

PSYCHOLOGY

LIFE AND THE MODERN WORLD

The Gospel of Health

From Savagery to Culture

Is It Possible to "Manifest" Money?

Beauty and Poise

When Love Comes

April

25c

3 GREAT BOOKS—

“Life Triumphant”

By HENRY
KNIGHT MILLER

Twenty-three beautifully written, soul-inspiring essays by the editor of *PSYCHOLOGY*, including his far-famed *Ten Laws in Practical Psychology*! Why Are We Here?—Do You Know Yourself?—Can You Go Alone?—The World You Live In—As a Man Thinketh—Bread, Beauty and Brotherhood—The Human Magnet—Now Abideth These Three—Dreams in the Market Place—Secrets of Supreme Success—Wings of Imagination—The Will to Do—Growth Through Observation—Fear and Worry Vanquished—The Blue Bird of Happiness—The Ministry of Forgetfulness—The Strength of the Hills—Vanquishment of Trouble—The Miracle of Autosuggestion—Sources of Power—Gold Everywhere—The Fountain of Youth—Ten Laws of Triumphant Life.

“Be a Prize Winner”

By LON J.
HADDOCK

Be a Prize Winner—The Conquering Hero—Beginning Mental Growth—Don't Alibi—How Men Are Made—Finding the Subconscious—Nervous Breakdowns—How We Got Our Mind—How to Regulate Your Thoughts—Living in a Thought World—What is Self?—Cultivate Your Thought Power—Set the Self Going—Working and Waiting—What is Personality?—How to Cultivate Your Personality—What About Your Looks?—Be Alert! Wake Up!—The Law of Suggestion—What to Read and Why—Feeding the Imagination.

“In *PSYCHOLOGY* Magazine, which quite properly lays claim to being the greatest inspirational magazine ever published, we have had articles from the world's foremost inspirational writers. Among all of these master writers, none has moved me as has Lon J. Haddock. His book, *Be a Prize Winner*, should be in every home. It is a classic of sane, sound, inspirational literature. It would seem impossible for anyone to read it without being lifted upward to sun-kissed summits of achievement, happiness and larger life.” HENRY KNIGHT MILLER, Editor, *PSYCHOLOGY*.

“Prosperity How to Attract It”

By ORISON
SWETT MARDEN

There is always a best way. Dr. Marden's writings do not theorize—he has shown hundreds of thousands *how*. You will be encouraged by the vital, personal touch in such chapters as—How We Limit Our Supply—The Law of Attraction—Driving Away Prosperity—Establishing the Creative Consciousness—Where Prosperity Begins—If You Can Finance Yourself—How to Increase Your Ability—Look Like a Success—How to Make Your Dreams Come True—What Discouragement Does to You—How to Cure It—How to Make Your Subconscious Mind Work for You—Thinking Health and Prosperity Into the Cells of Your Body—How to Make Yourself Lucky—Self-Faith and Prosperity—Fear and Worry Demagnetize the Mind—How to Get Rid of Them—Good Cheer and Prosperity—The Master Key—To Be Great, Concentrate—“Time Is Money”—and Much More—the Positive vs. the Negative Man—Thrift and Prosperity—As a Man Expecteth So Is He—“I Can't Afford It”—The Habit of Going Without—How to Bring Out the Man You Can Be.

YOU ASK—How Can I Acquire Money, Friends, Health? You feel that you are not getting your share of the good things of life. Others have better cars, better homes, better radios, have yachts, hosts of friends, abounding vitality, surging joys, which you, too, wish you had, but fail to possess.

WE ANSWER—These three brilliant writers reveal to you the secrets whereby your heart's desires may be realized, your hidden abilities turned to gold, your dormant powers vitalized.

In this set of 3 GREAT BOOKS you find that you already possess powers that make for victory; that you can succeed. Health is your natural birthright. Happiness is your destiny. You may be the master of your fate, instead of its slave.

ACT NOW!

If you act now, you get this complete set of 3 GREAT BOOKS together with a full year's subscription to *PSYCHOLOGY*—12 coming issues—all for \$5.00. This coupon good for thirty days.

PSYCHOLOGY PUBLISHING CO., Inc.
101 West 31st St. New York, N. Y.

PSYCHOLOGY
Pub. Co., Inc.,
101 West 31st St.,
New York, N. Y.

I enclose herewith \$5.00 (check or money order) for the 3 GREAT BOOKS and a year's subscription to *PSYCHOLOGY*.
Canadian friends! The price to you is the same as to those living within the United States. Foreign friends! Add one dollar to cover additional postage.

Name.....

Street.....

City..... State.....
4-31

and
twelve
brilliant
Magazines

15

easy

steps

to the
Summit



The Accumulated Wisdom of 4000 Years of Experience by the Famous Hindu Adepts

UNIVERSAL ORDER OF OCCULT SCIENCE

Office of Supreme Headquarters
432 Music Arts Studio Building
Los Angeles, California

December 21, 1929

Dear Mr. Haanel:

Having studied several Yoga Courses, I am in a position to state that this is one of the best I have ever read. In fact, I did not know that it was permissible to put some of these things in writing.

I was bound to the strictest secrecy when I was taught some of the things therein contained.

The Yogi teachers would not allow it to be printed, the lessons being given only by word of mouth.

It is a most valuable work and worth many, many times the price to any one wishing to acquire unusual power.

Very sincerely yours,
E. E. THOMAS, Master.
Universal Order of Occult Science.

Chicago, December 18, 1929.

My dear Mr. Haanel:

Stupendous! At last we have an accurate, understandable, workable translation of the hidden mysteries of the East written in the language of the West.

"The Amazing Secrets of the Yogi" is almost beyond belief—containing as it does all the wealth and essence of the accumulated knowledge of the Yogi—4000 years of sifting the wheat from the chaff—the true from the untrue—the essential from the non-essential.

Reaching for its foundation beyond the consciousness of man to the Divine Source Itself—this system of philosophy teaches the basic and fundamental facts of physical and spiritual life.

A student of this course will travel the path of progressive superiority, arriving at last to a place where he will know—more of chemistry than the chemist—more of Physics, Medicine and Telepathy than many of our scientists.

A study of The Amazing Secrets of the Yogi will lift one to the very heights of power.

Sincerely,
J. AUSTEN CAMPBELL.

These secrets tell of a strange discovery made by the Hindu Scientists—how and why many attract to themselves evils and misfortunes—others happiness and fortune, still others long life or the reverse. This has in all probability never been heretofore revealed.

They also tell of the many mighty wonder workers in India and the methods by which they levitate their astral bodies or transport them at will to any desired location. Another amazing secret!

They tell of the power to create, preserve and destroy.

They tell of that force, which in Symbolical Language is called "The Garden of Eden, the Tree of Life and the Tree of Knowledge," and how the force sometimes leads downward to unrestrained lust and death and how it may be forced upward to supernal heights of power and spirituality. This is another of the Amazing Secrets of the Yogi!

They tell how the ancient Yogis of India have acquired the wisdom by which they can manipulate the invisible forces of Nature and thus seem to work miracles. How they use the mind as an aerial to receive the unspoken thoughts of others.

They tell of an attractive force which draws power from the Universal storehouse of Power and you may develop power from the Universal storehouse of Power and you may develop miraculous power and become a center of radiant magnetism.

They tell how the Yogis retain buoyant health, rugged strength and charm of personality and postpone old age, decay and death. This is another of the Amazing Secrets of the Yogi and worth hundreds of times the price of the entire course.

They tell of a wonderful secret which was wrested from the Japanese by a Jiu Jitsu champion. The secret is a method of resuscitation, or restoring life to persons who are apparently dead from drowning or sudden concussions due to any stage of collapse or unconsciousness.

They tell of an "inner light." When you are enabled to make use of this "inner light," you not only know, but you know that you know. You are no longer an experimenter, you no longer speculate or guess, you are in touch with the storehouse of power, and can replenish at will. Thus you may turn the tide of failure into success, thus you become a Master!

They tell of a higher plane of existence; on this plane all is perfect. On this plane the harsh lines of the face disappear, the voice becomes soft and beautiful. It is the Ideal state. On this plane the Ideal has become the Reality, the seeker and the sought are one.

These facts have been preserved only in the memory of certain living Yogis, who are the last descendants of a grand array of disciples, who have kept burning the torch of wisdom, kindled by the earliest and greatest ADEPTS OF INDIA.

USE THIS COUPON FOR FREE COPY

CHARLES F. HAANEL, 705 N. Ninth St., St. Louis, Mo.

Send me a copy of Part One of the AMAZING SECRETS OF THE YOGI without cost or obligation. I will read it carefully; then, if you do not hear from me in two weeks, send the rest of the lessons, for which I will pay \$2.00 per month for three months.

Name

Address

Post Office State

NOTE: If you send remittance with your order, you may deduct 10 per cent and send \$5.40 only. In this case all of the lessons will be packed in one box and sent to you by Parcel Post.

PSYCHOLOGY

Life and the Modern World

VOL. XVI. No. 4

APRIL, 1931

Founded and Edited by Henry Knight Miller

Contents

	Page
With the Wits.....	8
Tout a L'Heure (A Poem).....	12
	<i>Francis W. Harland-Edgcombe</i>
Sea Dreams (A Poem).....	14
	<i>June Davis</i>
Psychology and Health (A Chat with the Editor)....	16
	<i>Henry Knight Miller</i>
The Ghost of a Chance.....	18
	<i>Harry Emerson Fosdick</i>
From Savagery to Culture (The Story of Lo Bagola) 20	
	<i>Elcanore Carey</i>
The New Vision.....	23
	<i>Emery C. Williamson</i>
There Is No Dead Line.....	26
	<i>James H. Collins</i>
The Yellow Dress (A Story).....	28
	<i>M. R. Roberts</i>
Easter (A Poem).....	30
	<i>Verna Thackeray Makepeace</i>
Your Future and You.....	31
	<i>Frank L. Tullis</i>
Who Said We Need Ears?.....	32
	<i>Mary Johnson Avery</i>
Formulas and Folks (A Report of the Psychological Corporation Lectures).....	35
	<i>Kenneth M. Szczy</i>
When Love Comes.....	38
	<i>Edward Earle Purinton</i>
Who Cares? (A Poem).....	40
	<i>L. Spcir</i>
How Much Are You Alone?.....	41
	<i>Ada Patterson</i>
Has Your Child a Healthy Mind?.....	42
	<i>Karl M. Bowman, M.D.</i>
How I "Manifested" Money in Ninety Days.....	45
	<i>Frank B. Robinson</i>
I Would Spend More Time with Poetry.....	46
	<i>Elsye Tash Sater</i>
Sixty Years on the "Grandest Job!" (The Story of Alice Van Sickle).....	49
	<i>Marion Rubenstein</i>
Beauty and Poise.....	50
	<i>Galen Gough</i>
What Can We Do For You?.....	52
	<i>C. Franklin Leavitt, M.D.</i>
You, Too, Can Make Money.....	54
	<i>Pauline Cleaver</i>
"I Think".....	56

IN MAY

How to Pick Your Future Mate

It has always been considered slanderous to say a man or woman is "two-faced." But Dr. Benton is demonstrating that everybody is that way. The right side of your face is startlingly different from the left side. This means something, too; and what it means is of particular importance when it comes to selecting the mate you will spend your life with. A fascinating study, with photographic examples. By William E. Benton.

Teaching "Personality" at College

Personality is far less of a myth or a joke than it was formerly considered to be. Now they're not only teaching it at college, but doing scientific work to help the student acquire and develop it. A review of the Personality work being done in the School of Commerce at New York University. By Dean Edward Jones Kilduff.

Open Your Eyes!

We complain that things are not plain to us; that life is too much of a mystery. Did you ever try the experiment of stretching the eyes open as wide as you can. It will do surprising things to you, inside and out. You will see life in a new light—and people will see a new light in you. A refreshing article by Myrtis Hodges.

Arthur H. Howland, Executive Editor; Kaye Wheeler, Managing Editor; Judge Daniel A. Simmons, Associate Editor; Charles H. Desgrey, Advertising Manager; Irene Kenney, Circulation Manager; James F. McCarthy, Executive Secretary; Samuel J. Schwartzman, General Counsel.

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

Published monthly by the Psychology Publishing Co., Inc., 184-10 Jamaica Avenue, Jamaica, N. Y. Executive and Editorial Offices, 101 West 31st Street, New York, N. Y.

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

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

All manuscripts submitted MUST be accompanied by self-addressed, stamped envelope. No responsibility is assumed in case of loss.

Copyright, 1931, Psychology Publishing Co., Inc.



Join with 1000 other men and women . . .

Accept free trial membership in Putnam's new 15-Minutes-of-English Club

. . . for quick mastery of
Correct English and Fluent Speech

New method gives mastery of every phase of written and spoken English in only 15 minutes of leisure time daily. Ends embarrassing, costly mistakes. 5-Vol. CLUB SET makes a five-step short-cut to your greatest business and social advancement. NOT a "correspondence course"—CLUB SET is complete in itself—sent FREE for five days' trial of plan.

HERE is your opportunity to acquire the poise and the self-confident bearing that are yours when you KNOW you are using correct English. A new nation-wide Club is being formed and you are invited to be one of the first 1,000 Charter Members. The new 15-Minutes-of-English Club shows you how to overcome every weakness in your spoken and written

What costly, embarrassing mistakes do YOU now make?

IF you are not absolutely sure of your English, test yourself with the five volumes of the 15-Minutes-of-English Club through the five days' free examination privilege.

The first volume, MINUTE-A-DAY-ENGLISH, detects and corrects your mistakes in English and then acts as "guide book" to the other volumes. If your weakness is pronunciation, the famous 18,000 WORDS OFTEN MISPRONOUNCED removes this obstacle in the path of your advancement. THE WORD BOOK contains over 100,000 words to build up your vocabulary and help you express your ideas. THE PHRASE BOOK gives you over 6,000 expressions and phrases for use in conversation, social letter writing, and public speaking. One whole section is devoted to Social Letter Writing, telling you how to prepare and answer social letters of all types . . . Includes over 100 model letters. The fifth volume, READY SPEECH-MAKER, prepares you to grasp your opportunity when you are asked to get up and "say a few words" at a business conference, at a banquet, club or lodge meeting, etc. Gives you two complete home training methods—a complete course in public speaking, giving you all that might cost \$25 or \$50 in "correspondence course" form.

Singly, these five volumes have already helped over 200,000 others. Club Set totals 2,468 pages. Each volume 6 1/2 in. high, 4 1/4 in. wide; bound in red leatherette; round corners, colored page edges, titles stamped in gold. Book-box covered in "Lizard-Craft," included free to Charter Members.

His "few words" at a Company banquet were worth \$10,000 a year to him!



English—quickly, easily—in only 15 minutes a day of your leisure time.

Here is the true secret of getting ahead! Every successful man or woman has used this great aid to business and social advancement. More than anything else, your language reveals your true culture and refinement. As the photographic scene at the right shows, even what you may now consider "little" mistakes may be causing others to form a poor opinion of you—may be holding you back from your greatest advancement.

THE 15-Minutes-of-English Club offers you this mastery of correct English and fluent speech through the remarkable five volume CLUB SET. Read in the panel at lower left how this Club Set covers all your needs. Whether your "weakness" is in English, in Pronunciation, in Vocabulary, in the ability to write the many forms of Social Letters, or to influence others through effective Speech-Making—the 15-Minute Club plan is ready to help YOU.

The five-volume Club Set allows you to concentrate upon your special weaknesses and to correct quickly all your errors. This is not a long-drawn-out "correspondence course," with "home-work" and "exami-



An important social function that could mean so much to their advancement—but their very first words showed glaring errors in English. All who heard them couldn't help feeling that they were not accustomed to associating with people of culture and refinement.

nation papers." You receive the five volumes all at one time. You use them first to check and correct your present mistakes and then for handy reference—showing you always, to meet all situations, the correct thing to say and how to say it!

You have always wanted the certainty that you were speaking correctly, the freedom from embarrassment caused by mistakes in English, the ability to express yourself clearly and most effectively. Find out how the 15-Minutes-of-English Club plan can help you—accept free trial membership. Take advantage of the liberal offer below—get the five-volume Club Set free for five days' examination. Then see how quickly and easily you can master this way every phase of written and spoken English.

5-Vol. CLUB SET SENT FREE for 5 days' trial!

CHARTER MEMBERSHIP in the 15-Minutes-of-English Club gives the privilege of five days' free examination of the Club Set. Just mail the coupon and the complete five volumes in the specially designed book-box will be shipped to you, all charges paid. Then during the five days go through each volume, test yourself, correct

errors you may now unconsciously make, and "sample" all of the many amazing features.

After thorough examination and actual use of the Club Set, if you are not entirely satisfied that this new plan can help you to your greatest business and social advancement, return the five volumes at our expense! No risk—you need send no money now. If after five days' actual test you decide to become a Charter Member, keep the five volumes and the free book-box and make the five easy, monthly payments as stated in the coupon. Otherwise return the books at our expense and pay nothing! Don't "put off"—mail the coupon NOW—before it is too late. Send to:

G. P. PUTNAM'S SONS,
(Dept. 334)
2 West 45th Street,
New York, N. Y.

G. P.
PUTNAM'S SONS
(Dept. 334)
2 W. 45th St., New York.

Gentlemen: I accept free trial membership in your new 15-Minutes-of-English Club. Send the 5-Vol. CLUB SET at once, all charges paid, for five days' free examination. If I wish to keep the books and the free book-box, at the end of five days I will send \$2.00 and then \$2.00 each month until \$9.95 has been paid, or I will send \$9.00 at once in full payment. Otherwise I will return the books at your expense and owe nothing. There are no dues nor other payments except for the Club Set. Ship to

My Name

Street & No.

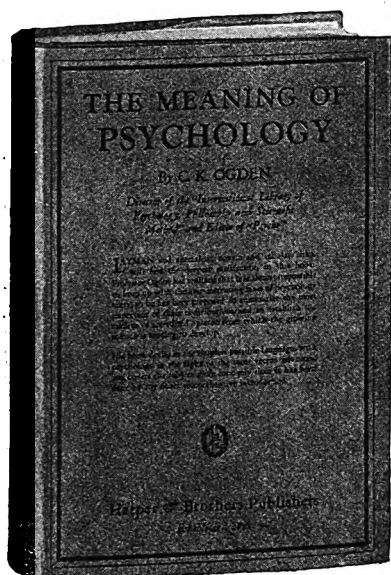
City & State

THE MEANING OF PSYCHOLOGY

By C. K. OGDEN

*Director of the International Library of Psychology,
Philosophy and Scientific Method*

FREE - FREE - FREE



By a fortunate arrangement with *Harper and Brothers*, we are able to give away absolutely free a few hundred copies of *Ogden's* renowned "The Meaning of Psychology" (special edition) to readers of *PSYCHOLOGY Magazine* as premium with a one-year subscription.

Never before in the history of publishing has such an offer been made in connection with a book of the type and scope of this one by Professor C. K. Ogden. We shall be compelled to fill all orders as received—there will be no reserved copies!

There is no catch in this offer—the book you will

receive absolutely free is of *regular Harper quality*, size 5½" x 8½" cloth bound, printed from large, clear type on finest grade of book paper. It contains 326 pages, including—in addition to seventeen comprehensive and at the same time fascinating chapters—a valuable Bibliography, an index which is literally an encyclopedia of psychological terms and phrases, fourteen illustrations, and four half-tone plates. Readers of *PSYCHOLOGY Magazine* will find the deepest satisfaction in the possession of this book, as it deals in the simplest possible language with psychology in the light of modern advances and covers the subject completely.

* An Idea of the Fulness of a Single Chapter

CHAPTER XV: HOW THE MIND GOES WRONG—Character and the Unconscious. *The Growth of Personality*. Forerunners of psychoanalysis. . . . *The Mutual Obstruction of Interests*. Early transformations. The child's relation to other people. . . . *The Freudian Theory of Sex*. Infantile germs of the later sexual interest; their growth and unification. Transferences of special sub-trends. The love of money, of domination, of self-display. . . . *The Complexity of Sex*. The attitude of dispassionate inquiry. Perversions, sublimations, and inhibited development. *The Oedipus Complex*. The child's attitudes to his parents. The simplicity of his interests. His pre-verbal thought. . . . *Projection and introjection*. . . . *The Riddle of the Sphinx*. Infantile Sexual Theories. . . . *Conflict and Repression*. The desire for approval. *Regression*. Confusion and dilemmas. Solution by development. . . . *Mechanics of the Unconscious*. The status of the repressed wish. Neuroses. . . . Compromises. Dream Analysis. The dream as a compromise. Pictorial and metaphorical thought. . . . *Transference*. Its outcome in marriage. . . . *Organ inferiority*. The will to power. . . . *Moral re-education*. Indecision. The troubled conscience.

