

PSYCHOLOGY

• Health • Happiness • Success •

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FIGHT FOR HAPPINESS WHAT IS RELIGION
TO ANALYZE YOURSELF THE DEVELOPMENT OF GENIUS

Self-Mastery Made Easy thru the *Psycho-Meter*—



TEN LAWS OF PRACTICAL PSYCHOLOGY

By Henry Knight Miller

Here is the whole of Applied Psychology in a nutshell. Read carefully every word. Re-read and commit to memory. Repeat constantly. Concentrate on these great laws, exemplify them and you will become a physical, mental and spiritual giant.



1. Thou shalt fill the lungs with fresh air. (The law of oxidation.)

You can live weeks without food, days without water, but only a few minutes without air. Pack the lungs with a succession of short, sharp breaths. The breath is life. If you only half breathe, you are only half alive.

2. Thou shalt not eat too much sugar and starch nor too rapidly. (The law of nutrition.)

Dr. Julie La Salle Stevens, who was Sarah Bernhardt's nutrition advisor, urges this: one pound of sugar per month is enough for an entire family. We are all sugar poisoned. Cut down three-fourths on sugar. Eliminate candy. Avoid too much starchy food, such as excessive white potatoes and white bread. Eat whole wheat bread and more green vegetables such as lettuce, celery and spinach. Chew your food thoroughly. Be cheerful while eating. Never eat when angry, worried or in fear. Better fast than poison yourself.

3. Thou shalt drink plenty of water daily. (The law of elimination.)

It is more important to clean inside than out. The body must be flushed with plenty of water. The body is four-fifths water. Every function even requires the use of water. The proper elimination of poisons and waste matter is largely dependent upon keeping the system daily flushed with plenty of water. Drink two quarts of water daily and be clean.

4. Thou shalt exercise. (The law of motion.)

Lack of motion leads to atrophy or death. To the extent you fail to keep in motion the various parts of the body, you are a dead one. Walking and running are better than the gymnasium. Walk at least three miles a day. Most of the numerous systems of exercise are beneficial.

5. Thou shalt learn how to rest.

Work never killed anyone—fatigue thru the most arduous labor—relax. Rest for the Think of something pleasant. Fill the lungs rejuvenated. Sleep eight hours nightly, mental bath. Let your last thoughts be of

6. Thou shalt control thy thought

The mind is master of destiny. We are v our success or failure. Think wholesome, health—your diseases will tend to vanish. tent will banish unrest.

7. Thou shalt control thy emotion

The emotions are not to be despised—they —without these man is an automaton. Bu cells and kill the body tissues. Envy, hate wreck and maim more than all organic d ing "psychic murder" you also commit psy

8. Thou shalt love. (This is the

Love is the great cleanser, the divine factu sweetens life. Love is the essence of civil luminous life's darkest night, speaks peac experiences and makes the desert places t friends, your enemies. Love is not only d low. Live the love-tinctured life and you of a mighty oak in summer's noontide. I

9. Thou shalt have faith. (The

Faith turns defeat into victory, fear into impossible—we are Gods because we will We are organized for triumph. We are Thirteen dwell on secret divinity. Bre stance and environment, to the source of Believe in yourself, your mission, your b plans, the Power behind all objective max lies. Faith is soul health—faith can cu

10. Thou shalt work. (The law

Health, happiness and success belong to th paid for. Glory in your work. Work i It purities and keeps life sane and whole of Labor. Ring it ye bells of the kirk.

Serves the Family

Parents should install the *Psycho-Meter* in the home for themselves, as well as for the adolescent members of the family, and note the improvement as the weeks go by. No one could possibly use this device without soon starting to realize a radiant and triumphant life.

One *Psycho-Meter* can be made to serve for the entire family. A certain family group has had each member equip himself with a penny memorandum book in which to keep his daily score. At the end of the month they add up their personal daily totals and figure out their average daily scores.

And then each one sits down and makes a graph of the month's progress. The one who reached the highest peak receives a prize, as does the one who has the highest daily-score average.

Next morning the new month starts off with a bang—the whole family on the road to mental, physical and spiritual perfection—and each one determined to get there first!

DAILY 20 SCORE

Gives Daily Score in Self Improvement

THE *Psycho-Meter* uses as a foundation the famous Ten Laws of Practical Psychology by Henry Knight Miller.

This is the first time a really scientific method has been devised for giving young people, as well as those not so young, a day-by-day check-up on themselves as to progress in those important principles of living which build a victorious life, superbly healthy body, and bring happiness and complete well-being.

How to Operate

1. Commit to memory and put into immediate daily practice the Ten Laws of Practical Psychology.

2. Each night, before going to bed, go to the *PSYCHO-METER*, which may be hung in a convenient place on the wall, and concentrate first on Law 1. Review the day mentally with conscientious care and ask yourself whether you breathed properly all the day thru. If you can honestly answer in the affirmative, turn the movable indicator opposite Law 1 so that it points to 10, the highest score. If you breathed correctly for only half or five-tenths of the day, point the indicator at 5.

Next, concentrate on Laws 2, 3, 4, etc., each in turn, using the same method of self-questioning, and giving yourself an honest score for each Law.

Then add up the ten scores to get your total Daily Score and turn the Daily Score Indicator at the bottom of the *PSYCHO-METER* (center) until it registers 64, 73, or 96, or whatever your total for the day happens to come to.

Leaving the present day's score up until the following day, relax and fall asleep with the auto-suggestion that TOMORROW'S Self Mastery score will BETTER today's!

The *Psycho-Meter* is the invention of an eighteen-year-old boy who made it for his own use and found it so transforming in his own life that he brought it to the attention of Dr. Henry Knight Miller, who is now offering it exclusively to readers of *PSYCHOLOGY Magazine* in a special combination which includes the *Psycho-Meter* and a full year's subscription (new, renewal or extension) to *PSYCHOLOGY Magazine* at \$3.50. The price of the *Psycho-Meter* alone is \$2.00.

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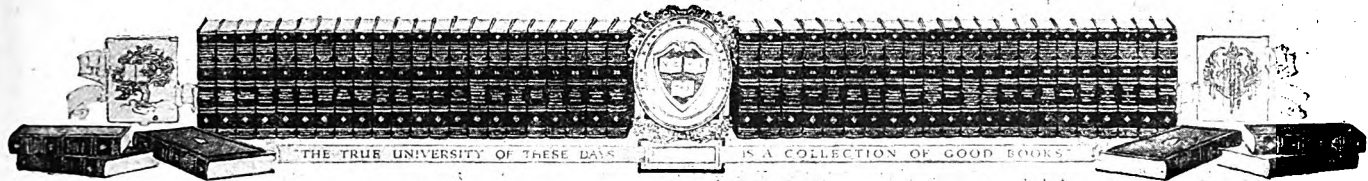
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Which of these women
has learned the secret
of
Fifteen Minutes a Day?



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

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

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

Make Her Secret Your Own

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

Any woman who knows something

of literature and science, of travel and biography, will find herself becoming more and more attractive.

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

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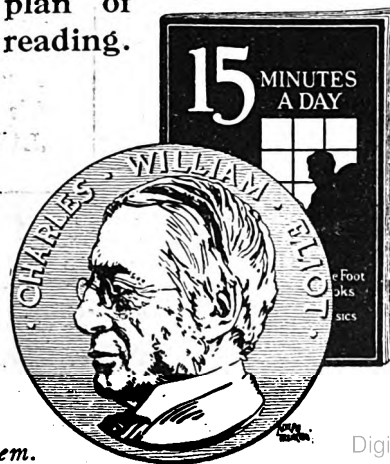
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Founded and Edited by Henry Knight Miller

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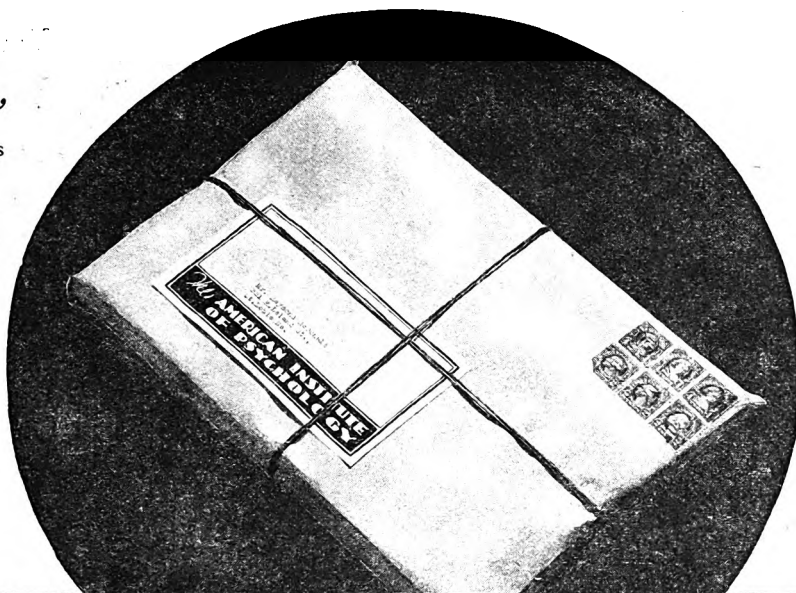
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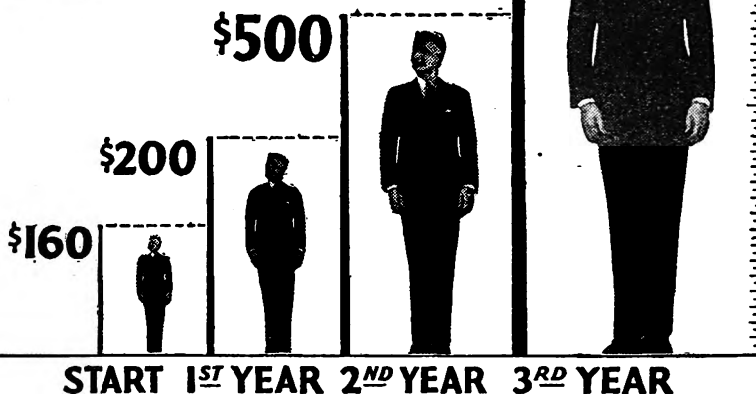
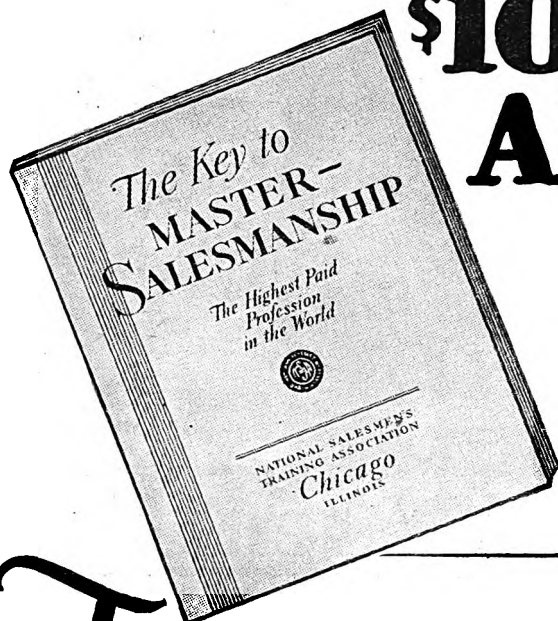
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What Does Your Wife Think Of You, Now?

When you were married, your wife placed you upon a pedestal. You were her ideal. What has happened to you since then?

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She hoped for more than just a mere living. She dreamed of some of the little luxuries of life—perhaps travel—or freedom from household drudgery; perhaps even to the time when you would be financially independent.

She hoped, for the children's sake, that your earnings would be sufficient to put them through college—so that they might face the world with as good an education as anyone.

Is your wife still hoping, dreaming, wishing? She does not blame **YOU**—she knows you are doing your level best. But if things are not improving, all her sympathy for you does not help matters. There are the same dishes to wash, the same inexpensive clothes to wear, the same humdrum life. You "can't afford" this and that and the other—the things which really make life worth living—the things which some of her old schoolmates have—and which many of your neighbors have.

Your wife may be just a little bit disappointed in you. But deep down in your own heart you are probably a good deal more disappointed than she is. For **YOU** know you have failed thus far to make her dreams come true. **YOU** know that you have fallen short of **YOUR** own estimate of yourself.

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

There is **NO LIMIT** to what the human brain can accomplish. Scientists and psychologists tell us we use only about **TEN PER CENT** of our brain power. Ninety per cent is **UNUSED**. It lies **DORMANT**. The longer it is unused, the harder it becomes for us to use it. For the **MIND IS LIKE A MUSCLE**. It grows in power through exercise and use. It weakens and deteriorates with **IDLENESS**.

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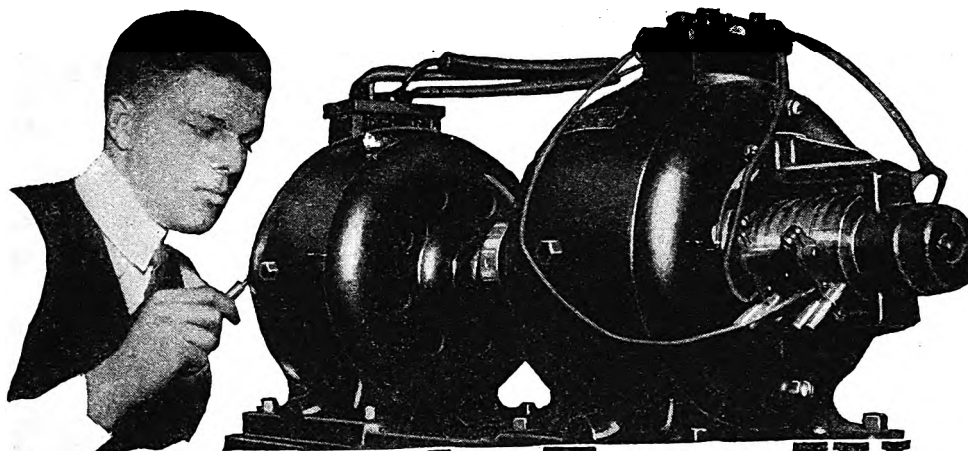
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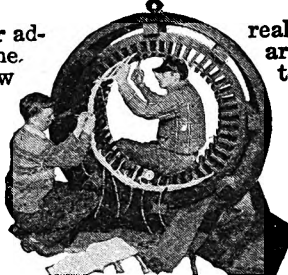
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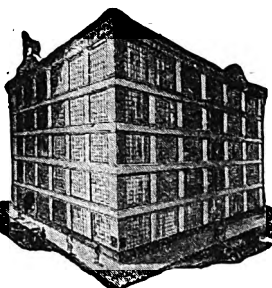
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Real estate—conducted my way—is a great business. It is as permanent as the earth itself. It is getting bigger and bigger as the country grows. It



A well-known Cartoonist's conception of my Idea

doesn't require years of study to learn, like most other businesses and professions. It offers enormous earnings to ambitious men and women. Users of my system are making \$1000—\$5000—\$10,000 on single deals—as much as the average man gets for months and years of hard work. And the business is practically unlimited. Ten million properties are now on the market for rent, sale or exchange. And you can start with little or no capital—right at home—in your spare time. I did. So did others. So can you. My free book tells you how.

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Here are just a few brief extracts from the many letters received from happy users of my money-making real estate system:

"Made \$5500 on first deal after getting your system."—Mrs. Evalynn Balster, Illinois. (Former School Teacher.) "Sold a lot by your methods in less than one hour and my commission was \$800."—J. A. Furguson, Florida. (Former Dry Cleaner.) "Sold over \$100,000 worth of property my first year with your methods."—H. D. Van Houten, New Jersey. (Former Grocery Clerk.) "Have sold thousands of dollars' worth of property your way. Have deals pending that will go beyond the \$300,000 mark."—Carrie Marshall, Mississippi. (Former Housekeeper.) "My first day's work in real estate netted me \$435. I recommend your system to anyone wishing to get into a pleasant and profitable business."—F. B. Bennett, California. (Former Traffic Manager.) "Have sold one \$5000 lot and 3 houses so far, with your system."—Mrs. B. H. Morehouse, New York. (Former Housewife.)

These are just a few samples of success that you will read about in my free book. Get it. Read it. Follow its instructions. Make big money my way.

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

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Graft

A COLORED man went to his pastor and handed him a letter to the Lord, which ran: "Please send this poor darkey \$50 right away." The pastor, a kind-hearted man, called together several of his friends and said: "The poor fellow has so much faith in the Lord that he expects Him to send the \$50 right away. We shouldn't let him be disappointed. Let's make a collection for him." This was done and \$42 was contributed, which sum was sent to the ingenious petitioner.

Next day the colored man handed the parson another letter. This one ran: "Dear Lord: de nex' time You send dis darkey money, don't send it thru no parson—send it to me direct."

—*The Kablegram*

* * *

Try Again

Tramp at back door—Lady, I don't know where my next meal is coming from.

Lady at door—Well, this is no information bureau.

* * *

Well

Joe—I've got an invention that will make me millions!

Boe—What is it?

Joe—A liquid which, when applied to a girl's lips, makes her kisses taste like oranges.

Boe—At's not so good; why not a liquid that'll make an orange taste like a woman's kiss?

* * *

Motorist—Is it very far to the next town?

Native—Well, it seems further'n it is, but it ain't.

* * *

Buy a Rattle

Dealer (rushing into the newspaper office)—See here, you've published an announcement of my death by mistake. That's got to be fixed up somehow.

Editor—Well, we never contradict anything we have published, but I'll tell you what I'll do. I'll put you in the births' column tomorrow and give you a fresh start.

—*Good Hardware*

* * *

Shouldn't Wonder

WEATHER

Colder tonight, heavy frost if clear. Saturday fair, probably followed by Sunday.—*Mount Carmel (Pa.) paper.*

* * *

The Age of Old Gold

The play teacher thought the children knew how to play blind man's bluff. She blindfolded one little girl and when the child did not move she asked: "Why don't you play?"

The child replied: "Where is the cigarette?"

—*Life*

* * *

Irene—Did Grant show any boldness when he was out with you in his car?

Dot—Heavens, no! I had to turn off the switch myself and tell him there was something wrong.

* * *

'Way Ahead of Him

He—May I have the last dance with you?

She—You've already had it, big boy!

—*Whiz Bang*

* * *

Waited Too Long

Bill showed up at his club one day with a terrible black eye.

"How did you get the shiner?" he was asked.

"Kissing a bride after the ceremony."

"But isn't that the usual custom?"

"Sure," said Bill, "but this was three years after."

—*Smokehouse Monthly*

* * *

No Fun

He—You certainly are a nice girl.

She—Yes—but I'm so tired of it.

—*Columbia Jester*

Famous Slogans Revised

"They Satisfy"—*Haig and Haig.*

"What a whale of a difference a few scents make"—*Lifebuoy Soap.*

"Ask the man who hones one"—*Gillette.*

"The tin you love to touch" is a Ford.

"Don't bring Lulu"—*Statler Hotel.*

* * *

O. K. As Is

Fair Young Real Estate Agent—Could I interest you in Culver City?

Susceptible—Lady, you could interest me anywhere.

—*Kreolite News*

* * *

Liberty

"My good man," said the temperance worker, "what makes your nose so red?"

"Why Madam," was the reply, "it's blushing with pride because it knows how to mind its own business."

—*The Gator*

* * *

Keeping It Dark

A Georgia lawyer tells of a darkey charged in a town in that state with theft. His lawyer decided to put him in the box in his own behalf. The magistrate, being doubtful if the darkey understood the nature of an oath, undertook to examine him on the point.

"Henry," he said, "you know what will happen to you if you tell a lie?"

"Yes, sah," said Henry. "I'll go to hell and burn a long time."

"Quite right," replied the judge. "And now do you know what will happen if you tell the truth?"

"Yes, sah," said Henry. "We lose the case."

* * *

The Decisive Element

"Why do you wish to go to Asterisk College, my boy?"

"Well, Father, you know I really think Asterisk has the best looking wind-shield stickers."

—*Stanford Chaparral*

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Silence

By Dan Burton

IT IS only in Silence that inner enthusiasm speaks, revealing to us high plans for ultimate achievement.

Only he who knows how to wait in Silence and Solitude is able to acknowledge in its full magnificence the awful revelation of our divine pedigree and can behold in reverent serenity that utter light, that utter spark, which, if ever translated into words, may ignite the very soul of a whole civilization with the fresh enthusiasm of a new ideal.

Only he who knows how to wait in Silence can weave at will, by inner communions, the finer texture of his Soul—and listen to its voice.

Only he who knows how to wait in Silence can contact universal wisdom, universal reason, universal rhythm—and can work deliverance.

It is by silent and serene endeavor and by concentrated thought that we can open the doors leading to the inner feast of intellect with reason. We may, if we so will, and if we have the courage to gaze at truth fearlessly, enter triumphantly and majestically into the ultimate realms of wisdom, and KNOW.

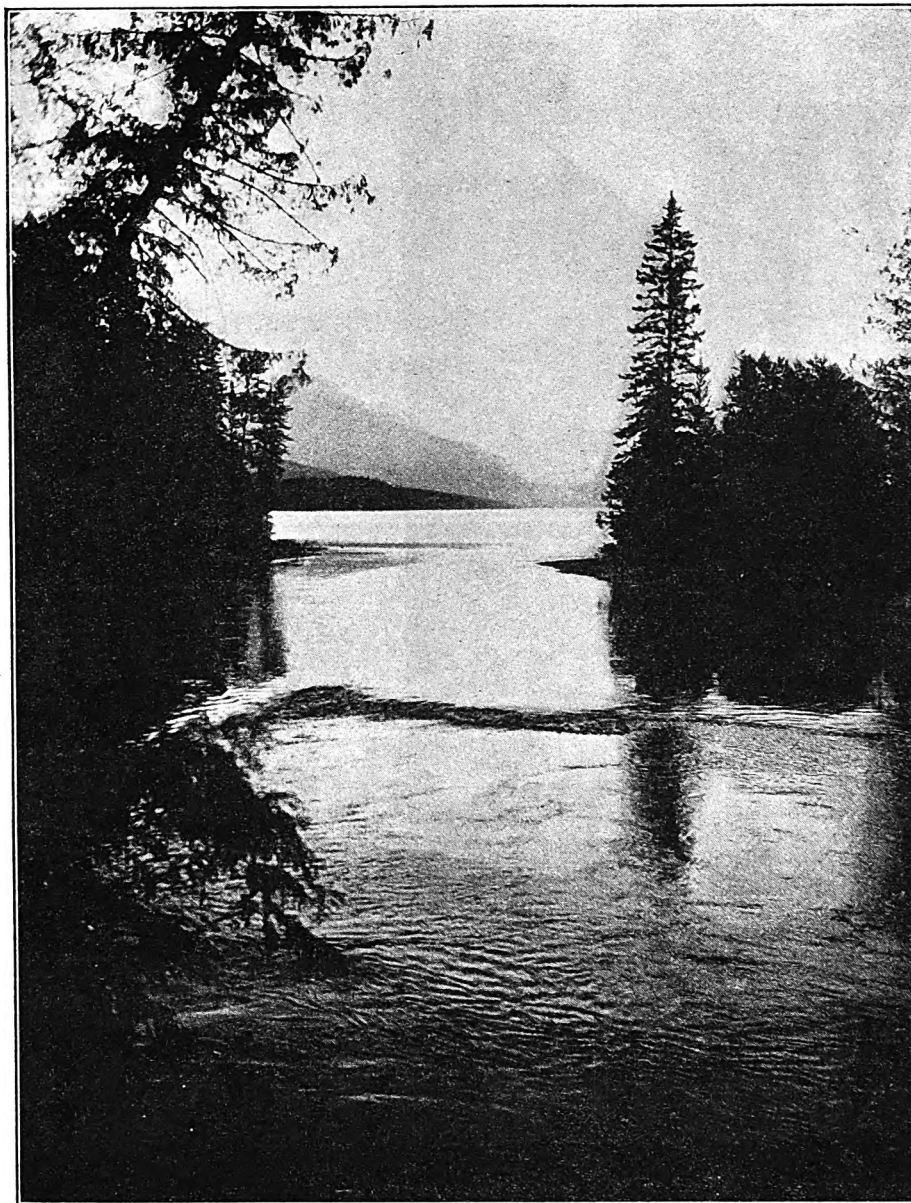


Photo by Harriet Geithmann

Let no man know of our souls by vacant cannonades of meaningless babbling. Let us hold our tongues in proud repose. If we needs must speak, let it be the least—and the utmost. There is godly magnitude in brevity. Imbecile chatter, or an aimless, shallow fusillade of words, release the vigor of stanch purpose and of poise—and we may

not be worth the price of a Patagonian calabash.

It is the higher man, the higher intellect, that cultivates discretion. He who has mastered this is the man that leads. He is a Master, and must rise above the rest of us. His words are gospels; his actions, revelations.

It is in Silence only that we are able to perceive and understand the divinity of our own "beingness"—that we can fully and vitally realize who and what we are. To understand this truth is to receive in full that inner power, that inner "becoming" by which we can build at will our own destiny and command universes to kneel to worship us at the point of our fingers.

The world then shall acknowledge the arrival of a new Master, the birth of a new Prophet!



"If You've Anything to Say Speak Up!"—Barked the President —and I Answered with a Speech that Pushed Me Ahead 10 Years!

THE little knot of men around the conference table sat silent as the President's voice rasped to the end of what he was saying.

"It's a bad mess, men, and that's all there is to it," he said. "Now I want some ideas from you fellows. Wellington," he turned to me suddenly, "have you anything to say? If so, speak up!" His words came like a flash of lightning; I was in for it now! No time to dodge; no chance to pass the buck to someone else. Almost before I knew it I was on my feet. As I rose I heard someone at the end of the table whisper:

"This is going to be a joke! Poor Wellington'll about die on his feet, trying to talk at this meeting."

"I know it," was the whispered reply. "He's so timid he can't say two coherent sentences. He'll only make a show of himself, and waste valuable time."

I knew they were impatient and scornful—expecting to see me make a chump of myself. Then I grinned to myself, waiting to see their expressions.

It was a treat to watch their faces change with my first words. From bored annoyance their expressions turned to amazement—then to the tensest interest. In clear, concise terms, without a halt or hitch, I told them just where I knew the trouble lay, where the waste of time and money came in, and how everything could be remedied. For the few minutes it took to tell the whole story I had that group of executives hanging onto my words—spellbound. There was not a sound from any of them until I had finished—then a regular chorus of admiring words broke forth from every man there: "That's the idea, all right!"

"The very thing I thought and didn't know how to say!" "Great stuff, Wellington!"

At the end of it all: "Well, that settles that," said the President. "You certainly know what you're talking about, Wellington. But while I think of it, young man, I'd like an explanation from

you. Why haven't you spoken out like this before? Why have you always acted around here as though you were afraid of your own voice? You can certainly talk well enough when you want to! What brought about the change?"

I laughed. "It was just a case of stage fright that got cured," I admitted. And then I told them how a certain wonderful little free booklet had shown me how to change almost overnight from an embarrassed, retiring "human clam" into the self-assured man who had addressed the conference. "That book did a wonderful thing for you," commented the President. "Anyway, Wellington, I want you to take charge of the work of straightening out that warehouse tangle. There ought to be a lot in it for you," he added significantly.

That was something over one year ago. Today I sit in a private office marked "Traffic Manager" on the door—next in line for the General Manager's position. I can hardly believe it, yet I know it's true, and I know that I owe it to that wonderful little booklet that explained to me the secrets of dominating, powerful speech. As far as promotion, salary and increased influence are concerned, that little speech pushed me ahead at least ten years.

More than that, I am now a popular after-dinner speaker—widely sought after at civic and political meetings, and a constantly invited guest at social functions. The secrets of effective speech, which that little booklet told me about, and which I mastered in my own home in only twenty minutes a day, did the work.

There is no magic, no trick, no mystery about becoming a powerful and convincing speaker, an easy, fluent conversationalist. You, too, can conquer embarrassment and stage-fright. One of America's leading specialists in effective speech can

aid you to rise to positions of greater prestige and wider influence. This new method is so delightfully simple and easy that by spending twenty minutes a day in the privacy of your own home you cannot fail to make rapid progress.

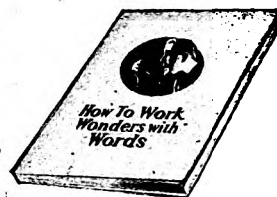
This new method of training is fully described in a very interesting and informative little booklet called "How to Work Wonders With Words." In it you are told how this new easy method will enable you to conquer stage-fright, self-consciousness, timidity and bashfulness. You are told how you can bring out and develop your priceless "hidden knack"—which can win for you advancement in salary and position, popularity, social standing, power and real success. You can obtain your copy FREE by sending the coupon NOW.

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The Art of Forgetting

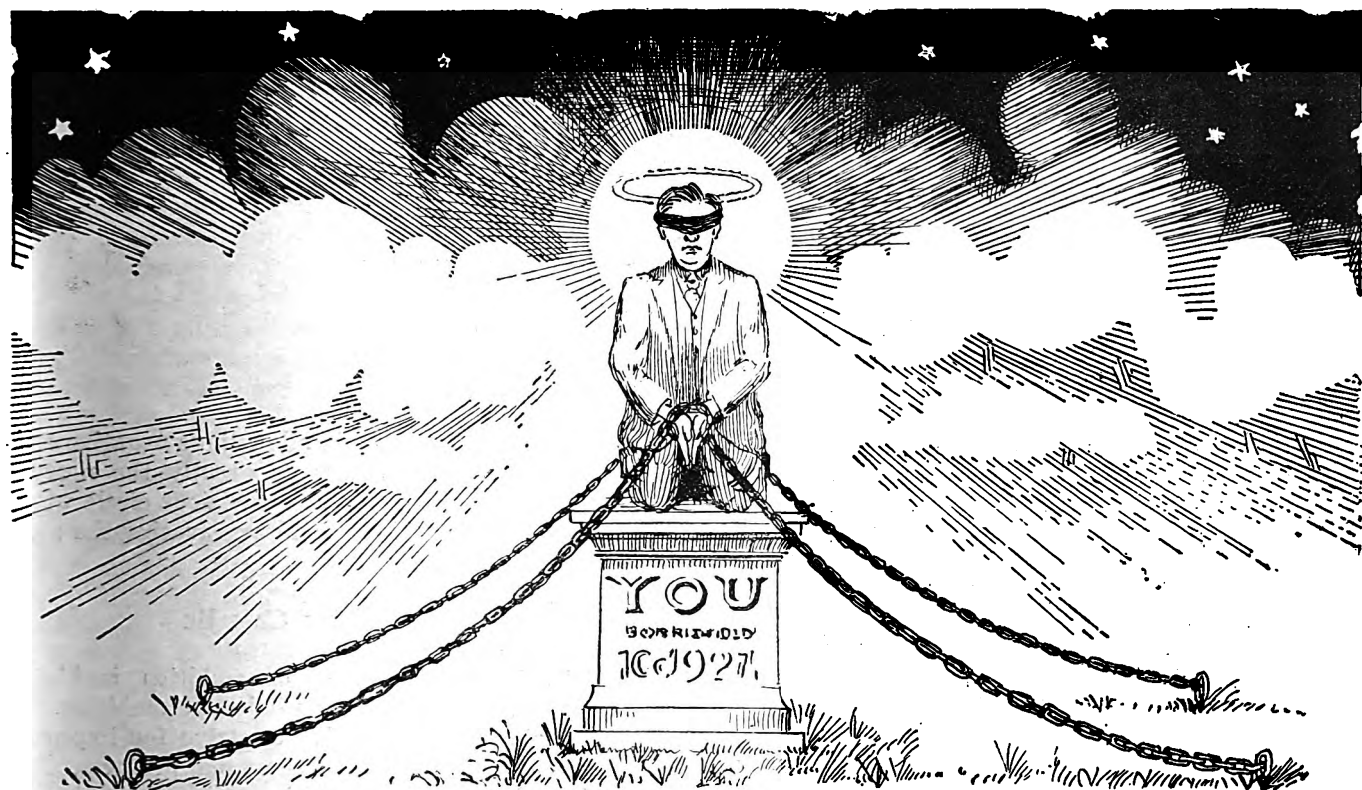
*"God gave us memory
that we might have roses
in December."*

"GOD gave us memory that we might have roses in December," said Barrie. Is it not ridiculous to tear away the rose leaves, cherishing only the rough stem and the thorns? We are constantly harangued about training the memory, as if it were desirable to recall everything. Absurd! The really trained memory has its reverse and important aspect, for it should be a highly selective one. What frightful bores are those worthy souls who have painfully accurate memories and no selective powers! Who in relating anything must conscientiously wade thru the irrelevant details that accidentally crowd any event!

