at the front door, many steps, many voices. . . . Henry stepped down from the box on which he had been standing and peeked into the hall.

It was full of people—men and women of different ages, a few children. They poured into the living room, into the dining room. They didn't see him, they didn't hear him. They were all talking at once.

"Tell you, folks, the fellow that showed us thru was the bravest gink I ever saw. He had the nerve to admit that his houses weren't all perfect, Number One, Class A, Super-six mansions that the company was losing money on, and he was willing we should know the disadvantages along with the good points. He said you got what you paid for, but he didn't try to cram down our throats a lot of that

dope about there-never-was-a-finer-or-a-better.

"Darned if I didn't like it! I says to my wife, says I: 'It's all to the sunny with us, Minnie,' says I. 'Here's where we can know the worst before we plunk down our good money. We're bound to know it some time and I prefer it before,' says I. 'Now we'll just freeze to this fellow like he's a lost relative hunting for somebody to leave a million dollars to.' Hey, folks?"

"Oh, hello, there!" called Mr. Burnham genially, catching sight of Henry and pulling him into the room. "Meet the gang! Folks, this is our salesman."

Henry winked hard.

Mr. Burnham laughed. "Yeh. There are six of us—six families, I mean. Men working on a big water project, and all six of us got transferred down here from Kellyville. We intend to stay here, and we thought we'd like to buy in a bunch—start a little village of our own, y'unnerstand. More sociable. You'd better show us the rest of the row, but if the other houses are like this—that's what you said, wasn't it?—maybe you can fix us up."

Henry came to life and convoyed the

delegation from Kellyville thru five other houses in the neighborly row. Mr. Burnham's party had come in the right attitude and they continued to be pleased. The only discussion was about the particular house which each family would take. . . . Later, after the preliminaries of title search and payment plans had been attended to, the deeds were made out and signed.

There was a silent but rather magical effect from all this. The firm dropped its close supervision and expressed its approbation; Henry's salesmen suddenly treated him with notable respect. They gave in quietly and accepted him as a leader. Evidently his methods would work. There was something about selling six houses on one balmy summer afternoon that convinced everybody around the Weldon and Hart outfit that Henry was not exactly a stuffed eel.

Whitby Weldon had to get along without the fun of firing. And Mrs. Weldon is still trying to figure out what ailed her husband a few evenings later when she was thanking him heartily for having given "Cousin" Henry his big chance.

Priapus and the Devil

(Continued from page 25)

gross . . . but he was not malevolent. To confer fertility; to encourage conubialism; was his special attribute, and his statues did not conceal external evidence of his pronounced and intense masculinity. Like Silenus, and the Fauns and Satyrs, he was hairy, and somewhat bestial.

No doubt the credit of the Devil, on the score of morality, does not stand high with Biblical writers. He is, under the name of Asmodeus, supposed to have murdered in succession the seven husbands of Sara, daughter of Raguel, that he might have her for himself. He is also called a "hairy one" by Isaías (XXXIV, 14) tho the passage applies much better to Priapus than to the Devil. Isaías writes: "And demons and monsters shall meet, and the hairy ones shall cry out to one another, there hath the lamia (the lady Lilith) lain down and found rest for herself." Priapus, it is recorded, one day beheld Vesta asleep in a field. He was stealing towards her, bent upon mischief, when the Ass of Silenus brayed and awakened the girl, much to the annoyance and embarrassment of the hairy sensualist. Such episodes are not appropriately attributed to the Devil.

The investigation of the traditions concerning the Devil and Priapus is important for the reason that it helps to throw light upon the obscure problem of the association of sex and re-

ligion. Most modern psychologists agree that there is a close connection between sex and religion. Some go so far as to declare that both spring from a common emotional source. Certain it is that in many early religions sex acts were looked upon in the light of worship, when performed in the precincts of the temple. The Floralia, Lupercalia, and Saturnalia, as well as many Mysteries, were at once religious, and orgiastic. Among orgiastic religions that of the Egyptians at Mendes is particularly noteworthy. In the Temple, male and female goats were kept for the service of worshippers. And it was thought that high homage was paid to the deity by having intercourse with one of the Temple goats. Wall paintings in the bathrooms of Roman Villas at Herculaneum and Pompeii displayed this theme; the sacred coition of goat and human. The he-goat was divine, as well as being the symbol of sexual virility. Subsequently, he, "the hairy one", was identified by Christians with the Devil. In the Middle Ages it was superstitiously believed that such intercourse as I have mentioned could be prolific. The Devil it was thought had children by witches.

We have here no doubt a confusion in the popular mind between the Devil and Priapus. No clear distinction was made between the worship of the Devil and the worship of Priapus. The cause seems to have been that both one

and the other were identified with the he-goat—"the hairy one" of Isaías. It seems to be an aspersion on the character of the Great Primeval Bolshevik to think that he would have degraded himself to the status of a "male prostitute." He was more concerned about human minds than human bodies; about fundamentals than accidentals; about freedom of thought than about free love. It may have been that his followers were those "sons of God" who (according to Genesis VI. 2) "took wives of the daughters of men." But there is no Biblical authority for teaching that the Devil was (save in the case of Sara) at all interested in philandering.

In the person of Priapus however we have the true divine he-goat, the real association of sex and religion. And nowhere is this strange phenomenon better expounded than in the recent brilliant novel of Louis Bromfield, *The Strange Story of Annie Spragg*.

Cryus Spragg, Annie's father, was an inspired but lustful religious leader. He was full of fervor and prophecy, but still more full of desire. His wife, a drudge, followed him faithfully to the end, altho she knew full well his infidelities to her. She followed him because she saw in him divinity. She loved and worshipped him as she might have loved and worshipped Priapus. "In his countenance there was the light of god-head. . . people on whom the

SEPTEMBER, 1929

great light had descended knew him at once as the leader sent by God to conduct His children out of the black slough of this world's sin and despair. A great light shone from his countenance." His appeal to women was largely a sex appeal. His voice thrilled them. His fine figure and flowing hair enthralled them. They followed him for love, holy and fleshy. "As he grew older and more certain of himself a kind of conscious glory came to envelop him so that at times his journeying took on the aspect of a royal progress." It was a wild public religious honeymoon. "He came to believe in himself as others believed in him. The thing he created took possession of him." He was a prophet-sheik; a Moses and a Solomon.

Ministers of religion, less powerful than Cyrus Spragg, and less Priapic, feel in minor forms the conflict that pursued Spragg thru life. In the ministry they are brought into contact with devout females who while consciously religious and pious, are unconsciously in search of love more substantial than spiritual love. They require to be comforted. At first the sweet aphorisms of the Sacred Books suffice to awaken their emotions and to soothe them. But these aphorisms must fall from male lips. They want religion but it must be sugared over with sex. The pastor must pet them at least a little. Then they require still more petting—kind glances, gentle words, just some human encouragement. Meanwhile Priapus smiles, for he knows so well how thin is the partition between religious charity and eroticism. He knows that in time, if all goes to his liking, the pastor's biretta will be transmuted into the horns of a he-goat; and the Church vestry into a modern Temple of Mendes. When the Church-going woman does not find at least some sex appeal in the pastor she quickly falls away.

To return now to Annie, the daughter of Cyrus Spragg. She was by nature a mystic, erotic but starved of love. She knew love to be necessary for her, but her crazy, woman-hating brother forced her to believe that it was sin. In the end she came to adore sinful love in the person of the he-goat. Annie Spragg became a devil-worshipper, or rather an adorer of Priapus in the person of her pet he-goat with whom she lived and whom she trained to be her god-husband. Bromfield describes a weird scene in a moon-lit copse. There is a magic ring cleared in the copse and strains of mysterious music are heard. Annie is all alone with her god. She strips herself naked and dances with him, the he-goat. Her face is inspired; she is exalted; a paroxysm of faith and fervor and sensuality is upon her. The copse is the Temple; the moon the altar-lamp; the



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magic circle, the sanctuary; the wild erotic dance, the sacrifice. There was mysticism and worship in it all; it was *religion*; the soul of Annie was exalted. Henceforth her spiritual powers grew steadily, and when long years after, she died in Italy, still protectress and priestess of birds and beasts, she was looked upon as a saint. Her hands and feet were marked with the *stigmata*. Like David, she had danced naked before her lord 'with all her might' . . . her very excess of sensuality marking her abandonment to the divine in life—the divine as typified by the faun-god Priapus.

It is interesting to remark that the Church has never challenged Priapus as it has challenged the Devil. What is precisely the meaning of this significant fact? Does it not indicate that the Church differentiates between Priapism and Satanism? That it sees in Priapus a possible ally against the Devil, or at least that it does not regard him as essentially an enemy of religion? The Church has indulgently tolerated the modern Temples of Priapus, situated in the 'red light' districts of great cities. The Church has never excommunicated any of its members for their addiction to this worship. Nay, some of the greatest churchmen of all time have like Cyrus Spragg been veritable reincarnations of 'the hairy one'. Christianity has outdone Paganism in its toleration of sex crimes. The priest in confession imposes but a trivial penance upon the adulterer.

But against the Devil the Church wages incessant warfare. For the worshipper of Satan, the rebel, the Bolshevik, the wilful searcher after forbidden knowledge, the Church reserves her blackest looks, and her most fearful punishments. Forbidden knowledge, or *demonology* as it is called, "is," says

Albertus Magnus, the great scholastic theologian, "taught by the demons: teaches about the demons: and leads to the demons."