The Meaning of Psychology

by C. K. OGDEN

CONTENTS

- Chapter I. Preliminary
- Chapter II. The Mind and the Body
- Chapter III. Impulse and Inhibition
- Chapter IV. How the Brain Works
- Chapter V. Purpose and Interest
- Chapter VI. The Growth of Mind in Animals
- Chapter VII. The Mentality of Apes
- Chapter VIII. Mental Growth in Man
- Chapter IX. Man's Linguistic Heritage
- Chapter X. Behavior
- Chapter XI. Looking Inwards
- Chapter XII. Looking Outwards
- Chapter XIII. How We Think
- Chapter XIV. Emotion and Character
- *Chapter XV. How the Mind Goes Wrong
- Chapter XVI. The Abnormal
- Chapter XVII. Looking Forward

How to Get Your Free Copy

Send this coupon carefully filled out with your name and address for the monthly receipt of *PSYCHOLOGY Magazine* for one full year. Attach your check (or money order) for three dollars to cover the cost of the subscription, and you will receive your FREE copy of *The Meaning of Psychology* by return mail.

But, don't delay! Get YOUR coupon in the mails before April 10, 1931, or we cannot promise to fill your order.

Psychology Publishing Company, Inc.
101 West 31st Street, New York, N. Y.

FREE! FREE! FREE!

PSYCHOLOGY PUB. CO., Inc.
101 West 31st St., New York, N. Y.

P.M. 4-31

Send me my FREE copy of *The Meaning of Psychology* without delay. I enclose herewith my check (or money order) for three dollars to cover the cost of a year's subscription to *PSYCHOLOGY Magazine*.

Name

Street

City State

Subscriptions coming from countries other than United States and Canada must add one dollar to cover postage.

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



The Man with the "Grasshopper Mind"

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

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

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

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

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

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

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

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

What is WRONG? WHAT'S holding you back?

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

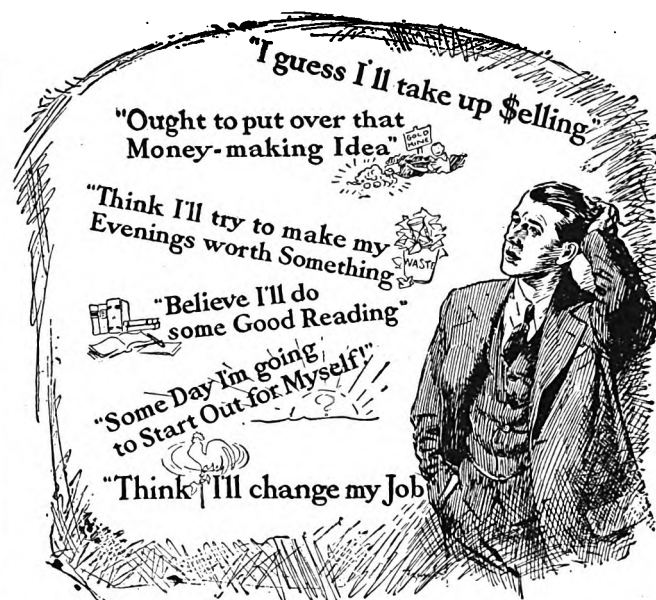
That fact is one which has been PROVEN and stated by the world's foremost scientists and psychologists. You are only ONE-TENTH as successful as you COULD be! Why? BECAUSE, as Science says, you are using only ONE-TENTH of your real BRAIN-POWER!

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

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

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

This little book will tell you the secret of self-confidence, of a strong will, of a powerful memory, of unflagging concentration. It tells you how to acquire directive powers, how to train your imagination (the greatest force in the world), how to make quick, accurate decisions, how to reason logically—in short, how to make



your brain an instrument of all-around POWER. It tells you how to banish the negative qualities like forgetfulness, brain fog, inertia, indecision, self-consciousness, lack of ideas, mind wandering, lack of system, procrastination, timidity.

Men like Judge Ben B. Lindsey, Sir Harry Lauder, Prince Charles of Sweden, Jerome K. Jerome, the famous novelist; Frank P. Walsh, Chairman of the National War Labor Board, and hundreds of others equally famous, praise the simple method of increasing brain power and thought power described in this free book. OVER 700,000 OTHERS PRAISE IT.

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

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

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

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

THE PELMAN INSTITUTE OF AMERICA

Suite 684, 71 West 45th Street, New York City

Offices in London, Paris, Stockholm, Delhi, Durban and Melbourne

The Pelman Institute of America
Suite 684, 71 West 45th Street,
New York City

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

Name _____

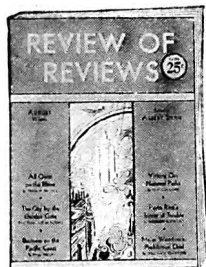
Address _____

City _____ State _____

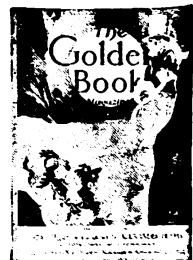
Spring Specials

announced by Magazine Bureau

Don't Miss These Substantial Savings
Prices Good Until April 30 Only



	Regular Value	You Pay	You Save
Cosmopolitan PSYCHOLOGY	\$6.00	\$5.25	\$0.75
Review of Reviews PSYCHOLOGY	6.00	4.50	1.50
Red Book PSYCHOLOGY	5.50	4.25	1.25
World's Work PSYCHOLOGY	7.00	5.50	1.50
American Home PSYCHOLOGY	4.00	3.25	.75
Parents' Magazine PSYCHOLOGY	5.00	4.00	1.00
Golden Book PSYCHOLOGY	6.00	4.50	1.50
Christian Herald PSYCHOLOGY	5.00	4.00	1.00
Nautilus PSYCHOLOGY	4.50	3.50	1.00
American Magazine PSYCHOLOGY	5.50	5.00	.50
Nature Magazine PSYCHOLOGY	6.00	5.25	.75



PSYCHOLOGY PUBLISHING CO., Inc.

101 West 31st Street, New York, N. Y.

Use this convenient coupon in ordering your Magazine Specials



PSYCHOLOGY PUB. CO., INC.

4-31

101 West 31st Street, New York, N. Y.

Enclosed find my check (or money order) for \$..... for which you will please have my name entered for one full year's subscription to

PSYCHOLOGY Magazine and

Name.....

Address.....

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



YOU!

CAN BE WELL, HAPPY AND SUCCESSFUL

Need These
Fascinating
Manuscripts.

They are

FREE

They will change
YOUR life as they
have changed thou-
sands of others.

They explain what
Prof. James of Har-
vard called "The
greatest discovery
ever made."

Draw on Powers Within You

Your conscious mind, however clever, is as a "baby" beside the giant subconscious mind which would do your bidding if you knew how to command it. When terrified or otherwise aroused, we sometimes unconsciously release this Giant and afterwards are amazed at the superhuman feats which we did when excited.

Successful men are successful because they have found out how to make this all-powerful mind work for them. Every genius has made this same discovery. Artists become great only when they acquire this ability. Poets and noted writers do not know where their ideas come from—they know how to reach this marvelous mind and it can tune in on undreamed sources of power and knowledge for whatever it needs. When prayer is answered, it is because this mind sent out a call for help.

You have the same astonishing mind in you. It could give you glorious health if given a chance. During the night, when your conscious mind sleeps, it directs your heart beat, breathing, etc., so efficiently that you feel better by morning. Why not let it do a complete job all day, too, every day and have Health?

Why not learn how to use this mind yourself as successful men do, and realize your dreams ten times as rapidly as you have heretofore! Don't be content with one-tenth of what you would be really capable of if you were at your best.

You will be thankful to your dying day if you seize this opportunity to find out what this mind of yours can do. Send for these two free manuscripts, which get right down to facts, and begin telling you what to do to test for yourself the unbelievable, but true, promise of Applied Psychology.

IF YOU

are discouraged—not getting anywhere
or have failed so far in life
or wish to reach a little higher
or want better health, pep and vitality
or want more money
or are unhappy (any reason)
or just want more joy from life,
Why not find out without cost?

THE
GREAT
DISCOVERY

Sent
free

THE
SECRET
OF
LIFE

Sent
free

H. G. WELLS
says:

"The hope of the world
is Applied Psychology"

Sickness, unhappiness and poverty will end when all men and women know and apply what it teaches. It shows you how to avoid past mistakes, how to get health, happiness and success in the future.

THEY ARE FREE

yet read this:

"I received more benefit from your two free manuscript lessons than from the entire . . . course of lessons" (in Applied Psychology).

It is almost impossible to talk about this subject of Applied Psychology without saying things which truly sound incredible. Do not take our word for it. Read every article in this wonderful magazine. Read all the advertisements. The are all telling about the astonishing way men and women can multiply their success and increase their health and zest for life, when they learn all the encouraging and helpful laws and instructions for efficient living which have been gathered in this new Science of Life—"How to live at your best."

We do not pretend to have any monopoly on this information. But we do claim that the two manuscript lessons we offer to send you will begin with the A, B, C's of the subject and explain to you, step by step in simple clear language, what it is all about. They, of course, do not attempt to cover the whole field of Applied Psychology, but you will be amazed at the possibilities which they will open up before you. Without reading another thing, you ought to be able to begin transforming your life.

Don't, don't, read article after article, magazine after magazine, seeing what others are doing, but remain on the sidelines yourself. Dig right in. Get the actual instructions. Carry them out faithfully and taste the joy of it all yourself. Find out yourself what it is all about. Very well, right now is the time for your definite act—the investment of one two-cent stamp!

PARTIAL CONTENTS

(merely a hint)

- How to go about getting what YOU want and making your dreams come true.
- How to control and direct your emotions.
- "THE GREAT DISCOVERY" which is remaking many lives.
- The underlying mistake behind 90% of your failures.
- The three-fold secret of living a complete life.
- The truth about sexual dissipation.
- A simple change which will make you a power in your community.
- How to form habits and make them work automatically for your good.
- Four human-interest experiences which indicate the possibilities for you in the League's work.
- How fear, worry, etc., cause disease and may be banished.
- The "heart" of all Applied Psychology, etc., etc.

THESE TWO LESSONS SUPPLY "THAT SOMETHING"

J. V. C., Hamilton, Ont. (name on request), writes:

"I got my money's worth from the first two lessons. I have read a great deal about psychology and always felt there was an indefinite something lacking in what I read. Your course has supplied that indefinite something. I thank you for the benefits I have derived."

Remember, these two lessons are FREE.

"THE GREAT DISCOVERY" explains the very foundation on which Applied Psychology is all built. "THE SECRET OF LIFE" starts you getting RESULTS in your own life at once.

JUST MAIL COUPON!

SELF-IMPROVEMENT LEAGUE OF AMERICA
Suite 205, 75 Westland Avenue
Boston, Mass.

Gentlemen:

You may send me without cost your two manuscripts, "THE GREAT DISCOVERY," and "THE SECRET OF LIFE" and tell me how I can make 1931 the happiest year of my life.

Name

Street

City State



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



Tale of a Tooth

Chinese Patient (on telephone):—
Doctor, what time you fixee teeth fo' me?

Doc.—Two-thirty—all right?

Chinese Patient—Yes, tooth hurty me all right, but wha' time you fixee?
—Pointer.

Mistaken Identity

"My goodness!" exclaimed the stranger, who had dropped into the Police Court to pass away half an hour, "they've caught a pretty tough lot this morning, haven't they?"

"You're looking at the wrong lot," said his neighbor. "Those aren't the prisoners. They're the lawyers!"

—Catalina Islander.

Little Johnny was being shown thru the art museum, and was stopped in front of a well known painting, "Van Dyke, by himself."

"Anybody could see that nobody's with him," commented the boy.

—Lincoln Railsplitter.

"You told me to file these letters, sir," said the new office boy.

"Yes."

"Well, I was just thinkin' that it'd be easier to trim them with a pair of scissors."

—Lincoln Railsplitter.

Or Reverse

Girl Hikers (to motorist)—Give us a ride, mister?

Motorist—You are walking north, and I am driving south.

Girls—Well, don't you know how to turn your car around yet?

—Exchange.

Conjugal Devotion

Golfer (to members ahead)—Pardon, but would you mind if I played thru? I've just heard that my wife has been taken seriously ill.

—Dublin Opinion.

His Excuse

When charged at Peterborough and

asked why he knocked out a fellow-workman's two teeth, a navvy said that they were all the teeth the man had.

—Sunday Express.

Mrs. Y.—Well, I must go now; I promised to call on mother this afternoon.

Mrs. Z.—Why, you don't mean to say you have a mother living?

Mrs. Y.—Oh, yes; and, believe me, she doesn't look a day older than you do!

—The Budget Exchange.

"Help your wife," says John Harman, the famous domestic expert; "when she mops up the floor, mop up the floor with her."

—Typo Graphic.

Heavenly Relief

Judge—You've stolen no chickens?

Sam—No sah.

Judge—No geese?

Sam—No sah.

Judge—Any turkeys?

Sam—No sah.

Judge—Discharged.

Sam (grinning)—Boss, I sure was skeared to death you all'd say ducks.

—Pointer.

Theatre Attendant—I shall have to ask you to leave if you persist in hissing the performers, sir.

Smithers—Hissing! I w-w-as s-s-simply s-s-saying to S-S-Sandy that the s-s-singing was s-s-simply s-s-superb.

—Ipswich Star.

Page Mr. Hoyle

"I can't imagine what you bid no trump on when I have three aces and four kings?"

"Well, if you want to know, I bid it on one jack with two queens and three cocktails."

—The Branding Iron.

Budgyet

Mrs. Goldberg and Mrs. Silverstein were gossiping over the back fence.

"I heard it today dot Abie Kazinsky vos keeping a budget."

"Vot!—und his wife too?"

—Patton's Monthly.

What Happened to Lil—Herbert

Oct. 3—Adv. for girl stenog...\$.50

Oct. 6—Violets for new stenog. .65

Oct. 8—Week's salary for new stenog. 15.00

Oct. 11—Roses for new stenog.. 3.00

Oct. 15—Salary for new stenog. 20.00

Oct. 15—Candy for wife over Sunday75

Oct. 19—Lunch with Miss — 10.65

Oct. 22—Lillian's salary 22.50

Oct. 25—Theatre and supper with stenog..... 26.50

Oct. 26—Fur coat for wife..... 625.00

Oct. 26—Adv. for male stenog.. .50

—The Branding Iron.

A landlord wrote to his tenant:

"I regret to inform you that my rent is much overdue. Will you kindly forward me a check?"

The prompt reply: "I see no reason on earth why I should pay your rent. I can't even pay my own."

—The Marathon Runner.

"Mr. Drum, when youall gonta pay me that ten dollahs you owes me?"

"Next week!"

"Yeah, but that's what you tol' me last week."

"Un-huh, and that's just what I'm going to tell you next week, 'cause I'm not a man that says one thing one week and sumptin' else the next."

—Continuity.

Cashing in on Precocity

"Children should be seen and not heard," grandpa warned little Willie.

"You let that child say anything he wants to," bristled his mother. "I sold three of his bright sayings last month."

—The Kablegram.

"A man usually enters a speakeasy optimistically," comments a reformer. And comes out misty optically.

—Passing Show.

I Have Discovered a Secret That Startles Me

But It Has Proved to Be an Aladdin's Lamp.
It Gives Me Anything I Want.

YOU must have had that strange feeling (almost everyone does) that you have done the thing you are doing at the moment, before. Suddenly, you say to yourself, "Why! I have lived here before, in some previous life. I walked on this beach a million years ago. This pretty house that I have just moved into . . . I am moving back into this house—this is where I used to live, ages ago!"

It comes to everyone, this peculiar impression of having been through exactly the same experiences before. With some it comes often, and is very distinct, the actual words that others and yourself are speaking being clearly remembered; or the exact appearance of a room, its dimensions, decorations, furniture, coloring, odor being precisely as it seemed to you on a previous occasion. With others, the experience is more vague and less frequent. Yet it happens to everyone, the mysterious thing about it being that you know, as an actual physical fact, that you never really did, in the flesh of your present incarnation, actually have that experience before.

The Key to Happiness

I am not a psychologist, amateur or professional. I am an average American business worker, with an average education as a background, and have given no more thought to metaphysics, mental sciences and religions than one runs across in the ordinary course of casual reading and human experience. Yet this strange phenomenon of "having been there before" has occurred to me so frequently of late that I set about solving it, with the determination with which one would attack a knotty business problem.

"Perhaps," said I to a friend who is a practitioner of a well-known mental science, "I have stumbled across a new idea in metaphysics."

My friend smiled. Said he, "You have revealed to yourself the last, ultimate secret of every religion, every system of metaphysics and mental science on the face of the earth. You have the secret, the KEY to happiness, health, wealth and the things you desire. If everybody knew what you know, there would be no need for re-



Appreciation from Readers of PSYCHOLOGY MAGAZINE

"I must write now and thank you very, very much for the wonderful help I have secured from your Realization Secret; it is so simple, so marvelous, so true. It has been an inspiration to me, and I have already received much joy from having accomplished one or two long-desired things, and I can see greater events in store for me. Thank you many times over. Yours in gratitude."

L. R. T., Victoria, B. C., Canada

"Your brief system is the best I have ever read on demonstration."

A. N., Gates Mills, Ohio

"I received and read the beautifully written and put up Realization Secret. Today I am sending it to a friend."

E. C., Detroit, Mich.

"There is much of value in your Realization Secret; much of which I have been able to work out."

Mrs. C. A. J., Rockford, Ill.

ligions, or systems, or codes—no need for books, or lectures, or courses. All new thought sciences are based on a central idea so simple that it can be expressed in one sentence. The difficulty that confronts teachers is in making their religion, or system, or science difficult!

"Experience proves that there must be a lot of preliminary talk, or study, or reading. If this is not given, the student would feel he had not gotten his money's worth . . . or, having come upon your secret so easily, would have too little respect for it."

Nothing You Desire That You Cannot Have

This startled me, you may be sure. I spent some time wording my precious secret into plain language, and went to some trouble to look up leaders of a dozen other metaphysical systems and religions. Each one, in turn, on reading my paper, reacted in much the same manner—"Certainly," each said, in effect, "that is the secret of happiness on earth. Put that to work in your daily life (and it is easy) and there is nothing on this earth that you desire that you cannot have!"

Well, this amazing secret has done wonders for me—and all the friends I have told about it. It is actually like an Aladdin's lamp! I merely have to desire a new car, or a trip to Europe, or relief from pain, or a solution of business, domestic or household prob-

lems—and behold, I have it! My secret is not a new religion, a new system of mental science—it is the spark, the enlivening spirit of every religion. Every follower of every system of thought will immediately realize the full benefit, the complete promise of his religion, if he uses this secret, amazing revelation that I discovered quite by accident. My secret clarifies, beautifies, strengthens and endears the chosen religion or science to the student.

Worth \$1,000 in a Year's Time

I have no desire to make money out of my discovery—I don't need money. My secret gives me all I can use. I have no more right to make a profit on revealing my discovery to others than the Mayor has to charge for a city's air. Yet it does cost something to tell my story to the readers of PSYCHOLOGY MAGAZINE—and something more to have the secret printed and mailed to those who would like to examine it.

It is worth everything to you, as it has been to me and my friends. In actual money, it could be worth at least a thousand dollars to you, in a year's time or less. Yet, as I say, it is yours as much as the air is yours. But, distribution costs require me to ask a dollar for my newly discovered secret, which ought to just about pay for these costs. I call it the "Realization Secret." The secret is in the first sentence—then I use about 3,500 words to make it entirely clear to you, with many practical examples of the secret's application.

Five Days' Trial

I want you to send for the "Realization Secret" and read it through (it will take 10 minutes each time) every day for 5 days. If you don't think the "Realization Secret" is going to do for you what it did for me—just return it and I will return the dollar. Fill in the blanks below and send this coupon with remittance to my publishers today!

—M. S. R.

(Full name and address given on request.)

ROGERS PUBLISHERS SERVICE

30 Irving Place, New York, N. Y.

Send me M. S. R.'s "Realization Secret" described above, for which I enclose one dollar. I understand that I may have my dollar back if not satisfied.

Name

Address

City State Ps

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

To a Five Thousand Dollar Man who would like to be making \$10,000



MEN who are satisfied with routine salary raises will not be interested in this advertisement. There are many sources from which they can get the sort of training that will satisfy their modest ambitions.