Yet this *art of forgetfulness* is of utmost concern if we would build up a happy and well-rounded life. "Forgetfulness binds up our wounds, cleanses us, sends us forth to fight again, using the experience we have

gained, but mercifully forgetting the details." Burnham says: "In the unconscious memory are the grudges of a lifetime; the insults, the offenses of personal experience; affronts and wounds of personal pride. Hideous blunders, mistakes, misunderstandings and frictions; hurts and grievances; lapses in our morals and shocks to our ideals—mortifying, even humiliating to recall." What a frightful catalog of universal experience! Is it all? No; there are also roses. "All the successes, the innumerable joys, the tiny things of happiness, the fulfilment of ambitions, the loves of many friends, beauty, harmony, flowers, sunsets, travel, books, and blessed work." Why, I may well ask, do so many people crush the rose leaves and press the sharp thorns into shrinking hearts?

Three kinds of trouble beset (Continued on page 58)



ARE YOU AN ENSLAVED GOD?

Are You Blinded to the Truth?

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How Are Your Nerves?

A Chat with the Editor

Henry Knight Miller

WE are living in an age of nervous excitement and instability. In a sense nervousness is preponderantly an American disease. This is because we are living at too rapid a tempo. We lack poise. We are keyed to a dizzy pace. American industry is partly responsible. Efficiency engineers, so called, are constantly seeking to speed up the various activities of industry in order to increase production even at the expense of the breakdown of the human atoms involved. Our daily life is a mad whirl of activity in quest of money and pleasure. We arise in the morning with just enough time to throw on our clothes, gulp down a hasty breakfast, rush to catch the subway train or bus and speed to the office, store or factory. We rush out to swallow a quick serve-yourself lunch, made up mainly of indigestible food, race back to join the swift pace of the afternoon work, then another rush to the crowded subway or other means of conveyance. We get home for an hour to change clothes, eat a hastily prepared dinner, or else grab something in a delicatessen store, or restaurant and then rush off to the movies, or dance until the early hours of morning in some cabaret or roadhouse, returning tired, excited and unstrung, to a fitful night's sleep only to awaken in the morning to repeat the heedless whirl of the preceding day.

HUMAN BATTERIES NEED RECHARGING

WE allow scant time for rest, quiet, exercise, meditation, reading or study. We live on our nerves. The human batteries are never recharged. Like neglected storage batteries on an automobile, at length the reserves all exhausted, they cease to function. Then the individual, like the auto battery, is thrown on the scrap heap, prematurely old, used up, a victim of over-speeded routine. Nervous exhaustion may be pronounced by the doctor. Drugs, intoxicants and other stimulants are resorted to in a futile effort to keep the human machine functioning. Depression, irritability, a sense of inferiority, hallucination, drug addiction, inebriacy, insanity, incompatibility, sexual abnormality or impotency, divorce, crime and premature death are the results of this unnatural and ruinous mode of living.

Negative emotions such as fear, worry, anxiety, depression and hate are both causes and results of nervousness. The man or woman suffering from disordered nerves becomes a prey to all of these destructive emotional states, which in turn inhabit every vital function of the body and poison the fountain streams of life. On

the other hand, indulgence in all of these negative emotional states tends to aggravate greatly the nervous condition and thus is established a vicious circle where each condition is stimulating and aggravating the other trouble.

BE WHAT YOU CAN BE

A REASONABLE degree of ambition is highly commendable. Without wholesome ambition, the lure of achievement, incentive to strive for improved conditions of life, there would be no real progress. But the price of unrealized ambition, with the grinding strain of competitive effort, is likely to be shattered nerves. In America the masses are stirred by the tinsel panorama of wealth, luxury, pleasure, flaunted by our thousands of millionaires and frequently more wantonly paraded by the near rich. Millions lacking the capacity to achieve the means which would permit them to participate in this alluring revel of luxury, waste themselves in vain effort at such achievement and fall at length victims to their thwarted ambitions, their nervous systems wrecked in the uneven struggle.

Right here a word of caution might not be amiss. The popular psychologists have made as one of their battle cries, "You can be what you want to be." This doubtless has made many people aspire to unattainable heights and contributed to the army of nerve-wrecked and disillusionized men and women. Within certain limitations there is truth in the slogan. Most of us can improve our status, make more money, have better homes, cars, clothes and a larger share of the comforts of life. But there are many insuperable limitations. A sail boat may become the fastest and best of its size and type, but it can never become an ocean steamship. An automobile may be the best in its class but it is not capable of becoming either an airplane or a submarine. A man may become the finest bricklayer or artist, or accountant, in his state, but he could never become a great opera singer unless he had the natural endowment to make that possible. It is probable that the opera singer could never be a successful engraver. Each man must find his proper channel in which to function and then aspire to be as near the best in that line as possible. When a square peg aspires to become the king in a circle of round holes, trouble begins. We cannot all be bank presidents, railroad presidents or successful promoters, actors or politicians. The frenzied and futile struggle to be what we are not logically qualified to be is one of the factors filling our streets with worn-out nervous wrecks.

Any desire tends to become a stimulus to the nervous system. William James made it clear that a thwarted stimulus becomes a factor in creating nervous tension. Freud and the other analysts have demonstrated that this is particularly true with respect to repressed or unfulfilled sexual desires. Nearly every case of neurosis is found to have its source in some form of repressed desire of sexual basis. In his campaign for companionate marriage Judge Lindsay was seeking to provide a socially acceptable outlet for these thwarted impulses in a conditional marriage that would save youth from the destructive results of repression. The analyst seeks to afford the same release and save his patient from nervous collapse, thru some form of sublimation, that is transforming the repressed energy into some other and more or less non-sexual form of expression. To save an individual from the disorganizing effect of ungratified impulse we must either rescue him from the stimuli which inflame such desire or, should direct gratification be impossible, find some other and socially acceptable outlet wherein these dammed-up energies may be utilized.

Repression in itself is never a solution. It leads to an explosion sooner or later, which may be either in the form of a partial or complete derangement of the nervous system, or in abnormal and revolting activities. Not repression but re-education, re-direction or sublimation are the solution to release obstructed nervous energy where direct release appears impossible of attainment.

Nervousness is peculiarly a mental and emotional disease. No degeneration or physical disorder has been discovered under the most scrutinizing microscopic examination of the nerve cells or ganglia in cases of various degrees of nervous disorder. It appears to be a result of exhaustion of the vital forces or inverted energies due to thwarted desires.

While there is no physiological or organic deterioration

noticeable in nervous conditions, there can be no question that nervousness leads to physiological disturbance in all of the vital organs and functions. There is noticeable loss of appetite, with attendant malnutrition. Inhibition of the eliminative functions results in manifold disastrous results. Insomnia is an almost invariable consequence, as is also palpitation or other disturbance of the heart.

There is no drug, system of diet or physical treatment which can effect a cure. Rest is generally prescribed or a change of environment. But these remedies may be of little avail if the primary causes are not eradicated.

Rest is doubtless the principal remedy if it can be accompanied by complete relaxation, otherwise it is of little avail. It is relaxation rather than rest which constitutes the real remedy. This relaxation should be physical, mental and emotional. Relaxation exercises, bending, stretching, etc., may help to secure physical relaxation. Complete rest in the country, far removed from the stress and strain of the city, is advisable. Long tramps thru the forests such as to produce wholesome physical fatigue often aid. Mental relaxation results from resolutely shifting the attention from any thoughts tending to tenseness or worry. The mind must be filled with pleasant, agreeable and relaxing thoughts. Negative emotions must be attacked or supplanted with

constructive and energizing emotions.

Suggestion or auto-suggestion is the great hope of the nervous. Constant suggestions of tranquillity, hope, happiness tend to create an attitude of mind which will lead to relaxation and create well-controlled and steady nerves.

Whenever the nerves become strained and tense, relax; if possible gaze at some far distant point and think, "All is well. Everything is adjusting for my own good. I am relaxed, confident, happy." Then shift the attention to some cheerful thought and forget all about your nerves.



Far removed from the stress and strain of the city.

Courtesy of S. J. Hayward

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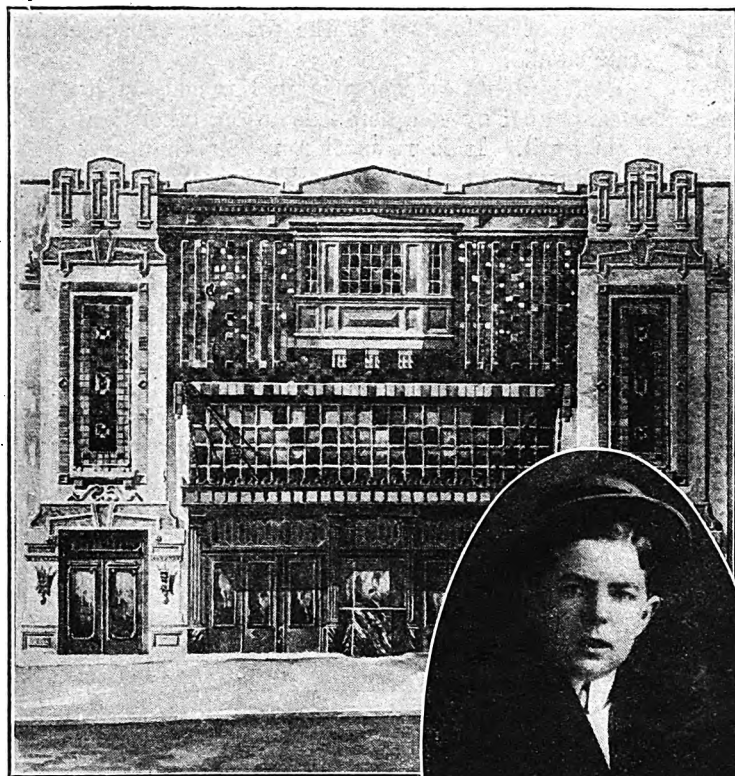
L. B. Wilson

L. B. WILSON, of Covington, Kentucky, lacks one inch of being five feet tall, but in the eyes of many of his fellow citizens he is the biggest man

L. B. Wilson was born on May 20, 1891, the seventh and last child of his family. His mother died ten days after bringing him into the world. After her death his father left the big house and became a nomad, never content to come back and settle down again in a house that now seemed so strange and lonely.

On his brief trips home he stayed at a hotel across the river in Cincinnati and the seven children, the oldest only fourteen, were brought up by a housekeeper. But nomadic wanderings cost money, and the upkeep of a big house with seven mouths to feed and seven sturdy bodies to clothe takes money, and by the time L. B. was ten years old he faced the fact that he and the other children had to go to work. And it was here that he got the beginnings of his versatile business training that was to come in so handy later in his life.

There was nothing he didn't do to earn an honest penny. In the summer he went out into the fields and gathered daisies, tied them in neat bunches and sold them on the street corner for five cents a bunch. In the winter he sold papers and it was while shivering on a certain corner one day, hawking his wares, watching the prosperous crowds flow by, that he straightened his shoulders and made a firm resolve. *He wouldn't stay poor.* He would work hard, very hard and make lots of money so he could act rich and careless like the people who dropped nickels into his hand for the papers and told him to keep the change."



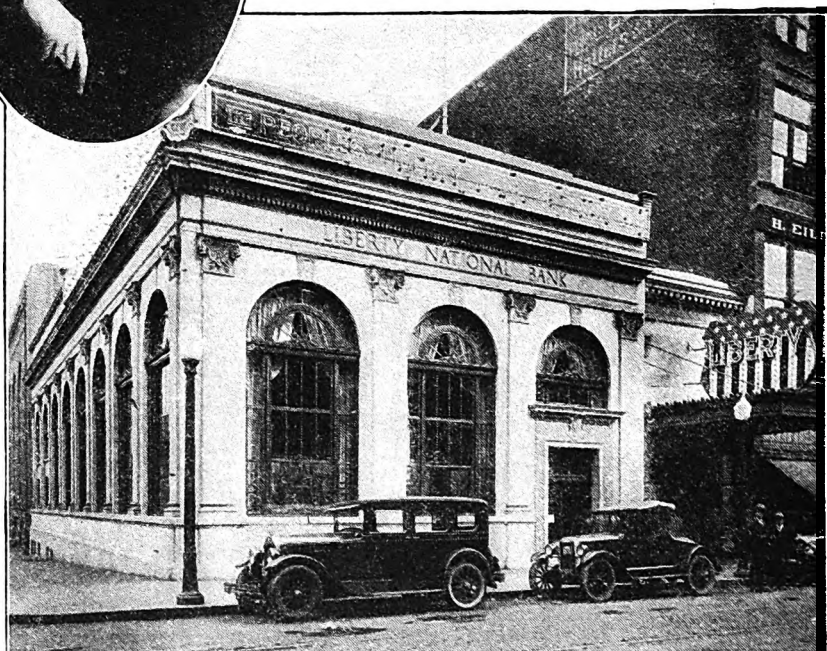
Covington's \$300,000 theatre.

in the Bluegrass region. Only 38 years old—and banker, civic leader, theater- and radio magnate, and, most recently, promoter of inter-state commerce by reorganizing the operation of the Cincinnati-Covington bridge over the Ohio river.

L. B., fourteen years old, and manager of a theatre.

His meteoric rise from newsboy to capitalist; his penchant for showmanship, whether directly in the entertainment field or in his more sober business ventures; his tireless energy—working usually from eight in the morning till 10:30 at night; his indomitable self-confidence and sure-fire successes, have earned him the title of the young King Midas of Kentucky. To some he might seem to be the Modern Aladdin, dreaming high dreams in boyhood, but making his dreams come true.

"Nothing is impossible!" he states smilingly—and proceeds to make good the claim with acts and facts.



The Liberty National Bank—the second which came under the control of Mr. Wilson.

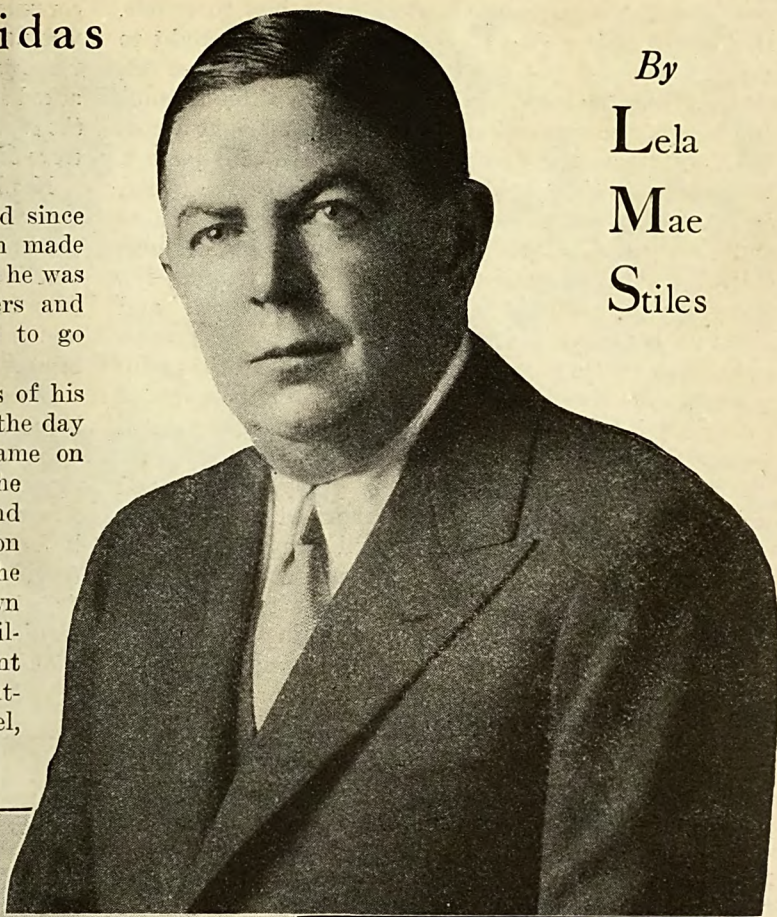
The Young King Midas of Kentucky

By
Lela
Mae
Stiles

He'd buy a big car and own his own home and since there is no limit to dream expansion he even made plans to buy all the buildings in the block where he was selling papers and have stores, banks, theaters and everything so handy he wouldn't even have to go around the corner to get anything he wanted!

His elder brother Hansford had some visions of his own. He was a born comedian and dreamed of the day when he'd have electric lights spelling his name on Broadway. In the meantime he gave shows in the cellar, with L. B. writing his songs for him and acting as business manager. The admission charge was one cent, and soon all the kids in the block were saving their pennies and rushing down to this amateur show-house to listen to Hans Wilson's funny songs, and munching peppermint drops which the shrewd L. B. bought on the outside for a penny and sold in the show for a nickel, thus realizing a profit on both entertainment and sweets. These two lads were rapidly developing qualities of showmanship that later actually did land Hansford on Broadway and perched L. B. at the top of the ladder in the business world.

So successful was their joint theatrical venture and so efficient a business man did the youthful L. B. prove himself to be that the outside world heard of it, and the owner of the old Colonial theater, Covington's only vaudeville house, a man named Orene Parker, called on him and offered the managership of his theater with a salary of \$12 a week and a percentage of the profits. He took the job, *still wearing knee pants*, and it's no wonder that he was often mistaken for one of the "prop" boys around the theater. On Sundays when the bill changed he used to put on long pants so the actors and actresses on the new



Mr. Wilson, who wouldn't stay poor.

bill would have more respect for him!

He managed the theater so successfully that at the end of the year his share of the receipts was \$900. His enthusiasm over this fact was dampened by the attitude of Parker who, deceived by the smallness of his stature, his youth and inexperience, undertook to sidestep their man-size agreement and cut his share of the profits down, using an argument about "necessary expenses" that hadn't been mentioned in the agreement at all. So L. B. quit him on the spot, but not before he told him in the heat of youthful passion that some day he'd own a theater himself and have his name in front of it in letters three feet high!

This amused Parker, but L. B., a little scared at his own temerity, made up his mind that he'd stick by that statement if it took him the rest of his life to work it out. But he was quite young, only seventeen, and

he had no money except the small capital he had saved while managing the theater. He cast about for something to do.

About this time he learned that the United Cigar Stores were withdrawing their business from Covington because, apparently they could not make it pay. L. B., whose idea was that *any* business would pay if



The right girl—Mrs. Wilson at last! She was the former Jean Oliver.

you used the right methods, decided to buy them out. He figured that a city the size of Covington ought to support at least one good cigar store so he took his savings from the bank, against the advice of his friends, and bought the store which, mind you, was right across the street from the corner where he had sold papers. He made the cigar store pay for itself the first year, and one of the reasons for its success was the unique and showmanship quality of his advertising. Folks turned to the advertisements in the newspapers the first thing to see "what L. B. was pulling off now," and his store became a Mecca for the business and professional men of the city who got in the habit of dropping in to pass the time of day and chuckle over the quips of wit and wisdom that fell so glibly from this shrewd youngster's lips.

About the time he got his store going full tilt and was earning a fair profit he was surprised one day by a visit from Orene Parker, who still ran the Colonial Theater, now a movie house. This was in the year 1912, when the movie business was suffering a terrific slump and people were saying movies were just a fad and were going out, just as they were saying about the "talkies" a little while ago. Parker's business had fallen off until he was seriously considering closing his theater for the summer. But he still remembered how "that Wilson boy" had made it pay when he managed it, so thought it would do no harm to drop in for a little free advice. He got it! Wilson told him right off that there was nothing wrong with show business except that he didn't know how to run a theater. This nettled Parker and started an argument which ended in a wager. The terms were that Wilson was to take over the theater and run it for a week. If he could show a profit of \$300 he was to have the rent free. If he didn't show a profit he was to pay Parker the rent and \$200 besides.

It was a wild idea, Wilson's friends said, and they tried to dissuade him from "such foolishness." But while Parker had forgotten that old unpleasantness Wilson hadn't and this was his chance to get even. He jumped into it with both feet.

The morning papers carried full-page advertisements to the effect that movies at the Colonial were to be discontinued for a week and that the "L. B. Wilson Show World" would take their place. And he electrified the town by announcing that he would use only Covington talent in his show. He invited all the potential Booths and Bernhards to come down to the Press Club for rehearsals. They all but mobbed the place, and before night he had written several of the songs and acts and was rehearsing the members of the new company in their parts. It was the busiest week the young showman had ever had. In addition to managing the show, rehearsing the actors, writing the lyrics and compiling the daily newspaper advertisements he was master of

ceremonies at every performance. By the middle of the week the crowds were so great that the manager of the Covington street car company called at the theater and asked if they wouldn't please hurry the second show *as the crowds standing on the streets in front of the theater were blocking his street car tracks!*

Needless to say Wilson won the bet, his venture showing a profit of \$780 for the week and Parker promptly offered him his old job as manager at an attractive figure. But Wilson just as promptly refused. "I'm making money in my cigar store now, Mr. Parker," he said, "and I need quite a sum for what I have in mind."

Wilson never forgot, altho it was several years before he realized his dream. And it came about in a curious way. The building on the corner where he had sold papers had burned down. He rushed out and persuaded three of his friends to go into partnership with him, and before the cinders had grown cold on the site he had the deed to it and was arranging with an architect for the erection of the theater of his dreams. Just a touch of ironic justice is added by the fact that the building that burned was owned by Orene Parker.

Then followed dark days for young Wilson. He had put everything he could rake and scrape into this project, and many people laughed at him. They told him he was a fool to build a \$300,000 theater in a city the size of Covington. They contended it wouldn't pay because people would go across the river to Cincinnati theaters just as they had always done. But among Wilson's other dreams he had always cherished a desire to see Covington a superior city, an individual city, one that would not be spoken of as a suburb of Cincinnati. And when, after many days of heartache and worry and nights of sleeplessness, he finally opened the doors of his theater to a public that thronged eagerly in to admire the soft-piled carpets, marble statuary, magnificent draperies and paintings and then kept thronging to see the high class entertainment

he provided for them, he was able to say simply and proudly, "I told you so."

Appreciative of the public response and eager to give Covington the best in the show world, he looked about him, after his theater became a paying proposition, for other theaters, gradually adding now one and then another until he now owns all the large theaters in the city and gives in each of them the finest entertainment that can be bought.

Asked if he was not sometimes tempted to let things slack a bit on account of the fact that he had virtually no competition he seemed surprised: "Why no. That is not my idea at all. I want my customers to have the best shows available, and if you have strong competition you don't make enough money to do this. You have to eliminate competition in order to make the thing pay well enough to give your (Continued on page 60)

Challenge

By Arthur H. Howland

Bring on your Problems!
I can find Wisdom
To solve them.

Bring on your Tasks!
I can find Power
To do them.

Bring on your Sorrows!
I can find Joy
To over-ride them.

Bring on your Hatreds!
I can find Love
To melt them.

YOU think you are too old to succeed—or too young, or too poor, or too ill, or have failed too often to have hope. That whatever genius or talent you may possess lies so deeply hidden that it cannot be developed—at least “not now” or “under my circumstances.”

Listen to the voice of History. How old are you? Very young? Maybe just a boy or girl? Well, remember that Mozart gave concerts when only six years of age; Josiah was king of Israel at eight; a little girl furnished the book from which the mighty emperor of China learned the English language; Goethe wrote at ten; Beethoven composed at thirteen; Pope was writing sonnets at fourteen; and when fifteen Victor Hugo furnished an acceptable poem to the French Academy.

Handel seems to have been intended for a lawyer, but music was his forte, and he wrote opera at fourteen, while at sixteen Bacon could think so soundly that he was able to detect errors in the philosophy of Aristotle. Bossuet was counted a great orator when fifteen, and Pascal wrote a treatise on conic sections when only sixteen. Sixteen also was

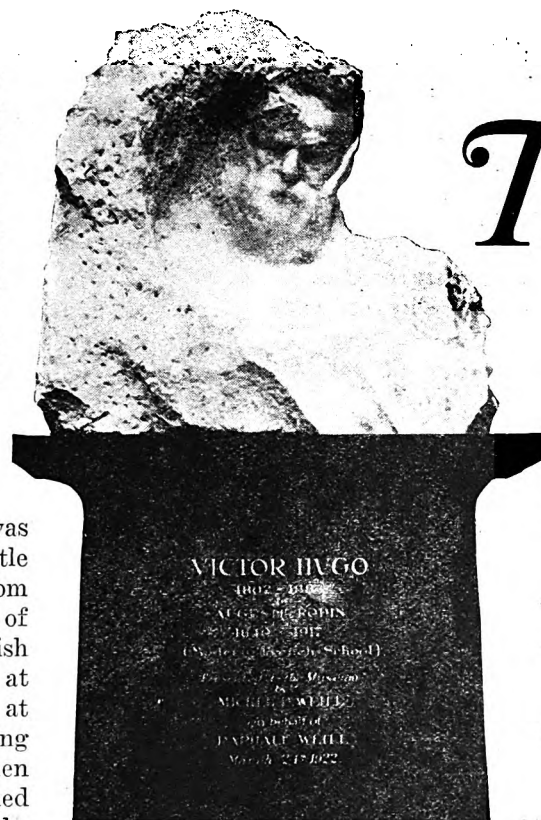
Sixteen also was
Joan of Arc when
she led her ar-
mies to battle,
and at sev-
e n t e e n
Washington Ir-
ving was



**Photos
by
Keystone View**

GOETHE

delighting the readers of *The Morning Chronicle* with his articles in that journal.



A
Time-table
of
Genius
Lessons from History
on the DEVELOPMENT
of TALENT

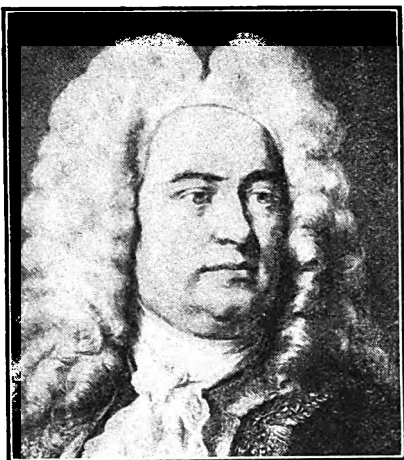
By C. I. Stacy

Galileo discovered the principle of the pendulum when only eighteen, and at the same age Mendelssohn composed his *Midsummer Night's Dream*, and Bryant wrote his splendid *Thanatopsis*. With equal encouragement history tells us that when only nineteen years of age Charles the 12th was the successful king of Sweden, and George Washington was made a major at the same age, while at twenty Weber was writing his beautiful symphonies and LaFayette was a major general.

But have you passed the "boy stage" and become a man? Then remember that your claim to manhood



Goethe's mother telling stories to her children.



HANDEL

must rest on something more than the legal right to cast a vote and draw your own salary. Other men just entering manhood have "done things" and so can you. Alexander was at the head of his splendid army on the plains of Thessaly when only twenty-one, and Campbell gave to the world *The Pleasures of Hope* when

he was only twenty-two years of age.

Are you twenty-three, and, in the popular language of the day, is it "down and out" with you? Then take a fresh start and get a new inspiration by remembering that at your age Robert Browning wrote *Festus*, Wagner had composed his splendid production, *Lohengrin*; Emmet had achieved fame and power as the Irish patriot, Michael Angelo completed his matchless statue of "Pieta," and Newton, lying on the grass under the apple tree watching the apple fall, put his "thinker" to work and formulated the law of gravity.

So it is likewise encouraging to remember that when only twenty-four William Pitt was Chancellor of the Exchequer, Sheridan wrote *The Rivals* and Ruskin gave to the world his splendid work on *Modern Painters*. Coleridge was only twenty-five

Robert Browning
in 1835.

ROBERT BROWNING

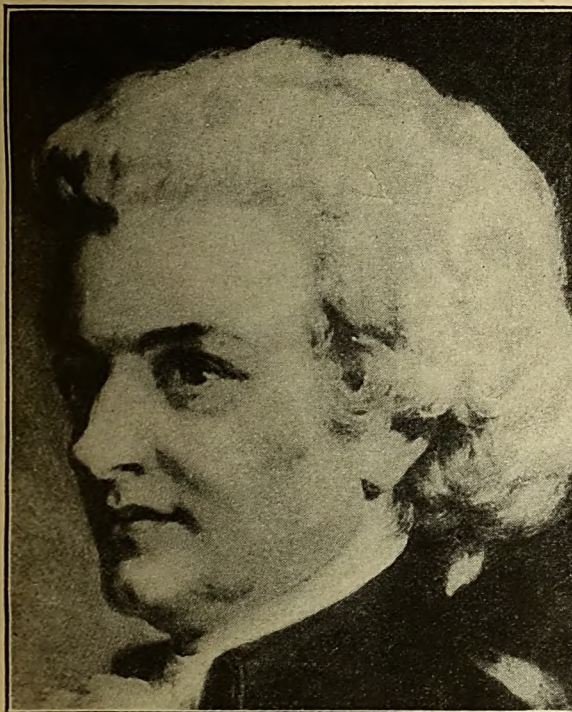
when he wrote *The Ancient Mariner*, and at twenty-six Howe perfected the sewing machine, Mark Antony was the hero of Rome, John Wesley was giving to the church the great organization of Methodism, and Charles Dickens writing *Oliver Twist* so acceptably that the reading world, like Oliver, called for "more"!

Are you twenty-seven? So was the ingenious young northern visitor, Eli Whitney, when he watched the old-time negroes in Augusta, Ga., carding their cotton, and invented the cotton gin, which revolutionized the economic conditions of the South; and so was the great Genevan, John Calvin, but twenty-seven when he wrote his *Institutes of the Christian Religion*, and at the same age Napoleon conducted his daring Italian campaign. At twenty-eight Raphael painted the Sistine Madonna, Thomas Moore wrote his masterpiece, *Lalla Rookh*, and Pollock completed *The Course of Time*. At twenty-nine Scipio gained the battle of Zana, James Watt perfected the steam engine, and Shelley completed his brief but brilliant career, while Thomas Lynch, Jr., when only thirty, represented South Carolina in the first Continental Congress and signed the Declaration of Independence for his state.

But one says: "These were all young men, and I have passed that stage. I am now in middle life. It is too late for me to accomplish much. I can only plod and drudge!" Oh, no, you men in middle life. You have time and opportunity yet to do much service for humanity as others have done.



Four photos by Keystone View
President von Hindenburg of Germany, with his granddaughters, Gertrude and Helga.



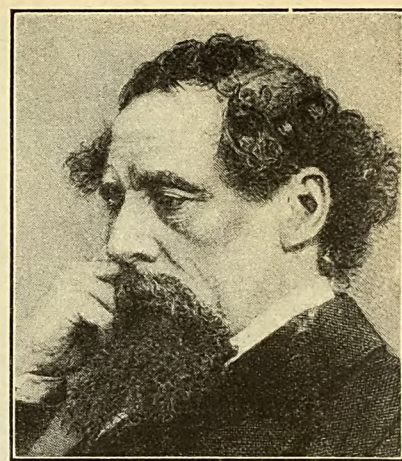
MOZART

Remember that D. L. Moody achieved his world-wide usefulness after middle life, that when thirty-eight Ulysses S. Grant was still tanning hides, and at forty Cromwell was a farmer. They did their great work after middle life, and so can you. Franklin did not commence his philosophical experiments until he was forty-six, and at the same age Wellington won Waterloo, while at forty-seven Admiral Nelson was made a Peer of England for his bravery at the battle of Trafalgar.

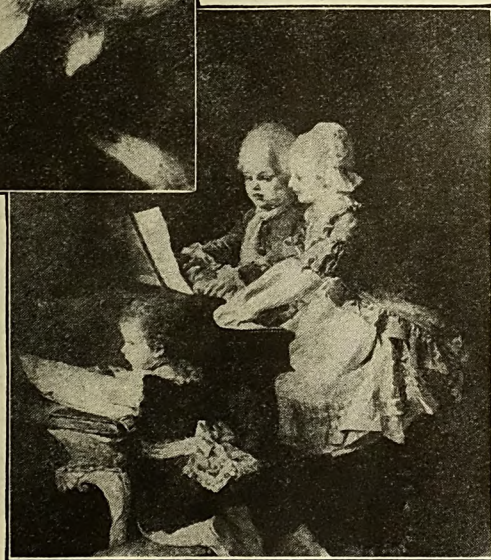
Have you reached fifty? Well, so had Amelia E. Barr, before the cares of a large family allowed her to take up her pen and make her name famous. Galvani was fifty-two when he made his wonderful discoveries, and Lincoln had reached fifty-three when he made his name immortal by signing the Emancipation Proclamation, and Columbus had to wait until he was forty-seven before he could discover America, while Milton was still ten years older, and blind, when he composed *Paradise Lost*.