If Priapism be understood to stand symbolically for the eternal lust-hunger of man; Satanism must be understood to stand for man's eternal revolt against restraint. It is naturally safer for the Church to compromise with the former than with the latter, and she has often done so. But the Church can brook no resistance to her authority and survive. Were she to make a truce with the Devil, already "the Gates of Hell" would have prevailed against her and she would be no more. The Devil is the protagonist of revolt and rebellion; the Church, absolutist to the core, can tolerate no insubordination. Venus has often found the Vatican door open to her, but never so the Devil. Venus' statue finds a place beside that of Priapus in the Vatican Museum, but never will the statue of Lenin be accorded a niche therein. Not long since a wealthy American purchased a superb sculpture of Galileo and offered it to the Vatican Museum. There was of course no room for it!

Priapus, no doubt, has often done the Devil's work for him, but I doubt not that the Old Serpent in his heart despises the jolly sensualist. There is too much innocence, too much good natural emotion, too much religion in Priapus for Satan's taste. Besides, votaries of Priapus are weak-minded and superstitious. "All great harlots," says Louis Bromfield, "become pious in their old age as if faith could take the place of love." Indeed they often combine the two, faith and love, and *pray* for success in their amours. But the Devil's votary will never bow his head in prayer. Priapus also brings much

spiritual comfort and even a form of sanctification to his worshippers, the which must necessarily sorely irritate the Devil. Priapism has his place in the divine scheme of things; the very scheme that the Devil is out to destroy. Priapus, with a little touching up becomes a Saint Cosmos, or a benevolent Saint Joseph, procuring husbands for lonely spinsters, and children for barren wives. But how to change the Devil so as to raise him to a Christian altar? How to unfurl the red flag in a religious temple?

There are folks who are shocked when psychologists juxtapose sex and religion, and interpret the one in terms of the other. But such lines of thought need cause no religious person any serious anxiety. The Church has little to fear from the fat and lazy and sinful Priapus. To call simple and natural sex acts "sacred", "holy", "beautiful" and so forth, means no more than to extend to extra-matrimonial sex the sacramental character that the Church bestows upon matrimonial sex. To do so is at worst to be inaccurate and unprecise. On such errors the Church can afford to smile benignly as Christ smiled upon the sentimental Magdalen. But so soon as thinkers begin to declare that *revolt* is "sacred", "holy", "beautiful"; that the highest form of prayer is "I will not close my eyes, shut my ears, padlock my mind"; the Church will have good reason to grow angry and hurl her anathemas. When such a philosophy is taught, when revolt claims recognition as religion, when the red flag is unfurled for adoration, in fine when Satan is canonized by admiring multitudes, the Church will look back with yearning to the days when it was thought to be wicked to associate Priapism with religious fervor.

Glands and Growth

(Continued from page 23)

aggressive enough to take them and strong and brave enough to hold them.

The eunuch, the male in whom the interstitial cell secretion is lacking, is almost invariably by nature cowardly and retiring. We see this docility in the fierce game cock who has been caponized. He loses his pugnacity; he becomes fat and sluggish; the hens no longer attract him, nor he them. He is so far beneath the contempt of the other cocks in the barnyard that they no longer even take the trouble to try to pick a fight with him or chase him off the premises.

• However, if the sex glands of another game cock be transplanted under the muscles of his wing or elsewhere in his body, so that their powerful, vitalizing hormones may circulate in his blood

stream and change his adrenal and pituitary gland functioning, an entirely different situation develops.

Mr. Rooster once more usurps his right as cock-of-the-walk. He will attack any bird that trespasses on his premises, from a bantam to an ostrich. He will crow defiance to anything that makes a noise, from a tin whistle to a locomotive. He will attempt again to dominate his harem. In brief, his "roosterhood" will once more be fully restored in every respect attributable to the restoration of the internal secretion of the interstitial glands.

One of the most frequent causes for failure to mature normally, which is rarely suspected except by a specialist who has made a profound study of endocrinology, is lack of development of

the front lobe of the pituitary gland, in the base of the brain.

When this important little gland fails to mature and function as it should, the function of the thymus, the gland of childhood, becomes persistent. A *brake* is put upon the normal development of the sexual glands and structures both in boys and girls, and not infrequently this faculty remains in the childhood stage permanently.

The bodies of these children are rarely strong or capable of much endurance. They are of the "good" type that die young, because of the fact that they have a lack of resisting power and are prone to contract infectious disorders, lung infections and the like.

It is also claimed by specialists who have made exhaustive studies of the

matter that children afflicted with defective gland growth or development are likely to become knock-kneed, flat-footed, "pigeon-breasted", and to have poor circulation that may handicap them for life. Also that they have a predilection for alcohol and drugs, and because of this abnormal craving and lack of control they readily degenerate into criminals and drug addicts.

Because of the nervous irritability brought about by this particular type of gland dysfunction, thymo-centric individuals are prone to epilepsy and similar nervous disorders. Mohammed was of this type, as was Napoleon, altho Napoleon's powerful anterior (or front lobe) pituitary development furnished him with a tremendous amount of driving power, together with that ruthlessness and disregard for human life characteristic of all hobnailed conquerors.

In almost all of these gland abnormalities, and especially those due to failure to develop normally, a great deal can be done to restore normal gland functioning. This is most marked in defectivism—due to imperfect endocrine activity. However, modern science has much of an encouraging nature to offer in these cases. For these conditions of defectivism often

respond in a remarkable way to treatment of those glands that are retarded in their functioning activity. Scores of children from eight to ten years of age, who had not progressed mentally or physically beyond the mental or physical status they should have reached from six to eight, have been brought up to a normal condition, often within a few months, after beginning treatment. They then continued to develop physically and mentally as normally as other children.

One very essential feature of endocrine treatment, as with any other non-surgical or non-infectious condition, is the maintenance, so far as possible, of a positive and affirmative state of mind.

Most generally the patient can gain these helpful results from suggestion, self-administered. At times, however, it may become necessary for the attending physician or some member of the family, familiar with psycho-therapeutic suggestion, to give the abnormally-glanded individual good strong suggestions along indicated lines.

In this combination of *endocrine and suggestive* treatment, we shall, I feel sure, soon see the greatest single advance that has ever been made in the correction of acquired or inherited traits in children.

Louis Welzmler

(Continued from page 19)

wilderness guide in the State of Maine. One time I turned my knowledge of woodcraft to practical account by bringing in a party that had gotten lost on Mount McKinley.

"In New York I took all sorts of courses, many of them with the Y. M. C. A., to perfect my knowledge of mechanics, machine tools, lathe work, blacksmith work, steam engines, etc. I learned photography, and went far enough in it to be able to make my own plates and cameras. I'm a pretty good amateur astronomer.

"In my workshop at home I amuse myself for long hours reconditioning old furniture, and broken-down clocks and watches. In the case of the old furniture, I replace broken or missing parts, and do whatever is necessary to make the pieces as they originally were. I have sent to Africa on occasion for special kinds of mahogany and for rosewood to be used in veneering. I do masonry, concrete work, plumbing, and all necessary construction work on my place.

"Of course this requires a rather complete outfit. My shop is my special pet. It has about \$5,000 worth of tools in it. I have all sorts of machines, lathes, drills, planes, power saws, and the like, and a great variety of hand tools. Originally I maintained two

outfits, one in New York and one in Maine, but when I bought a home in Connecticut, I moved the two outfits into the one shop, a building twenty-two feet by forty. Like most collectors, I have a lot of tools I don't really need. Some of them I never have used; others I use only about once in ten years. It's like a library in that. When you want a book that you haven't looked at for twenty years, why you want it; and you feel justified in having kept it for twenty years to have it when you do need it. I like to have my collection complete and then some. I have fifteen or twenty kinds of saws, and thirty or forty screwdrivers of all styles and sizes, and every sort of chisel and plane, and I suppose about 200 files of varying fineness and shape. I took home a new saw yesterday. I'm always buying tools, and the wholesalers and the pawnshop men have come to know me so well that they tip me off when they have something they think I might want. My justification for being a tool collector is that I *do* use them. I have made part of the furniture in my home, and part of it is old stuff that I have reconditioned. I have a desk that I made myself, even to making the moldings that trim the top of it.

"One thing that I turned my attention to for a time was motion studies.

"I don't know just how to put it, express it I mean—but you'll understand I hope. I was dancing with Miss—er—er—I can't think of her name—but you know who—when Bill hit us—bumped into us I mean, and—"



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I visited manufacturing plants to watch their methods of making things. Before long I discovered a lot of waste motion, and when I began pointing this out, I found considerable employment as an expert in routing and in the elimination of lost motion in various manufacturing operations. But that took too much time, and it wasn't play, so I quit it. I could have made a living at it if I had stayed with it."

Dr. Welzmilller paused, his eye intent on the activities in the next room. "What is your estimate of the value of all this?" I asked.

"I think," he replied, "that this general notion of teaching people to use their bodies and their minds in coordination ought to be, and doubtless will be, more widely applied in American education than it is. Many of our larger and more adequately supported public schools are already working along that line, and it is only a question of time before the thing becomes universal. Our best leaders in the field of education are thoroly awake to the need.

"The old-fashioned chore has passed. Children don't have to work at home; and the home, consequently, does not furnish the vocational education it did when this country was young. People no longer make their own cloth, or produce their own food, or go to the woods for their fuel. The home is no longer an industrial center. The factory and the machine have taken all that over. Consequently the school must supply what the home no longer gives. It can no longer confine itself to the teaching of the Three R's, which was its original function.

"If we ever get this new notion of education well established in our schools and colleges, we shall have much less cause to worry about our younger generation and its wild ways. There is no finer training in morality and honesty and self control than the making of something, and making it *right*. When you take two beautiful pieces of hard wood, and join them so exactly and strongly that the eye can hardly detect where they meet, you've done something more than join two pieces of wood. Teach a boy to measure with a micrometer to within a ten thousandth of an inch of accuracy and you've taught him to count his debts honestly to the last red cent, and you've cured him of hazy, generalized, inexact thinking in a hundred other ways. All education should be built on a scientific base, and it should teach young people to value precision and genuineness, and respect for fact. There is nothing in the world, to my mind, that does that so well as *learning to do things and to make things*. I should have put *make* things first. Making things has the edge on merely doing things—as in sports—because it is definitely productive.