Men, on the other hand, who are interested in doubling their earnings will find in this page much food for thought—and for action.

The training of the Alexander Hamilton Institute was designed for men who feel instinctively that their proper place is among those who *pay* wages instead of receive them—whose biggest earnings come out of the *profits* of the businesses in which they are engaged. Its mission is to fit them for these more profitable positions in a *shorter* time. And the results of its training are measured not in slowly rising salaries, but in incomes doubled and tripled in a few years.

Heads of businesses all over the country are sympathetic with the Institute's work, because it helps to develop the executives they so sorely need. Here are just a few of the cases of increased income that our subscribers have told us about in the last few months. Their names are all on file at Institute headquarters:

SUBSCRIBER A.

Was Works Engineer at \$4,200.
Now Vice-President and General Manager at \$18,000.

SUBSCRIBER B.

Was Manager at \$3,600.
Now Regional Manager at \$15,000.

SUBSCRIBER C.

Was Production Manager at \$4,800.
Now President at \$21,600.

SUBSCRIBER D.

Was Production Manager at \$2,400.
Now General Manager at \$8,400.

SUBSCRIBER E.

Was Business Manager at \$2,400.
Now General Manager at \$20,000.

Here's further proof that this training pays

Some of the presidents of corporations who are enrolled are William Wrigley, Jr., President, The William Wrigley Jr. Company (Wrigley's Gum); Thomas H. Beck, President, P. F. Collier & Son Company; Francis A. Countway, President, Lever Brothers Company (Manufacturers of Lux and Lifebuoy Soap); Edwin A. Fuller, President, Fuller Construction Company; Roy Howard, Chairman of the Board, Scripps-Howard Newspapers; Charles E. Hires, President, Hires Root Beer Company.

The judgment of such men is an argument stronger than anything we could write.

Are you in business for your health?

Money isn't everything. But we will all admit that income is after all a pretty accurate measure of success in business.

There is many a man of real ability who is kidding himself into contentment with his progress simply because he is making more money than some of his friends. He is satis-

fied with a five or ten thousand dollar salary when with a little added *knowledge* he could easily be making ten or twenty thousand.

Superior knowledge is behind every business success. And the absurd part of it is that you have to know only a *little* bit more than your competitor to make a *lot* more money.

How to get the facts

Where can you get this extra knowledge that can make such a tremendous difference in your business life? We invite you to send for a book that tells where, and how. It is a book of facts—facts about the Institute's training. It is called "What an Executive Should Know."

This book costs nothing because it is worth only what you *make* it worth. It is a book that should be read by every man who expects to win a secure place for himself in the next five years.

Will you send for it? The coupon below will bring it to your desk.

To the Alexander Hamilton Institute, 288 Astor Place, New York City. (In Canada address Alexander Hamilton Institute, Ltd., C. P. R. Building, Toronto.)

Send me "What an Executive Should Know," which I may keep without charge.

NAME.....

BUSINESS

ADDRESS.....

.....

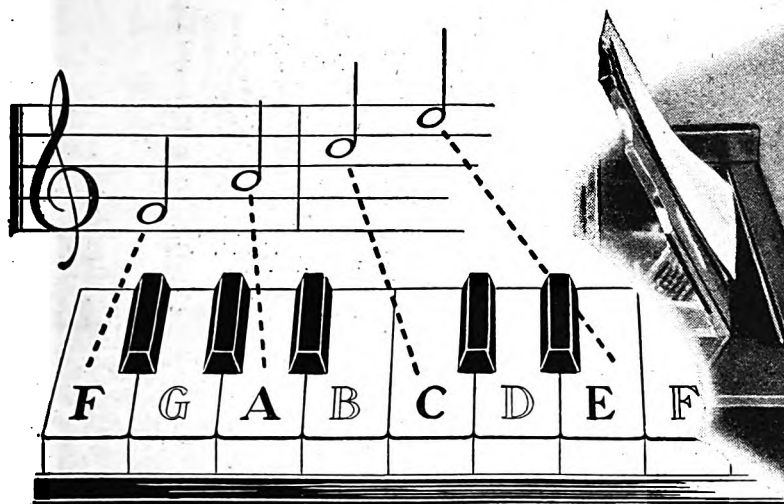
BUSINESS

POSITION.....

ALEXANDER HAMILTON INSTITUTE

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

Just as EASY as it looks



*to become a popular musician
this delightful, simple as A-B-C way*

STOP cheating yourself out of musical good times. Stop thinking that learning music is nothing but one grinding session of monotonous exercises and harsh-sounding scales after another . . . days, months and years of difficult technique and dry-as-dust theory under the thumb of a private teacher.

Don't let others talk you into believing any such things. It's ridiculous—absolutely! And we've already proved it to the complete satisfaction of over 600,000 enthusiastic students who have learned to play their favorite instrument right at home—without a teacher.

You're Never in Hot Water

Take a look at the above diagram. Looks easy, doesn't it? Well, it's every bit as simple as it looks. First a note—then a letter. Plenty of clear instructions *tell* you how each bar is played—lots of diagram pictures *show* you how, then you do it yourself and *hear* it. Everything to make learning a joy. Nothing to make you lose patience. No headaches. In fact, the U. S. School of Music has made the reading and playing of music so simple that you don't have to know one note from another to begin.

Play Real Tunes from the Start

Your first thrill comes with your very

first lesson. For you are given a piece with a real melody to play by *actual notes*. Dreamy waltzes, heart-throbbing ballads, stirring marches, sparkling sonatas, restful etudes follow in short order. No standing still. Progress is rapid. In this way, you become a capable performer months sooner than you could ever expect to the old-fashioned way. Yet no matter what instrument you select, the cost of learning is the same—just an average cost of only a few cents a day.

Not only that, you receive all the music you need at *no extra cost*. With every lesson comes a specially selected and graded piece, which is yours to keep, enjoy and play to your heart's content.

Play the "Blues" Away

How can you be content to sit around at party after party and listen to others do all the playing—hear them receive all the compliments—see them showered with admiration, attention, invitations—when your life-long ambition to become a popular musician is now so easy to realize. Get in the musical "swim" yourself. Watch the singing, happy, crowds gather around you as you play the latest syncopation. Experience the personal satisfaction that comes from being able to play "when," "where" and "what" you like for your own amusement and the entertainment of others.

Don't be afraid to begin your lessons at once. Over 600,000 people learned to play this modern way—and found it as easy as

A-B-C. Forget that old-fashioned idea that you need special "talent." Just read the list of instruments in the panel, decide which one you want to play, and the U. S. School will do the rest. And bear in mind, no matter which instrument you choose, the cost in each case will average the same—just a few cents a day. No matter whether you are a mere beginner or already a good performer, you will be interested in learning about this new and wonderful method.

Send for Our Free Book and Demonstration Lesson

Our wonderful illustrated Free Book and our Free Demonstration Lesson explain all about this remarkable method. They prove just how anyone can learn to play his favorite instrument *by note* in almost no time and for just a fraction of what old, slow methods cost. The booklet will also tell you all about the amazing new *Automatic Finger Control*.

Read the list of instruments to the left, decide which you want to play, and the U. S. School of Music will do the rest. Act NOW. Clip and mail this coupon today, and the fascinating Free Book and Free Demonstration Lesson will be sent to you at once. No obligation. Instruments supplied when needed, cash or credit. U. S. School of Music, 3854 Brunswick Bldg., New York City.

U. S. SCHOOL OF MUSIC
3854 Brunswick Bldg., New York City

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

Have you

..... Instr. ?

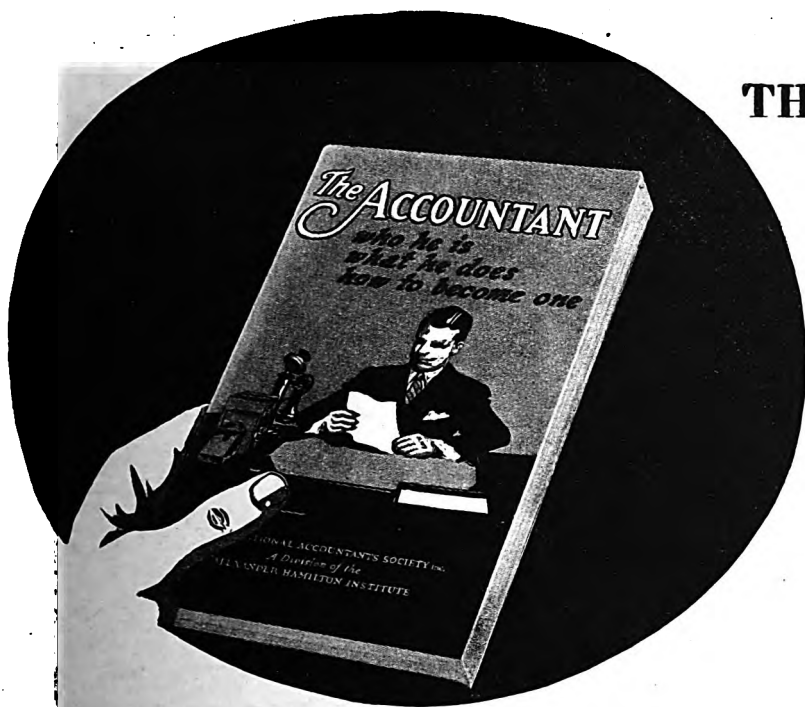
Name

Address

City State

PICK YOUR INSTRUMENT

Piano	Violin
Organ	Clarinet
Ukulele	Flute
Cornet	Saxophone
Trombone	Harp
Piccolo	Mandolin
Guitar	'Cello
Hawaiian Steel Guitar	
Sight Singing	
Piano Accordion	
Italian and German	
Accordion	
Voice and Speech Culture	
Harmony and Composition	
Drums and Traps	
Automatic Finger Control	
Banjo (Plectrum,	
5-String or Tenor)	
Juniors' Piano Course	



THIS BOOK TELLS:

How you can increase your income.

How you can find the greatest opportunities in the Accounting field.

How to tell what sort of Accounting you should specialize in.

How much money Accountants make.

How you can learn Accounting in your spare time at home.

What this new training can do for your earning power.

New Training in Accountancy!

SEND for this unusual free book. It tells you how you can train yourself, in your spare time at home, for a career in Accounting.

Accounting differs from other professions, such as law or medicine, in its *quicker financial returns*.

This fact is proved by the following letters picked at random from the hundreds in our files:

"Before finishing your course I received eleven raises in salary." W. E. L., Oklahoma City.

"I give direct credit to your school for a 75% increase in salary in eight months." C. E. P., Minneapolis.

"I was earning \$100 per month. Have increased my salary to \$375 per month." E. B. C., Miami.

Accounting offers a brilliant future

Accounting is an uncrowded profession. There is a continual under-supply of competent accountants and a continually increasing demand for their services.

The training period is comparatively short. A few hours each week is all that the Course requires.

Every man in business is paid in direct proportion to the amount he contributes to his employer's *net profit*. The accountant contributes heavily to net profit. As

Financial Controller, for example, he may handle the entire funds of a business.

The Controller of a company often advances to the highest executive position. For example, to mention only a few, the President of the world's greatest corporation was once Controller. The President of one of the two largest electric companies was once Controller. The President of one of our great railroad systems was once Controller.

Besides Controllershship, there are many other lines open to the accountant. The market for accountants is practically unlimited. It exists in every business. It extends from coast to coast.

Announcing a new revised Course

For 27 years the International Accountants Society has provided an outstanding home-study course in Accounting. Its students are numbered in the thousands. The results of their studies are measured in salaries doubled, tripled and quadrupled in a few short years.

Recently there have been many important changes in the structure and tempo of business. To keep pace with business it has been necessary for Accounting practice also to change and develop.

The International Accountants Society now announces that a Major Revision of the I.A.S. Course has been completed.

The changes in the Course are of far-reaching importance. Practically every section has been revised or extended. New teaching methods have been introduced. Hundreds of new drawings, charts and illustrations have been used.

This new revised Course—part of it absolutely new, and all of it entirely up to date—represents the culmination of twenty-seven years' successful experience in teaching Accounting by the home-study method.

We have published a special booklet which gives the facts about the highly paid profession of Accountancy. It describes the wonderful opportunities in Accounting, and tells how you can learn this fascinating profession at home, in your spare time, at a cost of only a few cents a day.

This interesting booklet is yours without cost or obligation. Write for it today.

To the International Accountants Society, Inc.
3411 South Michigan Avenue, Chicago, Ill.

Send me free, your new booklet, "The Accountant—Who he is, What he does, How to become one," and tell me how I can increase my income as your other students have done.

Name _____
(Please write plainly)

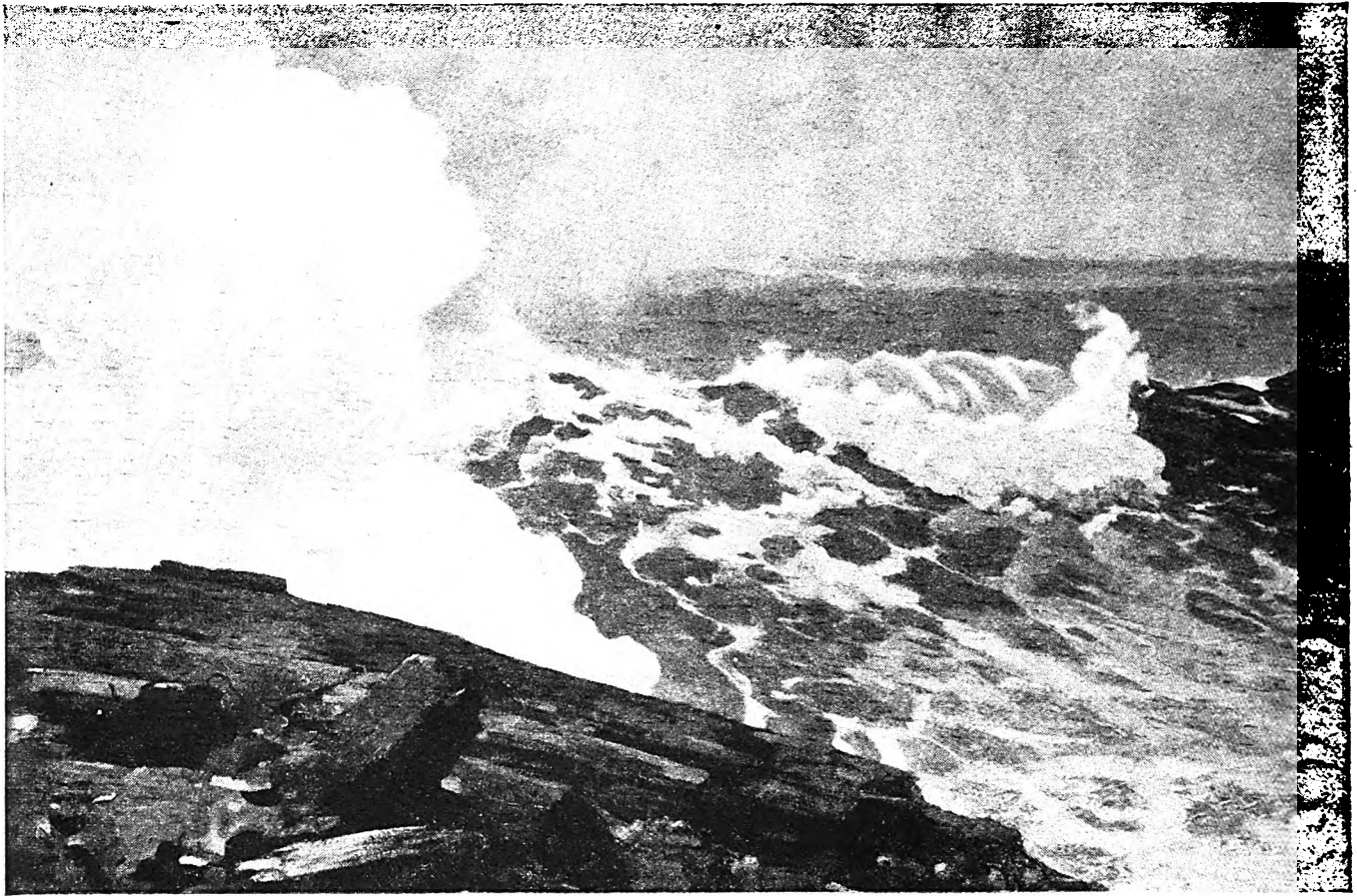
Business Position _____ Age _____

Street _____

City _____ State _____

INTERNATIONAL ACCOUNTANTS SOCIETY INC.

A Division of the
ALEXANDER HAMILTON INSTITUTE



Painting by Winslow Homer reproduced thru courtesy Metropolitan Museum of Art

. . . thy mad, tossing waves that never, never rest.

Sea Dreams

By

June Davis

O SEA, thou art the soul of me,
 The ceaseless flame that burns within my
 breast
 As tameless is, as ageless, and as free,
 As thy mad, tossing waves
 That never, never rest,
 (Save in a crimson hush of light,
 When twilight, softly bending,
 As gently as a mother might,
 Croons a soft song to the day's sweet ending).
 Then, am I calm, too, peaceful and serene,
 As thine own quiet, tranquil mien.

In every mood of thine

I see my own reflected thought,
 O shining mirror of my mind.
 A dreamer, I, as gay and light of heart as thou,
 As soft, as tender and as kind,
 When smile the skies above.
 As sombre, tragic, turbulent,—wild,
 When storms transform the face of Love.
 O Mother Sea, I am thy child.
 Deep calls to deep, and thirsty, I
 Give answer to thy passionate cry.

In thy deep life, O understanding Sea,
 I live to immortality,
 Ageless, tameless, insatiable Me.

You Will Like Mary Stuart Rowe---

The "Personality Doctor"

And She Will Really Help You

INTUITION

Secret of Success of the Woman Psychiatrist Says World Famed Writer and Instructor

In his daily article recently, one of the best known psychologists says that the value of the woman psychiatrist and psychologist is just now being appreciated. The woman mind-doctor has not only the intuitive or inside view of life, but is certain to have the sympathetic and patient attitude as well, in the opinion of the learned doctor.

Woman has always had her valued place in social work and child hygiene, but her field is rapidly enlarging, he continues. Because of their especial fitness, the next census will show a large increase in the number of woman mind-doctors. Women have contributed much to the sanity of the world. In domestic troubles it is the woman who keeps her head. Women have a natural flair for being good mind-doctors; and when to this is added the common sense and good judgment that come with experience, we have a valuable help to our lives in such practitioners.

NEW DOCTOR NEEDED

States Another Nationally Famous Writer in a Recent Newspaper Article

"We are in need of a new kind of doctor," urges another authority. "If he (or she) arrives he probably will be called a *Personality Doctor*, although he will treat few sick people. The new specialist will only examine minds to determine what they are good for. His diagnosis will be a mighty factor in shaping the lives of people. People will go to the new doctor of their own volition. They will want to know what occupations they should follow; why they are not popular with associates; why they fail at their undertakings; why, although fortunate, they are never happy; how they should spend their leisure time.

They will have answered for them many other questions which will never occur to them. Teachers, ministers, judges, executives, clerks, housewives—men and women in all walks of life will go to obtain advice about the manner in which they should pursue their work.

There should be an expert in civilization. Human beings and human relations attain their difficult adjustments quite by accident. The "Personality Doctor" will not be infallible, neither will he work miracles, but his contribution to human problems will be superior to the trial and error method.

What Patients Are Saying—

"Mary Stuart Rowe's work is the most positive force for success in the world. Your advice is practical and simple to apply and gives immediate enlightenment for personal benefit."—D.S.S., Woodside, N. Y.

"You are manifestly more anxious to do good than you are to make money."—J.S.S., Philadelphia, Pa.

"Your advice has already helped me."—L.M.D., Evanston, Ill.

"Your work is the most enlightening, and the soundest and sanest view I've had the happiness to find and I sincerely thank you."—E.B.C., Waterford, Conn.

You Do Nothing

Except Answer Questions. No Reading or Study—Miss Rowe Does the Work for You

Tell Mary Stuart Rowe everything about yourself—write about yourself fully in answer to this questionnaire. These are expert questions which tell just as much about yourself as if you were to consult Miss Rowe in person.

Your questionnaire is held in strict confidence by Miss Rowe—she alone reads it—so that you may tell freely of your troubles, ambitions, hopes, despairs, worries, needs, hungers—to your "personality doctor."