But a still more hopeless class appears: the old men. Men who are really old say, "It is too late now for me to do anything worth while." Hark back to history again and see what others have done. Remember that Leonardo da Vinci painted his masterpiece, "The Last Supper," when he was seventy-seven years old, while at eighty George Wythe, of Virginia, represented his state in the signing of the Declaration of Independence, Goethe wrote his greatest production, *Faust*; Bismarck was a power in European politics, Hindenburg became president of the new German Republic, Gladstone really did his best work, Sophocles wrote his *Œdipus*, and Cato

learned Greek in order that he might "talk back" at his Greek mother-in-law. Lord Palmerston was Prime Minister of England when eighty-one and when eighty-seven Michael Angelo performed the wonderful architectural feat of raising the dome of St. Peter's at Rome. Among others who signed the Declaration of Independence, it is interesting to note that Matthew Thornton, of New



CHARLES DICKENS



Mozart and his sister

Hampshire, was eighty-nine, John Adams was ninety-two, William Ellery had reached ninety-three, while Joseph Smith and Charles Carroll had both attained ninety-six.

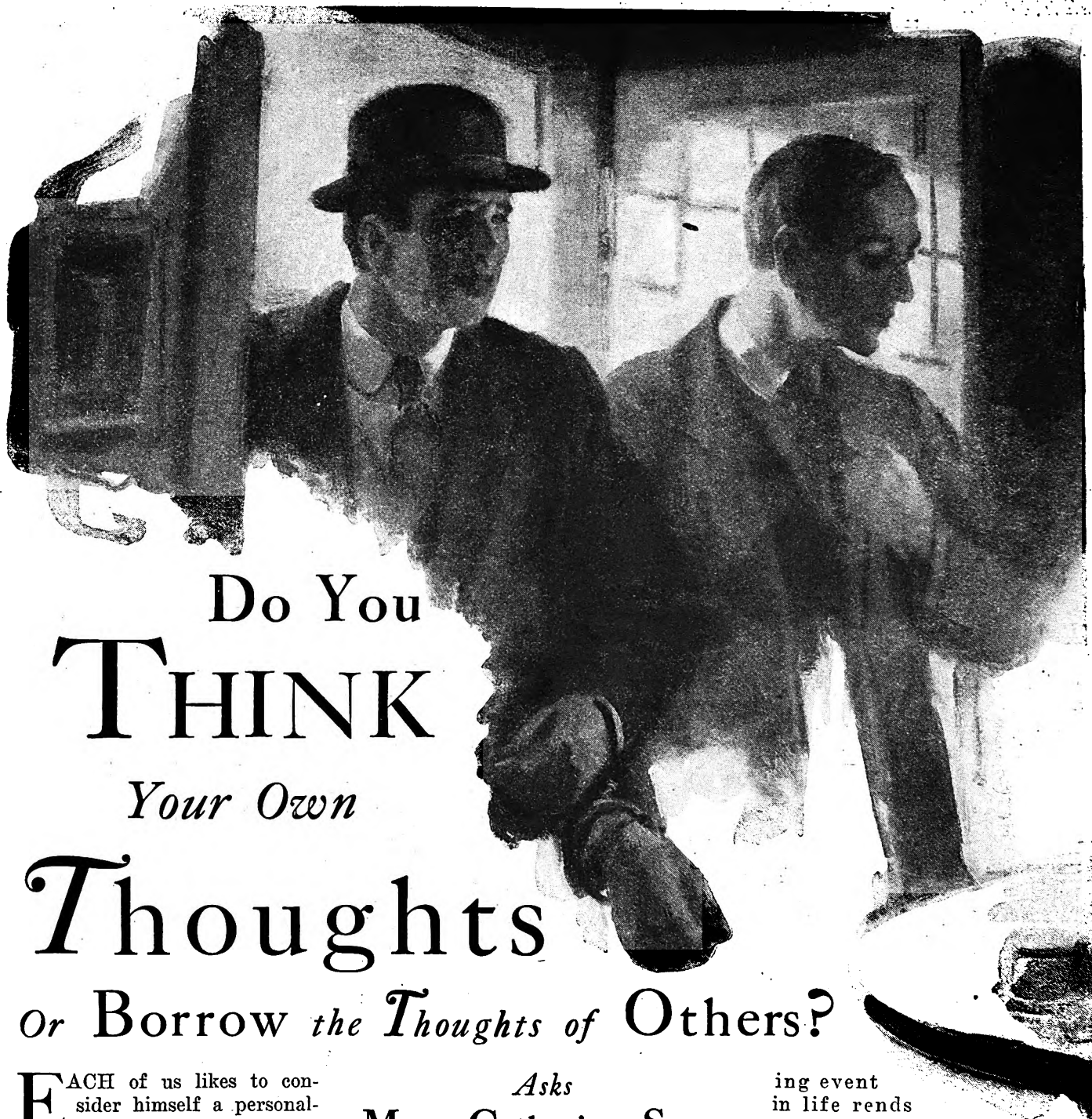
Men of all ages and in all ages have usually found that in order to do anything worth while it was necessary to overcome obstacles of some sort, but the world has always had a promise and a prize for the man who was willing to do the necessary fighting to enable him to really overcome.

One of the most common battles has been and is that against poverty. Yet history shows that its rolls are full of the names of men who in the face of the most abject poverty have risen above (Continued on page 52)



Four photos by Keystone View

Gladstone, Mrs. Gladstone and Dorothy Drew.



Do You THINK *Your Own* Thoughts or Borrow *the Thoughts of Others?*

EACH of us likes to consider himself a personality not identical with any other, yet most of us are more like a legal document with the stamps, seals and signatures of judges and witnesses.

We clothe our personalities in the garb of custom, habit and social status handed to us ready to wear by our leaders of public opinion. We adore "free thought," and most of us haven't a free, unhampered thought to our name. We live in order to be social enough; to get by without attracting the incubus of social disapproval. One's very soul may rot within him, but if outwardly he may continue to be a little edition of all the manners, customs and ideals of his social status he is socially safe.

We gather these social concepts around our personalities and arrayed in them we step out unafraid into the world. All very well until some sudden shock-

Asks

Mary Catherine Speer

ing event in life rends our delusive garment from neck to hem, and we stand unclothed, a poor, shiver-

ing, meager thought or two with not a single, self-determined fact to hold us. There are things we **must** be free from, that we dare not drape our personalities in, things that are changing, risky shields from the temperamental winds of life. The man who clothes his personality in the trappings of his economic status is a man whose personality may be doomed for destruction by the twists of fate. The man who hides behind custom and habits of act and thought in the time of great mental stress is apt to find himself naked before disaster.

But, what are we talking of when we speak of personality? Some one has said that personality is the picture of the organism working together in all its



*One day, quite unexpectedly,
her husband faced a twenty-
year prison sentence.*

Illustrated by
J. Sanford Huime

phases. Your personality is what your body helps to make you, your physical strength and weakness, your emotional adjustments, your education, your environment; your personality is the balance between all these. Allport, a social psychologist, would limit personality to reactions to social stimuli. Other psychologists define personality as the disposition or tendencies to action, as the sum and total of all the impulses, appetites and instincts of an individual. But whatever the technical definition is, we think of and explain personality thru that feeling that all of our perceptions and ideas are experiences of a single self which the individual calls "I."

Did you ever watch a young child try to differentiate between himself and his environment? He is not aware at first of his foot as a part of himself rather than of his environment. His foot bangs against the crib and he experiences pain, he bites his toe and the experience is quite unlike biting the rubber doll. This flow of sensation thru the body to the mind is continuous thruout life
(Continued on page 71)

HOW THE

By Henry Gaines Hawn

MIND

Controls
Speech*First of a Series of Articles on the
Psychology of Speaking and Singing*

SPEECH as a thought process controls the life of individuals and of nations; civilization is dependent upon it. We look at a sunset, and words are set in motion in the brain; we look at pictures or listen to music, and the word process begins; we examine a mathematical problem, seeing only symbols such as $2 \times 3 = 6$, and they are at once transformed into words.

It should therefore be self-evident that speech is the crux of all education. A man may go thru school, college, university, his daily speech being distressingly nasal or raucously guttural, and come out with diplomas and honors, with no change in his vocal delivery. It is seldom alluded to in his school years, and even less frequently are corrective methods employed. A man with an unpleasing voice is heavily handicapped for life.

This will be readily admitted, but (and this is tragically significant) it is not recognized that our silent reading and our silent thinking are carried on in the exact tone, nasal or otherwise, in which we talk. This is true, not only of the quality of tone, but every element of speech which we use in talk is mentally repeated in thinking and in silent reading.

To illustrate: if we say "moteh" (for "much") in daily speech, we so pronounce it in silent reading. Any distortion of phonetics of which we are guilty in our conversational English becomes a part of the technique of silent reading and silent thinking. The same process obtains in the mental (mute) application of accent, emphasis, pause and inflection. Inadequate oral speech is preceded by inadequate mental speech; and to reverse the process, to superinduce correct oral utterance, in everyday English or in audible reading, is to amend the mental speech.

As *Legouvé* said: "All that the highest institutions of learning can do is to complete what the primary schools begin to do, teach a man to read."

Thus, with mental (unuttered) correct speech as our aim, let us start with the premise that it has to be taught orally. The mental ear must be made to hear, to

differentiate sounds, before the vocal organs can produce them. No kind of marking (diacritic) can give either the quality (sound) or quantity (duration) of a spoken word, or element of that word. It must be heard to be reproduced. To illustrate, a short a (a) means one thing to one man, and quite a different thing to another. It is often merely a matter of geography.

If in one section of the country this short a (a) is universally given as "a-ee" (in such words as "sad" (sa-ee), "mad" (ma-ee), ("glad") ("gla-ee"), it follows that if an unknown word, say "zad" is investigated, and is found marked "zad," the native to that country would, with perfect consistency, pronounce the word "za-ee."

I have in mind a part of the United States where short "e" is used where a short "i" is demanded; where "pin" is given as "pen." You are asked, "Have you a pen?" and upon handing out your fountain pen, are surprised to hear, "No, I mean a pen to pen your clothes with." These same people say "twenty

cints," when they have in mind "twenty cents."

In another part of the "land of the free and the home of the brave," we get "tot" for "taught," "bot" for "bought"—all thru the local speech. We need not go twenty miles from New York City, in one direction, to hear "verse" for "voice," "rejerse" for "rejoice"; nor twenty miles in the opposite direction to meet with "brad" for "bread," "waist" for "west," "brast" for "breast," etc.

The only possible correction for these errors of utterance is to make these distinctions sensible to the mental ear of the speaker by audible illustrations of both the *right* and the *wrong* phonetics. Then, the quantity (duration) must be orally given and orally repeated. A sound in speech must have an exact "value," as to both quality and duration, and in indicating these the printed word or symbol is futile.

So much, then, for the proper attention which should be accorded uttered speech. The first essential for speech is tone-production; (*Continued on page 56*)

DR. HAWN has long been known to readers of *Psychology* and to audiences thruout America for his warm, human personality and kindly philosophy, as well as for his skill as teacher, lecturer and critic.

He is the pioneer in the field of tone-control by the mind and is the merciless foe of all forms of carelessness and inaccuracy in vocalized language.

Careful thinking, he teaches, will mean pleasing tones, correct diction, and, most important of all, kindly, useful and beautiful living.

"It Doesn't Seem Right

*The Story of
Minnie Smith—
the Colored Girl
Who
Built a College*

By
Phoebe Laing Mosley



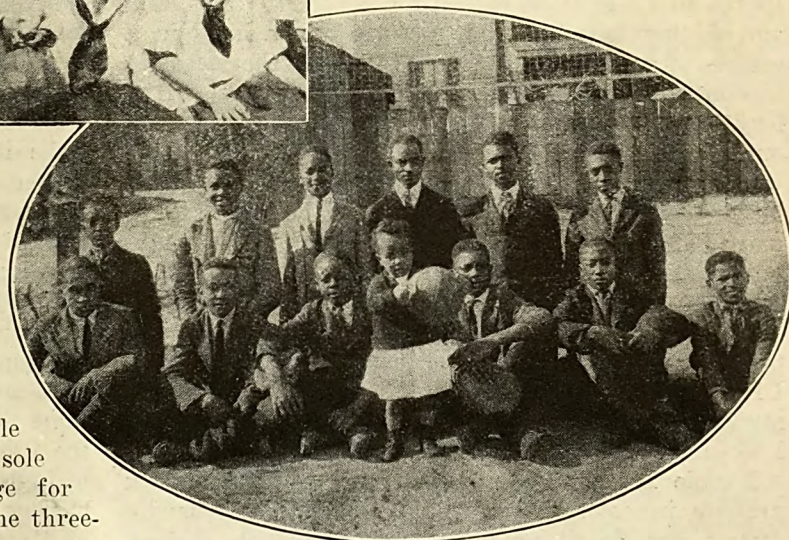
*for
Anybody
to Be as
Happy
as I Am!"*

THE last murmur of *Steal Away* droned into the afternoon stillness. "Ain't got long to stay here"—the harmony drifted away. I waked from the spell that is always cast by the soft, slow swing of negro spirituals. And again I wondered.

All the afternoon I had been wondering, while Minnie L. Smith, a young negro woman, sole founder and president of Beda-Etta College for negroes in Macon, Georgia, showed me over the three-story brick building and talked about her work.

I had come out to Beda-Etta College on the Ocmulgee street car for the express purpose of seeing the president and understanding, if I could, how she had been able to bring into reality a childhood vision of service to her people.

The car line skirts all around a large negro section in Macon. Up hill and down we jerked, screeching around sudden curves and right angles until it seemed that the little car would leave the track in spite of mine and the conductor's efforts.

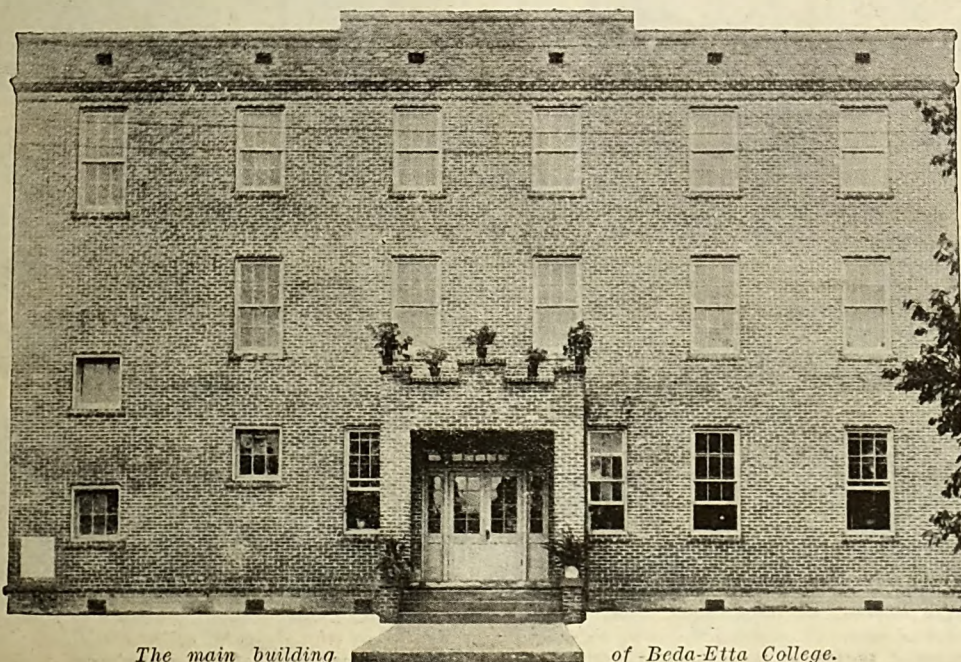


The volley-ball teams of Beda-Etta College with their mascots.

On all sides were the negro cabins, perched on the hills and nestling in the hollows, and behind every one of

them swayed long lines of clean clothes. For it was Monday, and all industrious wash-women had their "white folks'" washing already hanging in the bright sun.

I had left the street car and, following the path thru a stretch of grass, turned a corner and had come



The main building of Beda-Etta College.

suddenly upon the substantial brick building that towered over its lowly companions with a sort of majestic dignity.

The music teacher was rehearsing the glee club in its commencement music and I had listened entranced to the full, melodious voices sing thru their program. And now as she marched the young singers out of the classroom, Minnie and I settled down for a long talk.

"Have this chair," said my hostess courteously, offering me the big chair behind her desk. And she slid into a pupil's desk in front of me.

"But I feel that I ought to be the pupil," I demurred. "There is so much you could teach me about determination, and persistence, and faith. This is a wonderful thing that you have done all alone."

"No, no, no, no—not alone," she denied quickly. "You forget the big Power—that-is-God behind me. I can't see anything wonderful about it. It was just my special privilege to be chosen for the work. You see," and she put out her slim, nervous brown hand in a gesture of acceptance, "any piece of work that needs to be done always has somebody provided to do it. History is full of instances where somebody has risen up out of the mass to do his own particular job. Any woman of my race could have done what I have done, but it took just one. I happen to be the one who has had it on my heart since early childhood that I would not be allowed to die without beginning some definite work for my people. Don't you see that I *had* to do it?"

"Yes, I see," I answered softly. I looked at her, and then turned my eyes away from such shining exaltation. I felt that I had no right to look. There was a choke in my throat and the sting of tears on my eyelids. I knew I was in the presence of a chosen one.

Minnie L. Smith is a slender negro woman, dark mulatto in color, below medium height, and hardly forty years old—being typically feminine, she dodged the age question. Her features are pleasing, especially

the flash of a wide smile that discloses even, white teeth. She wears tortoise-rimmed glasses with gold trim, and no jewelry or ornaments of any kind. She was dressed in a plain two-piece black satin dress, and wore black hose and slippers. Her hair is just as nature made it, bearing no evidence of having had "anti-kink" applied, and is pinned close to her small, well-shaped head. Dusky eyes are a-light with good humor and keen insight into human nature as she has found it. Her soft voice with clear-cut articulation and good diction is most agreeable to listen to. Simple, unaffected, humble as great people always are, her entire personality seems animated by a divine energy and indomitable purpose.

This purpose was born in her at a very early age, and has gathered strength each year of her life.

"I remember that when I was just a little bitsy child, not even school age, I was conscious of a hunger to do something for humanity, especially my own race. And when I began school and was learning to read, an old neighbor woman and myself used to study out of the same primer, and I helped her to learn as I went along. I made a vow to myself then that some day I would make it possible for middle-aged and old men and women of my race to go to school if they had any craving to learn. I have often wished that I had a picture of that old woman and myself sitting on the steps, learning out of the same book."

And so this little negro girl, who had made a vow much bigger than she was, began right then to save her pennies and to earn what she could so she might have more to save. Saving, earning and learning became the passions of her life. She went steadily thru the Bibb County school system and at the completion of high school had normal work at the Georgia State College. Her father was a preacher and the treasurer of Morris Brown University for negroes, which is located in Atlanta, and he could (*Continued on page 52*)



Students of Beda-Etta Commercial department, under the direction of Prof. Luther Taylor, graduate of Chicago University, have won gold medals from commercial organizations for their skill; graduates of the department have entered banking, taken important secretarial positions, gone as teachers to other schools. Here is one of the department classes at work.

Book *Make a* Yourself

YOU have always wanted to write a book.

Well, now, begin to write one.

And it is to be about that most interesting of all subjects—YOURSELF.

Many of the problems that vex us are vexing chiefly because they are locked up inside of ourselves. To get them up out of the vague darkness of our hidden self, to put them outside of self and into the light of outer reality, helps to clarify the problem. We see it as it is, with new light upon it. Further, the very process of pushing these hidden problems out into the light gives a sort of inward relief that leads to the strengthening and illuminating of the inner self so that we can still better make the decisions and go forward with the activities that will make life glad and fruitful.

In the vagueness of the subconscious, counter purposes may be stultifying your complete self-expression. These counter purposes may be the unrecognized causes of fear, hesitation, fatigue, self-distrusts.

In a mind freed of contradictions, the will functions automatically. Energy, instead of being wasted in internal, more or less submerged struggles, is released.

A clear mind—together with a body unweighted and unpoisoned with stoppages and waste matters—is vibrant, expressive, eager, cheerful.

Now for the making of YOUR BOOK!

Get a plain blank loose-leaf book of about 100 pages.

On the cover and first blank page—write the book's title: "What Am I?"

Underneath this, the subtitle—"The Self-Analyzer."

On the next blank page, write this:

The purpose of this book is to help me objectify myself. It will picture me as I am—good and bad. And myself as I should like to be.

And it will help me to become and to attain that which I now wish to become and attain.

Next, write the Table of Contents. In writing a book the Table of Contents is usually left to the last—till all the rest of the book is written. But in this case a tentative outline will help you in filling out the book you are to write about yourself. Leave three or four pages blank for this Table of Contents to be written in when your book is full. In the meantime use this table to guide you in making your book.

I. CULTURE: (1) Basic Books; (2) Modern Books; (3) Plays; (4) Music; (5) Art; (5) Subjects I Should Like to Study; (6) Lives I Wish to Know About; (7) Travel; (8) Time-Wasters I Could Eliminate; (9) Money I Could Save for a Purpose.

II. FRIENDS: (1) True Friends; (2) People I Should Eliminate.

III. POSSESSIONS: (1) Shelter; (2) Clothing; (3) Tools; (4) Art, Hobbies, Sport; (5) Things I Wish to Get.

IV. HABITS AND HEALTH: (1) What I Especially Like to Eat and Drink; (2) What's Good for Me to Eat and Drink; (3) Things I Do That Are Bad for my Health; (4) What I Can Do to Make My Health Better; (5) Fears I Am Subject to; (6) Thoughts I Wish to Eliminate; (7) Habits I Wish to Get Rid of; (8) Habits I Wish to Acquire.

V. QUALITIES: (1) Qualities I Most Admire in Others; (2) My Good Qualities as I and My Friends See Them; (3) Qualities I Wish to Get Rid of; (4) Qualities I

Wish to Acquire.

VI. AMBITION:

(1) My Controlling Ambitions; (2) The Benefits I Expect to Realize; (3) Opportunities and Talents; (4) Obstacles.

VII. THE FINAL ANALYSIS.

VIII. PLAN FOR THE FUTURE.

The method proposed for organizing the material about yourself is simply to make lists of the various things that together constitute personality, intangible and concrete—then note which item on your lists are lacking in your personality and should be cultivated, which are undesirable and could with advantage be eliminated, and which you have and might add to.

You are going to open up to yourself a new world of interest and delight.

Ten is made the basis of the lists that follow, but room should be given to expand them as you may desire or to make notes.

The lists will be progressive in their intimacy of self-revelation and at the end will be a Final Analysis and a Plan.

Don't try to rush this little book.

What's in it is big in its importance to you out of all proportion to the book's size.

And your subconscious will rebel at too importunate probing.

A good psycho-analyst never tries to work too fast.

You are the best psycho-analyst in the world of yourself.

Take it easy, gradually; do a little at a time.

Write the following on the first page of your section on Culture.

CULTURE

Culture is what makes us grow.

False Culture, like snobbery, is self-conscious and vain. True Culture is an enlargement of one's mental horizon. It is knowledge, wisdom, and, with it, tolerance, sympathy, interest.

Culture is acquired by eliminating the trashy, the dead or near-dead or degenerated material in the soil from which one draws life and substance, and by adding the solids of proven merit, of strength and abounding life.

Now write the title for a new page—*Basic Books*, and under this the explanatory thought: "Books that enter into the very tissue of our thought, our language and our customs."

Put down in a vertical column the numbers from "1" to "10". At the head of the (*Continued on page 68*).

A
Practical
Plan
for
Self-Analysis

By
Frederic Thompson

By
Curtis Gentry

The Main

Happiness and satisfaction always imply some desire fulfilled, some state of pain brought to an end.—Arthur Schopenhauer

HAPPINESS has been pictured to us as a beautiful blue bird flitting from bush to bush, always just ahead of us, but never within the reach of mortal hands. Or it is a spirit riding on the wings of the evening wind, singing soft songs in the twilight glow. And again as a sylvan maiden, alluring, fantastic, forever being wooed but never won.

But it is unfair to Happiness to picture her as an elusive child of fantasy, forever beguiling the innocents of this world. Happiness is not a delusion, not a dream. It is real. It is the main thing in this life and the life hereafter. It is as real as the return of a prodigal, as the wheat in the granary, as the rustle of the corn, as the sound of the anvil, as the family fireside, as the kiss of lovers, as the walk thru the garden at twilight.

Happiness is sometimes found in places the least expected.

"If you will go with me," said the girl as we strolled thru the garden, "I'll show you where happiness lives. Down in the corner there, near the old wall, my great aunt, years ago, set out a beautiful growth of flowers. She was a bride of only a month when her husband was called to the war, never to return. And she planted the flowers as a symbol of her eternal love."

So it isn't so hard to find happiness. It is where your heart is. It is in you; in your attitude. It isn't the thing longed for, but the longing that counts. It isn't the goal, but the heart set on the goal which brings joy.

OUT of the dust of the centuries comes the music of humanity's laughter and tears, a groping for some kind of light, splendidly eloquent in its aspirations and movements. It is man fighting for happiness, fighting for success. And it has been a glorious struggle, a beautiful and pleasant tragedy, altho all the while he has just been living in the twilight of the real civilization ahead of him.

He has done his best. He has tried to express his appreciation of life in the various arts which he has created to glorify the material world. There has been some happiness, and he has sought to perpetuate it in good deeds and descriptive monuments while his body takes its repose in eternal sleep.

And this magnificent struggle goes on as fervently as ever. But it has taken a different turn. The scenes move faster, the stage is more attractive with its great comforts and colorful trappings. The laughter and tears are still there, but man is assuming another point of view. And we wait with great anxiety the opportunity to witness the glory of his wonderful personal efficiency as the curtain rises on his tomorrow.

Happiness is the teacher who loves to teach. It is the orator speaking for the safety of his country; the author writing for the betterment of humanity; the soldier dying on the battlefield for a cause which he knows is just. It is the plowman whistling as the birds sing to him from the thicket; the physician, rising in the dead hours of night to administer to an ungrateful patient. It is the lover dying for his betrothed; the student devouring the wisdom of the world; the nurse at the bedside of affliction. It is the clerk behind the counter doing honest work; the artist at the canvas; the smith at the anvil. It is the mother bending over the washtub as she sees her little ones toddle off to school. It is the engineer at the throttle; the brakeman at the switch. It is the faithful friend standing silently at the bier of a loved one, proud of the devotion which he gave and received. It is the poet behind the pen, which



Thing

First of a Series of Articles on The Fight for Happiness

has been dedicated to the common good; it is the industrialist directing skilful labor; it is the working-man plying his tools proudly because of the efficiency and integrity of his workmanship. It is the explorer flying over snow-clad lands to a coveted goal. It is the devoted wife planning comforts that will inspire a discouraged husband. It is the moralist standing firmly, tho against great odds, for justice and right. It is the child foregoing pleasures rather than bring sorrow to a devoted parent. It is a poor girl working her way in a strange city. And it is the successful business man retiring at night with a clear conscience.

Happiness is doing our duty from day to day, it matters not how embittered the struggle; we can find it in no other way.

Happiness is a goal to be won. It is a Webster working for thirty-six years on his dictionary. It is an Edison laboring incessantly in his laboratory, wanting no reward except the satisfaction of his own inventive genius. It is an Adam Smith working seventeen years on his *Wealth of Nations*, or a Humboldt, a Daniel Webster, working twelve and sixteen hours a day. It is a Raphael laboring so hard that when he died at thirty-seven years of age he left one hundred and eighty-seven pictures painted. It is a Leonardo da Vinci at his work at ninety-nine. It is an Immanuel Kant, a Sir Isaac Newton, Quizot, Leibnetz, Franz, Saint-Saens, Sarah Bernhardt, Wordsworth, Von Moltke, Mark Twain, Thomas Edison, and scores of others doing

great work after passing three score years and ten.

It is a Gladstone, when past eighty years of age, saying: "I have found my greatest happiness in labor. I early formed the habit of industry, and it has been its own reward. The young are apt to think that rest means a cessation from all effort, but I have found the most perfect rest in changing effort."

Happiness is the absence of selfishness, of anger, of fear.

It would seem difficult to find happiness in some people. Spirits torn asunder by cruel responsibilities, the heartaches, the unceasing grind of uninteresting labor, the damaging results of sin, the myriads of mistakes in business, and the general inefficiency to which the flesh is heir are the powerful forces arrayed against happiness. But they can never kill it. To those with such experiences there seems to be little that is inviting in this world. Yet we cannot say that they are not happy. If we sound their lives we shall find that they have moments of elation capable of being enriched to an acceptable degree of enjoyment. For to

the most miserable comes the faith that TOMORROW MAY BE BETTER, which is the substance out of which the unfortunate shape their happy dreams.

It is possible for the average
(Continued on page 67)

Photos by
Pondelicek



The Treasure

By

Marguerite E.

Stevenson

THE Wanderer sat bent over a low, cheerless camp-fire. He poked at it aimlessly, but it only sputtered and smoked as a reward for his efforts. His shoulders slumped and his head drooped with weary despair as he reviewed the years of heart-breaking effort that he had spent on this desert seeking the buried Treasure without success.

Sprawled on the sand beside him was his guide. He was a repulsively deformed hunchback with a leering face and whining voice. Nothing in his face or about him could inspire confidence, yet the Wanderer had followed him and listened to his advice for many years.

Blank, barren, secretive, the desert lay stretched in silence. The fire flickered feebly and the Wanderer shuddered as he heard the growl of two vicious beasts that lurked in the shadows. Always these beasts followed him, and his sleep at night was never restful because of their threatening nearness.

Suddenly from the circle of darkness a stranger appeared. He was tall and handsome, with a genial, cheerful face. He held aloft a brightly blazing torch, and beside him walked two large, beautiful dogs.

"Greetings, friend, may I approach?"

The words were spoken in such warm, kindly tones that the Wanderer looked up with interest and cordially invited him to share his fire.

Not so his guide. With a frightened look on his ugly face he slunk back into the shadows, from which he peered with blood-shot eyes at the two men chatting beside the fire.

The stranger inspected the fire curiously.

"What are you using for fuel?" he inquired.

The Wanderer indicated a little shrub nearby from which he had been breaking branches.

"Ah, that makes a poor fire," he said. "That is the shrub of Discouragement. Here is another growing near that is called Hope. Let us try some of it."

Breaking some branches he brought a generous armful to heap upon the fire, which flared up instantly into a bright, warm blaze.

The Wanderer drew nearer, delighted with the warmth. The guide and the skulking beasts retreated far beyond its light.

"My name is Intelligence," said the stranger, "I am down here in this Desert of Ignorance

The Wanderer sat bent over a cheerless camp-fire, his ugly guide sprawled on the sand beside him.

Seeker

Illustrated

by

William Hurd Lawrence

doing some reclamation work. What is your business here?"

The Wanderer sat up straight, cheered by the fire and by the friendliness of his guest.

"I have been in this desert for years seeking a buried treasure. I have a map, and my guide assures me that I am traveling in the right direction. Several times he has pointed out the spot to me, but after weeks of toil digging up what seemed to be pure gold, I have found that my gold was nothing but crumbling clay."

The stranger reached for the map and at the same time peered out into the shadows at the guide who shrank farther away at his gaze.

"Ah, my friend," he said, "you have chosen a poor guide. I know yonder rogue well. He is my bitterest enemy, a lying, deceitful fellow, whose name is Misunderstanding. The names of those beasts out there are Doubt and Fear. They make fit companions for him."

At the mention of the beasts the Wanderer cast an apprehensive glance over his shoulder and the dogs growled sullenly.

"Do not give them a thought," said Intelligence reassuringly, "as long as my good dogs, Faith and Courage, are near they dare not attack you. May I see your map?"

The Wanderer handed him his map of the Desert of Ignorance and he studied it closely.

"I see by this that your starting point is marked Selfishness. Your paths marked Envy, Malice, Greed, Desire and Indulgence join each other and end here right at your starting point, Selfishness. Could you not see that your trail led in a circle?" His finger traced the lines on the map.

The Wanderer bent forward eagerly.

"It is clear to me as you point it out, but it never seemed so when Misunderstanding studied it with me."