"I have tried to apply this idea in bringing up my own daughter. My wife and I tried to teach her a love for fine things, and for fine workmanship. We taught her that a foot was twelve inches, and that if a thing isn't done right it's done wrong. She grew up learning to do anything that boys are taught to do, and girls, unfortunately, not to do. Not long ago, for instance, she chopped down some trees on our place. I taught her to fell them in the

best woodman's fashion. She trimmed them, and sawed them into proper lengths. Part of this she did with her mother's help. Later these pieces were sawed up and made into furniture in the shop.

"My daughter can weave, make jewelry, or make a straw hat or an arm chair. She is steadily acquiring new skills. She played in my shop from the time she could walk, and she didn't have to bribe me with apples for the privilege of playing with the tools."

"What do you think of Dr. Eliot's prescription of fifteen minutes a day on a five-foot bookshelf for the making of an educated man?" I asked.

"First rate so far as it goes," he answered. "I put in a lot of time with books. But if it came to a choice between getting everything one knows out of books and learning things by using the brain and the body together and coordinating them in action, why I'd say the conscientious doing of things had the five-foot prescription beaten to a frazzle, three ways at once, for length, breadth, and thickness. Incidentally I think it is the best of all prescriptions for happiness. At any rate I know it keeps me happy. I know very few persons who are as happy, day in and day out, as I am. I don't want much, and I've got it. It's a way of living that fills your cup; and no man's cup can be fuller than full. And when I fix a watch and fine its movement down to the split second, I think of that as symbolic. It's a man's job to make his own life tick right, and keep on going sweetly till the mainspring breaks. As I see it a man with a sane sense of values can ask no more of life than that."

If I Could Live My Life Again

(Continued from page 33)

about things in general, then we explain to her that we are making a study at the university and are anxious for her help. The poor creature catches only a word here and there, but she understands the tones and smiles and—"I'll do what I can for you, doctor."

The conversations are recorded exactly as they were expressed during the interview. A word about Mrs. Labrinsky's life and before considering her answer to our question. Very briefly it is this—

She was born in Russia twenty-three years ago, of peasant parentage. An older sister came to America, and finding life much better here sent for the younger sister Lena, our Mrs. Labrinsky. Lena came to New York City to live with the older sister. She attended school until she achieved 5th grade standing. A young Russian came to live in the sister's household, a job painter, when he was sober. He wanted to marry Lena. It seemed to all an

easy way to dispose of Lena's financial difficulties, so Lena married him. They had three children. One died in convulsions; the other died from encephalitis, and the third is living, in intelligence bordering on feeble-mindedness. The fourth is expected, tho it is hoped it will die with Mrs. Labrinsky.

Here is a part of the conversation which took place between Mrs. Labrinsky and the psychologist.

The psychologist asks—"Mrs. Labrinsky, if you had your life to live over again what would you do? What changes would you make?"

Mrs. Labrinsky's answers—"I'd never marry. I hate all men. They are wicked, cruel beasts. I'd live in the old country and be young and gay. I killed my young life for him, him and the kids. It don't pay."

The tone of bitterness, of regret, of hopelessness and the too-wise, too-hard expression on the old-young face of the woman makes us feel the stark tragedy.

"But your children," questions the psychologist, "did you not love them?"

"Yes," says Mrs. Labrinsky, but her voice is dreary, "I loved them. But I killed something in me. I'd never do it again."

What is the something of which she spoke which is of such infinite value to Mrs. Labrinsky or to the highest among us, the loss of which makes all else meaningless? Was this not what Mrs. Labrinsky meant when she said she had killed something in herself? The oppressions of her surroundings, the constant drain had taken away the very right to give any expression to that which the psychologists call the *self*. The self is the wish or will. We think of ourselves first of all as wishing, aiming, striving, resisting, competing. Within the self there must be a satisfactory coordination. If our desires are constantly baffled, our aims thwarted, our strivings never realized, then surely in the self will arise

disastrous conflicts or deadening defeat.

Rejected motives are cared for in several different ways. Suppose as a boy you had a great desire to go to sea. But other interests came and you did not go. However your mind frequently returns to the early dreams of sea life and you say to yourself, "I'll try it someday. Plenty of time yet." In this case the motive is delayed, content to wait for future expression. Motives are sublimated. Here is the boy who is a true egotist, but has discovered, by painful experience, that self-boasting is not met with approval by members of his social group. He finds a substitute gratification in boasting about his college, his town, his country. This is called sublimation. There are surprised desires which find expression in our dreams and sometimes break thru into our waking life and disturb us greatly. Such are a few of the various ways which the self finds to handle rejected motives. The point is they must be handled, and that satisfactorily to the individual, or regrets are many in the backward looking.

Life is made up largely of choosing. We are called upon to choose in all things—from a life work to the shade of our lip-sticks and neckties. Everyone will agree that choice and self are extremely closely related terms. Here is Mrs. Labrinsky, who either was not equipped to wisely choose, or who had no choice in arranging her life. Ignorance, poverty, drunkenness, monotony, children, were imposed upon her by fate, by poor arrangement, by society—or whatever you will. Mrs. Labrinsky in all her dullness felt that "self," the precious *something*, had failed to achieve expression. In backward looking upon her life she could see only regret and unhappiness.

Now let us turn from Mrs. Labrinsky to the white wards of the city hospital and talk to Jack, which again, was not the individual's real name. Jack's father was a cook, a *Treasure Island* cook, his mother an Island woman. Jack's father took the boy at the age of eleven, in order that the "lad should have a worthy trainin'." The father taught Jack many things, how to cook, how to read the stars and all meanings in sea-wave and sea-change. Jack followed the sea thirty years and then his heart went bad, he could no longer stand the heat of the ship's kitchen. He went ashore and found a job as vegetable man in one of San Francisco's road houses.

Jack had not seen his father for ten years. One day he received a letter, "I'm about gone, my boy, and I want to see you." The post-mark was New York City. Jack had been a spend-thrift all his life, he had not known the meaning of saving money. But he had a black pearl his Island mother had given him when he and his father sailed

away never to return again. Jack knew the value of the pearl and so he sold it and came to New York—too late. The shock was a bitter one, for Jack had worshipped his father. Not knowing what to do with his grief he drank himself into the hospital, where we found him waiting.

"Jack," inquired the psychologist, "suppose you had your life to live over again what changes would you make?"

An odd smile came to his lips, half humor, half tenderness as he answered, "Changes? None. Hell, lady, I've lived."

There is the difference, "I've killed something in me for these," or "I've lived." Whatever to the man or woman means "living" that must he express or the backward look is one of self-pity, failure and sadness.

Another factor which seems a definite determiner in the coloring of the backward look is summed up in the quotation, "Happiness depends upon the quality of that which we love." In looking backward on our lives how often do we cry with Guinevere—Ah, My God,

What might I not have made of thy fair world,
Had I but loved thy highest creature here?
It was my duty to have loved the highest;
It surely was my profit had I known.
It would have been my pleasure had I seen.
We needs must love the highest when we see it,
Not Lancelot nor another.

So cried Guinevere in looking back. Thus she would have answered our question. Her answer is symbolical of all life, not alone the love of man and women. If we can be followers of the highest in ourselves, the highest we know, then is not the chance of regret greatly lessened? Even if to all outward appearances our lives are failures, if we have followed the gleam and been true to the kingly things of life there is an inner satisfaction that cannot be taken from us.

Next we will call on Edward Roberts—again not his actual name—thirty-four years old and very soon to die.

Probably if he could live he would become one of the world's foremost scientists in the astronomical field. How would this brilliant student lover of life, answer our question? Here it is—

"Of what importance is my life? Such an infinitesimally small part in the immensity of the universe—my struggles, problems, loves, hates, frettings, against the astounding beauty and assuring grandeur of eternal truths. Why, look at our world, the earth, the all to so many of us, a mere speck in the scheme

Your Answer may alter your whole career..

Are you by nature a Talker or Writer?

MANY brilliant, able writers are conversationally diffident, shy . . . even awkward. On the other hand, some of the most sparklingly colorful and interesting "talkers" admit that they are hard put to compose a passably interesting letter.

Equal aptitude for both writing and talking is, it seems, rare in one person.

Is there then a pronounced functional difference in people as regards these two methods of expression?

Obviously there is . . . and the person who possesses the writing instinct—even though it is not fully developed—often feels himself somewhat set apart from the conversationalist type.

In fact, these two schools of expression are in such obvious contrast that backwardness in conversation may, in itself, indicate latent, natural ability in the world of letters.

If WRITING seems to be your natural channel of expression read this

Analyze yourself . . . Do you enjoy writing? . . . Is this form of expression more natural to you than any other? . . . Is writing the easy, satisfying outlet to your thoughts, ideas, feelings?

If so—and you wish to gauge and perhaps capitalize that inherent ability—here is the way to start!

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of things—how much less my life? How do I dare give importance to my life? After focusing the telescope on the planets how can I turn from such observations and find any all-absorbing interest in my own problems?"

We watched him as he talked, the clear light of happiness and assurance in his eyes; his whole being giving off a sort of glorified strength as if something of the everlasting forward-sweeping truth of the universe were a part of him. Here, indeed, was an individual who gave but little thought to self.

"But what did you do with your problems? You surely have had them."