Miss Rowe does not send you a course to study or books to read; nor does she give you a treatise on psychology that is hard to understand and difficult to apply. Miss Rowe does the psychological work for you—giving you practical, common-sense advice on how to attain your ends. Mary Stuart Rowe's letter to you, although based on established metaphysical laws, will be a guide that you can easily follow and profit from.

How often, how much, have you given to doctors of medicine for relief from a minor bodily ill? Have you ever taken a treatment for the mind that controls your body—your life? Try it now—TODAY! This intimate personal consultation may quite easily change the entire course of your life into paths of love, prosperity, happiness. Miss Rowe's life work and happiness is to point the way for others; therefore she makes an offer that is unusual amongst physicians of mind or body—she will immediately refund your money if you write saying that the advice has not been worth the fee.

Questionnaire

Fill in as many answers as possible on this questionnaire. Answer the other questions on separate paper. Or, if you do not wish to tear magazine, use separate paper for all questions and answers. See instructions below.

1. Year, month and date of birth

.....

2. Sex

3. Height

4. Weight

5. Color of hair.....

.....

6. Color of eyes.....

7. Pale or ruddy complexion?.....

.....

8. Are you: Single.....

Married..... Divorced.....

Married, but previously divorced.....

.....Widow or widower.....

How long a widow(er).....

.....

9. How many children.....

.....

10. Age and sex of children.....

.....

11. What education have you.....

.....

12. What is your religion.....

.....

13. What are your hobbies.....

.....

14. What is your occupation.....

.....

ANSWER REMAINING QUESTIONS ON SEPARATE PAPER:

15. Do you enjoy life fully or do you drag through each day just existing?

16. Have you a hasty temper—or are you in control of yourself?

17. Are you emotional, forming hasty likes and dislikes of people and places?

18. Do you make new friends through life or do you cling to old friends?

19. Do you mix well?—are you happy in mixed company?—or do you "close up" unless in company with only one other?

20. Do you like children?—or are your affections satisfied through household pets; a dog, cat, birds?

21. Did you stop studying when you left school or do you still take courses when possible?

22. Do you like to read? Do you read for amusement or for self-improvement?

23. Are you addicted to alcohol?

24. Are you careful of your personal appearance?

25. Are you thrifty?—or, do you spend money regardless of what it will bring you in return?

26. What fears nag you? How much? Or, are you carefree most of the time?

27. Do you feel you are "getting ahead"? If not, what is stopping you?

28. Are you good tempered or moody?

29. Are you jealous of others? In home, in school, in business?

30. Do you regard yourself as in good health? If not, why not?

31. Is your love life happy?

32. Is your home life happy? If not, to what do you turn for enjoyment after work?

33. Do you speak hastily or are you watchful of your remarks?

34. Do you serve others or do others serve you in life? Are you selfish or unselfish?

35. What do you expect of life? Tell me all about yourself that is not told above.

36. What is your present, immediate problem?

MARY STUART ROWE

109 S. Buffalo Ave., Ventnor, Atlantic City, N. J.

P. 3

I enclose \$5 and my questionnaire for which I should like to have your personal letter of advice; my money to be refunded if I am not satisfied.

Name

Address

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

How to Use the Mary Stuart Rowe QUESTIONNAIRE

Tear out this questionnaire on dotted lines; or set down the numbers of the questions and write the answers opposite. You do not have to copy down the questions. If you tear out this questionnaire you will find it easier to answer as many questions as possible on the questionnaire itself. For the remainder of the questions, use separate paper. Write fully, giving as much additional information about yourself as you can think of. Send a photo if possible (it will be returned) although this is not necessary. Send \$5 remittance in cash, money order or check, payable to Mary Stuart Rowe. Allow about one week for your reply. Your money refunded if you are not satisfied.

Psychology and Health

By Henry Knight Miller

NEGATIVE emotions and destructive habits of thought are chief contributing causes of sickness. Psychology offers health to the world thru teaching a technique of emotional control, thought control and suggestive therapy. Every condition of impaired health can be helped and most conditions can be cured thru an application of the principles of applied psychology.

Eight years ago this month the first issue of *PSYCHOLOGY Magazine* appeared, proclaiming this message of mental health to the world. The doctrine aroused a storm of criticism and derision. Renowned psychologists proclaimed that psychology had nothing to do with health. Religious leaders cried heresy. Physicians sneered that Applied Psychology was a diluted form of Christian Science.

For eight years we have consistently set forth principles of mental health, and thousands of letters have been received from all over the world telling of almost unbelievable cures which have resulted from faithful practice of these principles.

Gradually also the attitude of the leaders of thought has changed toward our teaching. The college professor who today would allege that psychology has no interest in or relation to bodily conditions reveals mental inertia or stagnation and a mind closed to accumulated evidence as revealed in a mass of published records by accredited scientists in the fields of both psychology and medicine.

The whole tendency in modern medicine is to depend less upon drugs and more upon personal hygiene and the correction of negative, mental and emotional conditions. In the churches, also, the gospel of health is being proclaimed.

MOST significant among the many "signs of the times" in relation to this changed attitude toward our teaching of the importance of mental and emotional states in determining physical condition are the recent address of Dr. William Darrach, retiring dean of the School of Medicine of Columbia University, and the pronouncements of a conclave of the Anglican Church. These two historic documents proclaim a new epoch in human health. They are a ringing challenge to the sceptics who cannot or will not see the truth and a sweeping vindication of the teachings of *PSYCHOLOGY Magazine*.

The New York American, of December 26th, 1930, carried the following report of an address delivered by Dr. Darrach:

Medical students should be trained to study the psychological reactions of their patients as carefully as their

physical complaints. Treatment based on physical measures alone gives poor results or no results.

The foregoing revolutionary suggestion was made yesterday by Dr. William Darrach, retiring dean of the School of Medicine of Columbia University, in his annual report to President Nicholas Murray Butler.

Discussing the work of the department of psychiatry at the College of Physicians and Surgeons, Dr. Darrach deplored the neglect of psychic, emotional and personality factors in studying the symptoms of cases handled by general practitioners. He added:

"It is generally admitted that the treatment of the so-called functional nervous disorders and psycho-neuroses constitutes a major problem in the every-day practice of medicine. It is also generally recognized that there is great need of a more effective therapeutic approach based on a better understanding of the psychic factors involved in these numerous clinical types.

"Probably the most important contribution which psychiatry can make to medical education at the present time is to help train students to approach the individual patient as a biological whole, to study his psychological reactions as carefully as his physical complaints, and further to emphasize the fact that in large groups of patients treatment based on physical measures alone will give poor results or no results."

That this distinguished physician was right there can be no doubt. What he sets forth is not only scientific but is plain common sense. The amazing thing is that it needed to be said, that the great medical profession should officially ignore such an elemental, scientific and self-evident fact and continue its archaic and unscientific emphasis on the physical factor in disease, ignoring the supremely important mental, emotional and "personality" factors.

The following is an extract from *The New York Times* of January 23rd, 1931:

Whole-hearted endorsement of the principles of faith healing was given by an important group of Anglican clergymen today. A resolution favoring faith healing carried with an overwhelming majority in the lower house of the convocation of Canterbury, only 3 of the 200 present voting against it.

The Rev. T. F. Monahan, one of the youngest members of the lower house, said that much so-called faith healing was really due to natural causes and that the faith necessary was subjective rather than objective, which was why there were so many cures from what is called Christian Science.

The Bishop of Woolwich, Dr. Hough, said that for the first time in history all the bishops of the Anglican communion approved the principle of spiritual healing, which made it seem fitting to ask the Archbishop of Canterbury that a special form be adopted for their use.

Three subsequent resolutions were passed unanimously concerning the working out of faith healing and the form

A Chat with the Editor

of the proposed service, which, it was set forth, "should have regard both to ancient precedent and to what modern pastoral experience and modern therapeutic psychology have to teach".

This action by the Anglican Church marks a new epoch in the history of drugless healing. The way is open for all the churches to follow this historic lead. It is possible that all of the healing "miracles" which have without doubt been performed in the Christian Science Church will be duplicated in any church without the slightest acceptance of the theological or metaphysical theories of Mrs. Eddy. The healings have nothing to do with religion as the Rev. Monahan sets forth but are due to natural (psychological) causes. The churches may use the healing principles of applied psychology and cure hundreds of thousands of sufferers. Healing clinics should include the pastor, a registered physician, a trained psychologist or psychotherapist.

TODAY intelligent physicians are in general agreement that psycho-therapy is effective in functional cases, but most doctors are still incredulous as to the efficacy of mental treatment in organic cases.

Of the former there could hardly be a doubt. A functional case is one in which there is no organic disturbance that justifies the symptoms. It is purely mental or emotional, an obsession, hallucination, fixed idea, complex or other result of a non-physical state. It is self evident that the prescribing of drugs in such cases is the worst form of quackery. Drugs are powerless to help and in many cases are actually harmful. The only hope of cures is to attack intelligently the mental or emotional causes. In these cases psycho-therapy is the only effective method of treatment, in addition, of course, to a program of sane personal hygiene, that is, proper elimination, diet, exercise, breathing and relaxation or rest.

But the further fact is that suggestive therapy and applied psychology play an important part in all treatment of disease and should be used coincident with all therapeutic methods.

Every observant physician knows that the attitude of the patient is an important factor in his recovery. If a patient is depressed, fearful and has lost the hope of getting well the chances of a cure are proportionately reduced. Whereas if the patient is calm, confident, cheerful and anticipates an early recovery his chances of cure are immensely increased. This applies to organic as well as functional cases and will be generally conceded by every fair-minded physician. But few doctors will concede that organic cases can be influenced further than this by mental curative methods.



DR. MILLER

Let us examine this problem. Prof. Elmer Gates in his experimental laboratory at Washington, D. C., conducted a now famous experiment upon a group of men in mid-summer. He scraped perspiration from their bodies and mixed it with equal proportions of water, gave it to birds and insects to drink. No harmful effect was noted. Then he subjected these men to various emotional stimuli such as intense anger, fear, jealousy, etc. When they were in the grip of these negative emotions he scraped perspiration from them and gave it to the same birds and insects. It made them sick and in some cases death resulted. The fluid secreted thru the pores of the skin contained poison fatal to life under emotional states. The very chemical formulae of the blood stream are apparently altered. These poisons might, in chronic cases, lay the foundation for any one of many organic diseases but the real cause is mental or emotional and no cure will be permanent until the negative emotions are isolated and corrected. Then, with the primary cause removed, the secondary cause will of itself disappear and the patient recover.

Another laboratory experiment which has been quoted in this magazine is that of the cat securely fastened and the churning action of its stomach noted under the X-Ray as milk containing bismuth was fed to it. Then a ferocious dog was introduced into the room. The churning action of the stomach ceased as the cat evidenced emotions of fear and hate and the stomach seemed literally to tie up in a knot. This was a conclusive demonstration of the generally known fact that strong emotions of fear, worry, anger, jealousy arrest the digestive process, depress the appetite, produce nausea and inhibit the vital functions of the body. When these life func- (Continued on page 58)

The Ghost



of
a

Chance

By

Harry Emerson Fosdick

THERE is a picture that haunts the imagination these days. It is the picture of our children or of their children after them sitting amid the wreckage of our western civilization and vainly wishing that they might get back again the chance that we have in our hands now.

If we feel indisposed to entertain that picture we may at least agree that it is the more intelligent and thoughtful persons of our generation who feel it most and the careless and thoughtless who see it least. To say that it is impossible is nonsense. Too many times in history the children of great civilizations—Egypt, Assyria, Persia, Greece, Rome—have sat amid the wreckage of their power wishing that they could get back again the chance that their fathers threw away, for us to suppose that such a fate is unlikely to befall us.

Let us dramatize this situation for our thought by one of the most picturesque scenes in the Old Testament—Saul going down to the witch of Endor's cave crying, "Bring me up Samuel."

One moonlight night on Mount Tabor I saw the setting of that old scene with unforgettable impressiveness. Far across the plain of Esdraelon, shining in the moonlight, one could see Mount Gilboa, where long ago Saul's army had encamped. Here in the foreground, three miles away, the lights of the little village of Endor, still called by the same name, were shining clear. One vividly could picture Saul, perhaps on such a night as this, slipping away from his army in disguise, skirting the hosts of the Philistines, to the witch of Endor's cave, there in despair of his situation to plead with that ancient medium for a chance to speak to the dead prophet again—"Bring me up Samuel!"

Now, the point is that Saul had had Samuel. He had had Samuel for many years and had disregarded and humiliated him. Samuel, the prophet, had picked Saul out to be the king of Israel, had tried to stand beside him and counsel him, had offered him his friendship and his wisdom and Saul had thrown him over, dropped the old pilot and floundered on alone with growing folly and misfortune until now, when the final crisis comes and Samuel is dead, he wants the ghost of his old chance back again. "Bring me up Samuel."

How familiar and how tragic that situation is! To have a great opportunity, to be careless about it and lose it and then want the ghost of it back again—how human that is! How many men, nations and civilizations have gone down to Endor's cave crying, "Bring me up Samuel!"

Any one who knows human life knows that there are

many husbands and wives saying that. They had every opportunity for a beautiful marriage and a lovely home, but one or the other, or both of them, have tossed aside the sanctities of family life or handled with ill-tempered fingers the fineness of family relationships, and now, in a crisis too imminent to be avoided, we can see them slipping down to the witch of Endor's cave wishing that they had the ghost of their old chance back again.

One knows also that there are persons acquainted with Endor's cave in their moral life. Here is a man thirty years of age under anxious watchcare in a New York hospital. He started drinking ten years ago. He is an alcoholic now, desperately trying to keep his footing on a steep and slippery incline whose bottom is a drunkard's grave, and it is not pleasant to hear him as he talks about the chance that he had a decade since, with a free, unfettered life, and cries, "Bring me up Samuel."

Yes, look far enough and you will find whole nations in Endor's cave. They had their chance. Once they rode high on the saddle of the world but the insane game of war has been played for them with disastrous consequence, and because they live closer than we do to the ruins of old empires, from Tyre to Rome, that once bestrode the world and fell, they are not so childishly optimistic as we are. They are wondering today whether they will ever get the ghost of their old chance back again.

My friends, the witch of Endor's cave is very populous, and it is a good time to visit it voluntarily, before we are forced to, and look at it with discerning eyes. How many of us can remember chances lost that we wish we had back again! As to the basic principle which underlies all this we would agree. If any man or nation or civilization has a fine chance, then let the most be made of it, for it is fairly easy to keep an opportunity but it is desperately difficult to recover one. How one wishes that that simple, basic truth could be

made plain to individuals, to say nothing of civilizations!

You young men and women from our own families, there is no doubt about your having a great chance. You have it in your hands today—the heritage of fine opportunity—and it is not so hard to keep if you will, but it is desperately difficult to get back again if once you lose it.

That is true about reputation. As I look back on my youth I think they did not adequately stress the importance of reputation. They used to say that character is what a man is and reputation is what people think he is; take care of the first and the second will take care of itself. Well, there is truth in that and sometimes a man must fall back on it, but whenever I see a youth with a clean name, no tarnish on it yet, I think of the multitudes who would give almost everything they possess to have that chance back again. You remember the lines that Robert Burns wrote for his own grave:

The poor Inhabitant below
Was quick to learn and wise to know,
And keenly felt the friendly glow,
And softer flame;
But thoughtless follies laid him low,
And stain'd his name!

What is true about reputation is true about character. Wide areas of youth are divided into two parts: those who start with a heavy handicap and work up, and those who start with a great opportunity and throw it away. As for the first, thirty years ago you could have seen washing dishes in a Pittsburgh hotel kitchen a young Hungarian peasant lad just over, unable to speak English. What chance had he? Well, some time since I gave the hand of fellowship to that boy welcoming him into the communion of the Christian Church. He worked by day and studied at night. When he graduated from the night high school he took as the subject for his oration the opportunities that America gives to the boys who come to her shores. He worked his way thru one of our colleges and graduated an honor man, worked his way thru the Harvard Law School and into the membership of a New York law firm, and some of you may have cases with him, for all I know, little thinking that once he was a kitchen boy in a Pittsburgh hotel. That is one kind. He

had a slim chance but he made the most of it.

Here is the other—a man whose name once was known from one end of this country to the other as a leader in the Student Christian Movement. He had every chance and, for a while a shining light, he is now a profane, contemptible wreck of a man, eking out a miserable existence in the back areas of the city. To see him is to hear the prayer, "Bring me up Samuel."

Now what always lies behind this tragic experience in Endor's cave? Some one says, Sin. Yes, but that is too general. Always a silly optimism lies behind it. Say what we will about the unsupportable dreariness of life without hope, the fact still remains that when hope goes to seed in foolish optimism the consequences are disastrous. Imagine going to Saul in those first days of his early victories and saying to him, Saul, you are making a fool of yourself; Samuel is the greatest opportunity you have; make the most of him or, if not, some day you will go down to some witch of Endor's cave wanting the ghost of this chance back again. Saul would not have believed it. He would have "hoped for the best". He would have thought that everything would come out right. I want to tackle that attitude. It is one of the most prevalent, popular attitudes of the United States in particular and it is one of the most dangerous things in the world today. As a people we are tempted to a silly optimism.

For one thing, we have a gigantic continent to exploit and the psychological results of that have been tremendous. We could waste our coal, waste our forests, spend our natural resources like drunken sailors, but everything would come out all right. Imagine America ever going down to the witch of Endor's cave wanting the ghost of her chance back again. Impossible! But it is not impossible. It is inevitable unless we can be cured of our fatuous optimism.

Moreover, predisposed to a Pollyanna attitude by our resourceful continent, we have been carried further by our faith in inevitable progress. Many Americans who have given up almost all the rest of their religion

—faith in God, the soul, and immortality—still believe with utter credulity in the inevitability of progress. Their philosophy of history is that we are all on an escalator going up; if we should run we would go faster but anyway, willy-nilly, no matter what we do, tomorrow we will be higher than today; we are going up. That is a disastrous and
(Continued on page 58)



BRING ME UP SAMUEL: I Samuel 28:11

Photos by Keystone

From Savagery

Forty Centuries of Mental Progress
Crowded into Forty Years

"IF I could go back to my own people in Africa and *unlearn* what I have learned in this western civilization I would be the happiest man in the world! What I have learned has brought me a multitude of troubles. Without any intent or consciousness of wrong on my part these hardships have followed me thruout my civilized life, and my serious misunderstanding of your ideas of civilization has been the cause of many difficulties. I was taught to drink—but no one ever taught me *how much*. I was taught to lie, but not taught *when* and *how*. These things were left to what you call 'will power', an abstract term, which I had never heard and of whose meaning I had no concrete idea."

And the large brown eyes of one of deepest Africa's native sons gazed at us intently and earnestly, as if to see if we understood what he meant. And we could see the fear of being misunderstood, which has been indelibly traced in his mind thru the many injustices he has endured by the process of civilizing himself.

We sat talking with Mr. Bata Kindai Amgoza Ibn Lo Bagola, author and lecturer, whose life began as one of the "Strange People" in deepest Africa. In his apartment in New York, where every modern device for comfort and beauty is in evidence—where artistry and good taste abound and where the soft music of western composition played from the subdued radio—it was necessary for us to shut our eyes to get the picture of this earlier life he so clearly painted for us.