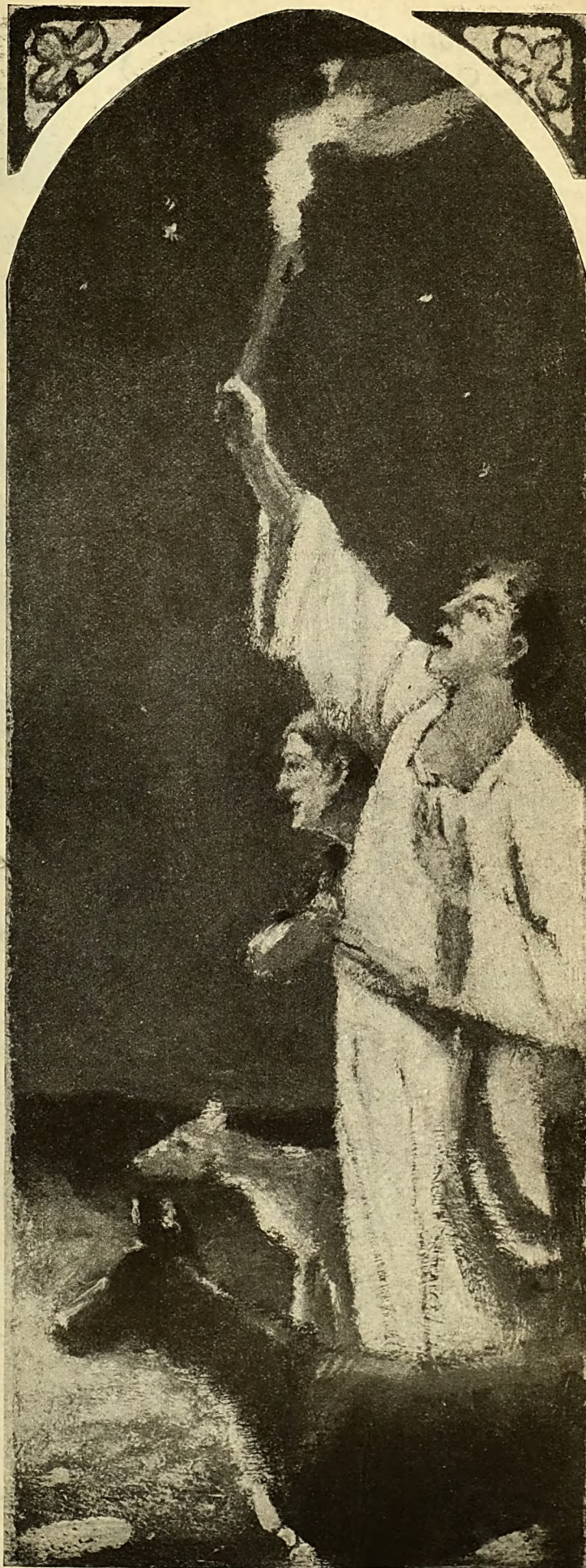
Intelligence chuckled.

"My friend, I am going to tell you something. This map is worthless. You have been wasting your time in this desert, for no treasure is here.

"There is a treasure to be found, but not here, nor is it a buried treasure. It lies open to any who will search for it, and its wealth is far greater than anything you have ever dreamed of."

The Wanderer's eyes glistened and he heaped more of the shrub Hope upon the fire.

(Continued on page 75)



"Greetings, friend! May I approach?" A stranger drew near, holding aloft a brightly blazing torch.

*The Story of
a Sale
at
Midnight*



Two Minutes to Sign

By
J. P. Wilson

AMONG the mail on Jimmy Morton's desk one morning was a letter from a recruit he had recently put out in a nearby agricultural center. Feeling it with his long, sensitive fingers, Jimmy knew it contained no orders.

"More squawks," mumbled Jimmy to himself as he slit open the envelope.

The missive was not exactly bad news. It simply was a plea for help—telling about a sure-fire prospect—almost—who backfired when it came to signing on the dotted line.

"Can't you come down and help me close this deal. It will enable me to sell many other farmers in the district," was the gist of the message.

Being a good sales-manager Jimmy couldn't find any valid reason why he should not run down and help his man. The territory in question had never been productive, and if this sale meant an entrée into other farm homes then it was high time to pack the suitcase, load the car with gas and be on his way.

It might be said that Jimmy was sales-manager for a concern selling farm heating and lighting equipment. Personally he had made a success in the field and had

worked his way up to his present position by sheer ability.

The day after receiving the S O S from Baldwin he was in the latter's company and listening to his tale of woe. It seemed that Ezra Dunlap was one of the "powers" in the community, owner of one of the largest farms for miles around, steward in the nearby Methodist Church and a member of the School Board.

"Just what seems to be the trouble?" asked Jimmy.

"Doggoned if I can put my finger on it," answered Baldwin. "I have interviewed him four times. He shows interest, has a modern home for a farm all except his lighting and heating. Has a wife and a beautiful daughter and they are unanimous in their desire to make the home more homey by installing our equipment. But I can't get him to sign an order. If I can, I can clean up around here, for Ezra prides himself on his judgment and once he has our line installed he is going to tell the community all about it. It is enough that I can tell his neighbors that he has bought from us."

"H'm, h'm," mused Jimmy.

In his enthusiasm to help the cub, who was a thirty-

second something to a thirty-second something on the maternal side, Jimmy had driven down on a Friday and chugged up to the one and only hotel too late in the evening to think of seeing Mr. Hardnut. Being foot-loose and fancy free it did not matter to Jimmy

how he spent his week-end. His plan was to try and catch Mr. Hardnut sometime Saturday and, if he could close the deal, to motor home on Sunday. But as Bobby Burns said "the plans of mice and men often go kerplunk," or words to that effect, this not being a Scotch typewriter.

At a reasonable hour before noon the next morning Jimmy drove out to the Hardnut farm, only to find that the Lord and Master of the Domain would not be back home until seven or later. Town business in the morning; a meeting of the School Board in the early afternoon and a meeting of the Church Board before supper.

Jimmy gathered this information from a young lady in a gingham dress. She was about twenty, with a complexion like that favorite Oregon product. If Jimmy's heart gave an extra skip it was because he was thinking that Ziegfeld made a mistake in not combing the "sticks" for his raw materials.

Jimmy explained his mission to the young lady, and it was then she called her mother. Both of them told Jimmy how much they wanted to have the lighting and heating equipment installed.

"Please try your hardest with Daddy," pleaded the daughter.

As Jimmy drove away, promising to return that evening, he swore a mighty swear that he would make the sale or bust.

Tho always the acmé of perfection in the matter of his attire Jimmy pruned up in the hotel before making the return trip to the Hardnut farm that evening. In fact, the dolling up process consumed so much time that it was almost nine o'clock before he arrived at the farm.

He was promptly admitted by the daughter, Elsie, and shown into the parlor.

"Daddy is out in the barn," she explained, "but he will be in soon."

"Here's hoping," thought Jimmy, "that he stays there all night."

For half an hour or more Jimmy and Elsie conversed about nothing in general. From Jimmy's standpoint it was one of those things "at first sight". Maybe thought forces entered into the tête-à-tête, for it was soon obvious to Jimmy that there was a mutual bond of sympathy between them.

MR. SALESMAN:

Do you know how to take sudden advantage of an unusual situation, sense an unexpected "Go-ahead" signal, think a brand-new thought—and make a suggestion that no one ever heard of?

Sometimes the success of an entire campaign hinges on your ability to do just that.

Don't dodge novel situations. Face them—and find an answer!

All too soon, as far as Jimmy was concerned, Hardnut himself entered the room, and Elsie promptly faded out of the picture. Jimmy made himself and his mission known and with the thought of his promise to Elsie to do his best to make a sale he put over the most impassioned plea that was ever made for the Triple X Lighting and Heating Equipment.

It was around eleven o'clock that Mrs. Hardnut entered the room with coffee and cake. This repast, combined with small conversation, con-

sumed about half-an-hour—time Jimmy would not have begrudged had the ravishing Elsie been present. But she, apparently, was getting her beauty sleep, which, as the thought struck Jimmy, seemed to be about on a par with painting the lily white.

Mrs. Hardnut finally bade Jimmy good-night. Glancing at the grandfather's clock, the sales-manager noticed it was fast approaching midnight. Again he plunged into his arguments, spurred on to new adornments of speech by the picture of Elsie in his mind.

Hardnut did not say a word. (*Continued on page 66*)

Illustrations by Morgan Dennis



"Please try your hardest with Daddy," pleaded the daughter.

Letters to

*Beginning a Series
of Messages
from the Heart of
a Singer to Her
13-year-old Girl
at School*

By Ouisse Vaupel

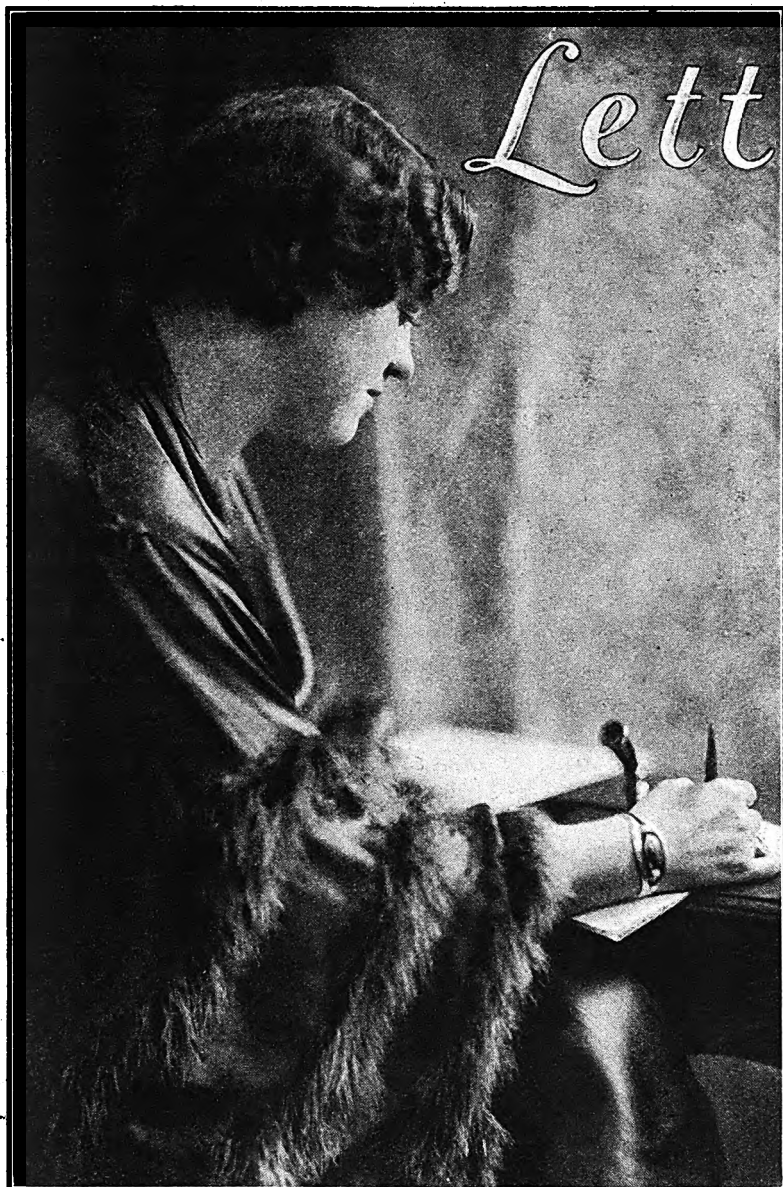


Photo by Bachrach

OUISE VAUPEL

I

Hollywood, California, May 3, 1929

MY LITTLE GIRL:

TODAY is your birthday—your thirteenth birthday. It was on just such a day as this, beautiful and "Springy," that you uttered your first feeble cry, as the high sun of noon came into the sky. A tiny fragment of humanity you were. Just a wee, thin thing with a feeble cry and a curious monkey look. And then, after a while, a clean, funny little baby, so sweet and so lovely to me. Behold a miracle!

And every year you will become more and more a miracle, my little child. A young lady soon, then a wife and a mother. Life in its full I wish for you. Never to have too much of sorrow to bear, only just enough to keep you from becoming too satisfied with life. So you won't care too much for the things that don't matter, and will keep your mind on the *real* things, the intangible things that are worth while.

Dear, I have lived twenty years longer than you have. I would like to give them all to you, if I could, in experience and in living. But I couldn't do that. Because

then it would be *my* life and not *yours*.

I can only say, dearest, on this your birthday, never to lose sight of your soul and its expression. Never worry about others' thoughts, but try and think thru for yourself. Keep yourself clean, not necessarily according to the standards set by others, but by your own standards, the standards that, in the secret place of the Most High, have been set for you. And, by the same token, never condemn your soul.

Be true to yourself, your best impulses, to your talents, whatever they may be, and the rest will take care of itself.

I would give a great deal to be with you, and hold you close to my heart, as I did the morning of the first day you came here from heaven. Close to my heart, my precious.

I have given you life and love unstinting. If I could give more I would gladly give it. And I would gladly and willingly die for you, if this sacrifice would help you in any worth-while way. Remember, darling, I love you, and hope you will always love.

YOUR MOTHER

II

Hollywood, California, May 10, 1929

DARLING CHILD:

MANY drawn-out months pass by, and I am still 3,500 miles away from you. I am sure that the greatest regret I have ever known in life is that I did not keep you closer to me. And yet how could I? You were too young to know the chaos of life's full, swift stream, and I was too stupid and confused to reason

My Daughter

clearly in the emergency. And then, dear, perhaps this soul of mine was all wrapped up in the wrong sort of tinfoil—struggling to unfasten its fetters and express itself.

And so we are a continent's width apart. And yet, I am nearer to you than you know. Never do I pass a flower but you are in its heart. Never do I see a child dancing, like a sunbeam, but you are there. And I blow a kiss from my heart, and smile with love on the little one. So all children in the world are coming to have a place in my heart, because you once nestled beneath it. And all the old people, and the sick and the lonely, and those—heavy laden with their burden of grief—are the recipients of my love, my soul's prayer, my heartfelt sympathy and whatever of help I can render them.

And so my days are full of happiness and the work I love. My music, my writing, my poems, my love of all created things sweep over me and warm my soul, because of the songs that are in my heart. And deeply planted—so deep and sure that it is the sweetest bliss even to dream of it—is my little flower face, my own little girl.

Bless your heart.

MOTHER

III

Hollywood, California, May 17, 1929

MY DEAR LITTLE ONE:

YOUR heart is hurt and your mind is just a wee bit puzzled, and no wonder, how could it be otherwise? It is only those who revolt that really are alive. The tyranny of life is more difficult to bear as you grow older and stronger, because the more you can bear the more you will have to bear. But don't think because *you* are different from the measuring of the world's coarse finger and thumb that it will matter much. Ultimately it may be everything there is in life to you.

For revolt is the start of life's fulfillment of expression. Our revolt against established things has been the means of bringing about all the revolutions and the progressions there are. Only revolt can ever smash the chains that bind us to dead things and outworn traditions.

Remember that only when your desire for anything becomes a spark bright enough to light a flame are you acquiring understanding. Be courageous, be courageous with it. Let that flame be a beacon light to those who dwell in darkness. Read the story of Prometheus, dear, in your Greek Mythology.

Yet life is simple, after all. Human beings make it difficult. But, however complicated they make it, dear,

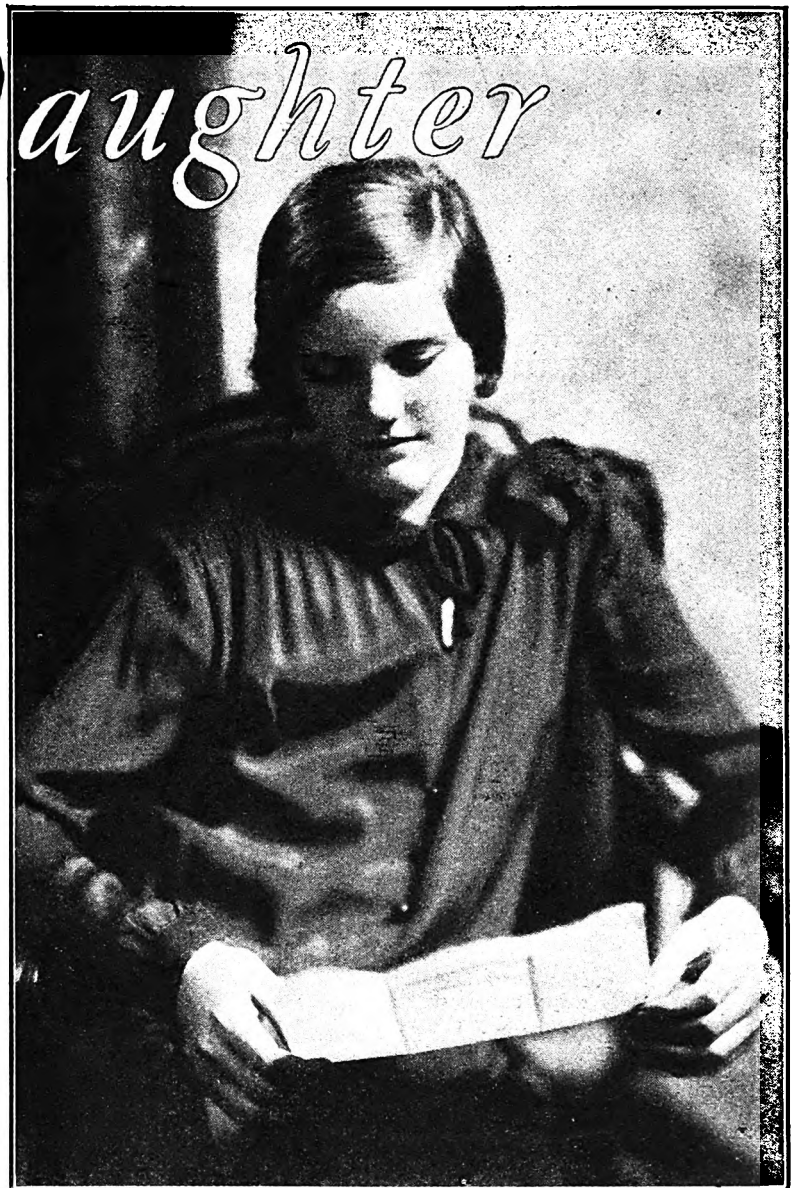


Photo by Bachrach

AUDREY

it still remains simple to those who know how to live it.

If you want to be well, eat as a poor man. Be as a child eager to learn, simple in love, friendly to all, with the guardian angel of Experience to walk by your right side, and by your left the angel of Discrimination. As you gain in experience use this to better yourself. Because only as you understand perfection can you express it and give it to others.

I would rather have a crust and be happy in my work, than to be a millionaire and not express my soul. Because, even at the risk of preaching, my darling, I want to impress upon you early in your life the necessity of finding your form of expression, whether it be keeping a home, the arts, dancing, selling, or any other activity.

You are lovely beyond dreams, dearest little girl. Your soul walks with you, a shining light to show you the way to truth. Just remember, nothing but good can come to you from love, divine love. Keep yourself full of it. And "let your light so shine"—you know the rest.

Good night, my dearest, sweet dreams.

MOTHER

What the Weather DOES to Your Mind

By
G. William
Chamberlain



The story-teller is always an asset on a rainy day.

Illustrations by
Anthony Palazzo

THE rain is pouring down and the leaden skies, seen thru the office windows, indicate that there will be no golf this afternoon. The sales-manager who feels depressed and stupid as he goes over routine reports feels that the day is utterly ruined.

The publicity man from down the hall drops in, chewing savagely at a cigar, and growls: "A good day to get drunk."

He only half means it, but he feels that the dejected sales-manager needs a suggestion of cheer. He notes a flicker of interest in his crony's eye so he follows it up with an invitation to step out and "hoist a couple."

The sales-manager looks ruefully at the unfinished reports, turns and gazes speculatively at the downpour outside.

"Might as well," he growls and clears his desk.

The two dejected gentlemen have no intention of getting "crooked" but in the speakeasy across the way they find a group of friends who count the day ruined and, with one drink leading to another, the party lasts until the wee small hours with the usual morning-after regrets and physical distress.

The weather did it.

Neglect of business, head-

aches and a bad taste in the mouth are but minor results of weather conditions.

Suicide, murder, insanity, deeds of violence, quarrels and plagues are but a few of the reactions which follow the action of sun, rain, cold, wind, fog and other factors in their relation to human misbehavior. The evidence is all about us.

Mark Twain once remarked that everybody talked about the weather but nobody ever did anything about it.

To do anything worth while about it one must have a knowledge of just what we have to do with.

Professor A. Tehijovski, of the University of Moscow, offered some scientific data along this line at a recent session of the American Association for the Advancement of Science in Philadelphia. And the professor knew his onions.

He laid many of our troubles to spots on the sun which are growing bigger. He prognosticated with astronomy in a way that should put the astrologers to shame.

Stripped of high-brow terminology, the astronomer's data have to do with the tremendous solar cyclones known as sun spots. These increase

The Next Time It Rains:

Put on your most brightly colored dress—or necktie.

Wear a gay raincoat.

If you are a woman, carry a high-hued umbrella and wear colored overshoes.

Keep smiling.

And tell your neighbor a funny story.

And What Your Mind Can Do to the Weather

powerfully the radiation of electricity from the sun and profoundly affect the magnetic currents of the earth.

Every eleven years the sun spots reach their maximum, diminish and then slowly begin to grow again. When each of these periods nears its close the earth receives an extra dose of electric radiation from the sun. Then come terrific magnetic storms, electrical auroras and corresponding extraordinary unrest among the inhabitants of this sphere. The nervous systems of the people on earth begin to exhibit psychopathological symptoms which may lead to any and all things.

Brain storms become common. Crimes of violence increase. Disease takes a huge toll and society struggles against overwhelming odds. Typhoons, tidal waves, tornados, floods and earthquakes play their part in the general upheaval.

Making a careful survey of the history of all countries, the Russian scientist declared that practically every one of the great events in those histories had occurred at periods of maximum sun spot activity.

The invasions of Europe by Asiatic hordes of Huns, Mongols and other barbarians invariably occurred at these times. Events, such as the French Revolution in 1789, the Russian Revolution of 1917, all of the

Crusades, and a long series of insurrections from 1306 to 1916 coincided with the sun-spot activity.

On the other hand, plagues and pestilences usually occurred when the spots were least active, and periods of peace, construction, creative art, literature and science, seemed to be produced at times when the solar cyclones were between minimum and maximum.

Science has known for years that exposure to the sun's rays will kill most disease germs quickly. The lessening of the radiation is, therefore, favorable to their growth and reproduction. This brings on various epidemics.

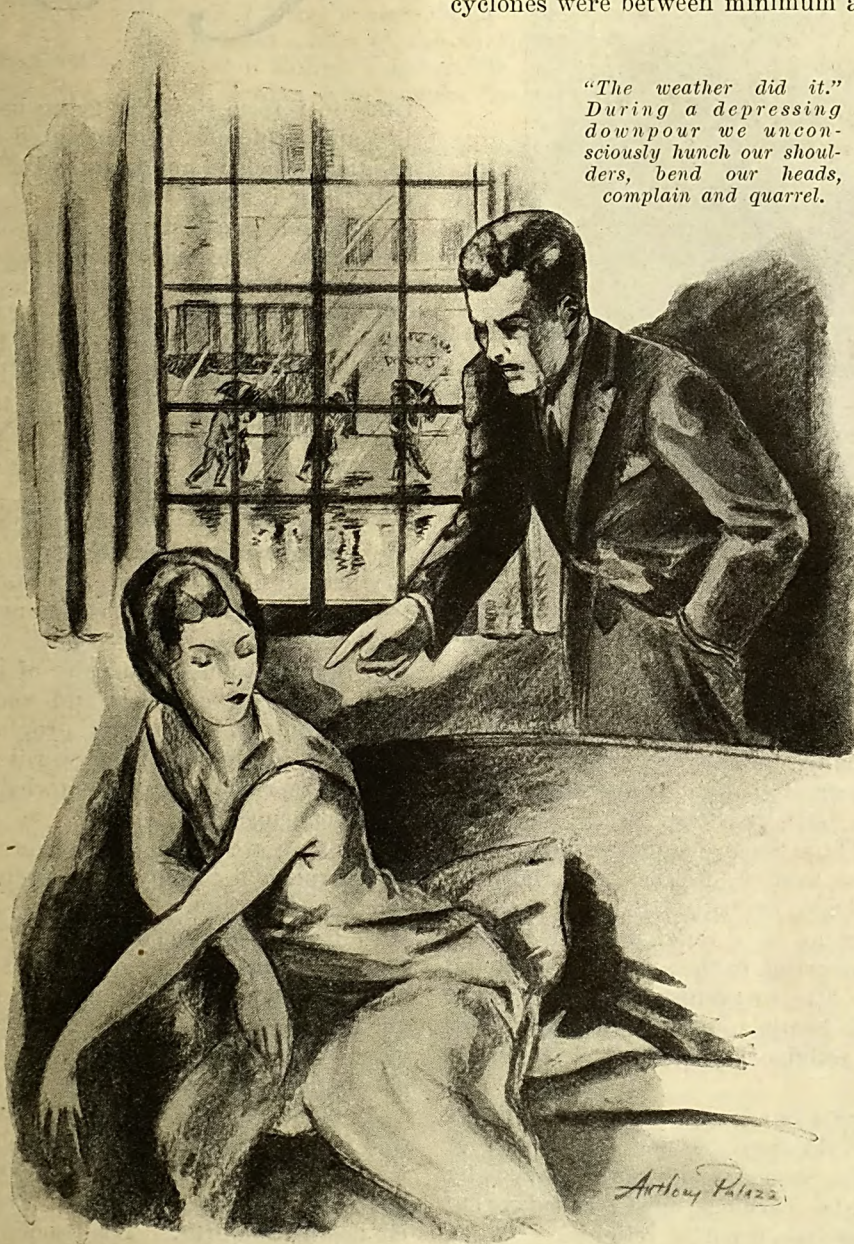
Statistics show that certain months of the year produce a preponderance of certain types of crimes and that even the day of the week has its influence upon abnormal behavior.

For instance, French figures show that for every two suicides in the month of December there are fifteen each in the months of April, May, June, July and August.

Crime statistics indicate that you are most likely to feel and obey the impulse

to inflict physical punishment on one of your fellow men on days when the temperature averages eighty-five degrees. It is on such days that the police courts are filled with wife-beaters, husband-killers, gunmen and participants in domestic and neighborhood rows.

New York police court records over a long period of years show that arrests for (Continued on page 63)



*"The weather did it."
During a depressing
downpour we uncon-
sciously hunch our shoul-
ders, bend our heads,
complain and quarrel.*

Anthony Palazz



VIVIAN MAY WILLIAMS

What Is Religion?

tinue to reform itself by going back to a study of the life and principles demonstrated by Jesus Christ. A religion which is not waiting for a revival is waiting only till it is swept away.

The Bible is a history of the evolution of man's consciousness. When mortal man was a mere brute beast he had no God; he did not understand what good was. When the savage prayed to one of his gods, for instance to the sun, or to one of his clubs, he got on better than the man who did not pray, for he had confidence in some other power. It has been truly said that "man makes God in his own image". Xenophanes said that if horses or lions could paint, they certainly would make gods in their own image.

The idea of God gradually evolved until we come to the jealous God of the Hebrews. This strong-thinking race looked upon Jehovah as a supernatural being who required sacrifices of innocent animals.

The idea of God evolved until we see in Psalms that God required, not the sacrifice of innocent animals, but the sacrifice of "a broken and contrite heart". A still higher concept is the later prophet's idea of God, exemplified in the following words: "I desired mercy, and not sacrifice; and the knowledge of God more than burnt offerings."

Later on we reach the modern theological idea of God, impossible for any logical person to accept who has thought deeply on the subject. A personal god who permitted the inhuman torture of his beloved Son, who created beings capable of sin, who allowed a majority to be eternally punished, was the necessary outcome of an ignorance that was as extraordinary as it was universal. Believing man to be a victim of his maker, no wonder God was more feared than loved.

As man's consciousness of God evolved his concept of God improved until it was symbolized by Jesus Christ, who said "I and my Father are One." He claimed no power of his own but said, "The Father indwelling He doeth the works." His teachings are now becoming understood, and as they become understood so do they become demonstrable. This is because they are founded on an unfailing, underlying Principle.

In the old days of rigid dogma, those who put forward new religious ideas were burnt. Those who enunciated new scientific truths were treated as heretics. There have been hundreds of thousands tortured in the name of religion. In the thirteenth century 193

ALL over the world, not only in scientific and religious circles, but thru the daily press, the attention of thinkers is being drawn to the fact that our old ideas are fundamentally wrong, and that some great truth remains undiscovered which is likely soon to bring about a great change for humanity.

The vital question today is "Can Science and Religion be united"? "True Science and true religion are twin sisters, and the separation of either from the other is sure to be the death of both. Science prospers exactly in proportion as it is religious, and religion flourishes in exact proportion to the scientific depth and firmness of its basis. The antagonism of science is not to religion, but to the heathen survivals and bad philosophy under which religion herself is often well-nigh crushed." (Huxley)

The recent statement made by Dr. Harry Elmer Barnes that the "world needs a new conception of God" has caused much comment and alarm, especially amongst the religionists. Theology must feel today that the modern world demands proof of religion.

All religion is a question of man's conception of God, good; and to find out a man's religion you must first find out what his conception of God is. The only real test of a religion is, "Are its doctrines demonstrable?" It must be proved in every department of life. If religion is based upon scientific principles, it is as demonstrable as the principle of mathematics. Christianity has always reformed itself and will con-

A Discussion of the Relationship of Religion and Science

By Vivian May Williams

so-called heretics and their pastor were burnt alive together before the Archbishop of Rheims and seventeen prelates.

The scientific martyrs are also numerous, altho less known. Pietro, the great philosopher and physician of the thirteenth century, was held to be a wizard and condemned to be burnt alive. Copernicus, who in the sixteenth century, elucidated the action of the solar system, but thought that the planets moved round the sun in a circle, instead of in a kind of ellipse, "because God could only choose a perfect figure," was excommunicated for heresy. Galileo, because he declared that the earth moved, was imprisoned. Not until 1820 was his doctrine of the earth moving round the sun, permitted to be taught, and until 1835 all books teaching this were on the "Index" of prohibited books. Bruno, who declared the stars to be suns, was burnt at the stake as late as 1600 A. D.

Franklin's electrical experiments with kites were ridiculed, and his papers on lightning conductors ignominiously thrown out by the French Academy. Newton was accused by Leibnitz of introducing "occult qualities and miracles into philosophy," the law of gravity being subversive of natural and inferentially of revealed religion. Darwin was denounced and "whitewashed by being buried in Westminster Abbey."

Jesus, the great example, and the most scientific man that ever lived, met a felon's fate. So is the path of human progress strewn with the pitiable evidences of the inhuman battle that has been waged thruout the ages. Today there is almost the same unreasoning conflict of creed, the same sectarian bitterness. John Ruskin said, "Brave men have dared to examine lies which had long been taught, not because they were free thinkers but because they were such stern thinkers that the lie could no longer escape them."

Of the three classes of thinkers endeavoring to ascertain truth, let us take first the theologian, as his work is the endeavor to gain and teach the knowledge of God. Whether Truth passes under the theologian's names of God, Elohim, or Jehovah, under the scientific man's name of cause or nature, or under the meta-

It has always been assumed that in the realm of Philosophy the masculine mind is in the ascendancy. But into the present arena of the sharp conflict between Religion and Science there steps a woman who speaks "as one having authority".

To lecture and radio audiences from coast to coast, Vivian May Williams is known for her alert, profound and vigorous mind. Asked to indicate the sources of her wide and deep understanding, she credits first of all the vast silences and beauties of the Land of the Midnight Sun, to which as a child she followed her father, who was one of the Yukon pioneers. Wide reading of the world's best teachers and a mastery of the new findings of science have combined with the inner illumination of her own spirit to make her message worthy of the most serious attention of all thoughtful and earnest souls.

physician's name of Mind, we find that religion, which we may define as the endeavor to understand and practise the law of God, or good, has presented a steady evolution.

Such an idea, for instance, as eternal punishment, is now almost given up by the more spiritual classes. The idea of atonement is altering. No longer does a view of a jealous God, sacrificing his dearly beloved Son, appeal to us.

The statement that God cannot know evil excited as much hostility a few years ago as the assertion of universal salvation did fifty years ago, when men thought that salvation was their reward for being good, not recognizing that material thought is the instrument of

all reward or punishment in a material world! Thomas Aquinas, whom Huxley spoke of as possibly the most subtle of the world's thinkers, states that "theology, the word of God, is the only absolute science known," and shows that every phase of natural science is purely relative, as it is solely based upon mere human knowledge. If Christianity is not scientific and science Christian, one or the other is untrue. J. W. Heysinger, M. D. wrote, "If the time is ever to come in the religious history of the human race when what may be called God's Science of Man is to supersede theology, which is man's Science of God, that time is already here."