"Oh, yes, yes, I've had problems. What do they matter now? I guess I've always felt that some day I'd be going on and then my problems wouldn't matter. That made me feel how much I had to accomplish before the end. I'll tell you, doctor, I prescribe a microscope and telescope for every human being. Turn these two instruments on the universe and they give a man a feeling of his own unity with Life which lessens his anxiety for self."

"You aren't afraid of death?"

"Awed and curious, but not afraid. Say, doctor, you are out to plumb the depths, aren't you?" And with that we talked of other things.

So we went on asking our question, but always their answers seemed to fall into two groups—those who looked backward with regret because the self had been trampled or because they had not been true to first values; or those who in spite of failures or success looked back with a certain satisfaction that comes to those true followers of the kingly qualities of life.

It seems that if we would have no regrets in backward looking we must be able to say with glad assurance, "*I have lived.*" But how can we gather the fullness of life? How find that strange calm that comes to those fortunate ones who have "*lived*," the Promethean peace that tints even Death with the glow of adventure and takes away its power of cheating life.

We would climb from the man-made enclosure built of small selfish fears, hates, loves, things, deeds, that blind and squeeze, and hold self in false safety. Climb to the hill-tops and let the winds fling our thoughts to the very stars—and beyond. Let the earth-smell woo us to kinship with toil, rest, and with men and women and their need of us. Let the sound of the sea in its ceaseless motion as it beats on chalk-cliff, rock-cliff and smooth sands call to us of deathless continuity.

Tired of your job? Bored by your

family? Tied hand and heart by petty, irksome duties, lack of money, failures? Yes, we all experience it in some form. Self seems doomed to life imprisonment within our man-made self-destroying trials. If you would rescue self go deep within and seek out the wish, which is the self, what to you means living, and nourish it. Cultivate it even if it means destruction of all else.

What is the inner longing that is you? Where is the gleam you once dreamed of following?

Thru the warp and woof of everyday living weave the golden thread of your highest self that leads you to the hill-top. There look over life as a whole, seeing work, love, play, even death, as a part of life, not any single one as an all-consuming thing.

Just to be alive—to pass someone on the street and catch a friendly smile flung out into a friendly world, to sleep at night, to be lost in a book, to love and perchance be loved, to think about God, to listen to a child calling for its mother and to hear the mother answering, to watch the moon thru the alleyway seem to climb the tall building's fire-escape, to look into the eyes of a fearless soul greeting death—to live.

So you can say at the end—"I would not change my life, had I it to live again. *I have LIVED!*"

Secrets of Your Scrap-basket

(Continued from page 31)

complicated lines and flexibility of design, we know that imagination is expressed. (Fig. 3.)

Symbols connected in a series, without the pencil or pen being lifted from the paper, indicate executive ability and the power of concentration.

Habitually disassociated and unconnected formations with no relationship, show the disorganized mind and a lack of executive ability as well as a lack of continuity of thought.

The creative and inventive mind is easily recognized by the symbol which is enforced by added lines and angles surrounding and attaching themselves to the central formation.

Wavy and irregular lines indicate a lack of stability and force of will. The individual is more suggestible and more easily influenced by others at times.

Flowing, graceful lines indicate a gracious personality, while flourishes and exaggerated shading of the curves give us an individual with a tendency to affectation.

Unnecessarily exaggerated curves indicate formations of exaggeration and a lack of exactness in speech and writing.

The mental or intellectual type, with the fine mind and high ideals, draws symbols that are quite distinctive. (Fig. 4.)

Here we have delicate lines, sim-

plicity of design and compactness of formation. The symbols may be tiny, with the length of the pattern vertical instead of wide. Religious symbols are common, along with dainty patterns of mountains, trees, leaves and clouds. Many of the symbols indicate a visionary tendency and aloofness of the personality. Bird designs indicate love of nature and delicate surroundings. Cobwebby effects, with designs of an intricate nature, such as are common to the engraver and watch-maker, indicate that the individual likes that kind of work, over desk or bench.

Business life and practical everyday affairs tend to lead the scribbling into angular formation. An artistic or intellectual type of mind turns to the traditional square and triangle as soon as the subconscious has begun to get in harmony with discipline and enforced conduct.

Some men cover the telephone pad or the back of discarded envelopes with definite figures of a certain amount of money. It may be \$50,000 or it may be a million. Certain types are always figuring interest, computing the profits on any sum that enters their mind.

Stair steps and ladders are common to ambitious people, and confidence gives the hand heavier pressure in designing the upper steps or rungs. Dis-

appointment makes the pressure light and wavering, while doubt is expressed in alternate light and heavy pressure. (Fig. 5.)

People with a "poverty complex," which prevents them from ever getting even with the landlord and the grocer, often scribble a series of figures in a haphazard series, in an unconscious effort to find their way out of the maze.

Often the sum total of their indebtedness is the pivotal sum that intrudes itself into their additions and subtractions. If the figures run down hill, a degree of hopelessness is expressed, while figures ending on an uphill slant indicate optimism.

Block letters, a series of letters from the alphabet, as an habitual unconscious formation indicate a literary capacity. If the letters are simple in form, the leaning is not toward fiction. (Fig. 6.)

The alphabet written with flourishes and shading indicates a preference and capacity for romance and fiction. Capitals which are too low indicate humility. If they are extremely high, the individual is conceited. Moderately low is an indication of simplicity in the unconscious desires. Higher than average but not extremely high, the capitals express pride and self-respect. If words are written and nearly al-

ways disconnected we have evidence of impracticality, an impulsive person who jumps to conclusions and who acts on "hunches" rather than reason.

If the final endings of a word curl over the top of the word, self-protection is indicated, and the individual is not likely to come off second best in a business transaction. Selfishness also is indicated when the final line curves under the word.

Snake-like formations indicate craft and trickiness, while thick, club-like endings on a word indicate brutality. If the endings constantly are long and vertical, we find high-mindedness and an interest in the mystical.

Pig-tail curves are indicative of self-interest, while a fish-hook curve on the end of a word shows tenacity and steadfastness which may be stubbornness. Very long final endings which completely fill the spaces between words show a suspicious state of mind, and if they ascend to the right we get criticism, intolerance, fixed opinions—and extreme generosity.

When the endings are absent we get selfishness. Very short endings indicate reticence. If the finals descend vertically, then we have a fatalistic attitude. Finals ascending vertically to extreme height indicate a visionary state of mind and sometimes religious fanaticism.

Naturally, the formation of the word or symbol is influenced by what was taking place at the time the hand was functioning. A business man who is busy trying to figure ways to cut costs is likely to make quite different symbols from those which he forms when he is in consultation with representatives of some philanthropy of which he approves and which he wants to help. In the first instance he makes angular formations with the protective symbols, while in the latter he draws flower forms or curves.

If in your sweetheart's scrap-basket you find your name written with lines drawn thru it or crosses superimposed upon it, you are not in the good graces of your adored one. (Fig. 7.) But if surrounded by hearts, flowers and phallic symbols, you may congratulate yourself.

Sometimes the solution to a problem will come to us thru the unconscious action of the hand. Unable to solve it consciously we dismiss it from our mind, only to discover the answer scribbled on a scrap of paper without realizing that we have done it.

Salesmen are able to size up the inner workings of a prospect's mind if they are able to observe the absent-minded sketching of the customer's pen. Open formations indicate a receptive mental attitude, while the salesman had best not try to close if the symbols are closed with loops or enclosed in solid squares or oblongs.

Certain diseases may be accurately diagnosed by the reading of what the hand has set down. Phallic symbols play an important part in the symptoms, and the mental and nervous condition are exposed by the revealing of the secrets.

Obscene words and pictures point to a starved love life, a self-centered personality, and if heavily formed the symbols indicate a gross and sensual nature. Coarse and heavy patterns indicate a coarse-structured mind with great physical vitality.

Confused and erratic scribbles, parts of which may be superimposed upon each other, weird caricatures that begin before the previous ones have been completed, long lines used to dot the letter "i," all point to disordered mental and nervous states. The approach of an unexpected nervous breakdown may be discovered by the observing analyst as he views a series of weird and terrible faces, skull and crossbones, toothless hags, devils, gaping mouths, weird animals, and words that are hopelessly tangled with the loops of those written above and below. (Fig. 8.)

Prim and Puritanical spinsters and naïve children may draw a series of sex symbols with perfect innocence, later to be shocked by the discovery of some poorly concealed symbolism. In the not so distant past they would have alibied themselves by saying that devils made them do it.

Musicians often draw a musical staff or a number of notes, sometimes a particular strain that runs thru the mind and may have special significance.

Poets confine themselves, as a rule, to simplicity of design, while newspaper men often dot the letter "i" with an x and underscore the letters "w" and "v." They draw a line over the letters "m" and "n." This habit is formed in the editorial room where pencils are used for writing captions.

Eccentric people clearly indicate their eccentricities in the extra trimmings which they add to patterns and letters of the alphabet, such as a double pig's tail or a long spiral in forming a capital letter. Faddish people often use a circle to dot the letter "i," besides picking up any new handwriting quirk which may set them apart without appearing eccentric.

When the last word on a line droops, we have a definite indication of the blues. If words taper in formation toward the right or run into an undulating stroke which becomes less decipherable toward the end, the person is diplomatic and there is a lack of candor.

Vulgarity, coarseness, and bluff are indicated by coarse lines and showy, ungraceful formations. Excessively wide and extended formations express boastful and wasteful tendencies.