The transition from savagery to civilization seems in a measure to cover the most interesting part of the evolution of the human race, and to have

The Story of

LO BAGOLA

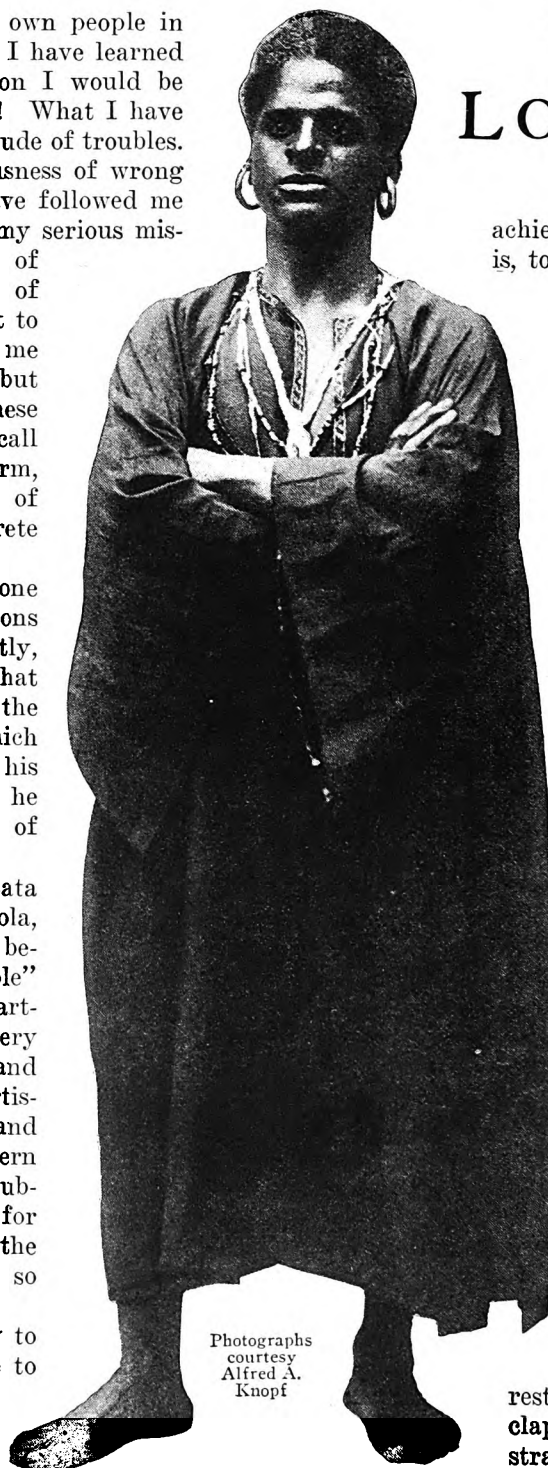
achieved the transition in one life-time is, to say the least, astonishing.

The savage of deepest Africa today is on a much higher plane, has considerably more intelligence than our pre-historic man of anthropology. Their customs, their religions and even some of their fetishes can be found to exist in perhaps just a little different manner in our own country today.

We found a rather short, but strong and muscular human being, not unlike human beings as we have always known them, with abundance of prematurely white hair topping a face of extreme sensitiveness. His face is a rich brown in color, and has a leaning toward the Jewish features. He calls himself one of the "Black Jews", who migrated after the destruction of the Temple at Jerusalem to Morocco and there moved south across the Sahara Desert to Timbuktu. Their religion and many of the fetish ceremonies have their origin in the Jewish faith and ritual.

An irrepressible love of humor seems to dominate his face. It is not merely jolly—it twinkles—alert for every occasion to laugh. When an occasion arises which is unusually amusing Lo Bagola's laughter rings out without

restraint, and he jumps about and claps his hands in the simple, unrestrained joy of a child.



Photographs
courtesy
Alfred A.
Knopf

to Culture

By Eleanore Carey

Forty-five days' walk from the Gulf of Guinea and three days' walk to the south of the native city of Timbuktu, one comes upon the little village of Nodaghusah. The country is the Sudan, and the population of a million and a quarter natives is divided into approximately three hundred communities, each one governed by a chief, or "king".

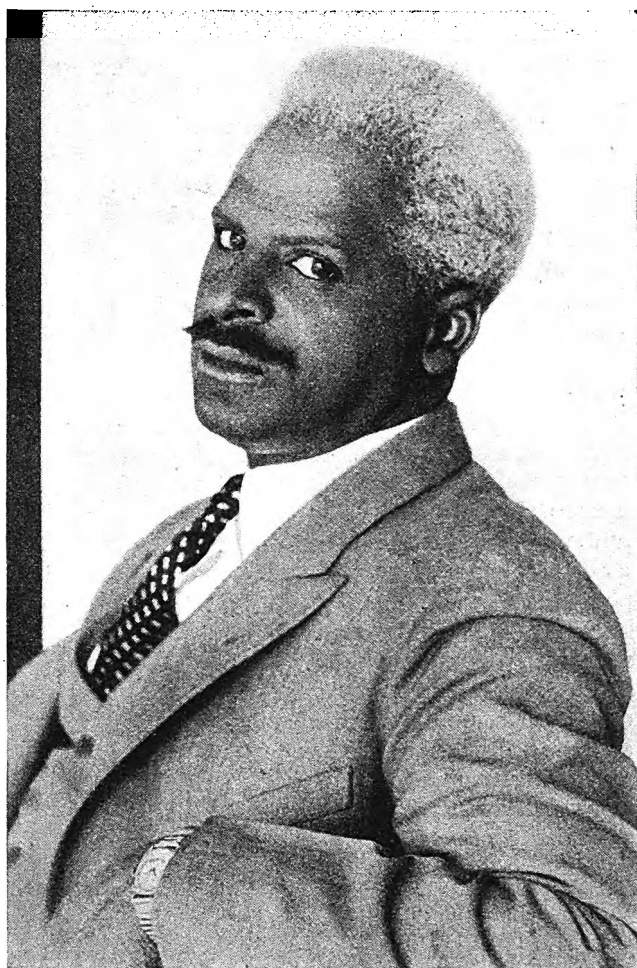
The village of Nodaghusah is fenced around, as are all the other villages. In it the ground is divided into lots, or *compounds*, as they are called, and in each compound there lives a family, the territory having been given to the man by the native government when he took unto himself a wife, or wives. Here they live—the man in a house by himself in the centre of the compound, each wife separately in houses surrounding the master's. These homes are built high from the ground, so that they will not be washed away by the floods that come with the rainy season during June, July and August.

In the interior there is but one room, furnished only with head-rests, which are used for sleeping. The native sleeps, eats and sits on the floor.

Mr. Lo Bagola's village was in what the westerner would think of as the jungle. Around it the Ondo bush grass grows to a height of five feet and more, and there are trees close together, growing tall and straight, with multitudinous vines of different thicknesses—as large as a man's body, graduating to tiny thin strands, which are strung from tree to tree, making a veritable network or veil in their thickness. The Bush is inhabited by wild animals—enemies of the savage—elephants, tigers, lions, leopards, monkeys, and the dreaded snakes of many varieties. Many of these snakes make their homes in the branches of the tall trees and the thickness of the large vines. It was, indeed, a dangerous thing for any native to undertake a journey thru the jungle, but it was sometimes necessary, since there were no roads nor paths nor beaten trails.

The native has learned that to avoid contact with these animals the only chance for safety is to bury oneself under the brush, hiding there until they have passed on. The animal cannot follow the scent of one's step; it is only when blood has been spilled that he can trace his man.

To see a white man! Fourteen little native boys, including Ibn Lo Bagola, had decided that to be truly brave and to appear as the older men in their wisdom, the vision from a safe distance of a white man was necessary. Hideous were the tales of this creature's activities. He thrived on little boys—native boys in particular—since in eating them he ate brain food.



"I shall cling to the western social order," says Lo Bagola.
"I could not do otherwise."

He prowled thru the jungle in search of native boys just before and after the rainy season. He had only one eye, in the middle of his forehead, and no nose, but a large, greedy mouth, which could be stretched to a surprising capacity. His foot, for he had only one, was large and fan-shaped, so that when he would lie in the sun the foot could be raised to act as a sun-shade.

One memorable night came when the fourteen little native boys decided to steal away, go into the bush just a short distance and return to shout excitedly that they had seen a white man in order to frighten the other children. So, forgetting the dangers of the jungle in their eagerness, they set forth. They soon lost their way in the unfamiliar tangle of the vines and trees and bush. Terror-stricken and tired, it was only good fortune that saved them from wild beasts. They were very little boys—the youngest only five years of age, the oldest eleven, and Lo Bagola seven.

For days and days they wandered thru the jungle, eating the food they could find, bananas and monkey breadfruit, and sleeping by turns, while the others stood guard. They were in many precarious circumstances, with extremely fortunate escapes, until some forty-five days' later they reached a village and the sea.

Strange people there were in this village—the natives—for they wore G-strings and cloths about their loins. In his village Lo Bagola had never seen any sort of

costume. All the natives there were entirely naked. Then the sea!—with its thundering surf which fascinated the boys and, a little distance out, a huge, white fish lay. The strange natives went back and forth to the fish on many errands, in canoes.

The boys kept hidden, fearing to show themselves. At last their youthful curiosity got the better of them, and they determined to take one of these craft and paddle as best they could to the big, white fish in the sea. They wanted to know what manner of creature could be so still and large and white. Finding a canoe, moving it to the shore and securing the paddles took practically two weeks, but at length they were on the white ship. The first thrill came when their bare feet touched the deck; the feel of the wood was a sensation never before experienced. Then they saw the much feared white man. Not one, but many on the deck. Terror clutched their hearts at first, but each decided and whispered to the other that they were not so bad after all, since they were very much like their own people, except that they were so pale. The white men were apparently concerned with other things and, to the astonishment of the boys, paid practically no attention to them. The novelty of staring and gaping at them, awe-stricken and wide-eyed, soon wore off, and they began running and jumping about the deck, thoroly enjoying every minute. That persistent curiosity, which seems to have been part of Lo Bagola's nature, led him down some iron stairs into the hold of the ship. Here he was fascinated by the strange objects he saw. The big engines frightened him a bit, but he stood there staring at them as one stares at some scene which is unpleasant but fascinating.

Then came slowly to his consciousness a movement of this big animal, or fish, or whatever it was—up and down, up and down. Lo Bagola looked about him in terror for a means of escape, and flew madly up the stairs, screaming for the other boys. There was no answer, and he screamed the louder. Suddenly there loomed the figure of one of the white men in the doorway at the top, but, frantic to reach the other boys, he pushed past the man, calling the boys' names as loudly as he could. That movement continued, and as his belief had taught him that white men were all evil—all bad—he was convinced that no good was intended by the fiendish motion, up and down, and the appearance of the white man at the head of the iron steps.

There seemed only one solution—the shore was fast fading from view, and he must jump into the water and try somehow to get back to land. He did not know anything about drowning—he had only just seen the sea—so in panic at the silence that followed his calls for the other boys, he rushed to the rail. A strong hand intercepted him, but only added to the terror and misery already possessing him. In vain little seven-year-

old Ibn kicked and scratched; he was put into a cabin, and locked within.

Later he learned the fate of the other small boys. When they heard the ship's whistle blow they were so frightened that they had all rushed to the rail and jumped overboard. Not realizing the danger nor that they were inland boys and could not swim, the men on the ship had laughed at the sight of the thirteen "little niggers" flying overboard. They had landed in a school of sharks. The crew and captain had thrown out life-lines and life-rings, but the poor youngsters had been too frightened to know or realize what to do, and all thirteen were devoured by the sharks.

On board ship, in the cabin, Lo Bagola made things a bit lively for the crew. Not daring to put him off in a strange and what might be a hostile native village, the captain decided to take him back on his next trip.

Lonesomeness enveloped his soul. He missed his playmates and could not understand their absence. It was a dark cabin, and there was no one about but the dreaded white man. Ibn became still more terrified, and beat the door, and kicked and screamed.

Like a trapped animal that has tired itself out trying to escape, he decided to sleep if he could, and curling himself up on a mat on the floor, he wept to himself and mumbled incoherently. Food was offered him by being pushed into the cabin on a plate. He finally liked the smell and the child's stomach received an entirely new kind of sustenance with gratitude. After he had consumed the food, which tasted good, he felt a new burst of life enter his body. Feeling much less frightened he began to try to observe things more minutely. He allowed members of the crew to come into the cabin without the demonstration

of fear and laughed with much glee at the grimaces and gestures of their efforts to make him understand.

Then came more trouble. European waters began to lap the sides of the ship and it grew definitely colder. Lo Bagola was still in his native costume—completely nude, and the weather and visions of arrest for his being improperly clothed in the civilized country gave rise to an effort on the part of the crew to put clothes on the young savage. This frightened him and made him very angry, and as each garment was donned he tore it off vehemently.

Landing in Glasgow, he made a quick dash, when no one was about, for liberty—and achieved it. He kept running, perfectly naked, thru the streets until he was stopped by the crowd which pursued him. Among that laughing, jeering group was one man who picked him up, and, as it is recorded in the book, *La Bagola*, "took him awa' hame tae my ain hoos".

And this was the beginning of the civilization of a little savage boy, fresh from the interior of Africa.

What an ordeal lay ahead of the good Scotchman who took him to his "ain hoos" (*Continued on page 70*)

Yesterday

THEY seem far distant

The ecstasies of yesterday.

The soft music of a woman's voice,

The uplifting laughter of a child;

The sting of rough but friendly winds

Upon my cheek.

The tang of upturned fields

And damp dew-crystallised sod;

The kinship of peopled pavements

And leisure's loose rein;

The ennobling discipline of toil,

The luxury of fatigue

And the kindliness of night.

Francis W. Harland-Edgecumbe

The New Vision—

*That Will Bring Infinity
into Your Life, and Extend
Your Life into Infinity*

This profound article may shock some of our readers. Many will be grateful for its message. The author gives an interpretation of life and the universe which, he feels, represents what is vital and valid in the fields of science, philosophy and religion. We should like to have our readers' impressions and comments. What do you think about it?

—THE EDITORS.

THERE is a new vision growing in human consciousness, whether we wish it or not. It is coming as definitely and as purposefully as a bud unfolds into a flower. It is coming because the human race has reached the stage where it is necessary.

To many it may be apparent only to the extent of dissatisfaction with the old outlook. Undoubtedly the vision has not fully been perceived by anyone; but it is peeping out of obscurity like a rising sun from behind a black mountain range. The streamers of light cause enthusiasm in some and frighten others. But even the terrified, whether they know it or not, are blessed by the beneficent rays of the light that has come thru.

The new vision had a beginning when cause was recognized as preceding effect. When fire, the oxidation of chemical elements, was discerned to be a chemical reaction in accord with a never varying law, the new vision replaced the blind belief that fire was a mysterious caprice of an etheric entity. That knowledge not only enables us to heat our homes and make steam for power but to change iron ore into the steel of modern industry.

The understanding of the law of chemical reaction opened up seemingly endless possibilities of combinations and today the chemical engineer is leading the



By

Emery C.

Williamson

way. He is transforming not only industry but our methods of thinking. Even the children in the kindergarten are asking: "What is the cause?" There is a new vision growing faster than is thought.

In perfecting the radio, certain laws have been discovered. The race is blessed by this new means of transmitting sound and energy. Nothing man can discern by his five physical senses passes between the instruments and yet by thinking in law definite effects are produced.

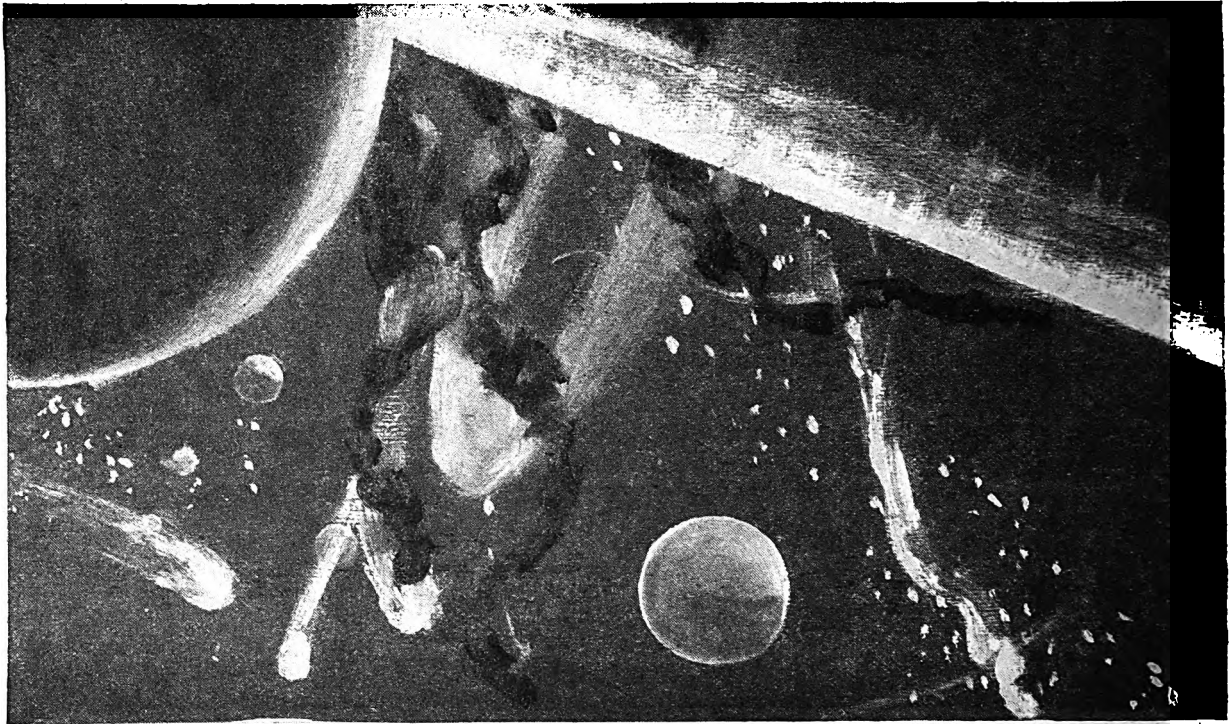
By understanding definite laws governing air currents, the relation of gravity to bodies in motion, specific gravity, the lifting power of gases and the application of mechanical laws, by thinking in law as cause, man has developed aviation. Thinking in law not seen, not heard, not felt, not tasted, not smelt, but realized, is the avenue the new vision is traveling.

The new vision does not destroy nor deny the five physical senses nor lessen their enjoyment and use. It recognizes the senses as the tools with which we use effects that have been brought into manifestation by law.

When we were children we were frightened by ghost stories. The ghosts were not discernible by the senses—they were outside our comprehension. That made us fearful.

People who believe in irresponsible, erratic, capricious cause are thrilled and like to believe in miracles. They are fearful of laws that are definite, constant and reliable. Yet they want a post office that will regularly

Pictures
by
Fred
Reinert



The solid earth may dissolve in space. The stars may grow dim, but the principle that brought

and accurately carry mail. They want the city light to be constant, ready every hour of the day with a dependable voltage that will not burn out the lights one night and show dim the next. Tho they see the sun appear above the horizon regularly, the moon and the tides on schedule, the stars always in harmony, they still crave a Great Cause that will vary at times and perform miracles. They want a Cause, of substance and proportion, comprehensible by their five physical senses.

That is the old idea. But there is a new vision. Man has found that all law he has discovered is everywhere, constantly, evenly present, regularly, constantly working. What we see as matter is but the result of the constant activity of law.

All engineers and scientists think in law or principle. The law of mathematics is foundational with every one of them. They realize that definiteness of law is the only guarantee of reality. Those who think in terms of fickle chance, the capriciousness of the moods of personality, may learn to pull a throttle and start an engine but they never become engineers.

The new vision is unfolding a new concept of God. Some think it destructive. Some think it a robber—that is leaves them cold and alone in a cruel world.

It is not difficult to convince almost anyone that gravity, cohesion, adhesion, all known law or principle, are constant, dependable, always usable, always good, always ready to serve. In the new vision this realm of certainty, of accuracy, of reality, is seen as the thing man has been trying to find in his search for God. Man has beclouded his vision and hindered his understanding in building an effect to represent cause by making a God builded out of his five physical sense consciousness; a God, the replica of man.