Natural science is essentially a matter of observation, weighing, measuring, etc. It is now coming to the end of its powers in this direction, for the simple reason that so attenuated has the thought of matter become, that we cannot obtain apparatus sufficiently delicate to deal with so ethereal a conception. Who can weigh an electron? Who can measure a line of force? Its arguments and deductions are now based on mathematical formula, and we have to fall back on reason and logic, for Mind is Alpha and Omega. One by one we have been shown the relations of light, heat, energy, matter, space, time, gravitation and electricity, until the only factor missing was the scientific relation between electricity and gravitation.

Professor Albert Einstein's newest work reduces to one formula the basic laws of (Continued on page 67)

Do You Play Enough?

Freedom from Nerves— A Business Asset

IT was Doctor Lyman Abbott, we believe, who said: "A man can do twelve months work in eleven, but cannot do it in twelve," meaning of course, there must be one month of play.

The play conflict is a safety valve that lets out unwholesome unrest. And just as play for children is so necessary, so too, grown-ups, in a less degree, but none the less truly, require some measure of individual play life. For true recreation comes only thru the expression of the play instinct, that is, thru creative, spontaneous play, at first hand.

A great financier some years ago explained that the cause of a financial panic was an accumulation of undigested securities.

And so in the same way undigested nervous force may have a similar reaction. It leads to all kinds of ingrowing feelings. It leads frequently to breaking down physically or mentally or both, and spending in

the end the time which should have been utilized in feeding the play spirit in efforts to repair the breakages.

It is seldom realized how often the intensity of the doing is the means of the undoing. It is seldom realized how many having achieved success are stricken in the very moment of triumph.

As we write, there comes to our mind the story of a successful business man who, when barely forty-five years of age, entered a hospital for an operation. As his story is typical of many we quote it. His words to the physician were these:

"While I look like a strong, healthy man, I am a wreck. My digestion is poor, my nerves are all-to-pieces, and I never have a night of quiet, restful sleep. And little wonder it is after all, for I have worked like a common peon. I have not had a vacation in twenty years. I buried myself completely in business and have never been able to get out. But I realize it is all wrong. There is no success worth it. I have really forgotten how to rest or to play." This man was returned from the operation, altho not at all of a serious nature, and performed by one of the most skilful surgeons, in a serious state of shock. And has since spent a large part of his accumulated wealth seeking to regain his lost health.

Investigations on shock have determined that where the brain is fagged, the power to survive or the ability to endure is greatly diminished. In event of injury, operation or infection, the prognosis is not so good. Such individuals often die unexpectedly, from pneumonia, shock from injury or surgical operation, or they break down during the active period of life from sudden loss of blood pressure due to circulatory fatigue. They have used up their nervous energy and have none left for emergencies.

There are few who realize how many, when having much to retire upon, have as a foundation for enjoyment only a poor digestion and a wrecked nervous system. For the brain in meeting the excessive demands made upon it has impaired the whole body. For our bodily functions, Nature has provided a system of mutual assurance. And this means that if vigor of mind and body is to be maintained, every tissue, bone, nerve and muscle must take from the blood certain materials and return to it certain others. To do this, every organ must have its period of activity and rest, in





*There is nothing that so stirs
a sluggish circulation as a
favorite game.*

By Mary Bayley Noel

Illustrated by Kay Kenny

order that the blood may be kept in the proper state to supply nourishment. The diversity of the nutritive qualities of the blood will take care of ordinary demands. But when the output of vital force from any organ or group of organs differs too greatly, or when the output of energy from one particular organ becomes excessive, soon a system of plundering is begun. The elements of the blood required for the maintenance of the over-used organ become more or less exhausted. And in order to meet the demands for energy, it begins to take from other organs such elements as are required to maintain its own function. And this waste may manifest itself into a devitalization of the whole body.

Excessive physical labor is not attendant with the injurious results produced by excessive mental labor. While the exact cost in expended material of mental acts as compared with physical is unknown, it is well known that the expenditure of nerve material is greater.

No matter how one may abuse his physical powers for work, he is encouraging activity of organic function which mental labor discourages. He is quickening the heart, drawing the blood thru unused channels, hastening breathing and increasing the secretions of the skin. All these are excellent results. And even if excessive are better than an imperfect use of these functions.

There are two periods of life especially prone to injury from excessive mental activity. When the mind is maturing and when the brain has attained its fullest power.

Children unconsciously protect themselves from fatigue by inattention, unless their mental powers are unduly stimulated. When the mind becomes tired, they begin to play. But the adult who attempts to increase or continue strenuous mental activities, without periods of buoyant relaxation in play, will be apt to get a dubious result, such as a business failure or a physical or mental break down.

More life out-of-doors is the modern tendency of the day. This is not merely for its physical and economic benefits, but because something necessary for our mental balance is there found. It is the healing potencies derived from the beauties of Nature. It is the soothing that comes to the jaded nerves. It is that the great out-of-doors is soul satisfying. There is unquestionably therapeutic value to the beauties of Nature. It is, we might almost say, the basis of human health.

As we consider this, there comes to mind the story of the task-laden child who threw himself down under a tree by the side of a busy street. Asked what he was doing, answered: "Nothin'! Just nothin'!" Lying there, steeped in the joy of idleness and taking deep draughts of content, a smile came over his face. Far down the street came a pompous man striding briskly as one about the King's business. "Mister, oh, Mister, please," called the lad. And as the man turned a frowning face, with a brisk: "What you want," the boy with a twinkle of his mischievous eyes answered: "How far would you have been if I had not called you?" And later when reprimanded, seemed scarce repentant. "Yes, I know!" he said. "But what was his hurry? Couldn't he have stopped a minute to have looked at the trees?" Just a mischievous boy! Yes. But he had uttered a great truth we might all stop to ponder. How far would you have been (*Continued on page 77*)



*More life out-of-doors is the modern
tendency.*

Self - Control

Seventh of a Series of Lessons in Mental Medicine

By

G. Franklin Leavitt, M. D.

LACK of self-control is undoubtedly one of the principal causes of disease. Morbidity is sure to enter at points of least resistance. The weaker the resistance, the more certain is the enemy to find his way in.

People so frequently say, "If I just was rid of this, that or the other things, I would then be able to assume this attitude you suggest." How foolish! Of course, anyone can be calm and self-controlled if there is nothing very disturbing present. There are fair-weather sailors without number; but mariners who can go about their work deliberately when dangers are present and smile in the face of a howling storm that threatens destruction are not numerous. He who can see his dearest interests trembling in the balance and patiently and expectantly await the outcome in faith is the man who is moving toward victory. To be able to rise with a smile of confidence after a fall, to be calm when others are in seething agitation, to feel assured of ultimate triumph when every good prospect is obscured, is the way of power.

To become disconcerted in the hour of trial is to encourage loss. In every contest with opposing powers excitement presages ill. Even in debate the unruffled speaker is the winner. It is a trick of opponents in any contest of strength to get an antagonist agitated, as he is thus made relatively helpless. Did you ever watch a professional boxing contest? Where other things are equal you will find that the man who is cool and collected, who fails to become excited over a hard punch, who worries his opponent and watches carefully for his chances, is the man who usually wins. Occasionally the other man, with his rushes and fury, may get in a chance blow that will win, but that is the exception rather than the rule.

Discouragement is an evidence of disconcert, and under its power the energies calculated to develop conditions of relief are hampered and hindered. It represents a state of mind the very opposite of faith; we cannot exercise a saving degree of faith while under the paralyzing power of discouragement.

In a worthy cause discouragement was never known to be anything but a handicap, inviting defeat. To say that we have faith in an undertaking and then to become dejected over the obstacles met in its prosecution is to negative our claims and to defeat our purposes. My hardest battle in working with my patients is to keep them away from discouragement. Too many are over-anxious and unwilling to show real patience and perseverance.

It is the part of faith to step out on seeming void, if need be, and when this is resolutely done the seeming void is often transformed into solid rock. I do not mean by this that you are to accept any and all suggestions or theories without something tangible back of them, but I mean that you are to weigh all such things

carefully and permit your reason to guide you. There are many things that cannot be proved except thru personal demonstration. We believe that the earth is round because scientists whom we trust and who have made a careful study of it tell us so. Some of the reasoning they offer for their belief appeals to our reason. It is quite possible, however, to have great faith in some things that are beyond all forms of proof. We find people visiting blessed pools, shrines which are supposed to possess curative powers, and many come away healed. This is an illustration of one's ability to possess faith without any positive proof, except the experiences we have heard or read that others have had.

When everything seems against us and the heaven of our hopes is overcast with heavy clouds, the wise course is to aver our purpose and our faith the louder and to pursue an even way, absolutely unmoved by present depressing environment.

One of the chief reasons that men fail in life is not lack of talent or opportunity, but lack of pluck and perseverance. They halt at critical moments in the journey and are lost. Those who have reached the top or have accomplished wonders thru force of great deeds have done so by heading for the unknown shore, and, Columbus-like, "sailing on", with no thought of turning back or abandoning pursuit of the object sought. This should be an inspiration to the timid and the faint-hearted aspirant, for while there can be no excellence without great labor, neither can discoveries be made in any direction without a dangerous voyage on unknown seas.

Furthermore, trials instead of begetting in us, even for a moment, a mood of depression, ought to be received with gratitude, inasmuch as they furnish us the means of character development, without which we ever remain mere playthings of events.

I have always found that the one who paid the biggest price for my services, who made the greatest sacrifice, was the one who came out the best. Making sacrifices calls for faith. One patient had sufficient faith to travel here from England just to be under my care for a time. He was not a wealthy man. His sacrifice was richly rewarded. Another wished to have me call on her at a distant point. I wired that it was

impossible, as my loss in time and money would be so great that my price would be out of all reason. She wired back that her life was in danger and that this was more precious to her than riches. She paid me a very large fee to make the trip, and it proved, thru her faith, well worth the price to her.

"Rejoice over trials." It is only a strong character that can carry out such an injunction. "What, rejoice over hardships, over sorrows, over real difficulties?" Yes, that is the very time to rejoice. It is by eating solid food that we keep our teeth well-set and strong; it is only by pulling against the stream that muscle is developed. A weakling will float, and in time he finds himself on the brink of the falls and in the rapids before he has time to reach the shore. Seeking lines of least resistance tends toward ultimate slavery. We develop mind and body thru use and in no other way. This calls out confidence, courage, control; and develops positiveness and strength.

Compare the man who lives in luxury in a steam-heated apartment with one who faces the hardships attached to frontier life in northern Canada, and you will find a vast difference in physical strength and in true health as well.

To contend, to wrestle, to find occasion for putting forth our greatest efforts, these are what bring both the man and the nation to their fullness and completeness. To shrink from trial denotes mental weakness, and those who form the habit of seeking lines of least resistance are destined to fail.

A man of wealth and character, speaking of business cares and responsibilities, and particularly of the trials, great and small, encountered by men in his position, said to me: "Let all who cannot welcome trials—who cannot actually *love* them—drop all thoughts of business success." He was not a man of education or much refinement, but he

had learned the most important lesson of business life. Just set it down as true that the man who continually complains of the trials associated with his business, and expresses a longing to obtain an environment with fewer annoyances, is not strong and will not be successful. Trials are inseparable from a career of activity such as is cut out for most of us. We should not only expect them, but welcome them. There will be disappointments without number, but they are to be borne with a calm and hopeful spirit. It is a proved fact that the cheerful loser is bound to win out in the long run.

It accordingly follows that in business, in society and in the home, we do well to set a right value on the things that oppose, with assurance that, when properly met and overcome, they add much to individual power and personal worth. I do not mean that we are passively and peacefully to submit to all trials and not try to fight them, for it is in the meeting and overcoming that we gain strength. It is character that counts. Without it, wealth, position and education only make weakness more evident and individual defects more glaring. "Overcomers" must have opposition.

It is to be regretted that among those by whom these truths are recognized there should exist a spirit which neutralizes much of the benefit derivable from them. The young are too inclined to feel that youth is a time only for play and refuse to consider the more serious things necessary to their becoming real men and women of strong character. And the old, if they have accumulated some money, feel that their hard work has entitled them to a life of ease and laziness; or, if the more advanced have not accumulated

some money they become over-serious. Both are wrong. There should be a middle ground. The young are entitled to considerable (Continued on page 75)



Opportunity

By Elinor Lennen

LIFE is made of just such days as this.
Here is all the chance we need for bliss:
Barrenness and beauty, ceaseless round,
Stars in heaven—stubble on the ground.

Getting Adjusted

CIVILIZATION is a problem in adjustment. The more civilized we are, the more we need to know how to adjust ourselves to people, customs, conditions, surroundings, events. Harmony promotes efficiency, health, happiness.

Whoever feels right can buoyantly forge ahead. The science and art of feeling right should therefore be cultivated, with care, patience and enthusiasm. Feeling right is a matter of adjustment on five planes: physical, mental, emotional, moral, spiritual. Every-

body should be so in command of all these planes as to have instant power of adjustment.

The utility and variety of the subject may be shown by a few concrete examples. These questions are typical of many that have come to the desk of the writer, in his professional correspondence with people wanting vital information. Each question, quoted, is followed by its answer.

"I often forget things I am supposed to do on a certain day or at a certain hour. This results in complaint, friction, loss of time and temper. Can't I somehow improve my memory?"

A course in memory training might, or might not, help you, depending on the cause of your lapses. But a mechanical memory would be infallible. A daily memorandum pad, from a stationery store, if used and consulted regularly, would solve your problem. Put down every special thing you want to remember to do.

"We don't know where all our money goes, and are fussing and worrying continually about finances. We must economize, but are uncertain how to start. Please tell us how."

Inquire at your bank for printed matter on a family budget of expenditure, its formation and operation. Ask the teacher of home economics at your State University where to obtain literature on that subject. Also get publications of national economic organizations, such as the American Society for Thrift, American Economic Association, National Economic League, National Bureau of Economic Research. Apply to your banker or bookseller for addresses of such organizations.

"Our sleep is greatly disturbed by the heavy traffic on the street that our apartment faces, but we can't move till our lease is up. Would you recommend a good soporific?"

Gladly—but there isn't any. A drug that makes you sleep makes you suffer later. Get a roll of absorbent cotton from the drugstore. At bedtime, stuff your ears with cotton. Make the wads tight enough to exclude most of the noise, but loose enough to avoid pressure and discomfort. By experiment you will soon find how

Points on the Technique of Accommodation

By

Edward Earle Purinton

much cotton to use, and how to roll it properly.

"I am a student in college. Two of my professors disagree. One urges me to quit study for a year, get a job and learn to support myself. The other insists on my completing the college course first. Which plan is best?"

Possibly neither. You may combine the advantages of both. As a general rule a college student should have become self-supporting prior to graduation.

Yet falling behind your class

is undesirable. What about spare-time jobs, and summer work that pays? A list of local jobs for students should be available from your college dean of men, or secretary of the Y. M. C. A. And suggestions for summer work that pays? A list of local jobs for students your home newspapers.

"My employer allows me only a half hour for lunch. A weak stomach requires me to eat slowly and rest after meals. Having to hurry lunch and go back to work in a rush causes digestive trouble and pain. How can I get relief?"

Make your lunch of nourishing liquids only, about a pint and a half, sipped slowly. Egg-nog, or a malted milk drink, or a milk soup, would be good. Take a light breakfast of easily digested foods, and rest somewhat before going to work. Let your dinner, at 5:30 or 6 o'clock, be a hearty meal. Others have found this plan healthful, so it is worth trying. Have you a standard book on correct diet? If not, ask your physician what book he would recommend.

"My son is a Baptist. He loves a Catholic girl, and wishes to marry her. I oppose the union, believing that such conflicting religions will mean perpetual discord. What is your opinion?"

There are no conflicting religions. There are conflicting sects and theologies. But religion is faith, truth, work, life and love, with no place for conflict. Are your son and his sweetheart real mates? That is the vital question. If they love each other supremely, their church doctrines will gradually blend, as their lives unite. Baptists and Catholics may be, should be, mutually helpful. Each has a viewpoint beneficial to the other. A true marriage harmonizes opposite beliefs.

Hundreds of other queries on problems of adjustment might be quoted, if we had space. But the few cited will show the variety and importance of such problems. Most folks need the services of an adjustment expert to straighten out their difficulties. But, alas, no expert of this kind is to be found among all the experts now so highly popular. The specialist must be limited while the field for (Continued on page 65)

Problems on Broadway

Serious and Playful Themes of the Theatrical Season

BERKELEY SQUARE

IT must appear ungracious to give anything but praise to the exquisite fantasy, *Berkeley Square*, the play by John Balderston being produced at the Lyceum Theater by Gilbert Miller and Leslie Howard.

But in spite of its rare artistry and unquestioned power, the suggestion should be made that the piece, from the psychological standpoint, is unwholesome. To see a likable young man forsake a handsome, healthy, agreeable, gifted young woman who loves him and whom he loves, to step back 150 years and fall hopelessly and eternally in love with a girl who has lain buried in St. Mark's churchyard for a century and a half is really more depressing than the beautiful sorrow of the century-sundered lovers.

Metaphysician and scientist may wrestle with the baffling problem of *Time*, but the psychologist must insist that the way of "healthy-mindedness" is *away from the Past*, toward and into the fresh adventures and achievements of the Future.

With this extremely difficult, well-nigh impossible, part of Peter Standish, who gropes his way back to the Eighteenth Century, Leslie Howard shows himself again the consummate actor.

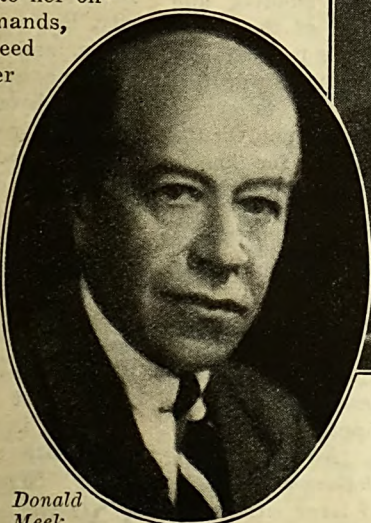


Leslie Howard

BROKEN DISHES

BROKEN DISHES, by Martin Flavin, current at the Ritz Theatre, revolves about a domineering mother who breaks off bit by bit her experience and doles it out to her offspring as occasion demands, thereby obviating their need for personal freedom. Her older daughters accept these bits and fade, but a rebel daughter springs up and forces father to join the revolution. Experience, she believes, may be disillusion, but at least it shall be her own. The audience feels, however, that she is capable of working out her problems happily.

Donald Meek portrays the father with that strange mixture of comedy and pathos that brings with each laugh a sob. Bette Davis revolts beautifully. Marion Gering is the producer.



Donald Meek

THE GAME OF LOVE AND DEATH

ROMAIN ROLLAND'S play of the French Revolution, *The Game of Love and Death*, at the Guild Theater, sponsors Truth, Honor and Friendship in the battle of freedom.

The plot interest is frequently lost in the effort to create the feeling of that period.

Alice Brady as Sophie, wife of Jerome, a leader of great influence but now under suspicion, plays her part with conviction. Valee, lover of Sophie, but more ardent lover of life, escapes from terrors to Sophie's home for protection. She must choose between

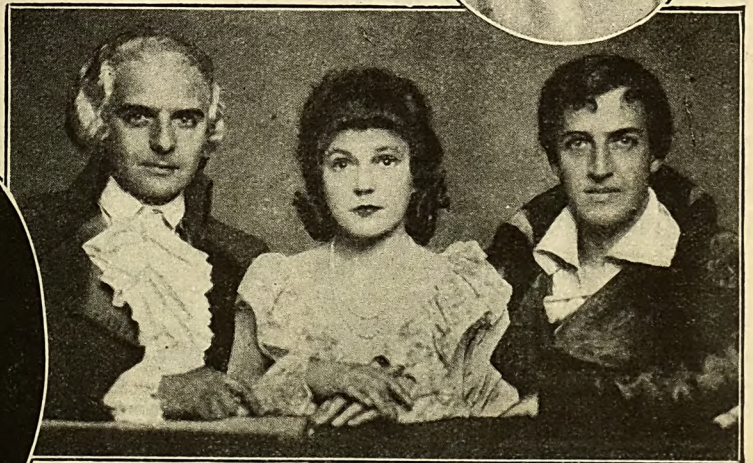


Margalo Gillmore

escaping with her lover or remaining to die with her husband. Honor, Duty and Friendship win. A surprising and pleasing ending in this day of freedom.



Mrs. Fiske



Frank Conroy, Alice Brady and Otto Krueger

MAGGIE, THE MAGNIFICENT

GEORGE KELLY, the author of *Craig's Wife*, *The Show Off*, *Behold the* (Continued on page 79)

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.

"HAPPY NEW YEAR!" "Prosperous New Year!" "May the New Year bring you greater Joys, Health, Happiness and Prosperity!" How many of us received cards with these wishes sent to us last year? And to how many did we send such wishes? Now let us look back just a moment or two and ask ourselves really how many of the 365 days were happy, healthy, joyful or prosperous? How many days did we waste in idleness, or idle wishing?

There is a great difference in intelligently wishing, with a "follow-thru" desire to do, and merely wishing. You know the difference.

How many of our days in 1929 did we plan to do at least one constructive thing before we retired at night?

If a fair judge could mark the days of our 1929 calendar, what percentage would you receive?

We can make the coming year the happiest one we have yet experienced. On this New Year, we have a day entirely akin to the number *one*. One is a beginning number. It is the ideal time to make a new beginning. Probably that is why so many of us are in the habit of making new resolutions on the New Year. One is the number of creative power. It stands for originality. It is also called an inventive number. It leads to all other numbers. It is the first in line.

Suppose each day of the coming year we put a wonderful thought in that subconscious mind of ours, which would lift us on the Ladder of Success before 1931 dawns. Certainly it is worth the trying.

How will we remember to do this until we get the daily habit? I will tell you as I told my radio audiences over and over again. Get a small, five-cent blank book. On the first page of it, write:

"I have within me now the power to be and do that which I will to be and do!" Then, after due consideration of what you wish most to do, write under it the sentence that expresses that desire to you. Every morning on awakening write these two sentences in your book. It will take less than half the page. At night, just before you fall asleep, write again the same two sen-

tences. Repeat these daily. Give a full page to each day. If your book has less than 365 pages, use it until you fill it and then get another. Try it, and after a short time, note the big change in your mental outlook and in your affairs. This is all I ask you. I would like to hear from each of you who promises himself to do this every day of the new year. And this is my New Year wish for you—every one of my readers—that you do just this, that you do it sincerely, with feeling, and that you do it persistently. Will you try it? I will do it also. We will be one big family and exchange thoughts on our progress, and tell one another on what we are concentrating. For of course this is concentration; and it is a wonderful way to impress the subconscious mind.

A GENTLEMAN FARMER ASKS FOR AID

RECENTLY I was pleased to have a wealthy man who has a gentleman's farm in Maryland write and tell me that his heart's desire was to make his farm pay. He said that when he retired three years ago he thought golf and a few other things would keep him busy. But that now he wanted to do things about the estate that would bring in an additional income. He listed some of the work carried on by the "darkies" on these hundred and fifty acres. At one end of the estate old "Uncle Sho' Nuf" (his pet name, of course, because this old man was forever answering "sho' nuf" to everything) took care of fifty pigs. On the place was a smoke-house for hams; real old Southern hams. These hams were sugar cured, smoked over hickory chips, then aged. So among other things that I wish to pass on here was starting a business of these old Southern hams, and naming them "Sho' Nuf Home-Cured Hams." On each container a paster with the name will be used. Also, the hams will be stamped on the wrappings with this name as a trademark. Advertisements in the form of clever letters will be sent to the wealthy men of large cities, and a big business is possible. It would be impressive to have a photograph of Uncle Sho' Nuf, on the stationery.

To another man in similar circumstances, whose hobby was fancy apples, I suggested a certain kind of paper wrapper with a catchy name. This man has succeeded beyond all expectations.

No matter what the business is, if it is given real thought, followed thru persistently, and mixed in with an artistic imagination, it will most certainly make an appeal. Now what is your idea, and what do you like most to do?

Let us all get busy, then sure enough the world will be a safe place in which to live!

LANTERN LAMPS

A YOUNG man, after visiting a wealthy friend who had a camp, noticed the number of old hand lanterns which this chap had electrified and hung in his studio-camp home. It gave the young man an idea. If Wallie Knolton, who could have anything money would buy, preferred lanterns in a studio, certainly there were others!

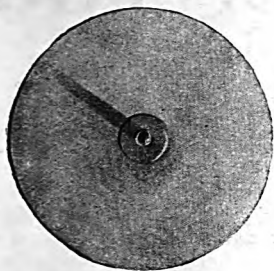
The young man bought a dozen hand lanterns. These he painted in dull black and added formal touches of color. Some were used without being electrified, and bright red candles were placed in them. Today, this youth has a shop where he specializes in studio accessories. His sign hangs from an old iron lantern. He is true to the first idea. The shop is known as *The Lantern Studio Shop*. It is not in a city, but on one of the main country roads, and many orders are received from passing motorists. Within, one finds andirons, wall baskets of painted tin and iron for flower receptacles, lamp stands, cathedral-like candle stands and other studio fittings. Even old-fashioned locks and keys are among the things sold. You would be surprised to know how much, after once you make the start, the buyers decide your future stock by the repeated suggestions of "wants." Therefore, I urge you to note everything called for which you do not make or carry, and when the time is ripe, make your additions from such a list.

SCRAP BOOKS AGAIN

DO you remember some time ago I wrote of a scrap-book? It was especially for clippings, records of all

(Continued on page 78)

Beware the Small Rupture that "Doesn't Bother Much"



Actual size of Magic Dot, the new system weighs only 4 ounces, yet holds rupture more securely than pounds of steel springs and hard gouging cushions.



Light as a Feather Yet... Holds Rupture!

NOW—An Ohio Scientist Is Helping Nature Rescue Thousands of Rupture Victims From The Eternal Horror of Many Dangerous Cumbersome Trusses and Other Torturous, Harness-like Contraptions. He Has Perfected a Tiny, Feather-Weight Magic Dot That Frequently Brings About Joyous Relief and New Comfort From The Very First Day. Countless Former Truss Victims Everlastingly Thank This Interesting Discovery For Their New Happiness and Freedom. Just Mail The Coupon For Free Material Sample If You, Too, Want New Freedom.

If you had never seen an electric lamp and someone tried to describe it to you by comparing it with an oil lantern, it would not be understood. It seems about as useless to try to compare New Science System with the old fashioned trusses. But now rupture victims can abandon torturous trusses. For science has at last developed a tiny rupture device, weighing less than 1-25 of an ounce, which has helped to free thousands of rupture sufferers and won the admiration of many doctors and scientists.

What Is It? Magic Dot!

Its results are often so remarkable—so quick—you may wonder how such a simple, tiny invention can accomplish such almost miraculous benefits. It is a remarkable thing, this Magic Dot. It is a radical departure that makes utterly obsolete all the cruel, old fashioned, painful trusses with their gouging knobs, steel springs and unsanitary, cumbersome leg straps.

It "Breathes" Air

Magic Dot anchors a flesh-soft padlet composed of a newly perfected substance named Airtex. This is honey-combed with microscopic air cells that tend to "breathe" air with each movement of your body. It expands and contracts as easily as your own flesh. When you walk, run, bend or exercise, it tends to squeeze itself—not the part of the body it rests against. This Airtex-Magic-Dot combination is so light—so comfortable—the

wearer as a rule hardly knows he has it on. Thousands of air cells keep it "air cooled" always—so that it does not produce that "hot spot" feeling that often makes life miserable with upholstered or rubber covered pads. Sanitation is now more sure—because the padlet can be washed clean and sweet in a jiffy.

New Possibilities

Just imagine a tiny padlet as soft as flesh—as light as desired—yet holds securely in place at all times—whether you are standing, sitting, lying, exercising or moving about. No slipping or skidding sideways. No constant readjustment as of old.

Ultimate Freedom From Any Support

Immediate relief and new comfort are not the only things to expect. Think of the ultimate FREEDOM! This amazing new method gives nature a chance to heal the rupture automatically. It is not possible with gouging trusses that compress the rupture or hernia and prevent free circulation through the injured tissues. The New Science System is designed to be much MORE than a mere rupture support. Its principal purpose is to help Nature cause a disappearance of the protrusion and thereby soon free you of the necessity of any kind of a support.

Test Sample Free

Send no money. Just mail the coupon for Free Sample of remarkable Airtex. See what it is. See how it "breathes" air and gives promise of amaz-

ing new comfort. Wash it and see why it is so sanitary and cool and clean. With it we send, without charge, latest copy of a very new and informative book on Rupture and Hernia that should open your eyes.

Prove in your own way with this Free Sample, how it is possible for this unusual method to give often unbelievable relief to many rupture victims. Of course the distribution of the free books and free samples of Airtex is very expensive. How long it can be continued we can't say. Therefore don't delay. This generous offer is limited to Rupture and Hernia sufferers who have ruptures that can be properly returned to the abdomen. Rush the coupon now. Send no money.

NEW SCIENCE INSTITUTE
2368 Clay Street Steubenville, Ohio

New Science Institute,
2368 Clay St., Steubenville, Ohio, U.S.A.

Without obligation send me a no-cost Airtex sample with new book about Rupture and Hernia relief.

Name.....

Address.....

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

(Print address and be sure of reply)

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

What Can We Do For You?

Conducted by C. Franklin Leavitt, M.D.

QUESTION:—G. H. writes:—

I would like to establish the habit of getting up early in the morning, but can't seem to wake out of my sleep. Regardless of how many hours sleep I have I can't get up until eight o'clock. Can you suggest some way out of my difficulty?

ANSWER:—

What is the matter with the old, faithful alarm-clock? You can't establish a habit without performing a certain thing repeatedly. You have formed the habit of sleeping until eight. You could form the habit of getting up at seven o'clock if you did so regularly. And evidently it will at first take something more than just your subconscious mind to make it possible for you to do this. When the alarm goes off force yourself to get up and do so until a new habit has been established. A new habit *will* be formed thru doing the same thing repeatedly.

QUESTION:—T. M. O. asks—

I have been in a nervous state for several years and many have advised me to go on a farm for a time and live out in the open. Do you think this is advisable? Is it a fact that men in the country are stronger than those living in the city?

ANSWER:—

It depends somewhat on what is causing your nervousness. If it is due to some mental state, such as worry, uncontrolled emotion and general lack of confidence, then farm life would not completely cure you. You do undoubtedly need some hardening and forms of physical development. But there is more than that to regaining a state of poise and power, I assure you. The country life would take you away from many of the things you have feared and would furnish mental rest and thru it your nerves would undoubtedly be less irritated. But I am afraid when you returned to the city you would find yourself again slipping into the old state. It requires mental as well as physical development for one to gain control over the nerves. You must lay a foundation for the confidence you expect to establish. This will come thru gaining a better understanding of yourself, your powers and just how to use and direct them, and of the laws underlying life as lived to the fullest. Rest does not develop one, I assure you, and this is the mistake that many physicians make in directing their patients. Rest may calm the

nerves for the moment, but it does not strengthen them. Development can come only thru using your powers. Or in other words, thru meeting resistance and overcoming it.

As to whether the farmer is stronger than the city man, it depends much on what kind of strength you refer to. His muscles are undoubtedly stronger for he uses them more. But when it comes to a test of natural resistance the city boy may outstrip him. Statistics gathered during the Civil War show that the city boy stood the strain better than the country boy. This I believe was due to the fact that the city boy was in the habit of living a very irregular life, while the country boy kept regular hours. He retired early, got up at a certain hour, ate his meals at regular times, etc. When he was robbed of his rest, and these very regular habits were upset, he went to pieces.

QUESTION:—D. G. B. writes—

What forms of exercise do you consider best for one who is engaged in business life and most of whose time is spent in an office? Do you believe in heavy forms of physical exercise or the lighter forms? A reply will be appreciated.

ANSWER:—

Most physical directors believe that the lighter forms of exercise are best, except where one intends to follow up some form of athletic work for a profession. I am not in favor of heavy-weight lifting, and I also believe that occasional gymnasium work is worse than none at all. If you can go to some gymnasium regularly and be under the direction of an instructor who will not let you overdo in the beginning, then such work is fine. But you can get all the exercise you will require out of home exercises and walking if you will be very faithful in performing them. The Army and Navy exercises are splendid and you will find only calisthenics being used. I am sure that statistics will back me up in my belief that very heavy forms of exercise tend to shorten life. Athletes usually die younger than those who have not indulged in such strenuous forms of physical activity. I believe in all things there is a sane and reasonable middle ground.