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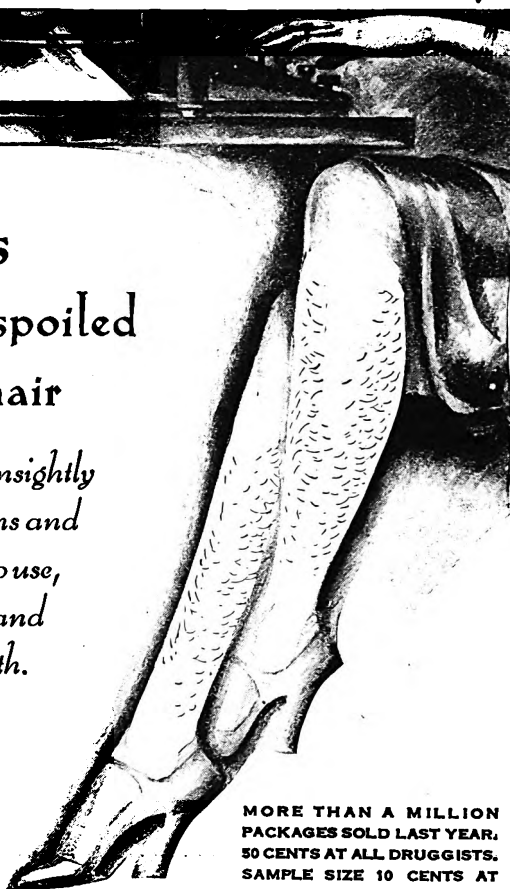
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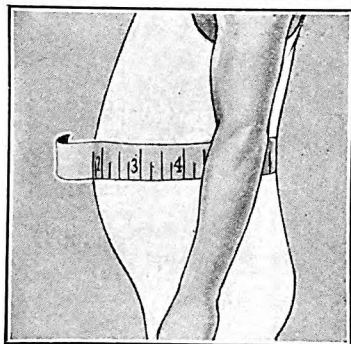
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Naturally the more simple and unpretentious the pattern, the more modest the nature, altho a person with poetic tastes may be an exception to this rule.

Acute angles and sharp points on letters and formations are evidence of an alert mind and fluency of thought, with a tendency toward being jerky rather than graceful and sharp spoken rather than diplomatic and suave.

The student of the subconscious will discover many other symbols as he goes into a study of the reactions expressed by the movements of the hand. Symbols written on unruled paper with a pen and ink are more accurate of the workings of the hidden impulses than are those produced by a pencil, yet most of the rules given above will hold generally true in either case. Pen marks are easier to decipher in detailed complications and when in doubt many questionable points can be verified by comparing the waste-basket product with a specimen of the ordinary writing of the individual.

The Home Stretch

(Continued from page 38)

comfortable poses which this animal body fell into without an effort. He was always well, but how did he manage it? I observed the perfect relaxation with which he seemed to pour himself on the floor while asleep, and the stretching process which he went thru when he awakened. First he humped his back in a bow, then he bowed his spine in the opposite direction, till his stomach touched the floor, and then he made a sort of circular movement with his whole body. In this position, he usually yawned prodigiously. Next he stretched out one paw and then the other in a brief and rapid vibration. This vibration was a process of setting the muscles of the leg into opposition with each other. The same process was repeated with the hind legs. Then with a few shiverings of the skin and a casual wave of the tail, he was ready to start the day.

Some of the poses which cats take momentarily are unbelievable to those who have not observed their movements closely, but there are cats and cats. Cats vary in intelligence and accomplishments as much as human beings. As Carl Van Vechten observed in his *Tiger in the House*, "some of them are as dumb as any tax-payer." But it goes without saying that this particular cat of mine was the smartest one that ever lived! He literally stood on his head in his more inspired moments. And his balancing stunts, sitting on the base of his spine, were amazing. I even taught him to box while in this position. I confess I am no boxer myself, but at least we went thru the motions,

and neither of us was unduly concerned over the rules of the game. Almost everyone who has owned a cat has observed this particular pose—but try to get a picture of it! A cat is too independent to care about publicity. But some of the larger members of the same family are more obliging in this respect, which probably accounts for the fact that they go in circuses and the house-cat stays out!

The stretching exercises practiced by a cat upon awakening will enable anyone to become his own osteopath. If the back is kept in condition the dangers of contracting illnesses are reduced to a minimum. The spine forms the sole bony support of that part of the body that extends from the lower ribs to the hips. In addition to this, it is the seat of the nervous system. If the muscles of the back are weak, the vertebrae are easily thrown out of alignment, and this forms the starting point of much illness. The poise of the head is dependent upon the strength and proper functioning of the spine, likewise the health of all the vital organs. Therefore, anything that impairs or weakens the spine or back has its bad effect upon the vitality of the whole system.

The movements of the arms, chest and trunk are likewise dependent upon the action of the spine, also the general poise of the body, and indirectly thru the coordination of the spine with the lower part of the body, the strength and movement of the legs are improved. The ability to walk or run with the full length of the back and the full length of the foot go together. People are always being told that they should walk with their toes first, or on the ball of the foot, instead of with the heel first. This popular misconception has arisen because of the habit of most people striking the ground so hard with their heels, that a great deal of shock absorber is needed to prevent jars to the spine, but how much better it would be, if instead of learning to walk on their toes to absorb the shock they should study balancing their bodies and having practically no shock to absorb. The heel should touch the ground so imperceptibly that the heel and ball of the foot strike practically at the same time. This is what you can learn from the elephant!

Incidentally, balancing the body and practicing the movements that are embodied in a graceful walk will develop and remove imperfections of the legs. The Hindu forefathers who were noted for their superior methods of developing the human body discovered long ago that "no man is better than his legs," and practically all their whole system of training was based on variations of "knee bending," a specific exercise for the legs, and "all four" exercises which involved a stretching of the spine and contraction of the ab-

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dominal muscles, similar to the cat movements I have described. So those women who find it difficult to remember "sets" of exercises, can help to keep themselves in condition by the daily practice of only these two movements.

The cat's movement of humping his back in a bow furnished the suggestion for the "spine" exercise, which provided a base for all the subsequent exercises to which my own physical regeneration may be traced.

Try to imitate the cat in the humped position of the back. Then straighten your elbows until you are standing on your hands and knees. Then throw the head and body forward and slowly draw the spine back, keeping the body relaxed, paying particular attention to the relaxation of the head; let it feel like a weight which is being controlled from the base of the spine. Do not lift the head from the neck muscles in the ordinary way. Later on, try sitting on your heels and slowly unfold, concentrating on the base of the spine as the functioning power. When you reach the upright position, a correct sitting posture is attained without having lifted the head up with the neck muscles. It is thru this sense of having moved the body in one piece so to speak, instead of in a series of jerks and unrelated movements that perfect correlation can be attained. While practicing this exercise *try to relax the mind as well as the body*. The shutting out of all external thoughts and concentrating on the movement of the spine alone, will result in a feeling of peace and serenity.

The beginning of this exercise is not unlike the salaaming posture assumed by Orientals and prepares you for the commoner positions used in Oriental dancing. It should be practiced to the slow music of a waltz or an adagio movement and as soon as possible some attempt should be made at following the phrasing of the music and building up to a climax in the same way a dance would be interpreted, and with a gradual diminishing of effort as the music dies away. This exercise stretches the spine, relieves fatigue in the back and alleviates nervous irritation. I consider it the fundamental principle of all human as well as animal movement. From Kitty's calisthenics to an Oriental dance!

After you have mastered this exercise in this position, the idea can be carried further in conjunction with arm and leg movements, as in the "panther crawl," another adaptation of an animal movement. It serves an everyday purpose as well, for every time you drop something on the floor, you instinctively fall in a position something like this. Instead of getting up immediately, stretch the body while in this position and do a few turns around the room in cat fashion. In ways like

this people can get in their daily exercise without going thru dull routines or having a particular time or place to do them in.

After you have watched a cat perform its stretching exercises, and have thoroly grasped the point that the value of the performance lies in the *stretch* and the thoroughness with which it is done and not in the amount of muscular exertion, you are ready to practice some of the other cat exercises. When you first wake in the morning, rise on one hip and elbow and stretching the other arm out as far as you possibly can, slowly raise it from your side upward until it almost touches the back of your head and you begin to feel a movement of the shoulder muscles and those of the side. Try to vibrate every muscle in the arm, as a cat vibrates his leg muscles. Then roll over and repeat the same thing on the other side.

Another good exercise for reducing the hips which can also be performed in bed (altho better results can be obtained by lying on a mat or rug on the floor) is this: Lean on one elbow, relax the body thoroly, using the spot to be reduced as a pivot. Rub first one hip about twenty times, then rub the other. Then both at the same time. The more time you devote to this exercise, the better. It can be done without danger of overtiring yourself, as it involves no special strain on the muscles. The idea is to feel the body moving rhythmically as a whole. Any feeling of "rubbing the skin off" (as some women experience) is due to the unconscious tensing of some muscle, which tenseness will disappear, once you get the feeling of natural coordination. This exercise is a natural out-



The Brazilian sloth is a charming little creature and very graceful. He has a curious preference for sleeping upside down.

growth of the preceding exercises and can be alternated by lying flat on the back and raising yourself slowly to a sitting posture. The latter is a fine exercise for strengthening the abdominal muscles and reducing the stomach. But don't forget to stretch as you do this. And if you yawn during the process, so much the better.

There are many other animals that furnish valuable suggestions for exercise. Did you ever notice how a horse can shake a fly off just by quivering his muscles? Human beings can learn to do this too. The ability to contract and relax muscles all over the body is one of the best all-around exercises there is.

The crab, while not usually regarded as a pattern of grace and beauty, provides the suggestion for an excellent exercise for strengthening the groin, diaphragm and legs. Sit on the floor tailor-fashion, place the hands on the knees and combine the spine exercise with pressing the knees down. Lean forward slowly until the head touches the floor. This probably will not be possible at first, but after sufficient practice, you will eventually be able to assume this position.