Most people have tested the personal God of miracles with prayer and have found that to pretend to believe in such a God they must frequently resort to such

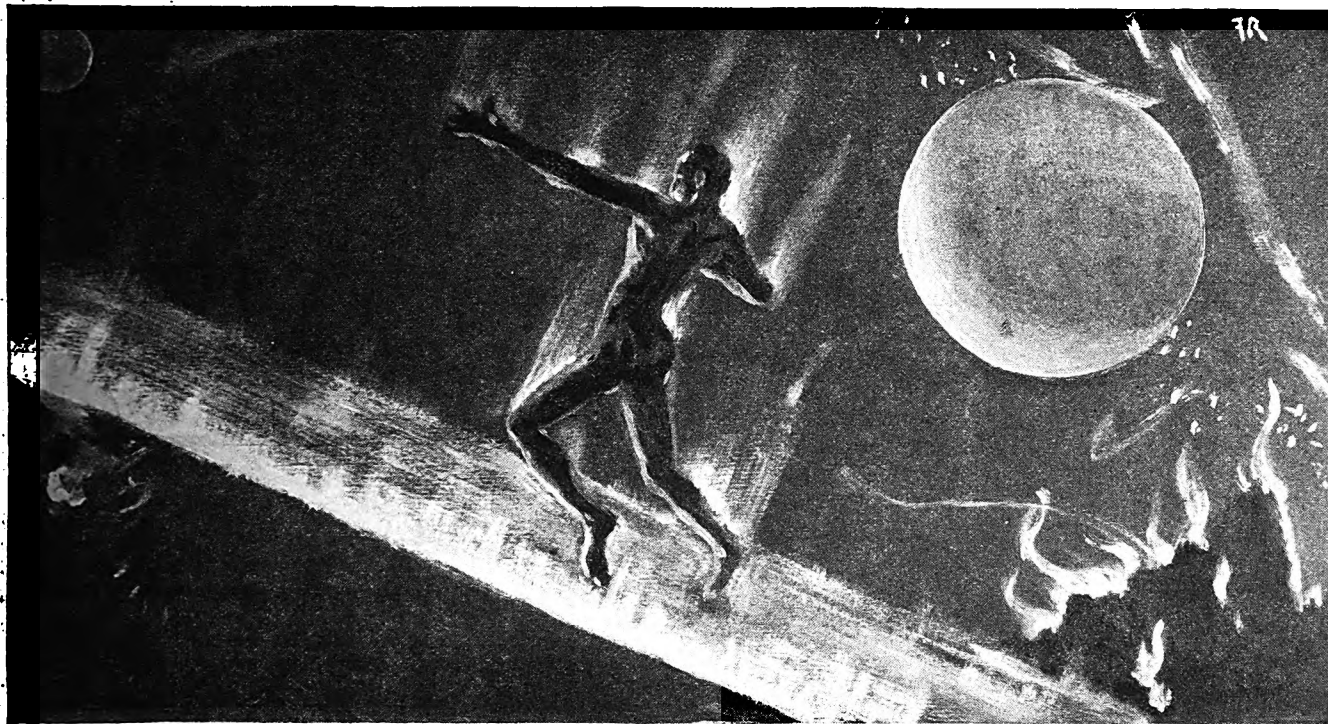
alibis as "I prayed amiss" or "God knows best". The new vision is seeking principle or law for ideas, for understanding to know what is right, and when understanding is clarified desire or prayer is answered.

We are quite sure we do not know the full extent of law. We are quite sure that it is the cause of all there is, that it is everywhere. That it is in us; usable by us; friendly toward us; that it is constantly working and that the only evil possible is using law in a manner that is inexpedient.

If we throw a brick up into the air and stand where it comes down, the law of gravity will bring it down and the law of acceleration determine the speed with which it hits our head. The law is good, regular, dependable. Our understanding may be poor and our head suffers.

In the new vision there is dawning an understanding of the power of thought, a bit foggy, to be sure, but nevertheless it is growing clearer. Men have prayed and it seemed obtained unbelievable results in healing, in social relations and in business. These occurrences have been taken by many as indisputable evidence of the existence of a personal God who hears prayer and in some cases even suspends law or principle to bring the answer.

The engineer mind scoffs at the idea. Chance, the law of averages, is his explanation. The new vision sees the results due to the consciousness of the individual, the harmonizing with law and the actual using of definite principle. Some engineers see in the phenomena, classed as faith or superstitions, evidence of yet unknown, or at least little understood, law and are seeking with an earnest, open mind to see the new vision as applied to personal relations and problems. They reason that if law can be found to enable man to send sound around the world without discernible physical connections, if law caused the same chemical reaction to take place in exactly the same way every



the atoms together and liberated the light that guides the mariner on his way is eternal.

time, if every known law or principle is constant and sure, it is safe to seek, to find and use the law that causes human existence and relations.

Man is approaching problems on a new basis of thought. Instead of limiting to the finite, in the realm of dimensions, he is turning in thought to the all-permeating infinity of law.

When we think of gravity, we do not think of an object with two ends, height, depth or thickness. When we think of the affinity of substances we know that affinity is a law that exists everywhere. When we think of cohesion of the molecules of matter we know cohesion is not limited to a particular body but is universal. We do not have to go somewhere to find cohesion. It is everywhere.

"Tho I make my bed in hell thou art there," surely did not refer to a person. We are quite confident that for ages men at times have had glimpses of the new vision. The day is now dawning when it is becoming general. Men are now thinking beyond the concepts of the five physical senses, beyond the concepts of three dimensions.

Is it beyond possibility that there is a law that causes thought? That it causes emotions? That it is life? It is quite well known that law in expression causes matter to take form, mountains to erode and make the soil in the garden, vapor to rise and fall again as rain, the wind to blow, the tides to rise and fall, light to dispel darkness; and with it further demonstrated by the thought and practice of man that the principle of chemical reactions constant and sure will change ore into metal, is it not reasonable to think that, since the reality back of all these changing things is law or principle, it is law that is the cause of all?

Is it not quite reasonable, after finding that everything classed as provable is caused by law, to seek to discover that the group classed as mental and spiritual is caused by law, too?

We are frank to admit the new vision is not complete in perfection in our understanding. We doubt if anyone will ever see it all. In fact we think that one of the most valuable glimpses of the new vision is that its very essence is unfoldment and growth.

Some one may ask, "But what answer does it give to the accomplishments of prayer?" For us to counter with, "Answers to prayer are only in the imagination", would not be a proper reply. We believe there have been and always will be answers to prayer. Do we hear, "Who answers and where is He?" If you seek a personality, we do not know. But we are convinced that life, love, intelligence, are principle in activity. It has no dimensions. Gravity has no dimensions. Why should we try to limit any of reality with dimension? You do not have to leave this spot, you do not have to go somewhere to find cohesion. You do not have to make a journey to contact and use every law or principle. You cannot conceive of their absence. You cannot think of their length, breadth nor thickness.

Who can measure intelligence? You have all you can use. You cannot exhaust the supply. Gravity does not wear out. Cohesion does not grow old. Changes in manifestation of law are constantly taking place but law remains intact.

When we pray we are praying to the intelligence—law—that is like gravity, everywhere equally present. It expresses as love and harmony. It is the cause of all there is. We are part of it. We are in it. It is in us, closer to us than our heart, more enveloping than the capillaries that unite our arteries and veins. We can not think of a place where it is not. When we pray to principle, intelligence, the law that is everywhere, that is the cause of everything, we are praying to intelligence in us that we may coordinate our thoughts and our deeds. Thus results are achieved. These are the answers to prayers.

Solomon is credited with (Continued on page 68)

There is NO *Dead Line*

Be Gloomy—



*If You Want to, But There Is Really No
Excuse for It—* Says James H. Collins

IN THE course of a year, a good many men—and not a few women—ask me what I think of their careers, their chances for getting on in their work or business.

Some of them are approaching the forties—or fifties. They are uneasy about the “dead line”. What price the career now? After forty you’re thru, aren’t you?

Just yesterday, a stranger called me up and asked to come and talk about one of my articles, dealing with change in the business world, and the need for personal adaptability. He had a story of his own efforts to adapt himself, but it was a story of hardship and suffering, of the world being wrong, not himself.

“How old are you?” I asked suddenly.

He winced a little at the blunt question.

“Well, I’m sixty-eight,” he admitted. “But I don’t tell them that. I’ve got some stuff I put on my hair, and I’m spry for my age.”

Even so, with a little less disposition to blame other people and to forget what he used to be—or believed he had been—he could still have cobbled together a career and a good finish.

My chief purpose in telling about him is to assure the worried people of forty and fifty—even sixty—that there is no real “dead line”. Remember how the little boy on a ship, approaching the equator, got scared because a sailor told him they would soon “cross the line”—he thought it an actual line stretched over the ocean and feared it would stop the ship.

THERE is a gloom that comes on both sides of thirty, and a very beneficial kind of gloom it is, if kept concentrated upon yourself and not on the outside influences that seem to affect a career, as the firm you work for, the people you work with, the way other fellows pass you.

About a year ago, a young man in advertising confided to me his doubts about his job. He was thirty-two, and had been working ten years. On coming out of college, he had been ambitious for a business of his own, and did start one, a small publishing enterprise,

with such success that a large publisher bought his business, and a large advertising agency gave him a job.

This was the job about which he had grown gloomy.

“I feel that I am a good advertising man,” he said, “but here I am making only five thousand a year, and I can’t see how it is possible for me to climb much higher. I’m next to the manager now; this is a branch of the business away off from headquarters and there are hundreds of other fellows in the organization. I’ve done some original things and studied a lot to develop my ability. But, frankly, I’m discouraged.”

It was true that he had done original work. In handling one important account he had devised methods of measuring results, something of prime value in advertising as it is shaping itself nowadays.

“Business is a kind of put-and-take game,” I said. “If you put enough in, you are certain to get something out. Suppose you try putting in some more, in a new way. You can write a good article about your methods of measuring advertising results. Write one, and send it to an advertising magazine.”

He did this. His article was published, led to a series which attracted attention, and one of the many letters he got was from an official at the headquarters of his own agency. A few months later he received an offer from a competing firm, so handsome that he could not afford to refuse it without sounding out his company. When he laid the facts before his distant president, he was asked to wait before making a decision, and a little later was promoted at as good a salary.

“We have had you in mind for this,” wired the president, “because we’ve been watching your work more than a year.”

So there was no reason for being gloomy about the scheme of things, and his skepticism about himself was largely an indication of continued growth.

Another young man, around thirty, had a different basis for his discouragement about his future a couple

of years ago. "The trouble with me," he said, "is lack of personal popularity. I don't get along well with people. There is no particular reason why I should, because my ability and training are along technical lines; whatever I've accomplished has been done on technical facts, which work regardless of whether people like me or not—or like my results or not. Yet I feel that my lack of sociability hampers me. According to all the rules of Big Business, some corporation should be after me at twice the salary I'm drawing. Shall I cultivate people? Shall I go to parties, join service clubs? Could personal popularity be developed like muscles?"

"You don't really like people, do you?" I asked.

"I like them a lot!" he protested, at this grave challenge to his human nature. "All my work is based on benefits to people. But individually they bother me, and I like to work at technical problems that benefit people on a bigger scale than personal friends or even the city or the country."

"Then forget people, and rely upon your work bringing more money and wider recognition," was my counsel. Within a year, the concern for which he worked was merged with others, and when the dust had lifted from the conflict that always follows a merger—the elimination of executives with outworn ideas and the emergence of those who have been looking toward the future—lo! he was president of the new corporation. And his new work is giving him new contacts with people—he has to study them for purposes of management.

This is a style of young man unknown twenty years ago, the engineering, statistical, research specialist who becomes absorbed in technical problems and disregards people. He is born that way. Twenty years ago he would probably have been a bookkeeper. Today, so much has business broadened, he finds a hundred fascinating new fields of work.

Why should he cultivate sociability, except for smoother living in family or community? Business is now able to employ him at what he likes to do best, and his career plainly lies along intensive work at his specialty.

The "dead line" around thirty-five has not received as much attention as the famous "chloroform age" of forty.

But about that time, expect a few squalls. These seem to be due as part of the faster tempo of Business nowadays and the size of corporation organizations. Dad and granddad were not bothered because they had settled down in a staple trade, with a concern a couple of generations old, and could look ahead in full faith and see where they would be at forty, fifty, sixty.

Today, the young man comes out of college and finds Business sitting on the doorstep with a job. True, the job does not amount to much at first, but Business begins shifting him around, trying him here and there. This shifting often lasts into the thirties; the character of the business changes with new inventions, mergers, banker control. It is hard to see any stability or future—there is nothing in which to have faith, as in granddad's time of partnerships with whiskers.

Then, the young man has married; there are children; some of his college fellows have got on better than he; some of the neighbors have bigger cars; there

is quite a severe strain on the little old salary check. His experiences of ten years does not seem to amount to much—it appears to have been a lot of marching and countermarching at the caprice of the High Command.

But, actually, it has been preparation for what may be dramatic advancement between thirty-five and forty.

There is nothing more desolate-looking than a new house at the stage where it is nine-tenths finished—workmen crowd one another, litter has reached its peak, the bathtubs are full of mortar, the plaster is damp, the windows gape. But suddenly, in a few days, the complete, livable house emerges like a developing photographic image.

And so with the gloom of thirty-five. A little is to be expected, like fleas to a dog. If it is self-questioning, not a general loss of trust in the scheme of business, it is all right. It means that you are not going to settle down in a "berth", as granddad did.

Remember the Yankee's definition of a berth: "It is the Britisher's name for a job, because he regards it as something to sleep in."

The gloom of the forties and fifties is different.

By that time a man has made some sort of success, even if he is only a successful chief clerk. He is not concerned so much with the lateness of the business system in recognizing his ability as he is with the possibility of losing his place.

It happens that, for five years past, I've lived in a locality where this kind of gloom can be observed in all varieties and phases. That is California, with the thousands of middle-aged men (*Continued on page 78*)



The Yellow

By

M. R. Roberts

Illustrated by Gerald Moore

Dress

THERE were many beautiful things in the shop windows, gorgeous with their Easter offerings. To little Margharita Giulemi the most marvelous of all was a dress of yellow satin that glistened like water with the sun on it. Margharita longed to touch it, to lay her cheek against it and slip the soft stuff up and down her warm, brown skin. But she did not want to wear it. The donning of such apparel was not for her. She wanted it for her sister, the beautiful Giulietta, whose eyes and hair seemed always full of Italian sunbeams. There was to be a concert in five days, and Giulietta was to sing—for Giulietta had a voice to make the larks ashamed. But she had nothing to wear! One afternoon Margharita took her courage by the throat. Marching into the store, she demanded the price of the adored yellow gown.

"Fifty dollars," said the suave, black-swathed saleswoman, "reduced from eighty-five." She smiled at Margharita, who, not well-versed in smiles, grinned faintly, said, "Thank you," and walked out. From the poise of her head, one would have supposed that she thought in thousands, but her soul was sunk below the ability to count in units.

"Fifty dollars." Why, that was more than 'Seppi Devanni had in bank, and she was the richest girl on their street. Surely, such "bellissimi vestiti" were only for kings and queens. But the beautiful Giulietta! In such a gown as that she would look more lovely than the princesses in the picture books at the Free Library.

Margharita walked slowly from the shop. Her little nose was sharper than ever, and the dimple in her chin was a line. No tears came. Was not Margharita twelve? Could she not sew—and make all her own clothes—every garment? And sew for the babies? And for a birthday present for the mother had not Margharita made a waist—white, with tucks and small stitches like those of the lady at the club-house? As Margharita thought of all she could do, she walked faster. It really was rather nice to live, and to have a mother who was always at home when you came in, and who sometimes kissed you and called you "poverina" and "bella bambina". It was a joy to have a sister like Giulietta.

Margharita worshiped her sister with the same

adoration that she gave the saints. In her mind, beauty and goodness were synonymous. The saints were good and they were beautiful—at least, they were in the pictures. Giulietta was beautiful—therefore to be worshiped. And—oh, how lovely she would look in that yellow dress!

Margharita turned into a noisy side street. After many many blocks she reached her tenement, which squatted belligerently on the corner. It was not a soaring structure. It sprawled. Margharita jumped quickly up the wavering steps. Supper was in its ascendancy. She sniffed with vigor.

The meal over, she sat with the last Giulemi baby in her lap and listened to her family's views on Society. The Giulemi attitude towards the "other half" was fairly normal. Some were rich, some were poor, and that was the way of the world. And when one worked hard and got one's three meals a day and a few "soldi" for masses, he should not complain. Spring was at hand, and then the children had more pennies to spend for candy and peanuts. Therefore Papa Giulemi's business was good. But one had to be careful. Bread was very dear and meat almost beyond desire. And so on—and so on!

Easter morning dawned. The little Giulemis, washed, combed and tied into various garments, trotted off to Sunday school. Each tiny fist held six colored cards. For these hard-won trophies, every wee Giulemi would get a picture of some long adored saint. This exchanging process gave the necessary thrill to punctual attendance. Margharita importantly ushered her flock into the "primary", and went to her own class in the "big room".

Margharita's teacher was an attractive young person who taught in a settlement Sunday school because she liked it. She had the good sense to wear her prettiest clothes on Sunday mornings and thereby endear herself to beauty-loving youngsters.

The lesson today was of David, the shepherd-boy. Margharita listened with interest.

"He must have been so pretty, Miss Gordon," she said, "'specially when he was dressed up in his king's clothes."

Miss Gordon smiled and nodded. She could not dispute the statement, but she did wish that Margharita had got some other idea from the story.

She looked at Margharita again. The child's adoring brown eyes smiled.

"Margharita," said Miss Gordon suddenly, "do you

like music?"

Margharita's eyes grew a size larger and her head bobbed up and down.

"Well, then, would you like to go with me to church—to my church?"

"With you—why—Miss Gordon, do you mean it?"

"Surely I do. Get that little family of yours started home-wards and we'll scurry along."

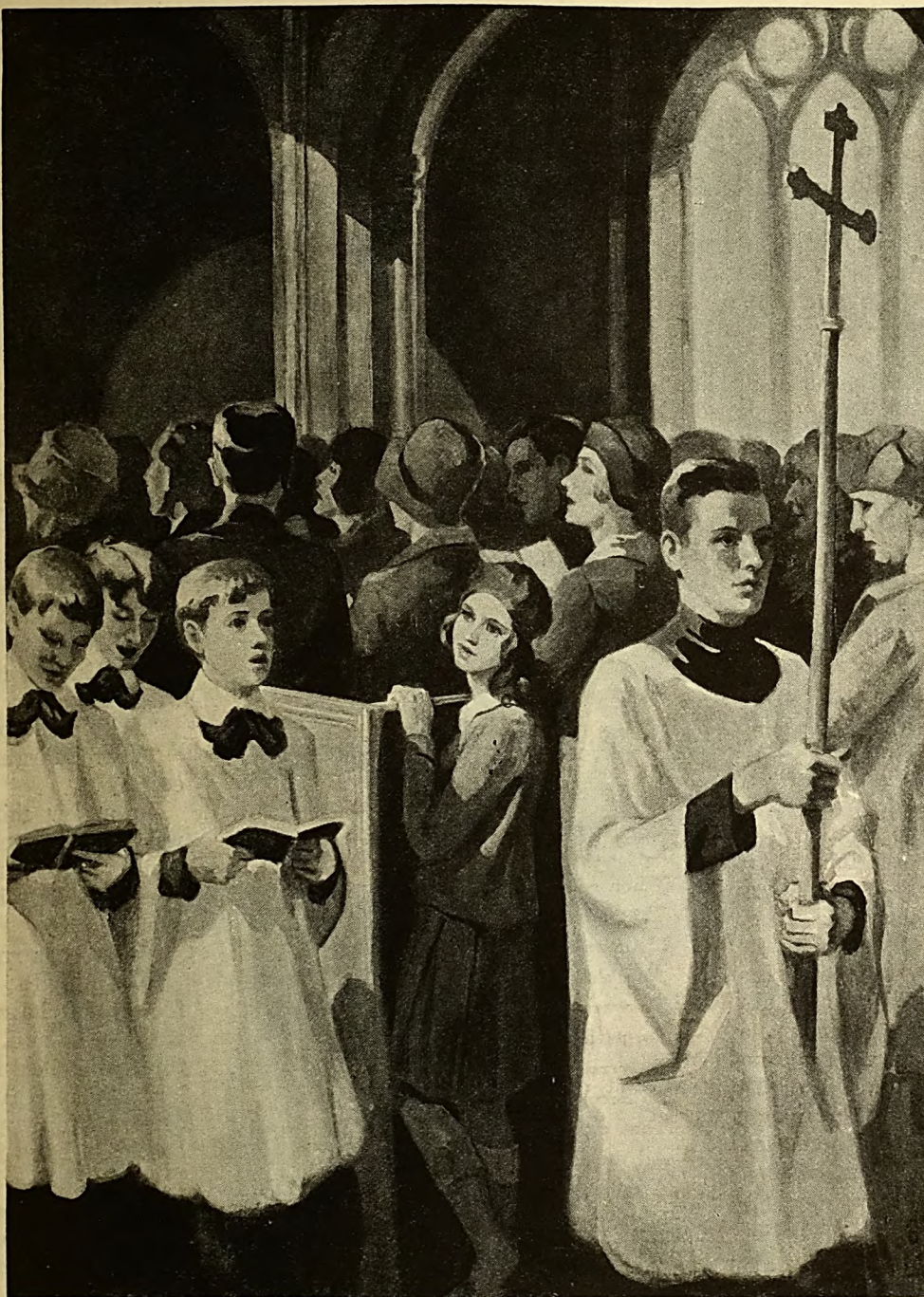
In five minutes Margharita had the little Giulemis trotting south, and herself in a dark blue limousine. There, her hands in her lap, speechless with joy, she sat, tensely upright. Elizabeth Gordon was wise enough to keep silent and leave this new happiness unmarred. As they entered the church, Margharita found her voice.