One should be quite sure his heart is all right before entering athletic contests where the strain is great.

QUESTION:—E. N. writes—

My father had a stroke of apoplexy one year ago. He has apparently recovered his health and strength, but I am wondering if there is anything that he should do to try to avoid having another attack. The physician in attendance gave him very few directions regarding his future conduct, but I have always understood that there are things which might lessen the likelihood of another attack. I shall appreciate a reply.

ANSWER:—

You are quite right. Your father should follow out certain laws of thinking and living. Not to the extent of its causing fear or making him self-centered, but just for the sake of precaution. He should keep away from exciting, emotional things, such as heated discussions, watching exciting games where he is likely to become tense, and should avoid worry, anger, sorrow, and even too great excitement in the way of pleasure. He should eat simple foods and keep away from all things of a highly stimulating character. He should take a reasonable amount of exercise, but should not strain himself in physical ways. His life, in thought and action, should be rather a simple and calm one. If he will stick to such a plan he will be less likely to have the attack repeated.

QUESTION:—T. E. Y. writes:—

I am an office man confined all day, and get out but little. Of late I have noticed that I am not feeling as well as usual, am more nervous and irritable and I have lost in weight. My physician says that he finds nothing organically wrong. Would you advise me to give up my work and get out in the open?

ANSWER:—

I believe that those who are denied the stimulating effect of the sun are more likely to feel a little below par and find their resistance lowered. I am a great believer in sunlight. Office workers do not always accept what advantages they have in this direction. Most office workers have an hour for lunch in which they could spend perhaps forty-five minutes walking in the sunlight. Again, it would be possible in most cases for one to walk to work or at least a part of the way by getting up earlier, and thus have a little sun bath. Spend most of your Sundays out in the open air. If office workers would just take advantage of the opportunity
(Continued on page 78)



"Too bad she let herself get so fat," they said

... but 6 weeks later her figure amazed them!

MARJORIE couldn't help but overhear their whispered comment. And how it hurt her.

When her guests left she cried as if her heart would break. But she had to admit that she was fat—that even costly clothes looked unattractive on her.

At the time of her marriage a few years previously Marjorie was actually slender. But as each year passed she became stouter and stouter. Worst of all she couldn't seem to lose a pound without injuring her health. She tried dieting, reducing baths, reducing pills and strenuous exercises—but gave each one up in turn.

"I've just got to do something," she sobbed. But what? That night she told Dick, her husband, the whole story.

"I've got it," he suddenly exclaimed. "Jim Hawton down at the office told me how his wife quickly took off 20 pounds. And she says she feels wonderful." Then he explained the method.

"It's almost too good to be true," cried Marjorie. "But I'll try it."

Marjorie's Surprise

Six weeks later Dick and Marjorie went to the country club dance. In the meantime Marjorie had purposely avoided her friends. She had a surprise for them.

As they entered the club house Claire Higgins, one of Marjorie's friends, spied her. For a moment Claire stared at Marjorie in open-mouthed amazement. Then—

"Marjorie!" she almost shouted. "You look positively stunning! I can't get over how slender you have become."

In a moment there was an excited group of Marjorie's friends about her. She did look charming. All were begging to know how she had reduced. But Marjorie just smiled and said, "It's a secret."

Just before the dance ended Claire Higgins literally "cornered" Marjorie and demanded to know what her "secret" was. "I'm just dying to lose weight myself, you know. Now you must tell me."

"Well, Claire," explained Marjorie. "I'll tell you. It's a new kind of reducing garment that I wore only 30 minutes a day—and I never would have believed that such a sensible

way of losing weight could have reduced me so easily and quickly."

"But tell me more about it," persisted Claire. "How does it work? What does it cost? Where can I get one?"

"It's called the Olympic Reducing Garment," answered Marjorie, "and the company has prepared a booklet that will answer your questions far better than I can. Write to the company—get me a pencil and paper and I'll give you their address."

Here's The Secret

The above story is typical of how many men and women are improving their appearance and health through the Olympic Reducing Garment.

Any physician will tell you that the healthy way to lose fat is through increased circulation. Active circulation sends more oxygenated blood to the fatty tissues and the fat is thus oxidized more rapidly. The solid residue is carried off in the blood stream and the watery part of fat is given off through the pores as perspiration.

Up to the present time, strenuous exercise has been the commonest means of accomplishing this. But strenuous exercise is harmful to many overweight people.

How It Works

With the Olympic Reducing Garment—made of especially-processed rubber—you lose fat in a safe, easy, natural way and without undue exertion.

Because of its composition—this garment excludes air from the body and increases circulation. This in turn speeds up oxidation to a surprising degree. While wearing the Olympic Reducing Garments the fat-removing action of mild exercise is multiplied to equal that of real strenuous exercise. Thus you get the reducing benefits of the hardest exercise but without undue exertion or extra strain on the heart.

Special Trial Offer— Get Details Today!

Right now we are making an extremely generous trial offer. This offer allows you to test the benefits of this remarkable method in your own home without risk. Send for details and free illustrated book today. No obligation. Just fill out the coupon and mail it now! Olympic Reducing Garment Corp., 116 Crown St., Dept. 101, New Haven, Conn.

Olympic Reducing Garment Corp.,
116 Crown St., Dept 101,
New Haven, Conn.

Without obligation, please send me details of your generous TRIAL OFFER, together with fully illustrated booklet on the new OLYMPIC REDUCING GARMENT.

Name.....

Address.....

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





MR. W. RAY SAUNDERS, Winton, Va., writes:

I first came into contact with your publication in February of last year and have never been without an issue since. I happened to run across it on a news-stand during a time when things seemed ugly for me indeed, and in that first issue I found the answer to things that had caused me to grope in the dark. From that hour I fought a renewed battle that has brought about a most remarkable and stupendous transformation.

After over a year and a half of continuous struggling I have managed to make a comeback, thanks to applied PSYCHOLOGY and scientific living. Is it any wonder that I am "sold" on the principles that have meant life to me and that more abundantly?

I have a continuous desire to preach it and to help other people. I never pass up an opportunity to talk to a sick person, and with my meagre knowledge, I have had some amazing results.

MR. ANTON BRUCKNER, Arrow Park, B. C., Canada, writes:

Even with a few words of thanks I shall always be your debtor, but you will find my gratitude in the following lines:

I was very glad to receive the book, *Life Triumphant*, and PSYCHOLOGY for one year, at the small cost of \$4.00, and now I want you to know that you have sold me a fortune. You have given me life with the clear understanding of its supreme joys and possibilities.

Dr. G. Arthur Gayer's articles, "Miracles of Suggestion," are marvelous. After reading two of a series of reminiscences with instructions in the use of auto-suggestion, I have done away with nervousness, regained sleep. I can now sleep as well as one can imagine, free from disturbing thoughts.

I was a day-dreamer, as bad as they make them. I was almost lost in the abysmal depths of all the negative and destructive emotions. By reading the editorials of Dr. Henry Knight Miller I have succeeded in banishing or transforming most of those destructive emotions into constructive factors and have retracted my idle dreams into the road to Success and Happiness.

At first I was afraid of being contradicted in my claiming that not even personality is responsible for our efficiency, but now I am sure that ignorance keeps a person's powers and faculties hidden and dormant, and millions die without ever being awakened.

A Subscriber writes:

I HAVE read PSYCHOLOGY regularly for several months and usually ap-

preciate its contents; but on reading "Piparus and the Devil," which appears in September's number, I am surprised that you would insult the intelligence of your readers by giving space to such an article.

I do not understand why you term it a scholarly article, unless you too believe that the Christian churches of today are immoral institutions where women go to gratify in some measure the appetite of their sexual impulses. Your "Scholarly Author" doesn't mention the thousands of men who attend church regularly, and who by nature have stronger sexual inclinations than women. He could hardly have said that men go to church on account of the minister or priest having sex appeal.

As for some primitive peoples mixing sensuality with religious ceremonies, this is not strange. Their religious worship was mixed up with everything else as well. I cannot see that this fact goes to prove that the Christian churches of today do the same.

Christ may have smiled on forgiving the penitent Magdalen, but who could say he smiled less kindly upon the thief on the cross?

I am not arguing for or against religion, but if religion and sensuality sprang from the same source in the human make-up, it is obvious that there were no facts in the brain of this ass to support his statements.

The Editor answers:

IT is unfortunate that you did not sign your letter, as I should have liked to write a personal reply. It always appears to me to be far braver to sign a letter of attack than to write anonymously. But since the matters you discuss are vital and of general interest I am writing this open reply, hoping that it will come to your attention.

Next to being unsigned, you fall into the error of misspelling the god, the mention of whose name in connection with religion seems to have angered you. The deity's name was "Priapus," not "Piparus."

Your letter states: "I am not arguing for or against religion, but if religion and sensuality sprang from the same source in the human make-up, it is obvious that there were no facts in the brain of this ass to support his statement." I can't quite follow that. There is a whole world of scholarly

literature on the subject Dr. Barrett discussed in the article you attack, and it seemed to us that he had indeed mastered this rich historic field and that his statements were truly enlightening.

I think the whole difficulty arises from the habit of thinking of sex as an unclean and shameful thing. Once we realize that sex is essentially Life, and life-giving, our whole point of view changes. To the really enlightened mind there is nothing distressing about the discovery that the religious impulse and the sex impulse actually spring, precisely as you say, "from the same source in the human make-up".

The classic works on this subject are Thomas Inman's *Christian Symbolism*, and Fraser's *Golden Bough*. The matter has been aptly discussed in a number of the *Blue Book* series of Halde-man-Julius, the best of these being William J. Fielding's *The Puzzle of Personality*. The subject is also analyzed critically from the Christian standpoint in Schaff-Herzog's Bible Dictionary in the article on *Phallic Worship*.

J. A. BLACKSHERE, Merkle Hotel, Tacoma, Washington writes:

I have been buying your magazine from the local newsstands since January 29, and think it one of the best magazines I have ever read. I haven't a permanent enough address at present to subscribe for it but hope to have later on.

R. G. BAKER, Kansas City, Mo., writes:

PSYCHOLOGY Magazine is, I think, doing a wonderful work in arousing people to a knowledge of the marvelous power they have within which can be used for their moral and spiritual uplift. May Dr. Miller's future successes be greater than his past.

J. RANDOLPH SASNETT, of the First Methodist Episcopal Church, Ellensburg, Wash., writes:

I am reading PSYCHOLOGY with increasing interest and profit. You are to be congratulated upon the ever higher and higher standards you are setting.

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

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



HOBART BRADSTREET, THE MAN WHO DEFIES AGE

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!

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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

A Time-table of Genius

(Continued from page 21)

their surroundings and made fame or fortune, or both, for themselves, and brought blessing to the race. Cornelius Vanderbilt began life as a ferryman, and John Jacob Astor by curing and selling skins. Martin Luther and Pope Pius, the tenth, were the sons of poor peasants. Our own martyr president, Garfield, began his life work driving mules pulling a canal boat, and John Wanamaker walked four miles a day to Philadelphia to work for \$1.25 a week. Daniel Webster began as a poor farmer's boy. Of twenty-seven presidents seventeen have come from the country and small villages, from homes where wealth was not known. Henry Clay, the son of a widowed mother, was known as the "Mill Boy of the Slashes," and got his training as an orator by speaking to the stock in the barn. Lincoln split rails by day and studied in borrowed books by the fire-light at night, and worked his sums on the back of a shovel with a piece of chalk. Stephen Girard came to New York as a cabin boy, but became the second richest man of his time, and Edison made his living as a telegraph operator.

But poverty is not the only obstacle men have to overcome, for many have not only had to fight the lack of money, but other disadvantages at the same time. When Morse invented the electric telegraph, and tried to get the at-

tention of Congress to utilize it, he was called "an old fool." But "the old fool" kept on, and today his wires, with their marvelous dots and dashes, circle the globe. A convict in the state penitentiary at Jackson, Michigan, determined to make a man of himself, and while "doing time" took a correspondence course in architecture, and now draws plans for the prison authorities and for outsiders as well.

Cyrus W. Field began as A. T. Stewart's errand boy at \$50.00 a year. In the face of seemingly impassable barriers he persevered, crossing the Atlantic over fifty times to get his arrangements perfected, but finally he laid the first Atlantic cable. Charles Schwab was the one-time driver of a delivery wagon, yet he rose to be the president of the U. S. Steel Corporation, and the next president, James A. Farrell, began life as a laborer in a wire mill at \$4.50 a week, and rose to \$100,000 a year.

Another common enemy has been bad health, yet this has been no bar to success or usefulness. Carlyle and Ruskin had to fight disease continually, and Francis Parkman, the historian, was an invalid. John Wesley accomplished his marvelous work while battling with consumption, and one of his successors, Bishop Francis Asbury, who preached from Massachusetts to Georgia and traveled by carriage, made frequent

reference in his *Journal* to a constant fight against poor health. Louisa M. Alcott had to fight poverty, headaches and constant sickness, yet her *Little Women* and *Little Men* endeared her to a world of young people, and brought her a fortune. Homer and Milton were both blind, and Demosthenes was a constant sufferer and stammered terribly.

Even repeated failure does not mean that you cannot succeed. Many of the names in these illustrious lists are of men who failed again and again before gaining their great Triumph. Goldsmith failed as a physician, yet enriched the world with his poetry. Patrick Henry, like Grant, never succeeded at anything till he found the one thing for which he was peculiarly fitted by nature.

Nor does moral collapse preclude ultimate success. Many of the names that stand high on the rolls of the world's benefactors are names of those who at one time or another in their careers lapsed, like King David, into grave wrongdoing but were reclaimed for righteousness.

So there is no reason under High Heaven why *you*, no matter who you are, nor how old nor how young you are, nor what today's circumstances or obstacles may be, nor however many may have been the failures of the past cannot gain *your Goal*.

It Doesn't Seem Right

(Continued from page 26)

afford to give his ambitious daughter an education.

After finishing normal school, Minnie obtained a place at once in the public schools for the colored citizens of the county and entered upon a long period of teaching her people. And while this was a great satisfaction, still it was not the consummation of that childhood vision. So, unremittingly, she saved every cent of her salary, building toward that day which should see her dream coming true.

"I was able to save everything I earned, because my father could well afford to give me my board at home, and was glad to do it, as he was in deep sympathy with my one big object in life. Clothes cost me practically nothing because I made them out of my sisters' discarded garments. They had good jobs too, and dressed neatly. They were larger than I and it was easy to make myself good dresses out of what they laid aside. Food and clothes seemed such small matters in the light of the one thing I just *had* to do."

"Soon the opportunity came that gave me my very first pupil in my very own school. Joe Brown Smith was a crippled boy, who delivered shoes for a repair shop. He came to our house one afternoon to bring some shoes, and his condition got on my mind so I couldn't forget him. I would wake up at night thinking I heard him going about over town, hippity-hop, hippity-hop, taking his packages. He was a bright, good-natured boy, always carrying on lots of foolishness and jokes, and finally I said to myself, 'If Joe Brown's got sense enough to be carrying on like that, he's got sense enough to learn something that will be helpful to him.' So the next time he came, I said, 'Joe Brown, if you'll come over here to me every night when you get off work, I'll teach you to read and write and do number work, so you can get a better job some day.' He was so eager and grateful and bright that he learned rapidly. So my own college began as a night school while I was still teaching in the public school. I gathered up a few more boys

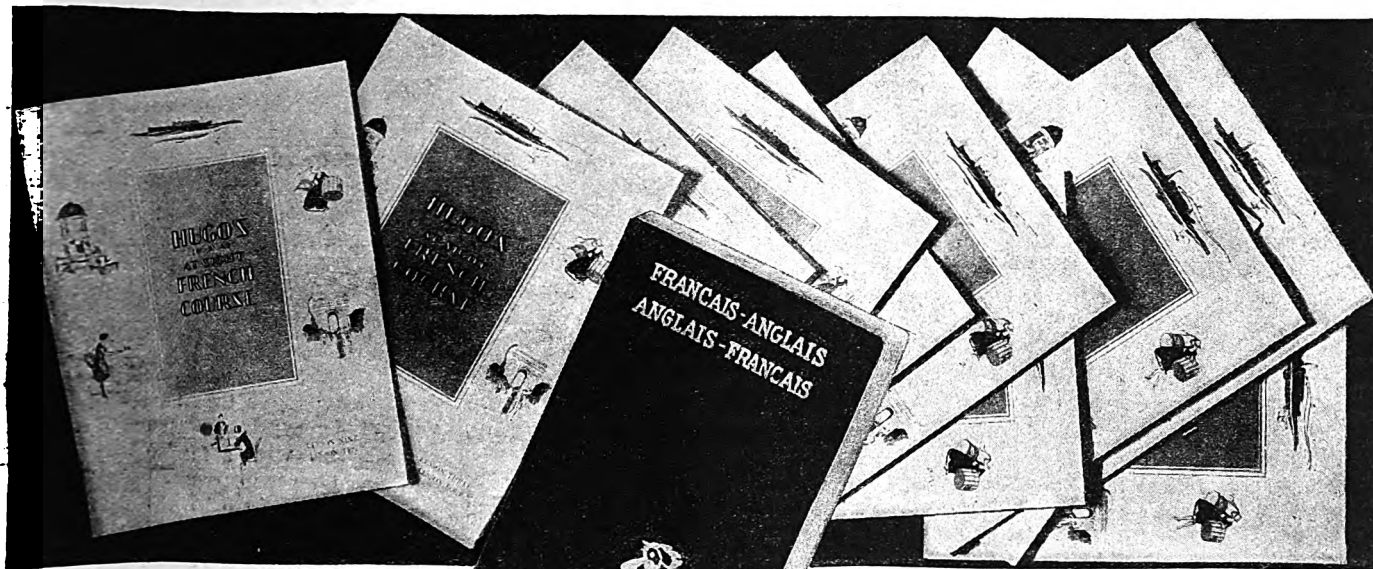
who were not able to go to school in the day, and very soon I had to employ two teachers to help me."

A short while after that there came the proud day when Minnie had the sum of \$10,000 saved, ready to be put to use. Her father now was quite busy with his duties as treasurer of Morris Brown University and no longer had time to cultivate his garden plot.

"One day he called me into his office," Minnie related, "and said, 'Daughter, I want you to do something for me. I can't work my garden any more, and I want you to take that piece of ground where I've been raising onions, and begin your business of cultivating brains. You are so determined that nothing can stop you and I'd like to have a little share in helping you.'"

"I was actually weak with astonishment and had to sit down to take in what he was saying. Over and over in my mind ran the words, 'A piece of ground and \$10,000—a piece of ground and \$10,000. What *can't* I do with that!' And oh, my friend, that was a

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bouquet.....	boo-kay
(a bunch of flowers)	
beaucoup.....	bow-koo
(much, many)	
mais oui.....	may we
(but, yes)	

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How a "Doubting Thomas" Got a New Lease on Life

—he did not believe in doctors, medicines, or treatments of any kind

I was one of those "smart Ales" who didn't believe in doctors, medicines or treatments of any kind. If I didn't feel well I'd "let it wear off."

But this time it didn't wear off. I'd been miserable for over a year—and getting worse all the time. Constantly tired and listless—suffering with headaches and dizzy spells—nervous—irritable and grouchy as a bear.

Finally, one evening, my wife said, in despair, "Jim, you'll simply have to see a doctor. It's wrong to let yourself go the way you are."

Well, I felt so wretched and I had to agree with Ann—something I hadn't done in months.

The Cause of My Trouble

After a most thorough examination and much questioning, my doctor said:

"Mr. Hilliard, I'm confident that I know what your trouble is. Have you ever seen a water pipe that's been in the ground for a long time—rusty and caked with deposit on the inside—so that only a small opening remains for the water to pass through?"

I replied that I had.

"Well," continued the doctor, "then you have a pretty good picture of your own colon or large intestine—that 5-foot long tube that acts as the waste pipe of your body.

"The walls of your colon are lined with hardened, decaying waste matter. Germs are breeding there—poisons forming there. These insidious germ poisons are entering your blood stream through the tiny veins in the colon walls and are being carried all through your system. That's what is causing your headaches, indigestion, nervousness, lack of ambition, and that constant tired feeling."

"But, Doctor," I asked in surprise, "how can that be? My bowels move regularly—almost every day."

"My man," he replied, "that's where you and most other people go wrong. You think because you are more or less regular that your colon is necessarily clean. But you don't realize that due to the sedentary life you lead—to lack of vigorous exercise—and to the soft foods you eat—you are a victim of *intestinal stasis* (delay). Though you may have an evacuation daily it may be several days late. Waste matter passes off too slowly—particles cling to the colon walls—and the accumulation begins. Before long you have a badly clogged condition."

Recommends Internal Baths

"Now," he continued, "the only way for you to get well and keep well is to get that colon of yours clean—from end to end—and keep it clean. But you cannot do this with cathartics and laxatives. Neither

can you do it with the ordinary enema which reaches only about the lower one-third of the colon. What you need are real Internal Baths—to have your entire 5-foot long colon thoroughly flushed out."

What a Real Internal Bath Is

Then my doctor explained the working and benefits of a real Internal Bath like those administered by the J. B. L. Cascade. How it sends 4 to 5 quarts of purified warm water gently whirling through the entire length of the colon. How this softens, dissolves and floats off the accumulated germ-breeding waste matter. How it strengthens the intestinal muscles and brings about regular, normal elimination. How it keeps the entire colon free and clear of germs and poisons, which promotes renewed health, vigor and vitality.

Needless to say I secured a J. B. L. Cascade at once and began my Internal Baths. The results were astonishing. From the very first one I felt much better. In less than a month I began to feel like my old self. My constipation was ended. Headaches—nervousness—fatigue—irritability all left me. My appetite returned. Now I sleep like a top and wake up in the morning clear-eyed and full of pep and energy. I look better, feel better and work better than ever before. And I attribute it all to Internal Baths—self-administered with the aid of the J. B. L. Cascade.

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(Continued from page 52)

good day to me! Even better I believe than the day that I laid the first brick to this building a few weeks later, because that first day, the sight of my dream coming true around the corner, dazzled me almost blind with joy.

"Colored men, you know, are good masons, and I soon found enough workmen who could and would give me scraps of their time and all together we put up this building. I equipped it as best I could with the rest of my funds and in 1923, had the first session of Beda-Etta College.

"People have wondered about the name. I had two sisters who died quite young. They were such good girls, one named Beda and one Etta, and it made me happy to give their names to my college."

Beda-Etta, with a faculty of eight teachers, offers instruction from the primer classes thru freshman college year. There is a model school where students of the normal school do practice teaching. A music teacher and a teacher of home economics come twice a week. The commercial department, which offers typewriting, shorthand, and business English, has as its head, Luther Taylor, a graduate of Tuskegee Institute, and student at the University of Chicago. Two of the students of typewriting have received gold medals from Underwood Typewriter Company, and one has earned a silver medal. Graduates from the commercial department have entered the banking business, taken important secretarial and stenographic positions, and gone as teachers to other business schools.

The day and night school together have a student body of two hundred, paying tuition that averages \$3.00 per month. When Minnie's father died last fall, he left his library of two thousand volumes to the school, and also his home, a two-story building on the same block with Beda-Etta. This is going to be used in the fall as a dormitory for boarding students.

The school's founder has never drawn a salary or received other compensation than her joy in doing the work she wanted to do. Everything she has ever possessed of money, time, strength, energy, mind and soul, she has poured into her project.

"Do you feel that you have been repaid for all you have expended in this way?" I asked.

There was the flash of her smile, and genuine satisfaction in her answer. "Repaid? Ah, a thousand times over! Joe Brown Smith, my first night school pupil, has become a first-class tailor, makes a good living, married a fine girl who was a teacher, and they have a child. He has often told me that he feels he owes his very life now to what I taught him, for, because of that first instruction, he has come into possession of a trade, a home, a wife, and a child.

He has formed a Beda-Etta club, members of which contribute a nickel or a dime every month, and at commencement, he will present the school with a hundred dollars as a gratitude gift.

"Then, the old man seventy years old, who learned to read and write at night school. He had been in the regular army for thirty years, his stations of service including the Mexican border and overseas in France. He got honorable discharge from the Army and after settling down here for the rest of his life became possessed of the desire to learn to read and write. How hard he had to work to conquer those queer signs that meant words and figures! But you know how it is with folks who go to night school. They are so anxious to learn they go at it lots harder than the youngsters in the day time. And he stuck to the job and was rewarded with mastery. The other day he needed some oil for his car, and I watched him take out a little notebook and a stub of a pencil, and write down so carefully the name of the garage and how much to get and what it would cost, sending the written message by a boy. Then he turned to me and said:

"You know, Miss Minnie, I'm afraid I'll wake up some night and find it all a dream. Going to school, being able to read my Bible and my newspaper, and write letters, and figure problems! Doesn't seem right for anybody to be as happy as I am!" I guess we both 'snivelled' a little," Minnie smiled apologetically.

"And there was the middle-aged woman who walked right out of the school room the first time she said her A-B-C's correctly. She went thru the alphabet, and then started back again, chanting 'A-B-C-D-E-I've got to get out and shout a little.' So she had her little shout outdoors, then slipped back in and started to work some more.

"Oh, I could talk and talk about them all, because every single pupil brings me the thrills of each case, and I have so much joy that, like the old soldier, it really doesn't seem right for anybody to be as happy as I am!" She looked out over the empty school room with a brooding, wistful, yearning gaze, as tho peopling it with her students, and trying to penetrate into their futures to see what the "laying fast hold of instruction" would mean to each one.

"Are you never bothered about money? Are you never sick or discouraged?"

"Of course, I have my money troubles, like everybody else, but I don't believe I have ever worried about it. I know this work will be taken care of, tho often I can't see how. I have had gifts and help from most unexpected sources, and no matter how dark the way, I know the light will come.

"Discouragement has no place in my

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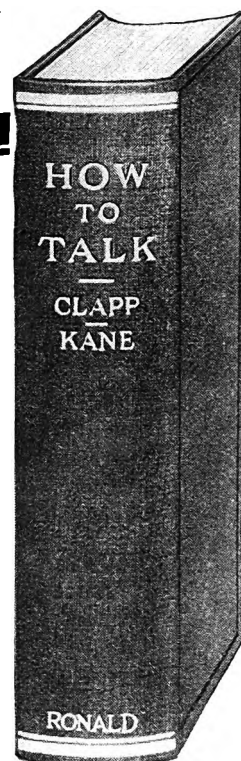
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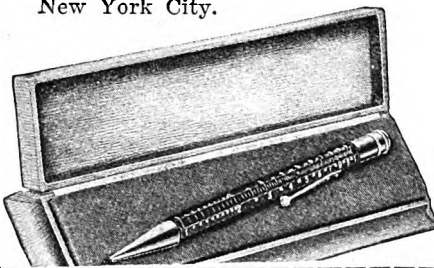
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plans, and I don't allow it to take up with me. Every month I choose a motto, and I live with it, sleep with it, eat it, breathe it, sing it, pray it, until bad thoughts have no room to get in. If folks could learn to manage their thoughts, we'd make this a mighty good world in a mighty little time," mused this dark-brown philosopher-teacher-missionary. Nor is she a prophet without honor in her own country. The people of Macon are proud of what she has done, and give her generous encouragement and support. The city has granted her tax-exemption, and the council has passed resolutions of approval. That, in a southern town where the negro is as plentiful as cotton and peaches, where prejudice is wrongly supposed to reign supreme, and where Minnie was born and raised!

The president of Beda-Etta College picked up a piece of trash paper and a broom as we passed out of the room together, and walked on out into the school-yard with me. The white, sandy ground already looked as clean as a China dish, but as I waved, "Good-by and good luck," she called back an answering good-by and began sweeping. And I could hear her humming softly to herself, "Ain't got long to stay here."

Mind and Speech

(Continued from page 24)

the second requirement is correct phonetics; after which the elements of pitch, time (rate), volume and emotional content are to be considered. Not one of these can be even suggested by the printed text, but must be vocally illustrated.

Only about ten per cent of speech can be taught or acquired by the printed word. Accent can be indicated, as can syllabication. Grammar and diction (choice of words), definition, derivation, arrangement into clause, phrase or sentence, literal and figurative use of language are best learned from texts; but the fact remains that both in function and in its only practical method of instruction, *speech is ninety per cent psychological.*

This is true as applied not only to the *purport* of speech, but in its physical functioning. Nothing is so unscientific as the attempt to treat an art as if it were a science, and to reduce it to a muscular basis.

I make this statement not only to combat the prevailing methods of speech instruction, but as a protest—a challenge. Of course, it is of interest to the physiologist, the physicist, to investigate the muscle and nerve action of the human body, and of special concern to the physician, just as it is to analyze the process of the circulation of the blood; but to conclude that voice and speech can be produced by the con-

scious application of this knowledge of the physical action of the vocal organs is more than false, it is *harmful*. At the present time many of our higher institutions of learning are employing this physical method in their speech training, basing their instruction upon the results of "Speech Clinics," "Speech Laboratories" and "Phoneticians."

A TRIUMPH FOR PSYCHOLOGY

HERE is a triumph for psychology, as opposed to physiology! Since the speech function is nine-tenths psychological it cannot be produced by any directly controlled adjustment or movement of muscles.

Each sound of our language is analyzed; and because in a great majority of normal humans, certain sounds are produced by the unconscious placing of the tongue, lips, jaws into relative positions, it is, erroneously, concluded that the conscious adjustment of these organs of speech will invariably reproduce the required sounds. This is far from true, and for the following reasons: first, the position of the enunciating organs is only approximately the same in any two persons when emitting the same sound.

Second, the position seemingly necessary to produce a phonetic will not give the sound simply on account of the correctness of that position. The consonantal positions are, in the great majority of cases, teachable and often helpful; but, as speech to be attractive must be seemingly unconscious, it is the part of wisdom to avoid all allusions to juxtaposition of the physical organs, unless such instruction is demanded by some malformation.

It must never be forgotten that the least apparent effort in forming individual sounds in speech is pedantic, nay, offensive. Correct speech is comparable to correct table manners; if you have to parade your table manners, you have none.

To summarize: a limited number of conscious muscular movements and adjustments may be utilized to aid in, not to give, proper consonantal and semi-vowel enunciation; but when the vowels (shaped tone) are produced no conscious physical movement can be made or even sensed.

Utter any vowel sound you choose, say "a" and glide into each of the sixteen vowel qualities in sequence, and you cannot detect the slightest movement in any part of your vocal mechanism. Your reason tells you that manipulations, to give the different "forms" to the vowels, have been made, but they are so minute, so delicate that they cannot be discerned and, as a matter of course, are not muscularly controlled. This absurd attempt to do the impossible is being tried in many institutions in their speech departments.

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In testing the muscle movements in voice production by super-sensitive instruments and by examinations with the laryngoscope, some idea of adjustments may be discovered, but this does not imply that conscious control is possible.

Here is a fact seldom realized: when, thru long usage, any physical (conscious) function has become subconscious (or automatic), to restore it to the plane of conscious control is to produce constraint, an impediment. If I should say to you, "Run, the house is on fire," with no thought in mind except to escape, it is amazing to note how quickly you would rush out; but if I direct you to "count your steps as you run," your speed would be impeded

fifty per cent. To go further, if I told you to "tense the muscle in your big toe before you lift your foot," you would be so static that it would amount to a paralysis. If this is true of fully voluntary muscles, it applies with redoubled force to the vocal muscles and to the whole speech function, where a large percentage of muscular manipulation is indirectly controlled—a matter of mentation which "thinks" the result and not the intervening action. This is psychological.

There may be speakers trained in movements of muscles, in "speech forms," whose delivery is normal, whose "talk" is flexible, musical and magnetic; I can only say with regret and sorrow, *I have never heard one!*

The Art of Forgetting

(Continued from page 12)

us all. One, those already endured; second, those we face at the present moment; third, all that seem to await us in the future. A staggering load indeed, if we struggle with all at once. Unnecessary! We have strength only for those of the present. Why harness the weight of the outlived past to our aching backs, with the biting cable of recollection? Why not let blessed forgetfulness bind up past wounds? In India, beggars keep frightful sores unhealed, and whining for charity, thrust raw wounds before our shrinking gaze. We shudder, wondering that such things are allowed. Yet mentally how do we greatly differ? How ghoulishly we tear away the protecting bandages of time, refusing the balm of forgetfulness for our aching hurts of the past! These would heal as Nature intends if we did not keep them alive by constant probing, living over and over the pitiful sorrows that tore our hearts. We refuse to dismantle a room where a loved one has died, and perhaps we spend the anniversaries year after year in tears and solitude, regardless possibly of duties to the living. We keep alive by constantly dwelling on them, the harrowing details that burn us with renewed agony. Why is not this as immoral as keeping a physical wound raw and unhealed? Am I advising the impossible—absolute forgetfulness of the beloved dead? How could we, even if we would! But we can—and morally should—shake ourselves free from lacerating associations of parting, by refusing to dwell on them. The choice is ours.