Whatever may be said against the snake, even his worst enemy will not deny his grace. A study of his lithe movements and the designs made by his body in repose can be applied with great advantage to human grace and beauty.

If you are a lazy person, it will be consoling to know that many animals have been so gifted. Take the Brazilian sloth. The name has come to have a bad connotation, but its owner is a charming little creature and very, very graceful. His ability to sleep upside down, shows that he has gained such control over his body that positions that seem to defy gravity are all in the day's work. This provides an inspiration for what may be called "inverted" exercises, particularly valuable to women. For if organs are dis-

placed they fall downward, but Nature will receive them back in place again if something will lift them up for her. Let the force of gravity do it for you, instead of the surgeon's knife. Stand on your head. It is not so difficult as it sounds.

Get rid of the idea that the spine is just one large bone incapable of bending. Think of it as a series of small bones and imagine each one functioning separately. Older people are likely to fall into a state of imagined helplessness because of their neglect of simple spine stretching exercises and ask someone to pick up something from the floor for them, when with a little practice they could just as well do it for themselves. And when you do it, if you use the sweeping gesture the gain will be two-fold. You will give your body the extra training you might not otherwise find time for in the rush of the day's activities, but you will clothe your daily routine with an æsthetic significance as will make each task seem a new and surprisingly interesting experience. Eventually, you will actually be "dancing" your exercises as a matter of course.

Feel yourself a part of the universal rhythm. Exercise naturally, as the animals do. They do not depend upon occasional and spasmodic practice, but embody it in every movement of their daily lives. Exercises should not be associated with that much overworked word "pep." It has come to mean, to most people, an overdramatizing of effort, and especially so to men and women past middle age, who often nearly kill themselves by experimenting with new "stunts" to show how vigorous they are! "Pep" in this sense ruins the body as it entirely lacks ease. Stretch yourself, relax, keep your balance and yawn when you feel like it. If you don't do these things naturally, cultivate consciously and by imitation what the animals do by instinct, and make such a habit of them that eventual coordination becomes chronic.

The Master Power

(Continued from page 15)

on what you are doing. Do not let your mind wander. Let your self-treatment be brief, then put it entirely out of mind until the next session. Make your suggestion specific and concrete. Be positive. Avoid all use of "not" or other negatives. Say "I will be well" rather than "I will not be sick." Use a progressive formula, "I am getting better," rather than "I am perfectly well." This lessens the resistance of the conscious mind.

Remember that auto-suggestion is equally effective in mental conditions. If you suffer from an "inferiority com-

plex" give yourself such suggestions as this: "I am becoming strong, powerful, radiant. All fear is leaving me and giving way to courage. I believe in myself. I can succeed. I can and will build a dominant, commanding personality. I will be fair with all men. Consequently all men will respect and have confidence in me. I am strong, happy, confident."

Likewise may we attack and overcome any negative habits. We may become masters of ourselves instead of slaves of circumstance. This is the master power. Use it, and triumph.



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Are You Versatile?

(Continued from page 46)

everybody concerned is: How does versatility prove a handicap? How may it prove a help?

1. As a handicap, it behaves thus: destroys concentration; substitutes display of talent for dependence on training; allows undirected feeling to usurp the place of well-directed thought; leads to companionships that exert a bad influence; panders to a fatal irresponsibility and hence undermines integrity and authority; makes a man a financial slave by preventing his earning enough to become at last independent of the daily grind.

2. As a help, it acts thus: offers numerous advantages, for example these: diversity of occupation and increase of opportunity; variety of interests and escape from monotony; extension of outlook and broadening of perspective; multiplied avenues of recreation and consequently more zest for work; evolution and expression of the greatest individuality; pride and satisfaction in the results of being genuine; delight in watching dreams come true; increase of resourcefulness and thus of self-reliance.

How, then, can we make our versatility, stop being a hindrance and nuisance, change till it serves as a constant help? Analyze, organize and utilize it. Compel it to take orders and carry them out, instead of permitting it to run around loose.

Prolific tendencies have been characteristic of most great men. But the greatest are wisest in the understanding, control and use of such tendencies. A great man primarily is one who has gained mastery of his own temperament. A born genius can perhaps afford to give his temperament full sway—but he is so rare in occurrence that his supernormal freedom doesn't count for the rest of us. Men of trained talent are better guides than men of untrained genius. A few notable examples may be cited.

Herbert Hoover was versatile. He had the capacities of the engineer and the sensibilities of the artist. Opposing types. How did he manage? Concentrated first on the practical side, then made his engineering a work of art. Later, his matchless record of public service united the force of the engineer with the finesse of the artist. He has taught the world to feel with him, by doing things first and not letting himself feel too much.

Henry Ford was versatile. He combined the powers of the manufacturer and the traits of the historian. What did he do—start to write or teach history? Positively not. Became the world's richest manufacturer, able to buy museums and found schools for a

practical demonstration of history worth knowing. Scholars need to go to school to manufacturers.

John D. Rockefeller was versatile. He possessed the abilities of the financier and the proclivities of the sociologist. But he kept silent regarding welfare work till he had the money and freedom to do it on a vast scale. Now the Rockefeller Foundation, with equipment worth over \$200,000,000, is unique as a monumental institution of scientific beneficence.

The outstanding world leaders are many-sided, with opulent natures demanding varied forms of expression. If you are like them in being versatile, a few suggestions based on a study of their lives may be useful. Some of the pointers may apply only if you are under middle age, others should prove helpful regardless of age. Only you can judge the value of each for you.

1. Prepare a list of all your special talents and powers, or activities most desired. You need first a complete inventory of your individuality, as a business proposition.

2. Classify these items into three grades of potential worth, according to their practical nature and likelihood of money returns. Which would fill your purse, while satisfying your mind and heart?

3. Compare the items marked first grade, and select the one major activity that you could put into effect most quickly, easily and profitably. Base your choice on a financial survey of possibilities.

4. Concentrate on approval methods to make this activity highly successful. Investigate books, magazines, mail courses, in this vocational field. Study reports of great concerns and national organizations covering your specialty. Plan how to become a leader.

5. Build mentally a future broad enough and high enough to include the manifold objects and interests of your desire. Look on your present occupation as merely a foundation for your life structure, not as a complete finality. Then its monotony shouldn't chafe you.

6. Let your principal avocation be as unlike your vocation as possible. Get away and forget routine. Give your unused faculties and sensibilities a chance. Be somebody else for a while, and enjoy the sense of freedom to the full.

7. Choose a variety of amusements and recreations, for expansion of your personality. Avoid sameness in your spare time. Have the kind of fun you feel like having, not the kind customary to people of scant temperament.

8. Be on guard, however, against waste of energy and emotion, that

might result in exhaustion. Remember that a highly strung and keenly sensitive person should acquire poise and maintain calmness; for self-protection. You may need to learn to relax, or to sleep longer than at present.

9. Cultivate different circles of friends, but keep them widely apart. Don't let your acquaintances ever suspect how many kinds of people you enjoy knowing. Multifarious friendships aren't fashionable.

10. Conceal the rare scope and intent of your complex nature. Avoid the misunderstanding that follows a vivid and unique personality. Smile on the crowd. Be willing to seem as commonplace as you know you aren't.

11. Satisfy your longing to be "different" by putting the originality of modern thought into your methods and equipment for work and home life.

Today's Job is the Right Job

(Continued from page 35)

the road for three or four years of study? It was a hard problem and I considered it until they moved me up another peg and my college course went glimmering."

With such a beginning, Mr. Vauclain studied mechanical drawing at night, and in the course of things came down to the Baldwin Locomotive Works on an inspection job. He stayed there a year, supervising the building of engines. This was a new and bigger world to him, the roundhouse magnified many times. He worked among all these cranes, furnaces and great forces with the sureness of a man who had found his destiny. Here indeed was the theatre of his efforts, an industrial forge of Vulcan, where big hammers beat upon colossal masses of steel, where fires blazed, men sweated and achieved.

Having been married at twenty-three on a wage of \$8.40 a week, the increased opportunity in the Baldwin works made strong appeal to Mr. Vauclain, especially when a substantial pay envelope went with the offer to stay. He stayed, and before he was thirty had complete charge of the whole mechanical operation in one of the nation's biggest plants.

He belongs to the six o'clock school of success—his regular rising hour—and reaches his desk by seven. Sometimes he stays there until ten at night. He never has taken a vacation and doesn't feel the need of one at sixty-eight. Hard work, he believes, is the sinew of achievement and a surety of health. Besides, it is happiness.

In this day of efficiency it should be worth while to set down some of Mr. Vauclain's philosophy about men and the way to get results. He does not

Make them far superior to other people's. You can thus express individuality but have it look impersonal, getting satisfaction with safety.

12. Command your temperament. Insist on obedience from the unruly thing, as versatile mortals generally can't or won't. Move slowly. Follow reason more than impulse. Talk less, and study to be a sympathetic listener. Value reliability more than spontaneity. Emulate the stability of the plodder. Take pride in organizing habits of economy. Learn the fine art of contentment. Be happy in doing your best, rather than your most.

The coming science is mental engineering. And a superlative achievement for a mental engineer is to gain a wealth of utility from a waste of versatility.

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believe in the yardstick method of business.

"During the last twenty years, discontent has resulted from too many mechanical devices and uncounted systems that reduce the workman to the level of machine tools," he said. "I am opposed to them. Rigid supervision is unnecessary. The workman's own responsibility is his best guide.