"It is even beautifuller than the library," she whispered.

The procession of choir-boys, preceded by the great gold cross, aroused her to ecstasy.

"I just love parades," she murmured, squeezing Miss Gordon's hand.

Then came the music! It swelled forth into the church—tone upon tone—until it seemed as if the place would burst with sound. Slowly the huge tones died—and little rustling notes—playing upon each other like dried leaves—whispered in Margharita's ears. Surely she had drifted into heaven by mistake. The pure, sexless voices of the children were angels singing. Looking at the child during an anthem, Elizabeth Gor-



The pure, sexless voices of the children were angels singing . . . to Margharita.

don's throat grew full. She was as happy as Margharita.

The sermon was by a visiting minister—a man investigating the problem of the unemployed. He had his knowledge at his fingertips. Clear, concise, statistical, were the few—the very few—remarks he made. He ended by saying:

"Charity is a misnomer for the help which is given. It is the overwhelming pity and sense of responsibility which attacks us when we hear of these dreadful cases. The brotherhood of man is never so keenly felt as when one hears of suffering humanity. The

people in this city have been wonderful. This church has, alone, helped three thousand individuals. Should you like to help three thousand more? I will not say that I am begging, I will not say that I am asking, for anything. It is simply that I am reminding you that the money put into the plates this morning goes to those people who need things sorely, and who have no other way of getting them except thru the kindness of those who love their unknown brothers."

Margharita listened to every word. She had heard a great deal about the men out of work. Papa Giulemi gave many discourses on them. He always said the same thing; but that made one understand better the next time. Margharita knew that Papa Giulemi had obtained positions for his friends, and never ceased to talk about the "bad state beez-a-ness was in for-a da

peepul". To her the minister's address was merely a repetition of her father's statements—in a different language. To the rest of the congregation it was simply another request for money. The church, old, large, with its rich and aristocratic congregation, had always headed the lists of churches that gave weekly amounts to numerous charitable organizations.

Margarita, sitting tense under the spell of the boy soprano, came to with a jerk—aware that right under her nose was more money than she had ever seen in all her life. She stared stupidly. Miss Gordon, forgetful of the dime she had given the child, was about to hand the plate of money back, when Margarita, shyly and awkwardly, put out her hand. Miss Gordon smiled at her. Margarita dropped the money into the pile of bills. No longer was the music paramount. Before her eyes passed a procession of the things she could get with all that money. For the baby—she would buy a new coat; for the little "stair steps", shoes—hats—dresses; for Mama Guilemi—a new dress; for Papa Guilemi—a new suit; and for Giulietta, the yellow dress! All her dreams answered at once.

The yellow dress! In front of Margarita's eyes it danced like a golden flame. She came back to the real things of earth to hear Miss Gordon say, "Margarita, will you hand me my handkerchief. I dropped it by you, there—on the floor." Margarita stooped over for it. As she touched it—something rustled against the back of her hand. Handing Miss Gordon the handkerchief, Margarita reached again for what she thought was a bit of paper, a church leaflet probably. Having brought it forth into the light, she saw that it was money—a bill of large denomination. Instantly, she knew what had happened. When she dropped her ten cents into the plate she had knocked off the bill. Miss Gordon was talking to a lady in the pew. Margarita stood, waiting to give the money to her. Then came the inevitable thought! "This would buy Giulietta's dress. No one will know." Margarita had a conscience, but not having been led often into the way of temptation, she had never had much warfare with it. Consequently by the time Miss Gordon was ready to go, the money was in Margarita's pocket, and her face joyful at the thought of the glory to come.

"Did you have a good time, kiddie?" asked Miss Gordon. "That's good! Now hop into the car, so we can get home in double-quick time."

All the way home Margarita's face was suffused with happiness. Her conscience pricked her not at all. The money was for those who needed it. Giulietta needed it. Therefore it was right that she should have it. So argued Margarita.

The hours that followed the hot, greasy dinner

snailed along. Even the walk in the park did not seem to make the afternoon shorter. At last night, supper and sleep came.

Margarita flung her spirit like a fresh breeze into the Monday morning muddles. Chores were done speedily; faces washed, hair combed, strings tied; snarly tempers untangled. Next came school. Lessons were a delight usually, but today Margarita's mind wandered. To her joy it was a half-holiday.

The twelve o'clock bells found her running down the street, toward the Cave of her Golden Fleece—where soft-stepping black clothed ladies, in lieu of dragons, guarded the treasure-trove in this fairy cavern.

"If you please," said the little girl. "I want the yellow dress in the window."

"What did you say, kiddie?" asked the woman.

"I said, if you please, that I wanted that yellow dress in the window—the sunshine one. It is for the beautiful Giulietta—she is to sing tomorrow night. I will pay for it—and take it with me. Can you get it for me?" Margarita's tone was pleading, but confident.

The saleswoman, supposing her to be an errand-girl and seeing good money in the child's hand, hastened to the window.

"Is this the one?" she asked.

"Yes!" Margarita's eyes were ecstasy!

In a few minutes the dress was folded, packed in a box—and in Margarita's arms, and the fifty dollar bill had changed owners.

Margarita raced home.

Damp with perspiration, frowzy of hair, her face red with heat and happiness, she threw the box into her sister's lap. "See, Giulietta, see!" she cried. "For you to wear to the concert! Look inside!"

Giulietta was resting during the few minutes she had after dinner before going back to the department store where she worked.

"Oh! Margarita!" she said, "what have you?" and opened the box. The yellow satin

slipped out. Silkenly, caressingly, it fell over her knees. The rhinestones on the shoulders glittered like raindrops. Giulietta held the stuff up to her face.

"That's what I wanted to do," whispered Margarita.

"And you shall . . ." said Giulietta. Leaning forward, she rubbed the soft satin across her little sister's brown cheek.

"But, mia bambina, tell me, where did you get this? Who gave it to you? Mama mia . . ." called Giulietta, "come and see what Margarita has brought."

Fat Mama Guilemi waddled in. She was hot from cooking and her clothes were not quite fastened together in the front; but she always had a smile for her children. "An' eefa I have nota da smile—dey have nota da happy," she would (*Continued on page 61*)

Easter

By Verna Thackeray Makepeace

SUNNY Easter!

The loveliest day of all the spring,

When spirits

That have been buried in sadness

Shall arise

And shine forth in human love,

To warm and brighten all they touch,

Forgetting all losses . . .

Only reaching up in gladness

To become more like the sunlight

That draws toward it

All the Flower Faces

And brings

From the lifeless gray boughs of winter

The fragrant

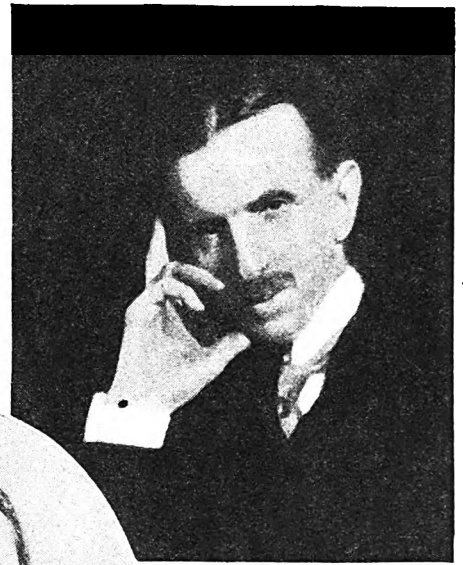
Pink loveliness

Of an orchard's bloom!

Your Future and You

By

Frank L. Tullis



Nikola Tesla

MAN, for his convenience, makes a three-fold division of time; the past, his shadow; the present, the ground on which he stands; the future, that part just beyond his outstretched hands. And yet, is there a present? Can anything be which is gone ere we can name it?

Only convenience in the reckoning of time makes a present. The present is not a distinct period. It is the imaginary dividing line between the great past and the greater future. We are, then, in reality living not in the present but in the future, as moment by moment the great God-head doles it out to us.

When we thus look at time there



Keystone

Serge Koussevitsky

be known that one of his pictures was painted over eight or ten others. In one case twenty-six and in the other eight or ten hidden pictures, and yet who is there can say the masterpieces themselves could have been created without the hidden background?

When Blondin, the rope-walker, wheeled his barrow over an architectural canyon, he, too, was presenting a masterpiece of effort that covered a hidden background of practise. The careers of the great as we know them are painted over backgrounds little known to us, but just as necessary to their make-up as were the successive layers of painted-out pictures to that work of the great Inness.

If you have assigned to some "future" time a wonderful work, or a wonderful career, remember the future is not ahead, but *now*. "Get in the game", your chosen "game", now. Do you want to be a poet? Then set your mental processes to

work and mentally be a poet, even tho the exigencies of the day leave no time for verse writing. See the world with a poet's eye, hear with a poet's ear. Build up now the successive efforts that will result in that wonderful poem of your dreams.

What matters if you are crowded for time, if your friends laugh, or your family interferes with your dreamed-of career? If you are ever to become the person of your dreams, then mentally you must become that person now. There is no other way. Time will always crowd, friends will always jeer and the dear ones will always interfere with an embryo career, but never with the finished product.

Your future is now. Use it. (Continued on page 63)

Keystone
Clare Briggs

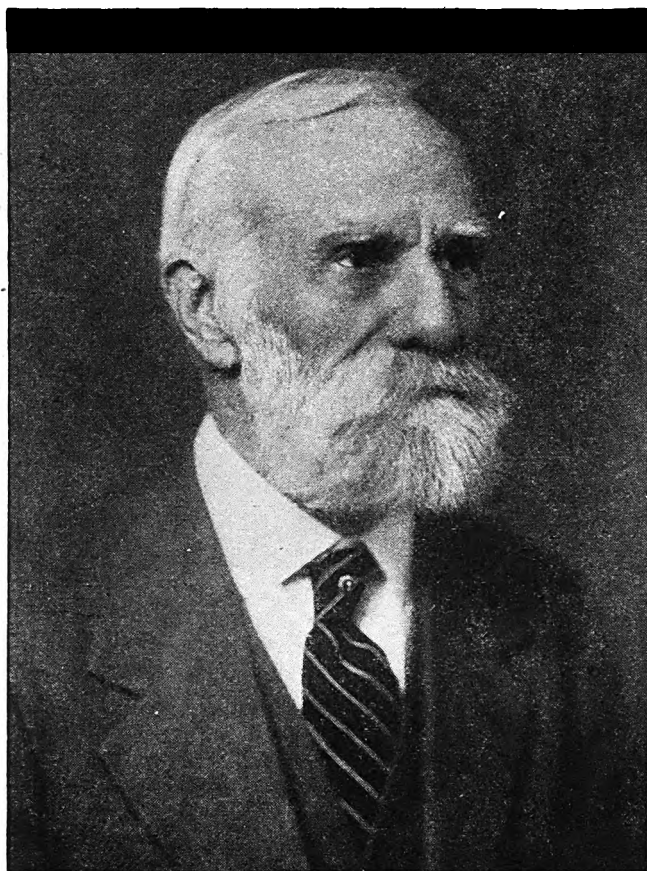
Wide World

Martin W. Littleton

is less chance for procrastination, less chance for mortgaging time yet to be. The desire to delay things, to put them off, leaves us once we realize that even now we are living our future.

George Inness, Jr., in a biography of his illustrious father mentions that one of his famous masterpieces had beneath it twenty-six other paintings. An equally famous English painter let it





DR. GOODWIN

Who Said

The Story of

Dr. E. McK. Goodwin

and the

North Carolina School for the Deaf

All the class relaxed in satisfaction. "Thomas, will you skip for us?" quietly asked the teacher.

The boy hesitated and little hands waved in chorus to take his place. The teacher repeated very distinctly the word "skip" and the boy obeyed. Others were asked to jump, to bow, to run.

The children were then grouped about a piano so that each one had his hands on the instrument. The teacher played a chord of mighty volume, paused a second, and then sent a soft, low chord off into the air. All hands around her flew up.

"Can you tell me, Sarah, if I played a loud chord or a soft one?"

"First loud, then soft," a new-found voice slowly.

FOUR little girls and three little boys who had never heard a sound in their lives pulled up their small chairs in a closer circle around their teacher. It was a beginner's class at the North Carolina School for the Deaf. Attentive eyes watched closely as the charming young teacher spoke. "Dorothy, will you show us a cow on the chart?"

A pair of bright blue eyes fairly danced when her name was spoken,



Acting is a popular form of recreation in the North Carolina School for the Deaf.



and a little head nodded as the child took the brown stick, looked quickly over the chart and pointed to the picture of a big, tan-colored cow which had been pasted there.

answered. She could not hear, but she *heard*!

Until you have visited this school in Morganton, North Carolina, erected on a towering hill overlooking every obstacle surrounding it, where that intangible something of the spirit towers higher than its physical plant, you cannot possibly understand the thrill and awe that possess one as he glimpses for the first time this conquest of nature, this miracle that is wrought when science gets behind degenerate nature and takes her to account.

Consider a world with all sound cut off, with all

We NEED Ears?

By
Mary Johnson
Avery

opportunity of oral expression silenced. That is the world of these bright-faced girls and boys.

Until recently total deafness and dumbness were accepted with the belief that nothing could be done about them. Indeed it was only a generation or so ago that the mute was segregated and considered almost an outcast in his own family. But the day has dawned when the disadvantages of their limited world are being removed, and a few educators have fought for this victory thru doubts and discouragements.

The North Carolina School stands high on the ladder of achievement. The remarkable success of Dr. E. McK. Goodwin, superintendent, and his brilliant co-workers, who have undertaken the miracle of giving voice and hearing to those whom nature has so cruelly denied, are nationally recognized.

"I am trying to open up the world of sound to these children," said the teacher at the piano, "thru their

It was soon discovered that some children really had enough hearing to enjoy music. This would never have been detected had musical vibration not been brought to them. The drum is recognized as the most efficient



Boys and girls enter whole-heartedly into productions staged on the beautiful campus.

first step in this advanced education of the deaf. The child puts both hands on the drum and is told to yell into it with all his might. Something beyond belief suddenly comes to him.

"I can hear myself," is written all over the radiant little face—for he cannot say it—as he performs this miracle for the first time. Unheralded, a new world bursts upon him and life stirs with hope.

Music as an important factor in the education of the deaf has only been recognized about thirty years. Science tells us that sound is an interpretation of air vibrations, and that vibrations can be felt in other ways than thru the ear. In the schools for the deaf, therefore, children are being trained to interpret these vibrations in "hearing thru their fingers" and other parts of their bodies.

When Dr. Goodwin began pioneering in this great new field, he had few followers. The educational world was not entirely sympathetic, the teachers often doubtful and many of the deaf discouraging. But tho the task was herculean, with a prophet's vision he saw the light and recognized no defeat, so the institution on Vine Hill in Morganton forever put away flying fingers and facial expressions along with old-time slates, and started work as in a hearing world.

The child of six

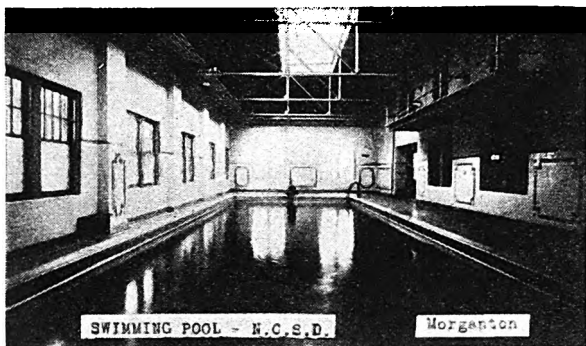


Picnics and hikes are enjoyed by those whose ears can not hear what their lips speak—but whose faces picture their happiness.

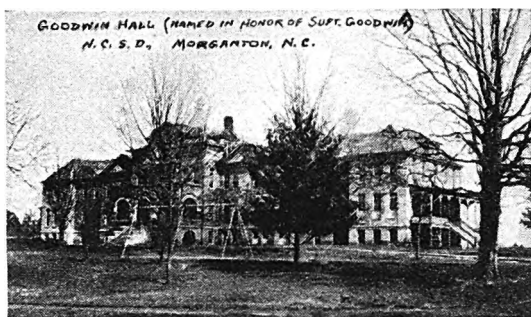
fingers and thru any latent sense of hearing which they may have." Hundreds of children have thus been led into a hearing world.



The football team of the North Carolina school in its annual combat with the Virginia school.



Buildings on the campus show the beauty which surrounds these pupils as they are initiated into a hearing world.



coming to the school is in most cases unable to communicate with the outside world in any way. He may know that he is hungry but he cannot tell you that it is bread he wants; he may know his articles of dress but he has no name for them; he knows himself but he does not always know that the mark on his clothes stands for a name—his very own.

Thirty-six years ago at the opening of this altruistic school to 102 pupils, Dr. Goodwin knew them all by name. Each year since, his first lesson is to know his students personally. It must be that this sympathetic personal touch makes for the happiness that is expressed everywhere around the place.

On the day of a pupil's arrival he is taught his name and town, and seven or eight classmates learn them also. Because of their keen observation and superability for imitation lip-reading almost at once becomes a sixth sense. After learning their own names and homes, they realize that everything about them has a name. In a month's time they have a vocabulary of about fifty words. By Christmas they know almost everything, it would seem, that there is to know, even the meanings of words and the fact that some words have more than one meaning.

"What does empty mean?" the class was

asked on the day that we visited the school. All the class pondered and one boy answered: "It means to rent."

It is quite funny sometimes how literal they are. One morning a teacher noticed one of her little boys crying as if his heart would break. She called him to her and asked the trouble.

"My mamma is dead," was the terrible and heart-broken reply.

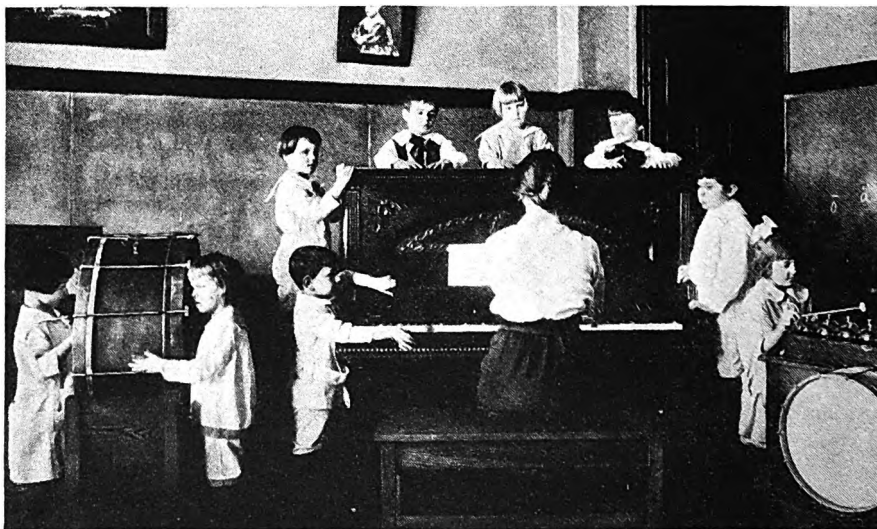
Wondering how he had received this news without the information having come to her first, she asked who told him.

"In letter," and he handed it to her.

The letter was from the mother herself, and in telling him some amusing family incident she had added, "I died laughing." That was enough for her son. He thought people meant what they said.

The deaf children are about four or five years behind the hearing children, for their deafness has built a wall around their minds. All their lives the deaf children have lived in a nameless world full of nameless objects, and in the beginning everything must be named object by object.

It used to be when one thought of the deaf, a picture would appear instantly of
(Continued on page 65)



Mrs. Frank Tate, the former Pattie Thomason, taught her little deaf pupils "to hear thru their fingers".

Formulas *and* Folks

Leading Authorities Insist that Their Aim Is
to Fit Psychology to Human Nature—
NOT to Make Human Nature Over
to Fit Psychology

KEEP learning, and keep happy. Psychology has knocked the truth out of many of our pet superstitions of education, including the old saw, "You can't teach an old dog new tricks." It has discovered that not only a first small portion, but the whole of life, may be made a training period, and that one's ability to learn toward the end of life is scarcely inferior to one's ability at the beginning. A lack of educational opportunities in youth may no longer be made the excuse for incompetence in middle age. One is never too old to learn.

That is just one of the important points suggested by Dr. A. I. Gates, professor of educational psychology at Columbia University, at one of a series of unusual lectures presented recently by the Psychological Corporation at the New York Academy of Medicine.