Recently I received a letter from a friend, whose dearly loved sister had died some time ago, after a short, painful illness. The two remaining sisters live together. The letter begins: "You know it is just four years since Irene died, and how we have lived over all the heartbreaking details of those three

dreadful days, when we all fought for her life! We re-live every moment. Today my poor Mildred is suffering from one of her devastating headaches which strangely always come just at this time, and I do feel so ill myself. Oh, these terrible memories!" And so on. Poor souls! I know so well the sequel. Next week a trained nurse will send me a line saying both are ill with influenza, or bronchitis, or whatever stray germ is in the air. Dear mistaken friends! They cannot see the connection between this cause and effect! During these anniversary days they weep half the night, sleep little, turn with loathing from food, the natural consequence of the grief they passionately nurse. But the mysterious chemistry of sorrow steadily does its deadly work in poisoning the whole system, for law is law. Anger, grief and fear are the arch-enemies of health and well-being. Anger and fear we can control. Grief we cannot avoid, but we can at least refuse to remain under its black pall, as we must remain, if we brood continually over the sorrow-laden past. My two dear friends are sinking into a perfectly avoidable invalidism, thru indulgence in this luxury of woe. I never hear them recall the lovely years of a quite ideal companionship of sisterhood, but instead, "Oh, don't speak of Rome! Irene was with us that winter we spent there, and she enjoyed it so!" Why not remember that enjoyment and their sister's delight, instead of shrinking more and more from every mention of foreign travel as they increasingly do!

When Robert Browning's exquisite wife died, his friends thought he would be crushed by the ending of so rare a human intimacy; but with all the shattering loss and the difficult readjustment of life without his wife, he replied to the loving sympathy of friends that he had been blessed far beyond

the ordinary human lot in those fifteen beautiful years. Their memory would be imperishable, and in that memory he would live. But he deliberately reshaped his life, leaving Florence, which had been their married home, putting himself in new surroundings and thereafter living chiefly in England. Yes, a strong soul it requires to cultivate the philosophic art of forgetting sadness, because to many loving ones it seems like disloyalty, for they imagine they are not doing homage to the dead if they come back into the sunshine of life. They say with Tennyson in *In Memoriam*, "Oh, last regret! Regret can die!" Alas! Too much unrecognized sentimentality is here involved. Sentimentality is an entire lack of the sense of proportion; it has no realization of relative values. As for these mourning souls, in the bottom of their hearts, if they would look so deep, are they not almost afraid that "people will think they are forgetting," and acquaintances judge the depth of their sorrow by the continued mournfulness of face? But God gave us memory that we should have roses, not only thorns, in December.

Not only these deep wounds of the spirit need the protecting skin of oblivion, which will surely grow if we refuse to re-live the searing details, but other bitter old memories of ingratitude and disloyalties and injustices. Do we not all have them? Why keep them alive in their stinging pain by mulling them over and over in our consciousness? Do we not notice how the hurt of some childish injustice we suffered, for example, seems to deepen year by year, if we bring it up in recollection? It will indeed grow steadily more unbearable to recall—and we continue to recall it. Curious. Do we enjoy the pain? When new events, new impressions, are doing their best to obliterate the old, if a chance word brings these back, how we hail them to the surface!

Recently in meeting a friend, her heavy eyes and drawn face made me inquire if she were ill. "No-o, not really ill," she answered hesitantly, "but my head aches frightfully, for I hardly slept last night. That was partly my own fault," she went on. "You remember my cousin Helen, to whom I was so devoted?"

You know that her disloyalty almost broke my heart at the time," her voice trembling. "Yesterday, in a book I had not opened for years, I found a dear note she wrote me before the break, so full of her love for me. It brought it all back so vividly! I could not eat any dinner and I cried nearly all night! Oh, how could she do that, when she knew . . ." and all the story I had heard so many times came tumbling from the quivering lips. Before I could stem the tide she was almost in

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hysterics. My friend has a loyal heart, and naturally the hurt was deep. She could not but suffer, in the beginning. But when she found the note, full of that trusted love, bringing with it its flood of memories, did it occur to her instantly to tear it up, definitely to change the current of thought, deliberately to put aside the memory by going out, or telephoning some friend to dine, going to the theatre, or doing anything at all to prevent the flood-tide of memory with its insidious poison? Alas! It did not. Without a struggle she immersed herself in the poisoning memories, and paid the penalty of inevitable physical suffering. Any sorrow, whether the first onslaught or its indulged recurrence in memory, induces profound chemical changes in glands and secretions. The first bitter pangs we must endure as best we may, but the recurrence we can and morally should, control, for the strong undertow of past suffering of any kind requires constant vigilance to escape.

This precious art of forgetfulness! What about our past disasters of other kinds? That crash that changed our lives? Well, we lived thru it, for the crisis always brings its own strength. Indeed, disaster of any kind will, as a rule, temporarily numb our feelings, leaving the brain to work almost mechanically till the worst is actually over. It seems to be nature's defence mechanism. How frequently we say, shivering as we recall it, "I do not see how I lived thru it! But at the moment I seemed stunned; went on like an automaton." Then quite deliberately we recall details that were already blurred, bringing to life useless pain. We dwell

on it till the hurt spot in our consciousness becomes increasingly sensitive—like a wound you intentionally pounded—until any chance word, any casual association, even the lightest touch, makes you wince. Sounds idiotic—but we do it. For one bit of injustice suffered in childhood, thus harbored, may expand out of all proportion, entirely overshadowing all the love and justice we were actually given, because on these we do not dwell.

A great deal of nonsense is talked about the danger of repression of such memories. A mere bug-a-boo! It is true that to talk it all out, just once, may relieve us. Just once, mind you! The "repression" that really injures is actually an unconscious refusal to look facts squarely in the face; a refusal to say firmly of some smouldering sense of injury, "Yes, that hurt! But it is over now, and I will not keep it alive. I will let it heal." This is not repression; it is common sense. I call it an art, for an art is something acquired and practiced until skill is attained; something one does. Acquired skill in forgetfulness is my point; to exercise a selective memory. Every physician knows that most cases of mal-adjusted nerves are due to some intense but usually unrecognized form of self-love, self-interest, self-pity. Every woe is pigeon-holed for frequent review.

"The mind should be a pleasant place pigeon-holed for frequent review.

"God gave us memory that we should have roses in December." Throw away the stems and thorns, but cherish every rose-leaf, even if withered, for a lovely potpourri, whose fragrance sweetens life to its very end.

L. B. Wilson

(Continued from page 18)

friends the best." It would appear that Mr. Wilson is something of a psychologist.

By this time the block where he had sold papers had become pretty well associated with his business life. On the east side of the street stood his beautiful theater and on the other his cigar store, which was no longer merely a cigar store but had been enlarged and redecorated. A soda fountain and candy store had been added and he had named it "Happyland."

His dream of an "L. B. Wilson" block had grown stronger with the years and he could now see it materializing. But several things stood in his way. One of them was the People's Savings Bank, which reared its stately façade almost directly across the street from his theater. He began to cast covetous eyes in its direction. Now that he was making plenty of money, he felt that a knowledge of banking would be useful to him, and besides he wanted that building.

He made tentative overtures to the president of the bank who owned controlling interest in the stock. The banker didn't want to sell. At least he didn't think he did, but he reckoned without the peculiar psychology of L. B. Wilson who always got what he wanted "just to show people that he could."

Time went by. Ever so often Wilson renewed his offer and met with polite refusal. One day he happened to be standing near the banker and his wife at the funeral of a prosperous business man who, people said, had literally "worked himself into his grave." He overheard the banker's wife telling him that in a few years he'd be filling the same kind of grave if he didn't give up the banking business, which had become the master and he the slave. After the funeral Wilson dropped in at the banker's club, which was also his club, for lunch. Again he renewed his offer and craftily strengthened it by adding that

"he thought it time the banker began to think of retiring to enjoy life a little before the daily grind took its toll in health and strength." Remember that Wilson was a young man, only thirty-three at the time, and the daily grind held no terrors for him. But the banker was older by some twenty years. He hesitated and was lost. By night Wilson had a three-day option on the controlling stock and was on a fast train to Washington to see United States Senator Richard P. Ernst, of Covington, who had more than once held out an encouraging hand to this ambitious young fellow-Kentuckian. He laid the case before the Senator and asked him to become his partner in the venture. The Senator looked at him under shrewd brows.

"Do you know anything about the banking business, young man?" he asked. "Sure," was L. B.'s quick retort, "I learned it yesterday."

And this wasn't far from the truth, for he had gone to the bank and spent hours poring over the books, listing the notes, studying the mortgages, dividends and interest rates until he had it all in his head and was able to show the Senator that the venture was a profitable one. So almost overnight he became a banker, and in the first year of his managership the bank's deposits increased more than a half million dollars. And one more building had been added to his dream block.

It was natural that another handsome building just across the street began to worry him about this time. In the first place it was another bank and was giving him some close competition. In the second place it was next door to his theater and he wanted it so that he could merge the two buildings. So he got busy among his friends again, who by this time had come to believe that the young man was a magician who could turn atmosphere into gold, and in no time at all the two banks had been consolidated and his name went on the books as executive vice-president and directing head. He had already been one of the largest stockholders in the Liberty National Bank, which, with the consolidation became the People's Liberty Bank, and he moved his offices across the street and took up his duties, which were legion, since the new bank was now the largest in the state outside of the city of Louisville.

Things were moving fast now for the former newsboy. People had quit calling him "young Wilson" and were calling him "young Midas" and were wondering how long it would be until he owned everything in Covington. He had barely settled himself in the new bank when he was catapulted into another business, one he hadn't calculated on at all. It came about this way.

One of Cincinnati's two powerful radio stations had closed down, and

Covington business men saw an opportunity to procure a station for their city if they could only persuade somebody to finance it. A conference was held. "Let's go see L. B.," one said and within an hour a new radio corporation had been formed called "L. B. Wilson, Inc." He made only one provision. The new radio station would have to be located in his block. And when we talked to him the offices were being installed across the street in the building vacated by the old People's Savings Bank and the huge electric sign with the name of the station was being swung across the street to the bank where he sat as executive head.

His newest achievement, one that has not only set the twin cities of Covington and Cincinnati singing his praises, but has roused paeans of commendation on his head from newspapers thruout the Ohio Valley section, is his proposal to finance the purchase of a bridge over the Ohio river that will connect the sister cities. He offered to finance a corporation that would buy the bridge, charge a 15-cent toll to the autoists who used it, then when it had paid for itself, turn it back to the city as a free bridge for all time. When this proposal was submitted to the city commissioners of Covington it was accepted by a unanimous vote and tremendous enthusiasm.

When asked the secret of his success, a success that has landed him in the millionaire class at the age of thirty-eight, in spite of early struggles and undersized stature, he tapped the table with his pencil and looked reflectively out of the window before replying.

"I'll tell you," he said, "my friends' faith in me is responsible for what success I have achieved. Many of my early business ventures would never have been possible without help and financial encouragement of those who believed in me. And it took courage for them to back me in those days too. People called me that crazy Wilson kid and looked on my schemes as the height of folly. But enough of them had faith in me to back me and pull me thru. And, believe me, I'll never forget it. No, I couldn't have forged ahead without them. I couldn't even now."

Speaking of the handicap of his size he laughed and explained, "I've had to work twice as hard on account of it and I've had to use showmanship methods to get people to pay any attention to me. They just wouldn't take me seriously for a long time."

Then he told of an experience he had when he had just passed his thirtieth birthday and people, perversely, still spoke of him as a youngster because he was so small. Judge A. M. J. Cochran, Federal Judge of the district of which Covington is headquarters, appointed him receiver for a big boiler company that had gone on the rocks. The first

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day he showed up for duty he saw me getting off in corners and talking as he heard snatches of ridicule. He knew what was up and went to see Judge Cochran.

"Judge," he said, "tomorrow you're going to be waited on by a group of citizens who will tell you they won't have me, that I'm incompetent to handle this business, and they'll ask you to appoint another receiver."

This annoyed the Judge who had made the appointment because he believed Wilson was the best man for the job and he wasn't going to change the appointment just because of foolish prejudice. Just the same, Wilson knew what was coming. The group did wait on the Judge and protested vigorously that Wilson was too young and inexperienced and that he didn't know anything about the boiler business anyway. Which was the truth. He hardly knew what a boiler was for, but he knew how to tell whether a business was showing a profit or loss and he knew he could soon get the hang of it. The Judge was firm and insisted he go ahead with it. He held the post for two years and in the second year showed the first profit ever recorded on the books. When a new company was formed to take over the defunct concern under the name of the Stanwood Boiler Corporation he had the satisfaction of seeing the very men who wanted to throw him out come forward with a request that he take the presidency of the company. He did so, and still holds the position. The boiler factory incidentally has become one of the most prosperous concerns in the entire Middle West.

Since his bank has outstripped all others in the state in volume of business in proportion to the length of time it has been established we thought it would be well to learn something of his methods in running it.

"We run it simply as we would any other business," he said. "Too many people look upon banking as a very complicated matter, one quite outside the range of comprehension of the ordinary layman. It isn't at all. To disprove this we organized what we call the 'bank builders,' an organization composed of employees of the bank and we let them run it. Not just officials who are supposed to have made a study of the science of banking, if it is a science, but clerks, stenographers and even the telephone operators. We meet once a month at a banquet and thresh out the problems of the business. We have a paying teller's window constructed and give lessons in courtesy, with some of the employees acting in the rôle of customers while the others sit around the banquet table and advise and give suggestions."

That quality of showmanship which is so much a part of Wilson's make-up plays no small part in the operation

His bank altho it was viewed with amazement and frank skepticism when I first tried it. "But," says L. B., "it worked. My idea of a successful scheme is one that works out just the way you planned it. For instance, we had an 'umbrella campaign' growing out of the slogan, 'Save for a rainy day'. Again 'it worked'. We gained 1,394 new customers and got \$115,000 worth of new business for the bank!"

Up to a few weeks ago Mr. Wilson was a bachelor and lived in a beautiful hotel suite tastefully decorated and beautifully furnished. He has dark hair, very blue eyes and an engaging personality. And always he is smiling. That smile has been one of the biggest assets in his business career.

Asked the natural question why he has not married he grew a little reticent. "It's just that I've been so busy I haven't had much time for romance," he said. "When you go around with a young lady you want to show her a great deal of attention. The right kind of young lady deserves it. And the way I work I'd certainly have to neglect her. Even after I come in at night from the theater or my office, a board meeting or whatever is on hand I sit down in my easy chair and for two hours I go over the mistakes of the day and plan another day free from those mistakes even tho it may bring on new ones that will have to be gone over the next night. "Now can you imagine," he broke into a smile, "how far a man would get with two hours thinking each night

if he had a wife asking questions, reading aloud or telling him why the cook left or how much the barber charged to cut her hair? Still," he danced about the spacious living room of his home, "some day—I might—if the right girl comes along."

P. S. Following his usual procedure of doing the unexpected, L. B. changed from a bachelor to benedick just as we went to press with this story, and we had a mad scramble to find out the facts while we held up the presses until we could get a photograph of the new Mrs. Wilson. She was the popular Jean Oliver, actress, who has appeared in several Broadway productions. Mr. Wilson met her just recently while she was playing in stock at the Cox theater in Cincinnati and immediately he knew the "right girl" had come along at last. After a whirlwind courtship he spirited her off to Detroit and married her, not even his best friends being aware of what was going on until they received a laconic message "Married" signed "L. B."

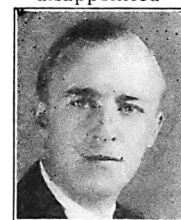
The new Mrs. Wilson looks charming enough to keep even the cook in good temper and since her hair is long there won't be any trouble about how much it costs to get a hair cut. What if L. B. does have to give up his two hours of nightly meditation over his business problems? With such a charming help-mate it is our prediction that he isn't ever going to have anything more to worry about anyway!

The URGE irresistible—the URGE to write

HAVE you ever asked yourself why you feel that persistent urge to write—why you can't escape it? Is it desire for glory? Or money? Or is it fundamentally something else? . . .

Have you ever thought that it might be an instinctive yearning to find a sympathetic audience—an understanding brother with whom you may share your inmost thoughts? Too often the men and women with whom you are thrown into closest contact fail to give you this sympathetic comprehension—they are busy with their own concerns and ambitions. And you find yourself longing to turn from their indifference to a warmer, friendlier world.

Whatever you do, don't try to stifle this urge. Don't let a discouraging sense of inferiority hold you back. You don't know—and no one else knows—what your possibilities are until you have given them a fair chance to express themselves. *You owe it to yourself to make a real effort to complete that story or article.* If you do not, you will go through life feeling frustrated—disappointed—embittered.



L. A. Emerton, Jackson Street, Hanover, Pa., is but one of many men and women trained by the Newspaper Institute of America to make their gift for writing pay prompt dividends. He writes: "My first big thrill came last month. An

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What Weather Does to Your Mind

(Continued from page 37)

assault and battery reach their maximum on days having a mean temperature of eighty-five degrees. When the temperature rises above eighty-five, the heat has an enervating effect which makes the average person disinclined to exert himself in any strenuous activity. You wait until it gets cooler before indulging in hair-pulling or a fist fight. Scorching days do not produce the most drunkenness, as many people believe. The reverse is found to be true, as revealed by a study of police and weather records. Drunks become more and more numerous as the temperature falls below the freezing point. Arrests for drunkenness reach their maximum when the thermometer stands at ten degrees above zero.

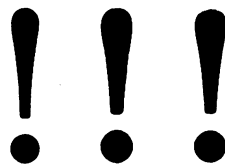
To get at the truth of the matter, Dr. Dexter began a study of the weather records for New York City for the last twelve years. With the day-by-day records of the weather bureau he compared for the same period the police record of arrests for assault and battery, drunkenness and other offenses; the number of cases of insanity; the

records of school attendance; the records of the behavior of prisoners in jails and penitentiaries; the records of hospitals and other institutions which might throw light on the mental and physical state of people.

Investigation indicates that the velocity of the wind is an important factor in affecting the behavior of boys and girls. In large cities a perfect calm or very little air in motion means that the carbon dioxide that is constantly being poured into the atmosphere is not being carried off as it would be if the wind were blowing. The deadly gas poisons the system and lowers the vitality so that children who are low in resistance become too weakened to attend school. It slows up the production of body energy in the more vigorous youngsters, giving them no vitality to spare and making them more likely to be "well behaved" than they would be on windy days.

There is something psychological, also, in the stimulating effect of a blustery wind or a howling gale which stimulates the imagination of a healthy

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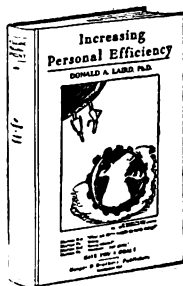
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P. 1

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child and challenges him to a display of his imagination and his physical prowess.

It is when there is sufficient wind to carry off the devitalizing carbon dioxide that the spirits of city children run highest and they become truants and mischief-makers. The solution to this problem lies in giving children longer recesses and more strenuous gymnastic exercises as an outlet for their abundant energy.

The marked increase in suicides when the temperature is at ninety degrees, with the wind excessively high, is explained by the enervating effect of heat and the depressing influence of the storm upon an already despondent failure in life.

"Sickness and death," says Henry J. Cox, Senior Meteorologist of the Weather Bureau at Chicago, "are without doubt due to some pathological condition of the body, and this is but a derangement of its metabolic processes; and these in turn are closely related to differing weather conditions."

In his *How Heat, Cold and Moisture Affect Us*, Mr. Cox points out that "reserve energy" being dependent upon metabolism and the latter being influenced by weather conditions our power to follow thru is affected when we attempt to resist disease or to indulge in the higher activities beyond mere existence.

"It is this," he says, "that we find most emphatically testifying to the effect of weather changes. And when we find an effect of given magnitude upon health or the death rate we find one many times greater upon the emotions as shown by the deportment or conduct."

He says that we get our inclination from the emotional state and the ability to put the thing over from our reserve energy. A most ardent desire to hurt somebody, he points out, is not dangerous if there is nothing to back it up.

He concludes that these weather conditions which are productive of misconduct are also productive of health and mental alertness. He asserts that the weather of Chicago, shown to make for great activity of its people, has a two-sided application. It makes for great physical activity in industry and for the frequency of misdemeanors and crime.

Our physical habits, diet and behavior being at least partly the products of climate and weather, our bodily attitudes come in for consideration as factors in our emotional and mental life.

After 3,200 tests, Chester W. Darrow, of the department of psychology at the University of Chicago, asserts that bodily attitudes affect emotional thought.

Bodily posture is an important element, he concludes, in that the subject

standing erect and straight responds more readily to pleasant thoughts than the person assuming a slouching posture.

This being true, then the posture assumed by a person out in a pouring rain or drizzle tends to close his mind to optimism or constructive morale. He would be in a fertile condition for the acceptance of pessimistic thoughts and destructive ideas.

Even when we look out the window at a depressing downpour, we unconsciously assume a posture with the shoulders hunched and the head bowed. We complain and quarrel. So tho we may be protected physically from the storm, the psychological effect is apt to be the same with the associated influence upon our emotions. Dramatic evidence of this fact was produced in the theatrical production, *Rain*, starring Jeanne Eagels. But we need only to look about us to verify the facts as they have been presented here.

Now, taking up Mark Twain's challenge, there are a number of things we can all do about the weather. A trained mind is but little affected by the depressing tendencies of a rainy, gloomy day.

"If 'clothes make the man,'" as many believe, we might start by dressing differently for different kinds of weather.

It has been customary to wear the most drab and ugly clothing we possess when the weather man promises a downpour. Our oldest suit is "good enough" for such weather.

Unimaginative manufacturers and the buying public, until quite recently, have always associated serviceability with drabness in clothing. Raincoats, ulsters, umbrellas and all other weather-proof habiliments must be made un-beautiful and in harmony with the depressing colors of rain, mud and clouds of the storm. Plain, dark, ugly, dejected and enervating, we make the dreary day even more dreary by our external appearance.

We need inspiring and stimulating colors and styles. The manufacturers are awakening to this and raincoats today are to be seen in many vivid hues. Instead of black umbrellas, why not colors to vie with those found in sunshades? The rubber companies make

auto tires beautiful; why not goloshes and rubbers also?

A well known woman's club president, known for her radiant personality, makes a special point to dress colorfully whenever rain threatens. Many of her associates assume the conventional drab on these days and then they wonder why her personality is so vivid and inspiring. She may not wear her best gowns and coats on such occasions but she insists that they must be cheerful.

Music and flowers are much more important on rainy days than on bright sunshiny ones when you may feel like dancing. The radio or a phonograph will do much to cheer things up. Turn on all the lights and seek the companionship of cheerful and optimistic associates.

When the rain is falling or a storm is brewing, the usual greeting is:

"Doesn't it look terrible!" or, "What an awful storm!"

Avoid these bromidic suggestions and substitute something original and inspiring. It may take an effort, but it's worth it.

If you are reading, select something that is not depressing and gloomy. Many people prefer murder mysteries when the weather is gloomy and wonder why it is so difficult to be cheerful.

The story-teller is always an asset on a rainy day, and anyone may learn to joke and express a sense of humor at such a time. You tend to draw to you the people and things like yourself and if you are dull and stupid don't blame anyone but yourself if people of that kind hang around you on a rainy day. "Misery likes company," and you can be just as miserable and self-pitying as you want to be. Or you can draw the other kind of people to you by expressing the right kind of thoughts. Then the thoughts easily become feelings and when it clears up and the sun comes out you do not have to make an effort at all to be cheerful and inspiring. Just as in times of economic distress, we get ready for the good times that are coming and thus outstrip the man who gave up in despair, so it is easy to form these habits of defeating the weather. And equally so, it pays.

Getting Adjusted

(Continued from page 44)

adjustment is broad as human nature and experience.

A psychological study of the ills that impede happiness and progress in America would show them to be largely cases of maladjustment. These include poverty, illiteracy, crime, drunkenness, idleness, truancy, alienation, divorce.

This country needs greatly a National Bureau of Adjustment. Called

that or something else, it would provide classification, information, cooperation, as required, for the solution of problems that cost the nation a huge amount because allowed to go unsolved. Where and when will a clear-sighted, warm-hearted, cool-headed millionaire found such an institution?

Wherever many people, or even two, associate continually, the many varia-

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ions in personality are liable to cause doubt, error, delay, confusion, waste, disappointment, regret. Most trouble might be avoided if the truth were known in time. But the truth about personality has never been taught to, or sought by, the average person. Hence trouble.

Moreover, all new relationships of human beings are experiments. They should be as well planned, ordered, manipulated as experiments in science. They can be. And when they are we shall have a new world. Getting ahead is largely a matter of getting along with people. Adjustment, agreement and alignment bring advancement.

The secret of glad cooperation is in mutual respect, regard, reward. Cultivation thereof is universally needed. Where differences remain as disturbances, progress comes to a standstill.

Do you feel hindered, vexed, worried or mean because of your environment, surroundings, occupation, duties or associates? Do you know anybody thus hampered, whom you might help toward freedom? Then you may find utility and joy in the following rules for delightful, permanent adjustment. The order of the numerals is probably the right sequence, if you approve it. Each rule is general, but applies to any specific problem.

1. Take the whole matter calmly. Be assured of your ability to get things right. Consider that the greatest souls have always had the hardest difficulties to face and overcome. A trial is the regular start for a triumph. And poise helps wonderfully.

2. Find what person or condition is making you the most trouble, then ask yourself the real cause of the maladjustment. Are you responsible, or is

somebody else? Who could, if he or she would, straighten the matter out, or assist you in the process? Whose authority or cooperation is needed?

3. Try to get the viewpoint of the other person directly involved. Put yourself in his or her place, imagine yourself in the same circumstances. Think what reason you would have for such action or opinion as may now seem to you undesirable because of your difference in viewpoint.

4. Be sure that your motive for wanting a change is right. That must precede right methods and right results. Is it perfectly clear, fair, generous and wise? Can you endorse it?

5. Cultivate the good will of your associates concerned. Maintain good feeling. Show appreciation. Bar antagonism out. Open disagreements, and silent grudges, are bad for the constitution. Health is for those who keep smiling. Cheerfulness rewards charitableness, making it highly advantageous.

6. Preserve a discreet silence. Don't air your grievances. Aired grievances get lustier and louder in the process of airing. Also, interference by an outsider is officious and obstructive. You don't want it. You must be free.

7. Know the psychology of habit and association. This often explains the difficulties of adjustment. A consulting psychologist might, in person or by letter, offer the solution of your problem.

8. Plan what change for the better would promise mutual benefit. Consider the gain to the other person or persons involved, as well as to yourself. All real improvement must advance the interests of everybody concerned.

9. Get scientific facts, if possible, as a firm basis of procedure. Opinions don't count for much, as mere opinions. But a citation of authoritative knowledge commands attention, thought, respect. Your adjustment problem doubtless falls under a general topic, such as health, psychology, efficiency, economics, finance, education, marriage, child training, domestic science, sociology, cooperation, or some other broad heading. What standard book should cover it? Ask the librarian at a public library, or the manager of a bookstore, or the editor of a special magazine along that line. Read the book, and jot down appropriate facts for later use.

10. Develop your plan for adjustment and improvement. Write it out briefly, noting the possible advantages to all concerned, and quoting pertinent facts from the standard book on the subject. If possible, have your manuscript typewritten, with a carbon copy for you to keep.

11. Arrange appointment with the person directly concerned, for a presentation of the matter. Submit then your typewritten statement for consideration, and offer your services in the modification or enactment of the plan as desired. But ask for criticism of the plan, more than for commendation.

12. Exercise patience. Bide your time. Haste might spoil everything. Permanent satisfaction comes slowly. And the possession of staying qualities distinguishes a born leader.

Anybody can secure adjustment who wants it enough to work for it. The requisites are good feeling, clear thought, fine purpose, authentic information, systematic cooperation. Whoever has these five elements of power is going to succeed.

Two Minutes to Sign

(Continued from page 33)

"Playing a freeze-out game," thought Jimmy.

Hardnut picked up the catalog again and began to study it, but it was obvious to Jimmy that the study was a minor and not a major operation.

"Well, I'll stick till Hades freezes over," thought Jimmy. Unconsciously he looked again at the old grandfather clock and this time he noticed it was right on the verge of midnight. Then came his bright idea.

Suddenly leaning forward he pointed his finger at Hardnut and said:

"Mr. Hardnut, I understand you are a God-fearing man. Is that so?"

"I am."

"And so am I," said Jimmy. "And I refuse to do business on the Sabbath. It is now two minutes to twelve. Sign



Jimmy never explained how he made his greatest sale.

this contract now and let us both have clear consciences Sunday."

Jimmy pushed over the contract and pen—and Hardnut signed.

AS far as Elsie was concerned it did not make a lot of difference whether the lighting and heating equipment was installed or not. For her mother's sake she was glad, but it was not very long after the installation had taken place that she herself was installed as Queen of a cozy steam-heated apartment in a city many miles away.

There's a psychological moment in making sales and making love. Jimmy explained the former as outlined and told us it was none of our darned business how he made the greatest sale of his life.

The Main Thing

(Continued from page 29)

person to be as happy as the highest. The power to generate joy within his own heart and mind is one of the inalienable rights which Nature gives to every man. In this particular she has created all of us equal.

Happiness is found in sincerity. No real man can enjoy the fruits of dishonor, it matters not how many worldly pleasures come to him. There is a difference between outward pleasures and inward joy. And the latter is the real source of contentment. Latimer and Cranmer were happier burning at the stake than they would have been had they acted the coward and betrayed the Truth as they saw it. Jesus suffered on the Cross. But the man Jesus would have suffered more had he saved his life instead of dying to redeem a sinful world.

The conveniences of modern life add a great deal to the happiness of people. But these conveniences would enrich our lives to a much greater extent if we learned a little more about the art of living; a little more about attitudes and renunciation. Those who have plenty usually have too much, especially if they do not know how to use

possessions in this fight for happiness.

Most people expect the worst out of life instead of the best. That is the first attitude that we need to change. The world is rich or poor according to the poverty or wealth of the individual. Riches, therefore, are in us and not in possessions, mere things. And if you see without a doubt that you cannot get the thing that you want, renounce it, forget it. Don't let it steal away your happiness. Become absorbed in something which you think you can get and make a merry chase of it. The miserable are those who brood over failures and misfortunes. The happy are those who know how to keep a fresh interest in something.

Opportunity says to us:

Tho deep in mire wring not your hands and weep,
I lend my arm to all who say, "I can!"
No shamefaced outcast ever sank so deep
But yet may rise and be again a man.

Yes, happiness is the main thing, and if we learn to do what Nature wants us to, it matters not how many adversities come our way, we shall find the wonderful riches of this life.

What Is Religion?

(Continued from page 39)

mechanics and electricity. According to his theory there is only one substance, namely, "the field" and only one universal physical law. "The field contains," says Einstein, "electric and gravitational components, all of which are linked into one single formula." He says he is able to show that all existing physical laws can be derived from this universal formula. This means, says Einstein, the subordination of the former separated spheres under one higher law.

Dr. Sheldon, head of the department of physics of New York University, according to the Associated Press said: "The most fascinating field of experiment that could be opened to man lies behind Professor Einstein's new theory that electricity and magnetism are related to gravitation. It gives to us the one link that has been missing in our theories of relations of electricity, heat, energy, light, space, time, gravitation, and matter. If it stands up as a proof that electricity and gravitation are virtually the same, we can attempt at last to insulate ourselves from the forces of gravitation. We know how to insulate ourselves against the electrical currents, and perhaps, as we learn more, the day will come when it is no more unbelievable that we can insulate

against gravitation, than against the equally tangible effects of electricity."

Natural science has presented a steady evolution, checking the statements put forward by the metaphysicians, by the gradual elimination of falsities, to the recognition of the non-reality of matter, which soon all leaders in science will accept and acknowledge to the world as an absolute fact.

In 1875 Mary Baker Eddy wrote, "Electricity is not a vital fluid, but the least material form of illusive consciousness—the material mindlessness, which forms no link between matter and Mind, and which destroys itself. The material so-called gases and forces are counterfeits of the spiritual forces of divine Mind, whose potency is Truth, whose attraction is Love, whose adhesion and cohesion are Life, perpetuating the eternal facts of being. Electricity is the sharp surplus of materiality which counterfeits the true essence of spirituality or Truth—the great difference being that electricity is not intelligent, while spiritual truth is Mind."