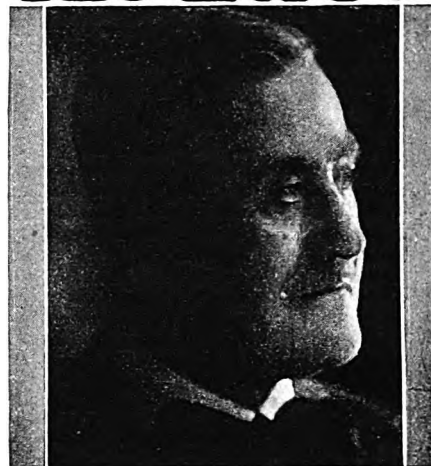
"Above all things, the workman wants to be an individual, not an atom. *Men permanently injured are entitled to continued employment at their full value before injury.* Industry must encourage its workers to save, particularly by the payment of adequate wages. Let us beware of paternal measures, rules and regulations that deprive a man of self-respect. The American workman is a splendid citizen and does not require any coddling or patronizing. He wants his due and nothing more.

"I have no sympathy with reflections upon what is sometimes termed foreign labor. Only the bravest of those abroad come to our doors. I have no trouble with them and others will not when they are properly treated. Let us educate them to appreciate the life of a free people. Give them affection along with discipline and they will become true, stanch Americans.

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Listening to Mr. Vauclain expound

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the creed of success, achieved merely by doing the next job right and always being ready to put forth a man's utmost effort, it is not hard to perceive that the necessity for large and intensive production is a challenge which strikes sparks from his imagination. It is not difficult to imagine Mr. Vauclain up at six and going until the far hours, calm, self-possessed, tireless, with the energy of a man who works at high-pressure but understands the regulation of his resources.

All of these impressions, and many more, crowd upon the observer, listening to Mr. Vauclain in his steady pacing of the office floor. He has the air of a man who merely is confirming what everybody knows—or something which everybody surely should have learned: The way to success is thru the next job, and the way is not hard. Never consider the job difficult or unsatisfying. Make it your friend and take communion with that friend on what is best for both.

There are just a few principles that Mr. Vauclain believes essential. First in importance is the matter of individual responsibility. He has a high opinion of the individual and condemns committees. They are deadly things in his catalogue of what should be avoided by the man upward bound along the road to success. Self-reliance is the cornerstone of character and industry, he maintains, and says that the Baldwin plant would run just as well without him, because it has been built on that basis.

Not a nation in the world possessing railroads lacks a Baldwin engine. It is one of the biggest selling organizations ever put together. And Mr. Vauclain enjoys the reputation of its prize salesman. Maybe that is somewhat unfair to the other salesmen, because his experience includes matters that could not possibly be known to the most expert of selling forces. But, allowing for this advantage, the chairman of the Board of the Baldwin organization is the sort of man who sits down with a memorandum pad and computes the cost of a dozen locomotives while the committee waits. There is the story of one committee that asked for a prompt bid on a number of locomotives badly needed, and he replied that some little time was needed to deliver an answer. "How much?" asked the committee. "Thirty minutes," said Mr. Vauclain.

He has definite ideas about this matter of selling locomotives and the world's other products. "It is better to sell an engine or two instead of a dozen or a hundred," he said, "particularly to new buyers, because they soon will need other engines, and being convinced that yours is the right product will easily buy again. The big orders are not really hard to get. Delivery



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"A locomotive is something like a horse with us. We get to love the things. And seeing those engines so badly treated was enough to make any locomotive man mad clear thru. So I went in to see the vice president. He kept me waiting a long time and then received me with a glance intended to freeze.

"But I survived it and said to him: 'Look here, if you treated a horse the way you have treated my engines the society to prevent cruelty would be after you. Now, it isn't fair to handle our engines like that and write us that they are no good. It is your organization that isn't any good, or maybe it's you. I don't know.'

"Well, sir, you should have seen his face. If his glance had been freezing in the beginning, it was burning now. He repeated that the engines were bad and the organization all right. As for himself, he left me to draw my own conclusions. But I told him to get his coat and come down to the roundhouse. He had to go, under the circumstances. And one look showed him that the engines had been mishandled.

"We went back to the office much better friends, and I said to him: 'See here, you need some passenger engines to put your trains on schedule and stop the public talk about how late they run. Shall I send you down a few?' He was surprised again, denied that his trains were late any oftener than those on many another road, and so on. But I told him that he wasn't working for other roads and wasn't doing his own road justice if he had delayed schedules for the lack of a few locomotives. So we had as fine a row as you ever heard and parted good friends. He really was a first rate executive but must have grown careless; got into a rut. We have been friends ever since and his trains are run on time nowadays."

Mr. Vauclain did not disclose just how long a letter that executive wrote in complaining about the engines, but the length would have been an inter-



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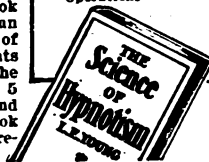
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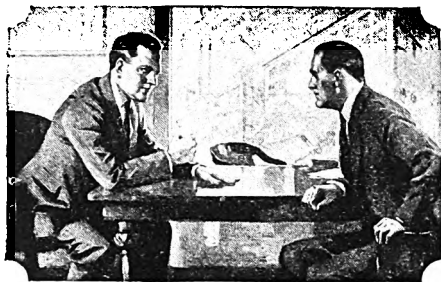
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esting matter, because one of the few Vaclain rules is directed against long letters.

He said that about half of all the letters reaching his desk require more than a page to state their contents—wasting his time and the writer's. It was not hard to deduce that such letters often had scanty reading. Like Pliny the Younger, Mr. Vaclain might well deplore a long letter for lack of time to write a short one.

"The younger man of today, the young business woman, business as a whole, the nation itself, stand at the

dawn of the greatest, happiest epoch of history," said Mr. Vaclain. So many improvements have been made in every aspect of life that he is convinced existing ills will be remedied whatever they are, opening the way to a new and better day.

"Look backward for comfort when you observe difficulties rising in the future," he said. "Read and ponder the methods of great men in the past, consider the difficulties that have been overcome, and the future will always be bright. We may enjoy blessings only when we have known adversity."

Nerves

(Continued from page 40)

work is at the bottom of every case where the world seems to be too big and foreboding to the man, when this feeling "gets" him and his nerves consequently begin to snap.

The next most frequent cause for nerves is the tendency of men to go in for jobs for which they are poorly fitted which, really, is another illustration of job maladjustment.

Such a one was Mr. T. He was a barber by profession and a first class barber at that. Thru industry and saving he finally accumulated five thousand dollars.

Then it was that somebody suggested his going into business for himself. How often there is such a somebody! And it was not to be a barber shop, mind you, but an advertising concern!

The possibilities of the venture were painted in attractive colors. It was going to be easy money. He might some day even become a millionaire! And he fell for it.

As one might expect, he lost his money and came down with nervous prostration to boot.

It is astonishing how many persons are in the wrong jobs. A notion gets hold of them that they want to be this or that and accordingly they go after it and try and try until they are worn out.

It is a stimulating thought, really an ennobling one, that anybody can accomplish anything upon which he happens to center his ambition. Much of our popular psychology written these days embodies such inspirational ideas. They are not true, however, and could not possibly be true.

All men are not equal intellectually nor are they alike emotionally. At birth our potentials for development are practically limitless but only in the sense that no boundary can be set beyond which, along a certain line of development, the individual may go.

It is ridiculous to assume that any boy can become anything he likes and make a success of it, can become a

great inventor, or a musician, or a doctor, or a lawyer, or a business executive or any other kind of a success thru the simple means of wishing and working. No, that is impossible. What is possible—and surely it is much—is that the individual, when once his talents and aptitudes have been discovered in himself, can actually achieve signally in that special field provided he is willing to prepare himself properly, to learn as well as work.

In the professional schools of our universities one finds such misguided individuals frequently. They study engineering or some other special branch of learning and only after graduation seem to discover that their talents do not lie in their chosen field.

I once knew a man who was making one hundred dollars a week and commissions in a real-estate development company. He was only twenty-five then, and it was before the war when a hundred meant much more than now. But he had always harbored the ambition to possess a college degree. So when he saw his way clear to carry himself thru college financially for seven years, he gave up his real estate job and prepared himself for a chemical career.

He now has his degrees, two of them in fact. But he has been working in a very subordinate and routine position as a chemist ever since he was handed his sheepskins, and he has never been able to raise his salary above fifty-five per.

If you would avoid discouragement and despair and nervous disorder be sure you know what your individual differences are, in what ways you excel, in what ways you are handicapped, finally along which lines your tastes and inclinations really lie. Then find the job that dovetails best with these tendency traits.

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life—if not, indeed, more important. If you are doing the right kind of work you enjoy it as nothing else. Hours slip by. You don't tire easily. Your nerve energy is properly directed and it produces maximum results. Your nerves are not likely to snap if you are gaited like that.

Speaking of love-life brings to mind another most important factor in nerve collapse. This concerns our states of feeling and what we do with them.

It is a mistake for anyone to assume that the human mind is a machine like a dynamo, composed of iron and coils, all inanimate structures, and nothing else.

The mind is a kind of machine, yes, and the various other body organs are machines, too. But they are unique machines because they are human. Inside of us emotions are generated which must have an outlet. For hundred-percent efficiency the heart, if you will, must be considered as well as the head.

Many men break down nervously year after year because they fail to realize this important fact. They think that if they work harder, faster and more furiously they will accomplish more. Consequently they become disdainful of recreation, play, love of wife, sweetheart, children, neglect the movies, music, the theatre, and they strain at their jobs day in and day out until something snaps.

The most efficient man, on the other hand, is the one who plans his time in such a way that certain hours are given over to work, certain hours to play, and certain ones to sleep. The ancient division of eight, eight, eight is as good as any.

If you practice such a parcelling of your twenty-four hours and do not think of your work while you are trying to relax and have a good time, or dwell on your play time while you are on the job, you will undoubtedly increase your output markedly, it will be of a higher quality, and you will conserve your nerve energy.