Henri Bergson said, "Matter is theoretically the realm of fatality, while true consciousness is essentially that of liberty."

Thomas Edison says: "We are still

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ignorant of the true character of electricity; indeed, to me, after all the years I have spent in studying electricity, it is more a mystery than ever."

F. L. Rawson, M. I. E. E., A. M. I. C. E., of London, in his investigations, went beyond the electronic theory and brought his conclusions up to Mind as the only basis. In 1928, Roger Babson printed the following in one of his bulletins: "Charles P. Steinmetz, who was unanimously recognized by the General Electric Company and other great similar organizations as the world's

foremost electrical engineer, was once visiting my home. While talking over with him prospective future inventions in connection with radio, aeronautics, power transmission, etc., I asked him: 'What line of research will see the greatest development during the next fifty years?' After careful thought, he replied: 'Mr. Babson, I think the greatest discovery will be made along spiritual lines. Here is a force which history clearly teaches has been the greatest power in the development of men and history. Yet we have merely

been playing with it and have never seriously studied it as we have the physical forces. Some day people will learn that material things do not bring happiness and are of little use in making men and women creative and powerful. Then the scientists of the world will turn their laboratories over to the study of God and prayer and the spiritual forces which as yet have hardly been scratched. When this day comes, the world will see more advancement in one generation than it has seen in the past four.'"

Make a Book About Yourself

(Continued from page 27)

second column on your page write: "What books do I consider basic?" At the head of the third column, write: "What do I know about these books?"

Better prepare the pages ahead before beginning to fill any of them out. It will get your fingers and your brain familiar with the task to be done, and you will remember that *there is no hurry*.

The next page, "*Modern Books*". Underneath this title write: "Books that are being talked about."

Again write down the titles of at least ten books, and in another column write what you think about them.

The next page is about Plays. Write the title, "Plays", and under it the explanation: "Plays I have seen or read or would like to see or read."

Again put down at least ten titles and in another column some personal comment.

Next a page for Music, with the explanation: "Music I have heard or have heard about and am curious to hear."

Again at least ten titles, with corresponding comments.

Next a page for Art, with the explanation: "Objects of Art that I know about, have seen, or should like to know about and see."

At least ten titles, with corresponding comments.

Next "Study". Make a list of subjects, such as Botany, Chemistry, History, Sociology, Literature, Business, etc., that you would like to study further or begin to study now. Make notes of the persons you may consult about these subjects for study, where the required books are to be found, what institutions, classes, or correspondence courses are available.

You will probably require several pages for this section. Put down at least ten subjects, leaving room for notes and comments.

Next, "Lives I Should Like to Know More About." Begin with a list of ten, leaving room for notes about sources of information, reasons for your interest,

and various comments as your story proceeds.

Next, "Travel"—"Things I Wish to See, Trips I Wish to Make."

Again put down a list of ten, with notes of plans, possibilities, etc.

Next, "Time-wasters I May Eliminate." Put down in one column what these "Time-wasters" are, and in another what you might do with the time saved by their elimination.

Next, "Money I Could Save for a Purpose." First column: "Where is It Going Now?" Second column: "About How Much?" Third column: "What Could It Be Applied to?"

Now for the second section of Your Book—"Friends".

Write this on the first page:

Our best friends bring out the best in us. Not in a narrow, puritanical sense, of course, but best as regards mutual pleasures and interests and work.

Many of us waste time and energy and means with people who are boring to us and to whom we are in turn probably boring—simply from the lack of a little analysis and planning.

There should be nothing cold and calculating about friendship, but in the following lists determine—from among the persons you give yourself to—who are truly friends, and to them be the very opposite of "cold and calculating."

The making of this first list in the section on Friendship will be a delightful task. To make this list truly revealing it should be made spontaneously—without any effort or any thought of duty or obligation. Not the people you *ought to love*, but the people you *do love*. It may be wise not to bind this leaf in your regular volume; it is a message from your inner self to your conscious self. The list will change from year to year, probably from month to month. There are few ways in which one's mental, emotional and spiritual growth may be so well checked up as by the deep and deepening friendships one forms as life advances.

So put down now—your Ten Best Friends.

Next a page for "Friends I Would Be Wise to Eliminate." This list also may

well be for your eyes alone.

Now the third section, "Possessions".

This is a most important subject. In our modern times of high-pressure production and selling and advertising, we are pretty likely, unless we take thought, to be possessed by our possessions.

Napoleon and St. Francis, conquerors of the world and the spirit, considered that just enough shelter to keep from freezing, and just enough food to keep from starving, were the only essentials. All else they looked upon as *impedimenta*, mere baggage that one literally had to lug around, in some way or another, and that got in one's way, and took one's time and thought from the main things one wanted to do.

Matters are not so simple, of course, depending on one's temperament. Possessions in many cases are a projection of personality. Particularly is this true of the things of art. William James in trying to define personality jokingly refers to the human person as composed of three parts—soul, body and clothes.

It is fascinating to make a complete inventory and see how much you possess. Be thoro, and you will be amazed at all the odds and ends you have. Then note what you actually need, what contributes to your happiness and welfare, and what on the other hand is accumulation, *impedimenta*, loading you down, and silently and invisibly eating up your time, your strength, your money—bits of your very self.

Star what might probably be eliminated advantageously, and double star what shouldn't be put up with another minute longer than it takes to dispose of it.

List your Possessions in three parts: (A) Shelter (This list includes besides housing such items as furniture, kitchen and dining-room utensils, table and bed linen, etc., but not decorations, objects of art, etc., which will be considered separately.) Use as many pages as may be necessary for this list,

numbering! each item separately. (B) Clothing. (C) Tools of your trade or profession. (D) Objects of Art, or articles pertaining to your sports and hobbies.

The next list is of "Things I Want to Get".

Under this title, write:

There are many things I do not now possess which would add to my happiness, well being and usefulness. The elimination of some of the "impedimenta" noted in my list of possessions will help toward securing the things I may desire now and shall desire later.

Then put down a list of at least ten things you like to possess now.

The next section is "Habits and Health".

The lists, you will observe, are becoming more and more intimate. This is as it should be. If you began too abruptly your subconscious self would be startled and would probably close itself to you. If you go easily and not too severely it will cooperate more and more willingly and you will steadily improve your technique of analysis.

The first list under "Habits and Health" is "What I Especially Like to Eat". The second list is "What Is Good for Me to Eat". The third, "Things I Do that Are Bad for My Health." The next "Contributions I Can Make to My Physical Health." The next, "Fears I Am Subject to." After listing all the fears you can think of check those which you know to be foolish fears. And in two columns note "How I Got These Fears". and "How I Can Get Rid of Them".

Fears are not all foolish. They are frequently subconscious reasoning. For instance, a fear of riding in an airplane may be not cowardice, but may spring from a disposition to vertigo, or an easily upset stomach. A well-known man had a terror of being run over by automobiles. He had never stopped to realize that the reason for his terror was two-fold: he had poor eyesight and he was of an abstracted, thoughtful type, so that several times he had awakened from something he was concentratedly pondering on, like suddenly awakening from the dream world into the real world, to find himself crossing a stream of traffic and being narrowly missed by irate drivers. Having rationalized his terror, he decided that he could not help his affliction of poor eyesight and that it would be wise to be careful; instead of having a haunting dread of being run over, to apply that fear reasonably to being more recollected when he was walking and crossing thoroughfares. Not all fears are as easy to analyze, of course, but if you do have any persistent fears, you can profit by questioning them. Sometimes they can be traced back to foolish and accidental first causes and can be dismissed, or with the help of reason and self-ridicule, diminished. Others will

often furnish important clues to character and habits and suggest simple, most helpful self-improvements one can make.

The next list is "Thoughts I Wish to Eliminate".

Now reviewing all these Health and Habit lists, make a list of "Habits I Wish to Get Rid of", and lastly, "Habits I Wish to Acquire".

The fifth section is "Qualities".

Under this title write:

Qualities are the direct result of habits. Together qualities and habits create that subtle emanation called *Personality*.

The first list under "Qualities" is "Qualities I Most Admire in Others".

The second list is "My Good Qualities". Consult your best friends about the list, asking them to tell you honestly what appear to them to be the good qualities you have been successful in acquiring. And let your own heart and mind speak in this list, too. What do you really think of your self, your best self? Put it down frankly here.

The next list is "Bad Qualities I Wish to Be Rid of". Here again you will call in the aid of your most trusted friends to help you see yourself as you appear to others.

Next, "Qualities I Want to Acquire." In this list, particularly at the beginning, follow the list of Undesirable Qualities you have just noted, putting down in each case precisely the opposite quality. For instance if your first undesirable quality is "Suspiciousness," head your list of desired qualities "Trust", or "Confidence". If it is "Irritability", put down in the corresponding position on the other list, "Patience". Think out the ways by which you may acquire the qualities desired. It is chiefly a question of seeing clearly what these qualities are and what are the advantages of possessing them. The Will will function almost automatically when once the subconscious is convinced of your best interests. Take time to see these things calmly, in their true and proper light.

The sixth section is "My Ambitions".

The first list here is "My Controlling Ambitions". Enumerate them in the order of their importance or of your definite interest in them.

The next list—which should follow precisely the order of the preceding—is "The Benefits I Expect to Realize From the Fulfilment of My Ambitions". Make three columns here (A) Benefits to Myself. (B) Benefits to My Family. (C) Benefits to Others.

The next list is "Opportunities and Talents for Realizing My Ambitions". This list and the next will give you Vocational Guidance of the first importance, because it follows that what you have an aptitude for doing, you will like to do, and what you both have an aptitude for doing and like to do you will be most likely to make a success of.

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Summit

The last list in this section is "Obstacles in the Way of Realizing My Ambitions". In the second column on this page put down, in order, "Why are These Obstacles Here?" or "Where did they come from?" In the third column: "How Can I Surmount Them?"

The next section (VII) is "Final Analysis".

The first list here is of "Things that Hinder", or "Things that Make Me Sad". Put together here the items already listed under "Wastes of Time and Money"; "People I Could Wisely Eliminate"; "Impedimenta among My Possessions"; "Habits I Wish to Stop"; "Qualities of Character I Wish to Be Rid of"; "Obstacles to be Broken Down, Pushed Away or Walked Around".

The next list is "Things that Help", or "Things that Make Me Happy". Here recapitulate the positive items of all the preceding lists.

The last section (VIII) is "My Plan".

Better divide this into several parts, such as "My Plan for the Next Five Years"; "My Plan for the Present Year, month by month"; then a *Daily Plan*, marking down the hours from rising-time till bedtime. But do not make this program too rigid. Leave plenty of time for *unassigned* tasks, pleasures, meditations, whims, etc. But in general make your hours tell in the business of taking you forward toward Your Goal.

L'ENVOI

When it is finished you may think at first that the book of yourself is a little discouraging, but that is only the author's usual first reaction to a completed work. Discouragement is merely a form of fatigue. A healthy, rested person is bound to be inspired to do things.

Whenever in the book a list was given that called for a searching of weaknesses, another was given for the positive, or good things; while not neglecting the first, give particular emphasis to the positive things.

It is a fact of psycho-analysis, where it deals with extreme, or diseased cases, that cures are painfully slow; and that what sometimes seem marvellously sud-

den cures give place to unexpected retroversions. The reason for this is clear: the mind, like your body, is made up of what goes into it. If a person, for example, has been in the habit of reading trashy, immoral and decadent literature for a long time, such thoughts become part of the very warp and woof of that person's mind and personality. To displace such thoughts requires as great an application of time as the original acquiring of them. Probably the acquiring of them was the result of following the path of least resistance and seemed merely idling and of no great importance; whereas the replacement of these ideas with sane and healthful and ultimately happy thoughts, requires an effort of the will, a positive expression of personality, and may at first be tedious.

It is a happy fact, however, which everyone will recognize, that one's best self is one's true self; in those acts and things and qualities which are really likeable and fine and commendable, does one feel true selfness, individuality, personality most. In the negative falling away from those acts and things and qualities, there is always a loss of character, a subjection to environment or circumstance, a diminution of personality.

So seeing clearly your true inwardness, and having brought those things that are truly you into the arena of your consciousness, you will be able to help yourself as none other may help you.

Leave additional pages for supplemental lists special to you, or lists you may gather from your friends. The making of such lists among friends is a fascinating and fruitful entertainment.

The fact that Your Book is loose-leaved will allow you much latitude in preparing and filling it. Your Personality will grow and change and develop from the moment you begin. It will be a record of your growing and expanding Self. It might be a good idea to secure a good solidly bound book to record your progress month by month in attaining the selfhood and *doing the work you now set out to accomplish.*

Think Your Own Thoughts

(Continued from page 23)

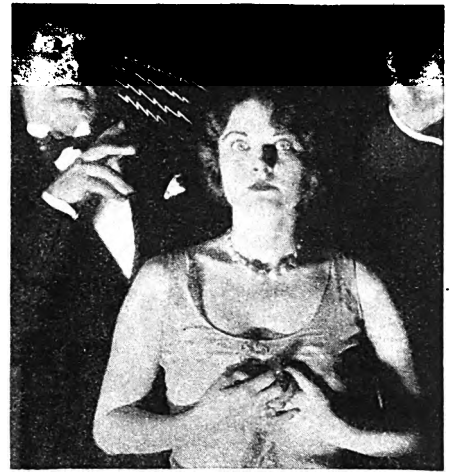
and is a fundamental factor in establishing the feeling of the ego as apart from environment.

In the nursery in this exploratory way the child begins one of the main functions of education, the creating of a proper feeling-tone about events and things. By feeling-tone we mean the background for ideas. The baby is hungry, his mother's breast is presented to him and hunger is satisfied. He has had an experience around which are

grouped ideas of comfort, pleasure, satisfaction and final association of these ideas with his mother. Feelings are the interaction between the individual and his environment, simple and direct. Now it is this feeling tone which gives individuality to personality. We can readily see how body construction and environment can color the feeling-tone and make for one type of personality or the other.

The thalamus, the text-books on neuro-

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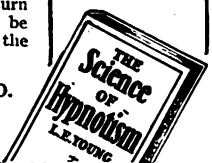
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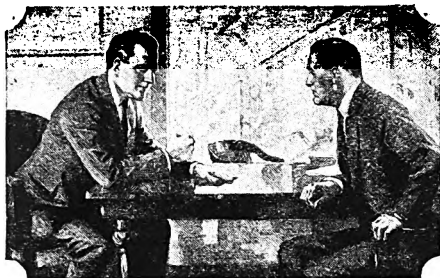


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anatomy tell us, is the region of the brain which is the center for the feelings and emotions. When the feelings of pleasure or pain are too strong this region is excessively stimulated and we either make movements of escape and avoidance, or attack and combat; that is, we are either angry or afraid. With this bit of knowledge let us walk into a dark room with a child. His progress into the dark room is untinged by emotion until he bumps into an unexpected object which, we will say, thoroly frightens him.

Around any dark room now is a painful feeling-tone of fear. This type of reaction reflects the child's training, his body condition and his manner of reacting to his environment, which if he continues to react to life situations on the childish level of fear will definitely mold his personality and we will dub him with such descriptive words as timid, coward, shut-in, etc.

Now that we have some idea of personality let us take an example and examine the garb which the personality wears. Mary shall be our first. Mary never quite knew who her parents were, she lived in an apartment house of wide fame where there was scant privacy of body or soul. The children were known as the “Cunnio Flat kids”, no one expected anything of them, they were wild, unkempt. I first remember Mary when she came into the hospital with her dead baby in her arms. Her husband had crushed its skull to stop its crying. Mary unwrapped the child and placed it on the table, crying, “I didn't kill it, don't kill me!”

I will never forget my impression of her. I had that terrible feeling that I was looking at the naked personality of a woman, a thin, starved, emaciated personality ready to die. There was not a single thing for her to hide behind; her misery stood alone. Her personality, her ego, stood unclothed and she didn't care, she made not the slightest effort to draw around her tragic self a single trapping of social custom. And why? The whole background of her life, the feeling-tone, was one of pain. Her environment, her economic situation, her training had taught her fear. Fear had molded her personality, leaving room for only one dominating force in her life—self-preservation. “Here is my murdered baby—I did not kill it—DON'T KILL ME!”

In sharp contrast take this young college woman. Her personality was nicely swathed in social trappings. She came from a small town where her father held an important place in the community life. She drifted into college because it was the thing to do, she was a member of a sorority, she married and in due time gave birth to a child. She had positive, unthinking likes and dislikes, moral codes and political opinions, all ready-to-wear, given

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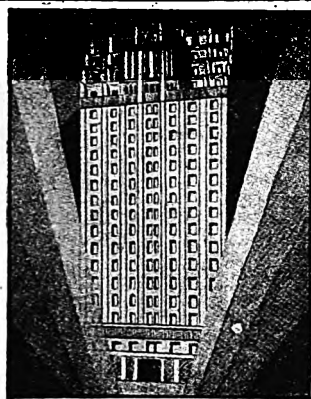
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Thru a misunderstanding the name of Mrs. Sallie Graham Stice as co-author with Beatrice Stevenson of the article, "The Making of a Railroad President", was omitted in the November issue of PSYCHOLOGY.

to her by her social status. One day, quite unexpectedly, her husband faced a twenty-year prison term. Bang up against a life situation, where all the ready-to-wear codes, philosophies and religions wouldn't protect her one bit from the blasting winds of tragedy. What did she do? Wilt? Oh no, she had been taught to fight the thing in the dark. Her reaction was anger. A situation ruin her husband's life, her child's, her own? But what had she to fight it with, who to help her? Friends? She wasn't quite sure of them with her undermined social position. God? She had always been taught to believe in God, but she had never thought it thru for herself and now the idea of him was vague, meaningless. After the first emotion, what about the right or wrong of her husband's act? She had been taught this and that, but what did she herself think? That was the crying need. Only because there was fighting stuff in her did she meet with final success, inner success—but with what a loss of energy.

If we could only learn that nothing on earth does us any good in the way of life-sustaining facts unless we have seen them as fact ourselves. To parade the world in ready-to-wear, borrowed thoughts is a dangerous thing. It encourages the individual to avoid facing facts not only about life in general but about himself. An idea enters the mind, its feeling-tone painful because the individual has been taught the idea is unethical, unsocial, unconventional. He accepts what he has been taught, refuses to think the thing thru himself and pushes it out of consciousness into the unconscious. Here the painful emotional state leads an existence of its own, giving origin to various symptoms of the psychoneurosis and psychosis because it cannot be controlled with the rest of consciousness. Many of the dominant traits of personality are due to such submerged complexes.

So many of us live by the trial-and-error way of thinking. We adopt one man's scheme of thinking, code of morals, ideals, then after reading another "best-seller" or listening to a more convincing lecturer we change our mental dress. We follow our feelings in these changes, acting on the thalamus level, that is, allowing our feelings to guide our conduct in regard to clothing our personalities. If this borrowed thinking does not make for the strongest personalities, then how are we to develop original thinking?

First let us try to understand a little of the psychology of feeling, for feeling is the background of thinking. A nerve cell, or neuron, has little tree-like branches called axons and dendrites. The connection between one nerve cell and another is a junction called synapse. If the junction is good enough one nerve cell may arouse an-

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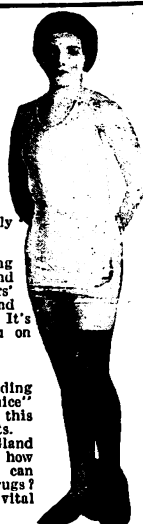


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other to activity. Now feelings depend upon the condition of these synapses. A fatigued synapse or one that is in any way in "poor health" is not in readiness to act, and as a result we have a feeling of unpleasantness. We have a feeling of pleasure when the neuron is in exact condition to react to a given situation, when the neuron is in a state of readiness. This condition depends upon rest or fatigue, organic drives, habit.

We readily realize the great influence of rest and fatigue upon our mental activity, how difficult it is to do constructive thinking when our bodies ache with weariness and how alert is our mental life when we are in perfect physical trim. Our thinking is frequently dominated by organic drives such as hunger, the need for sleep, the demand of sex. Habits are acquired reactions that function in a serial order when we are confronted with various stimuli. Every habit must have its cue. "It is naughty for you to do such and such a thing," we tell the young child. "You are of such and such a creed, race, social standing," we teach the young man—and according to his training, feeling tone background, these become his cues for thinking and acting habits. Habit shuts out thought. Outside the habit circle thoughts work gropingly, fumbling in confused mazes.

If your personality is built on habits, then reasoning has had little part in your mental activity. Reasoning is organized searching for the key to open a difficult situation. Where habit will fail us entirely, reason can serve us when our purposes and plans are blocked.

Try to put into words the concepts you hold in regard to ideal conduct in life situations, your own words—what do you yourself think? What is the fact basis for your moral code, political opinions, racial, national, religious concepts? If after an honest inventory of your mental wardrobe you find you have dressed your personality in borrowed, ready-to-wear clothing, you may well be advised to seek knowledge for a new wardrobe. With facts which you know to be facts, clothe your personality against the cold loneliness that will come to you when you meet a problem situation that habit and borrowed thoughts can never adequately meet.

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The Treasure Seeker

(Continued from page 31)

"Tell me about it," he pleaded.

"It lies over there on a mountain top—on the outer edge of this desert. The mountain is called Knowledge. You forsake these paths that you have been following entirely and take the path, Study, out of the desert. When you reach the foot of the mountain you begin to climb steps which are marked Achievement. Two wide streams of water flow on either side, called Charity and Love, from which if you drink freely, you will be greatly strengthened and refreshed.

"When you have reached the top there lies a wonderful open mine. It is guarded by a watchman named Conscious Mind. With me as an adviser he will give you anything you want. The mine is named Sub-conscious. It is filled to the brim with a limitless supply of priceless treasure. Wealth, success, power, peace, contentment and happiness. All yours for the asking."

A great light shone in the Wanderer's eyes.

"Will you be my guide to this mine?" he asked.

"Certainly," said Intelligence generously. "Without me and my two faithful dogs, Faith and Courage, you could never find it. We know it well, for it is our birthplace."

The Wanderer hesitated.

"Dare we go and leave those beasts, Doubt and Fear, to follow and perhaps attack us, and the rascal Misunderstanding to slip up behind us?"

Intelligence laughed.

"No harm can come to you as long as you remain close by my side. Those beasts know that they stand no chance against my good dogs here, and as for the rascal Misunderstanding he cringes at my very presence. Look you now. They have retreated so far even at the sound of my voice that they are not in sight."

"Come, let us be on our way."

The Wanderer arose at his command. All weariness had left him.

Intelligence, picking a burning brand of Hope from the fire, held it high above his head, using it as a torch to light the way.

Self-Control

(Continued from page 43)

play, but they should also give serious consideration to the future and make preparations for the larger life they hope to live. The elderly couple with money make a mistake if they try suddenly to upset the habits of a lifetime by taking themselves entirely away from responsibility and work. Rest means rust, and it is not easy for an active individual to adjust him-



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our usual rest will not cause us to feel miserable the next day, or where the upsetting of any of our regular plans will not bring headaches or other troubles. I think it is well to deliberately upset the usual routine of life and force adjustments, for by so doing we are stronger and have more confidence in our future. Study your life carefully and if you find habits too deeply rooted, uproot them for the moment, even tho the habit is really not a harmful one, so that you will be boss and in control.

Wise self-discipline is the road to immunity from the ailments that luxuriate in more fertile soil.

Mere contentment is not self-control. That is the dreamy, lazy attitude of the Oriental and to my mind is wholly unsuited to the wide-awake Occidental. It is a philosophy of stagnation, ill-pleasing to progressive minds; and tho if it were to be generally accepted, we might find more mere peace to the square mile of territory than we now have, there would surely be less progress in education and general cultural development as well as in material betterment.

It is not happiness alone that we seek, but development. It is well perhaps to be content with what we have today, but we should always look toward tomorrow with eagerness and hopefulness, and work for better things.

Do You Play Enough?

(Continued from page 41)

if you had not stopped to feast your soul with "emotions which an angel might share," before the splendor of a sunset dying into the evening sea. There is something within us, something un-mixed with materiality, that only Nature by its loveliness can satisfy. And this something cannot be re-formed for us in words by either learning or science. There has been revealed by science no power to satisfy the mystical longing of the Hindu kneeling at sunset on the banks of his mother Ganges. Nor has science made answer to the unsatisfied craving of the Westerner's spirit for that "something" which cannot be supplied by material things. In fact the healing of the elements is something that psychology has yet to put into words that will explain. There is in the beauty of Nature enriching and ennobling power. It substitutes harmony for discord and order for chaos. If there is discord and chaos of the mind, we are out of harmony with our environment. And if we are out of harmony with our environment, we are on the road to nervousness. Certainly there is in mankind an insatiate desire for the beautiful—the harmonious. And unquestionably a mental starving for this does have a bearing on many a nervous breakdown.

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What Can We Do?

(Continued from page 48)

ties they do have to be outdoors they would offset the bad effects of the confinement. I do not believe in your case it is necessary for you to give up your work.

I am a believer in the sun-lamp, if it is a good one. Only the tonic rays should be used, unless there is some special call for the stronger rays. It would be well for you to get your physician's opinion about this, and if you use a lamp do so under his direction.

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You, too, Can Make Money

(Continued from page 46)

kinds of personal and family affairs. Now why not convert this idea into an "All Year Record Book"? It could be made by covering a ready made scrap-book and handled quite like the telephone book. One at this season may even suggest that you paste all of the lovely Christmas cards received in it. Some of the cards are so lovely now, I'd think it would be quite pleasing to many to preserve them. Why not try this?

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(See Brain Glow, p. 74)

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Problems on Broadway

(Continued from page 45)

Bridegroom, etc., has woven his new play, *Maggie the Magnificent*, about two people of the same blood, a mother and daughter, who are in no other way alike. A terrible conflict arises, but each clings to an inherited idea of the kind of relationship that should exist between mothers and daughters. There is no solution to such an impossible antagonism, Mr. Kelly points out, as long as the mother is in the position of dictator. The daughter's complete independence is necessary before even an attempt can be made at mutual understanding or the derivation of whatever joy there exists from the mere fact of blood relationship. Laurence Rivers is producing this latest drama of Mr. Kelly's, which lacks illumination, altho he has written truly and sincerely. Possibly the fault lies with the casting.

LADIES OF THE JURY

MRS. MINNIE MADDERN FISKE, at the Erlanger Theatre, is starring in a comedy written for her, *Ladies of the Jury*, in which she and the playwright, Fred Ballard, laugh long and ironically at our judicial system. It's not a serious study Mr. Ballard has made nor a brilliant one, but with the aid of Mrs. Fiske our law-makers are perfect targets for shots of howling farce.

IT NEVER RAINS

AURANIA ROUVEROL, the author of *Skidding*, has given us another evening of light enjoyment in *It Never Rains*, which Lionel Hyman is producing at the Republic Theatre. The title is a little misleading, since it has to do with the weather condition of California rather than with that very popular wail, "It never rains, but it pours." While it drags in places and some of the situations seem forced, the play is as a whole entertaining.

YOUR UNCLE DUDLEY

WALTER CONNOLLY is the one-hundred per cent "serve others" in his new and amusing comedy, *Your Uncle Dudley*, written by Howard Lindsay and Bertrand Robinson, which George C. Tyler is producing at the Cort Theatre. But our hero finds that being a slave to other fellows' back-slapping and letting his own business go to pot bring him only silver loving-cups—not even gold ones—not even one true friend. His right-about face comes at the same time that his sister, another of those dominating mothers so popular in the theatre this season, gets a quick set-back also. Mrs. Jacques Martin as the "old lady" is a treat in this entertaining comedy.

IS IT HARD FOR YOU TO FORGET YOURSELF?

Have certain fear thoughts become such an obsession in your life that you find it impossible to forget yourself, and in consequence you are unhappy and miserable? Are you constantly looking on the dark side of life and expecting something terrible to happen? This is due to your possessing a sensitive nature and not being in command of it. It is dominating YOU, instead of you dominating IT. It means you lack confidence and the proper understanding of yourself and your powers.



Today all such states of mind CAN BE ADJUSTED. Your viewpoint is faulty through "doubt" being present. This is a form of inferiority complex. You have become TOO conscious of self. It is not enough for me 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.

I have written a 100 page book, based on my experience of over Twenty years service in helping people cast fear from their lives. It has been a most interesting experience and has made it possible for me to be of the greatest service to YOU. This book is called by many "priceless" and is full of truths which will be of the greatest service to YOU in YOUR life. Don't fail to procure this book. To those who purchase it I offer an opinion by letter WITHOUT CHARGE. The cost of the book and this analysis is

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Psychology Study Page

Conducted by Edward Earle Purinton

DO you want the most and best results from Psychology? Then you are invited to make regular use of this page each month, for the personal application of special articles to your needs, problems and desires. The habit of original thought followed by progressive action has helped to make all the world leaders. This page will offer incentives to such thought, such action. You may wish to preserve some of your answers, notes and comments. A pencil and large pad of writing paper should therefore be at hand before you commence your productive study.

This exercise will be found particularly valuable and interesting for class work in high school or college courses or Psychology clubs.

It will also make a fascinating study-game for an evening at home.

THE MAIN THING

(Page 28)

WHY should everybody want to be happy? State five reasons.

What would bring you the most happiness in life? Are you consciously and specifically moving toward your supreme goal of satisfaction?

Which description by the author of happiness personified in various individuals appeals to you as most real? Can you from this conclusion find any suggestion applicable to yourself?

Do you find happiness in your work? If not, something is wrong. What?

Give this article to anybody who seems unhappy. That deed should make you happier.

THE WEATHER AND YOUR MIND

(Page 36)

ALL weather is potentially good weather. Show how the "worst" weather may psychologically become the best for us.

What physical and mental precautions should we take in very cold weather? What in very hot weather?

Suppose you felt a "brain storm" coming—could you lay it to the weather and smile it off? Rehearse this performance.

Do you make a habit of standing and sitting straight, regardless of the weather? Watch yourself and find out.

Why should we omit drab clothing on a drab day? Are your own garments regularly cheerful in appearance?

Analyze the special climate of your home, and make notes from this article to help you take advantage or counteract the disadvantage of your climate.

L. B. WILSON

(Page 16)

WHAT do you consider the most remarkable and unusual feature in his overtowering success?

Make a list of the handicaps he had to overcome, finally changing them all into helps. Your handicaps may be helps for you. Itemize them, and evaluate each as a possible help.

He declares that nothing is impossible. Could not his belief, supported by his demonstration, serve your needs? Take whatever you have considered impossible but most desirable for yourself, and declare it possible. Then plan how to prove your statement.

HOW ARE YOUR NERVES?

(Page 14)

WHY is the typical mad rush of Americans foolish and dangerous?

Do you avoid hurry, and cultivate the habit of going

slowly and calmly? Analyze your day, and see where you can demonstrate the hygiene of poise.

Are you subject to any of the harmful negative emotions named in paragraph three? If so, what causes them? How can you prevent their recurrence and banish them forever?

Does your ambition help you, or hinder you? Study it on the basis of this article, and then judge it properly.

Think out the best ways for a person to accomplish the re-direction or sublimation of the sex forces, avoiding both unwise repression and untrue expression. How may the creative impulse be satisfied in creative thought, work and exercise?

Do you know anybody suffering with a nervous disorder? If so, glean from this article suggestions that might help, or show the article to your friend.

DO YOU PLAY ENOUGH?

(Page 40)

DO you play, or least rest, for a while every day? If not, figure how and when you can.

Are you overworking mentally, thus rendering yourself liable to nervous breakdown? If uncertain, get the opinion of a psychologist, neurologist or hygienist as to your state of health.

Can you relax perfectly, enjoying repose even more than action?

Does your work regularly keep you indoors? If so, plan to be outdoors often during spare time, and take delight in the freedom and health of Nature.

Analyze your habits of living. See which is most unnatural, and proceed to make it altogether natural.

SELF-CONTROL

(Page 42)

CAN you keep cool, no matter what happens? If so, you are a born winner.

Decide which is your greatest obstacle, or worst trouble. Then start being glad over it, as a means of proving your strength, patience, wit and wisdom.

The average American is an extremist in thought, speech, emotion or action. Are you? Ask some of your relatives or friends. If you need moderation, how will you cultivate it?

Why should young people prize hardship more than ease? Look up the dictionary definition of self-control. Make a better one, or at least a fuller one, based on your study of this article.

CONCLUSION

WHICH article in this number appeals to you most? Why do you value it specially? Could you not render a welcome service by showing it to a friend who would be glad to read it?