And let me add a few special words on relaxation.

In the same way that we are not born equal at birth as regards our inherent capacities, so likewise are we not born equal so far as nervous equilibrium is concerned.

Some people are more highly-strung than others. It's like the difference between a heavily-jeweled Swiss watch and an Ingersoll. You may throw an Ingersoll across the street and it will still go. Drop a complicated Swiss watch and it is broken. The cheaper and more rugged mechanism can perform a certain kind of work and do it well. But it cannot compare in accuracy with the more complicated piece of machinery.

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Today all such states of mind CAN BE ADJUSTED. Your viewpoint is faulty, though "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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what seems to be flashes of genius, but they may tire readily or become easily upset nervously. These are the people who tend to carry business cares and problems away from the office, are prone to worry and often have restless or sleepless nights. They find it is very difficult to forget and relax. Indeed, these are the types who, when the nerves begin to snap, develop fears, obsessions, digestive disturbances, anxiety feelings, morbid compulsions and a host of other symptoms that the specialist classifies as neurotic.

Persons like that should really learn how to relax even while at work. They would do well if two or three times during the working hours they locked the door, cut off the telephone, and slumped into a chair. Five or ten minutes of such complete relaxation is extremely helpful. It reinvigorates the nerve cells, freshens the mind and prevents undue strain.

You have probably made the experiment yourself or you have seen how an electric spark jumps across an air space from one wire to another when the ends are held close together. Well, nerve energy is much like electricity and it behaves that way.

Nerve energy is generated in the nerve cell, the bulbous portion of the nerve, then it flows out thru a long strand to the end where the strand divides into smaller strands like a horse's tail. This nerve end, the "terminal arborization" it is called, interlaces but does not actually touch another tuft-like group of strands, the "dendrites", which belong to the next nerve and grow out of the top of the nerve cell. This junction made by the terminal arborization of one nerve and the dendrites of another is termed a "synapse".

When we are awake and active the synapses all over the body are more or less closed and nerve energy flows readily from nerve to nerve. During sleep or when we relax, the synapses open and separate, thereby create resistance space, and the flow of nerve energy is interrupted. Interruption of the flow conserves the nerve energy. It also gives the nerve cells an opportunity to recharge themselves. And in this way, nerve energy not only is not wasted, it is actually increased.

Worry is another frequent cause of nervous breakdowns.

Worry, to be sure, does not solve one's problems and, if anything, it makes them worse because worry impairs our ability to think clearly and to the point.

The incitants to worry cannot always be avoided. Frequently attention must be paid to overdue accounts, pressing debts, the illness of our beloved ones and for scores of other reasons. Our reactions to these incitants, however, can be controlled.

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Worry is really mental confusion. When you are beset by worries you are unable to see your way out of a difficulty or you are puzzled as to what is best to be done.

In the middle of the night you awaken suddenly. You believe you heard a loud noise. But you are not sure. You sit up in bed, rub your eyes, and strain your ears for the possible repetition of the sound. If this does not recur you begin to wonder, you think it may be this or that, you start to worry. Then, unexpectedly, the sound is repeated. "Ah!" you say to yourself, "that's the dog in the kitchen. He upset the dish pan." And you lie down again, stop worrying, and soon fall asleep.

That is about the way your thoughts work in all other kinds of worry. As soon as certain facts become clear you at once feel more at ease even if those facts are for the worse instead of for the better.

I talked with a prisoner once who was charged with murder. Before the trial he was terribly worried. He developed a marked case of nerves. But after the trial, altho he was sentenced to death, he told me he no longer worried. "There is no doubt about it any more," he said. "I know exactly what is going to happen to me."

Try, therefore, to dissect your worries and weigh and consider all possibilities. You will find that this will relieve you greatly because it reduces the fact of confusion. Remove confusion and worry disappears!

Altho it is customary to divide the human organism into the body and mind as tho they were two separate and distinct entities one must not lose sight of the fact that this is a division for convenience only.

The body and the mind are one. What takes place in the mind influences the body, the state of health of the body organs likewise influences the mind.

"A sound mind in a sound body," is a very ancient truism but it does not always receive the attention it should. We tend to be very careless with our health. We eat too much, as a rule, and we eat carelessly and hurriedly. We also exaggerate and overdo in sports and recreational pursuits. We jump too frequently from this thing to that. We hurry and rush when it is not necessary. We neglect our dentist and our doctor. All of which allows weak links to develop in our chain of health which, in turn, affords a most favorable opportunity for the development of a nervous disorder.

If, however, you feel your nerves are getting more and more taut and seem about to snap, if you are keyed up, depressed, fearful or whatnot, don't, whatever you do, take to drugs.

Drug-taking for nervousness is like

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 and of harming those you love.



Through lack of understanding your symptoms seem very alarming to you and you become over-serious 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.**

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whipping up a tired horse. It is artificial stimulation pure and simple. It may afford temporary relief but the price to be paid afterwards in nerve exhaustion is a cruelly heavy one.

This artificial stimulation of the mind and body, whether thru drugs or self-suggestion, is really what makes those who finally do collapse believe that they have overworked.

Finally, do not work when you are *thoroughly fatigued*. Do not try to put on extra steam and push thru.

Occasionally this can be done without detriment. Usually it means that your nerve supply is about expended and that you need sleep to allow the nerve cells to recharge themselves. Making a supreme effort to continue is merely a variant of whipping up a tired horse which I spoke of in connection with drugs.

If you would protect your nerves and conserve your nerve energy be sure not to violate the common-sense rules of ordinary hygiene.

Nerve symptoms are, in effect, nature's way of telling you that you are not working right, that you are badly adjusted to your job, and that you are wasting precious energy.

Early signs of nervousness, therefore, are a kind of self-protective mechanism.

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Find the maladjustment that exists between them and correct it.

You, Too, Can Make Money

(Continued from page 55)

planned—tho in bed—to take up her husband's work. Mr. Tobin had been a salesman. So, Mrs. Tobin not only wrote to his firm, but she wrote to many firms for prices and samples of all kinds of odds and ends. She had a bed-desk made with convenient places for papers and from her bed she carried on a real business. She had at her bedside also a table with her telephone within easy reach. Her bed was draped in colors that gave the appearance of a couch. She had her friends and customers come into her room, which was made into a real gift shop. Displayed on tables and shelves were many lovely things suitable for bridge prizes, birthday gifts, steamer baskets; in fact things for all occasions.

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idea to other semi-invalids, and add this psychological truth: when a person faces bravely all immediate loss—no matter what these losses may be—and when he daily persists in holding a courageous spirit he will multiply his constructiveness and actually BUILD a larger and more prosperous life.

What Can We Do?

(Continued from page 52)

it to the air for a few seconds, and then place it in a proper media for the development of the disease germs desired. And when later you examined this under the microscope you would find literally thousands of the germs present. So if your sister lowered her vitality thru wrong thinking and living, she may easily have become a prey to this real disease, especially if she has a little tendency in that direction.

This is such an important subject that I want to go a little further and quote from a newspaper clipping I have before me: "Sudden emotions, such as fear, anger, sorrow, and even great joy, may cause reactions upon the endocrine glands which will result in chronic disease," Dr. Frank Branan, of Chicago, recently told members of the Illinois Homoeopathic Medical Society at the final meeting of the seventy-fourth annual convention of the association in the Congress Hotel. "It is well known," Dr. Branan said, "that when a person experiences a sudden fright, his mouth becomes dry because the secretions of the salivary glands are suspended. There is reason to believe that such a great emotion affects other glands of the body and chronic conditions may be produced. For example, a sudden fit of anger may cause a person to become jaundiced. The effect of protracted worry upon a person is well known; he may become diabetic."

I believe this will answer your question and convince you that the statement I have been making for twenty-three years, that destructive emotions are responsible for much of the trouble that man is a prey to, is true.

Thought Atmosphere

(Continued from page 48)

nated and the new thoughts and actions are incorporated on a sane basis. Many of the big men in history have been almost unbalanced temporarily by some thought which took possession of them.

Accordingly, before thought is embodied in language it should be gone over and over again in the quiet hour. We should look upon our creations with confidence and pride. In mind they should take on distinctiveness and detail until they become as real to us as they are after being uttered in sensible form.

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.



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Although men seldom talk about this subject, the news of a wonderful new therapy for men past 40 is rapidly spreading all over the country, already thousands of men have used it and the results in some cases seem almost miraculous. Even men who are 60, 70, 80 and 90 years old report the elimination of distressing symptoms. Other say they feel 10 years younger almost overnight. Nationally famous sanitariums and noted doctors recommend this type of treatment for prostate trouble.



Prostate Trouble

THIS new treatment is a drugless method for stimulating and bringing back to health the prostate gland. And it is this vital little gland that is the seat of so many of the troubles that come to men of mature age. Medical authorities say that about 2 men out of 3 suffer with a disordered prostate gland. The results are often such symptoms as disturbed sleep, aches in feet, legs and back, sciatic and rheumatic pains, nervousness, lack of vitality, etc. Oftentimes the cause is confused with bladder or kidney trouble.

A Triumph in Quick Results

No wonder then that so many men have turned to this new home treatment. In many cases it has already been the means of avoiding serious operations. The treatment itself can be used by anyone in his own home. It is the work of a well-known American Scientist. It is non-medical, drugless—it employs no violet rays, diets, books or exercises. In fact, it has been so successful that it is sent to anyone under the broad agreement that unless it makes you feel 10 years younger within 6 days it costs nothing.

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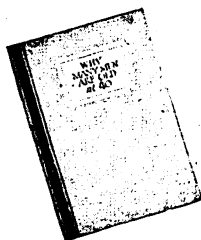
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