From laboratories and universities all over the country were gathered speakers who were not only experts in their particular fields, but actual makers of psychological history: Dr. Arnold Gesell, director of the famed child development clinic at Yale; Dr. R. S. Woodworth of Columbia; Dr. Mark A. May, professor of educational psychology and executive secretary of the Institute of Human Relations of Yale; Dr. E. L. Thorndike of Columbia, whose personal research needs no introduction; Dr. Walter R. Miles, professor of experimental psychology, Stanford University; Dr. Frankwood E. Williams, former medical director of the National Committee for Mental Hygiene; Dr. Morris S. Viteles, assistant professor of psychology of the University of Pennsylvania; Dr. Floyd Allport, professor of psychology of Syracuse University; Dr. A. I. Gates, Teachers College, Columbia University; Dr. W. V. Bingham, director of The Personnel Research Federation; Dr. Joseph Jastrow, professor of psychology, emeritus, University of Wisconsin; and Dr. James McKeen Cattell, president of the Ninth International Congress of Psychology.

To hear these men came doctors, lawyers, clergymen,

A Report of the Psychological Corporation Lectures

at the New York Academy of Medicine

By Kenneth M. Swezey

teachers, parents, students. For the first time had an organization of academic psychologists stretched out its hand in a vigorous and comprehensive way to reach the general public and to acquaint it with the findings and possibilities of modern applied psychology.

Of all the phases of life to which psychology has been applied, perhaps none has been influenced more than education—both from the standpoint of teaching and of ap-

praising ability. What Dr. Gates observed about adult education, alone, has revolutionary possibilities.

Until quite recently it has been assumed that the best ages for learning lay between the years of 6 and 18, and that when a person gets past 30 it is almost silly to try. The tradition has made its mark upon our whole life. Children are pushed into school early and rushed thru eight or ten years of concentrated training, and then education is abruptly stopped. If the early training—as is often the case—is not sufficient or suitable to guarantee a satisfactory and happy livelihood, the whole remaining life is spoiled.

Psychological investigations made during the past few years have proved that the old conception of learning is utterly false. Innumerable tests indicate that the best age for learning is not between 6 and 18, but between 20 and 30; that between the ages of 30 and 40 one can learn more easily than between 10 and 20; and that in the years between 40 and 50 the falling off of learning ability is only slightly inferior. It has been discovered that in memorizing, simple association, language study, an adult in the forties is a match for a youth in the teens.

The whole tendency of the old tradition was to discourage adult education. Life was arbitrarily divided into a period of school and a period of work. With the new knowledge of learning ability, the line of demarkation may be erased. It will not be unusual for education to continue beyond high school and college. Dr. Gates suggested, even, that men and women of the near future, instead of confining themselves to a single voca-



Photos by Keystone

E. L. THORNDIKE

of learning which a few years ago might have remained a dark mystery. Here, for example, is the case of a boy who was a total failure at reading. The reason could not have been general dullness, for in a standard intelligence test he rated 15 per cent above the average. Tests of his vision, his visual acuity, and his hearing indicated that all these faculties were good. He had no organic defect which might interfere with his proper reading.

Perhaps he had not been taught correctly. Often an incorrect habit established in the earliest days of learning may prevent all future progress. To discover whether this boy had fallen into a snare in training, he was taught words, as a beginner is taught, made up of letters with which he was entirely unfamiliar, devised for the occasion. The latest methods of teaching were used. Instead of failing to read these new words, the boy demonstrated superior ability.

A faint clue had been found. Further observation by the psychologist disclosed that the boy looked at ordinary words in a confused manner. From watching the shifting of his eyes it was noted that he first looked at the end of a word, then jumped to the middle, and finally to the beginning. It at once became apparent why he had made such mistakes as confusing *was* with *saw*. His fundamental training had been at fault. Knowing the difficulty the remedy was easily applied. The boy was taught to observe the letters in their proper sequence. At eight and a half years—when the test was made—his reading ability was zero. Three months later he could equal a child with two years' training. In seven months more he had gained a place 19 per cent above the average for his own age. A year later than this he had climbed to 30 per cent above the average. The absolute failure had by understanding and redirection been made decidedly superior.

tion—which they have learned in youth—may become proficient in a new one perhaps every ten years.

The psychologist in education becomes often extremely useful in unraveling problems



ARNOLD GESELL

The next case cited by Dr. Gates shows admirably how the psychologist can fathom the cause and apply a remedy where not only a special branch of a child's education is affected, but all the branches and his personality as well.

Another boy—let us call him John—was ten and a half years old and in the fifth grade in school. Up to and thru the fourth grade, John had done fairly good work. Now his work was becoming inferior—so steadily and rapidly that if some extraordinary change did not take place he would certainly fail to be promoted at the end of the term.

Not only was his work becoming inferior, but his whole temperament was changing. He had been a spirited, cheerful boy, enjoying good health. Now he was becoming nervous, irritable, morose, would not mix as he had formerly with his companions, and was losing weight.

There was room for many possible explanations for a change such as was taking place in John. A physician could immediately conjure up a score of bodily ailments which might retard a boy's ability; an endocrinologist would see cause in the improper functioning of the ductless glands; to an orthodox psychoanalyst nothing could be more evident than that John's infantile love-life had been distorted; and so on and on—and there might be no truth or a lot of truth in each reason.

So easy would it have been for the psychologist to have attached an obvious—and probably wrong—explanation to the observed effect that he had to guard himself rigidly against accepting anything as true until he had thoroly weighed every particle of evidence.

Was poor eyesight reacting upon John's nerves? Did he have adenoids, diseased tonsils, intestinal trouble, incipient tuberculosis? Was some form of insanity growing upon him, such as dementia praecox? Maybe the teacher had mismanaged his training; even the best of pupils may fail because of poor teaching. Still another possibility was that the boy had a generally inferior intelligence. A child with an intelligence rating of as much as 15 per cent below normal may pass unnoticed in the lower grades, but become quite prominent when he has reached the fifth grade.

Test alone could tell. It was found that physically the boy was in good condition. Emotional tests disclosed that he was also remarkably well balanced. Then came the tests of intelligence. In order not to frighten or overtax the boy, he was first given the test of a normal eight-year-old. He passed. He went thru the nine and ten year old tests with flying colors. Finally he was presented with the examinations designed for a normal twelve-year-old child—a child a year and a half beyond his own chronological age. To the astonishment of the examiner he achieved a mark of 150—a rating equalled by only 1 child in 10,000 selected at random!

His mentality was years above that of his classmates. In answer to one of the questions in the Binet-Simon test, "describe an envelope," he wrote: "An envelope is an oblong double sheet container with a flap." Now such an answer from ordinary ten-year-old boys simply is not given. His remarkably adult conversation prob-

ably confounded even his teacher. No wonder he failed—he was being bored to death!

In connection with this case, Dr. Gates suggested that much of the reputed "dumbness" of men of genius during their school years was probably due to the same circumstances—thinking beyond their classmates the young prodigies were inevitably misunderstood. It is the purpose of modern methods of progressive education to recognize the differences in children, so that all—the ultra-brilliant pupil as well as the dullard—may be given a fairer chance.

John had a high-school mentality; he faced the whole problem of life as an older child. He was saved from further distress and possible breakdown, and given a chance to healthily express his precocious personality, by putting him in contact with children of a nature similar to his own.

These two examples are typical of the problems handled in hundreds daily by educational psychologists all over the country. In each, standardized tests played an important part. The diagnoses were arrived at after carefully planned sets of observations. To persons who do not thoroly understand the principles, the value of psychological testing seems often dubious—it is certainly dubious in the hands of just such persons. The real value of tests lies chiefly in their ability to give strong clues; which can be followed satisfactorily to their conclusion only by a psychologist of insight and experience.

Besides devising tests by means of which the capacities of both children and adults may be judged (indeed such testing is secondary), the educational psychologist has been and is occupying himself with devising better methods of teaching, better curricula. Twenty-five years ago the idea was generally accepted that the faculties of the mind—such as memory, imagination, will, and so on—had some sort of organic basis, and could be developed by exercising like muscles. School-books were filled with mental dumbbells—matter of no earthly practical use—simply to "develop the mind".

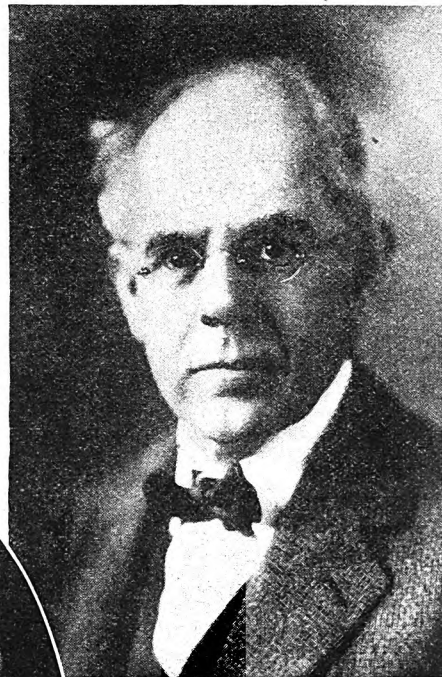
For example—these from an old book of arithmetic: Alice has $\frac{3}{8}$ of a dollar, Mary has $\frac{7}{16}$, Susie has $\frac{3}{25}$, Kate has $\frac{3}{4}$. How much did they have altogether?"

"A nail 5 inches long projects 2.419 inches thru one side of a board, and

1.706 inches thru the other. How thick is the board?"

"A ton of hay was weighed and it was found that a horse had eaten just one pound. What is the ratio of what the horse ate to what was left?"

Such absurdities have been banished, and chiefly thru the influence of psychology. Present-day educators are trying more and more to incorporate into school work that material which can be actually used by the boys and girls in their every-day lives. An attempt is being made to cultivate certain habits which may be brought to good use in an ever widening circle of situations—habits such as neatness, scientific method, reasoning. More attention is being paid to the technique of thinking, of emotional control and other qualities which make stable, clear-minded men and women than to men-



Photos by Keystone

JAMES MCKEEN CATTELL



JOSEPH JASTROW



W. V. BINGHAM

tal gymnastics. Even young babies are now the subject of psychological investigation. Their smiles and cries and recognizing and clutching—all the little actions, cunning or tantalizing—have a certain meaning to their development. Of all the laboratories for the study of young children, none is more noted than the Child Development Clinic of Yale University, under the direction of Dr. Arnold Gesell. The first lecture of the series at the Academy of Medicine was illustrated by moving pictures of children taken at this clinic. By means of a carefully devised "photographic dome", and rooms with walls thru which an observer can see without being seen, pictures of children were taken under conditions of test and under ordinary play conditions.

As a result of his observations, Dr. Gesell has succeeded in determining the normal rate of development for infants and children under school age; which information is of tremendous value as an aid in detecting psychological deviations and defects in other children at the earliest moment.

"Individual difference in (Continued on page 60)

When Love Comes

By
Edward Earle Purinton

Picture by Fred Reinert

THERE are moments of childhood that seem to the rest of life as radiant jewels miraculously strewn above a dull background of common clay. These precious moments form the diadem of memory which in the dark after-years we may cherish and restore to prove that we are of royal birth.

This gleaming crown of childhood holds for me an opal hour. Other shining bits of memory have become as sapphire, pearl or ruby in the golden strand of childish reminiscence. But this was the opal hour, the hour of matchless beauty when all the blended colors of a new world of light surpassed mortal vision to challenge and inspire imagination.

Have you ever stood at a great height and for the first time overlooked the world? Then you will know what I mean by the opal hour.

Perhaps too you may recall the dark, earthen hours that lay between you and the height. So you can follow me as we trace our path in the journey of that summer's day, twenty years ago.

We were camping at the foot of a deep, wild canyon, where the whisper of the trees and the echo of the whip-poor-will filled the wooded valley with melody. A murmuring mountain stream with its low caressing song soothed us to sleep at nightfall. But the vision of the dawn was a rugged sight of grandeur; for the mountain rose sheer three thousand feet above us, and the misty, cloud-veiled summit piercing the golden sky held us enthralled, till we could resist no longer.

A narrow path, dim, steep, long and arduous, was the only means of ascent. This we entered early one morning, following the guidance of the man in the party who had scaled the peak and could show us the way. Each had to climb alone, for the tangled spiny arms of underbrush creeping everywhere thru the forest almost closed above our path. The foliage grew so dense and the way so winding that only the voice of the guide, shouting in advance of unexpected turns, kept us all together safely.

We were in perpetual twilight, except for a little rift of sunshine that broke now and then thru our vaulted roof of interlaced branches. Strange birds cried and fled in the darkness, terrified at the sound of human



In that one hour of

voices. Unseen animals crashed thru the boughs, forced in angry mood from their lair; and the timid ones among us turned white with fear. Once the head of a great serpent darted from beneath an over-jutting rock, hissing defiance as we hurried past.

Huge boulders lay athwart our advance; deep crevasses yawned ahead, bridged only with treacherous, hollow, moss-grown logs; at last we crawled on hands and knees thru a grim city of caverns, silently feeling our way in the gloom by the touch of the cold rock-walls dripping moisture from the underworld and buried in the shadows of the centuries. Here the weak among us turned back; trembling with fright, bruised and weary, wondering if they were not lost, a few of the party halted in dismay, while the rest pushed on.



revelation we grew, spiritually, to a nobler stature than years of earth-bound life had produced.

But the hardest of the climb was over—such a little while and the path led us out on a broad plateau where the beauty of Nature and the majesty of God seemed to met half-way between earth and heaven and to open wide a new, clear vista of larger understanding. The platform of rock on which we stood overhung the valley three thousand feet below. From the brink of the ledge the river wound like a mere thread of silver, and our camp was a tiny white spot on a boundless horizon of verdure and sky. We were neighbors to only the eagles, calmly soaring in space. All sense of human weakness and limitation vanished; we became to ourselves heirs of the heavens, wielding dominion over the ages, sharing the rule and the plan of the Infinite Mind. In that one hour of revelation we grew,

spiritually, to a nobler stature than years of earth-bound life had produced.

And, from the summit, we caught a glimpse of a shorter, easier path down the slope;—you that scorn poetry because it isn't useful!

This day was an allegory, symbolic of human experience. The gloom and toil and hardship of an endless upward climb is all we see in life—until a memory or hope of a perfect love at the summit leads us out in triumph above a world's despair. When this love comes, we can look back and smile at the trivial, momentary oppositions—the boulders of difficulty, the tangles of doubt, the serpents of anxiety, the wild beasts of enmity, the inclines of error, the steepes of delay. For, at the zenith of love, the purpose of all things

is written on the broad scroll of the heavens in gleaming letters of light. Toward this vision, to this eminence, all human life is directed. Those who grieve, who complain, who err, who grow impatient, have but paused for a moment in their upward journey whose end will be the perfect joy of knowing thru loving. The love-life is perpetual dawn—all other life perpetual midnight. By this we may know why our way is clouded; we simply do not love enough.

The scientific world is now recognizing the practical value of sentiment in every-day life. Suggestion or auto-suggestion, which is being used by all advanced physicians and investigated by many clergymen, teachers and business men, is only a popular form of idealism or transcendentalism. Delicate instruments have been devised to weigh thoughts and analyze emotions. There are even those who claim to have photographed prayers at the moment of ascension.

All this is commonplace to the student of esoteric principles. For the mystics and seers of the Orient have long known the psychic nature and origin of the material body, and have classified human desires into visible shapes and colors.

But the greatest discovery is yet to come. Namely this: that all human action is based on human love; and that the solar plexus, which is the source of motive, must be educated in advance of the brain, which is merely the receptacle of method. Those who perform great deeds act out what they feel. Every colossal figure in history has been moved by an overwhelming love. What the race needs most is to understand the emotions, passions and desires which lead either to superhuman effort and achievement—or to ruin and despair. Wisdom may be stored in the mind, but destiny is molded in the heart.

There can be nothing more fundamental, more practical, more scientific, than love. We are told that the first law of life is self-preservation and the second law self-perpetuation. True enough; but what animates and regulates both these laws is the kind and amount of love in your heart—love for self and love for human family. The sick man is always deficient in self-love. And the unwise, inefficient or complaining mother is lacking in love for children. That which we love we unconsciously exalt. And the cure for most human ills is exaltation. A physiological statement that any thoughtful doctor will verify.

For common disorders of the system, the custom is nowadays to prescribe a form of massage, hydropathy, electricity, gymnastics or special diet. Why? Because these natural agencies relieve congestion, promote combustion and expel impurities by increasing the vibration of the body-cells. Affection does the same thing; any man, woman or child who loves deeply enough automatically increases the vibration of the whole organism to such a pitch that only health is possible. Love work, love play, love food, love exercise, love air and sun and water, love books, love ideals, love some one as a reason for loving all these other things;—and you have the knowledge of perennial health, the secret of immortal youth.

The phrase "warm-hearted" is more than a figure of speech. The action of your heart, the strength of your lungs, the tone of your digestion and the rate of your blood supply depends on the vigor of your love-nature and its honest expression. Thousands of overworked men, hundreds of thousands of nervous women, want

not so much recreation as the re-creation of a strong, pure, devout love. The ocean voyage recommended by the doctor is to separate you from that which you do not love. He won't tell you this—he can't afford to. But if you will take my word in time, you can save this expense.

Go to the other extreme — the idealistic. Ask why we all love such different things, different people, different modes of activity and spheres of life. The answer: We love most that which will soonest perfect us. Hence the only way for loved ones to be loyal to each other is to rival each other in growth. Incidentally, the proof of our love is how we develop in the absence of the loved one. You butterfly women who fear the loss of your husband's love while you take your summer's jaunt alone; you have nothing to fear, be-

cause you have nothing to lose. The man who can't be trusted is artificially tied; and the wife had better look to her own heart-strings. Each sex is responsible for the wounds inflicted by the other; hence recrimination is absurd, and the alleged conflict between them resolves to nothing.

We love most that which will soonest perfect us. The romantic young girl is wildly enamored of the eloquent poet, the skilled musician, the passionate actor. She cannot express the cravings and emotions she feels—therefore she wor- (Continued on page 67)

"Who Cares?"

By L. Speir

REMEMBER a sunset long, O long ago,
When the smoke was fading away
As slow
As crawling Time to a blistering day?
Recall the billowy sea of red in the west,
Those scarlet waves of living flame?
The city looked her best,
And the fiery scarf became
Her well that eve. Remember the name
I quoted, the lines, and all the rest?
How quiet it all was. The winds were stilled,
Machines and crowds all sleeping . . . or dead.
I felt so big, so awfully free, so thrilled!
Remember what it was I said?
I dreamed I felt an angel's wing
Against my thirsty, trembling lips,
And that I heard an unseen mock-bird sing
A lonely song to the phantom ships
That glided past. I said some ancient king
Would envy us. I said . . . O many a silly thing!
And you, don't weep, for I don't care,
Don't care so much about these things
Now any more . . . "My blowing hairs—
You think, you think they're angels' wings?
And phantom ships . . . those tugs so black, so bare?"
Dreams? Love? Oh, yes—And I cannot say, "Who
cares?"

How Much Are You Alone?

HOW MUCH are you alone? Too little? Or just enough?

By Ada Patterson

"Are you ever alone?" I asked a woman who complained that she was always nervous, always tired.

She shook her head. "I have not the contemplative nature," she answered. "I do things."

Both statements were true. She is a professional woman. She is practically the head of three families: her own, her sister's and her mother's. Beside practicing her profession she is the head of a charity organization that she founded. In a month, six months, a year, she does more than most women I know. More indeed, because she is undoing herself. Her face twitches, her eyes are restless, she is growing irritable. Her friends think she is less likable than she used to be. Often I have seen her eyes fill with tears at some trifling interruption.

Something is wrong with the organization of her life. When she comes home from her office, worn down by the day's cares, her mother complains that the butcher is making overcharges or that three pieces are missing from the laundry. Her small nieces engage in fisticuffs at her feet and she sighs and carries the chief sinner upstairs for a spanking. Her husband tells her why she is wrong in voting for the new alderman and pursues his lecture to their room. When she goes to her little house in the country for a week-end her small nieces go with her, because she thinks their health demands the pure air and quiet. The fresh air is there but the quiet never. She is forty-three. Before she is fifty, unless she revises her mode of living, she will crash in a wreck of nerves, and the three branches of her dependent family will crash financially with her.

She is strong, willing, capable. She would bear her enormous burdens uncomplainingly to an heroic and triumphant end. But she is never alone. The common outcry, "I never have a moment's peace," might well fall from her lips. She never knows the healing of quiet aloneness, that salve for spiritual bruises.

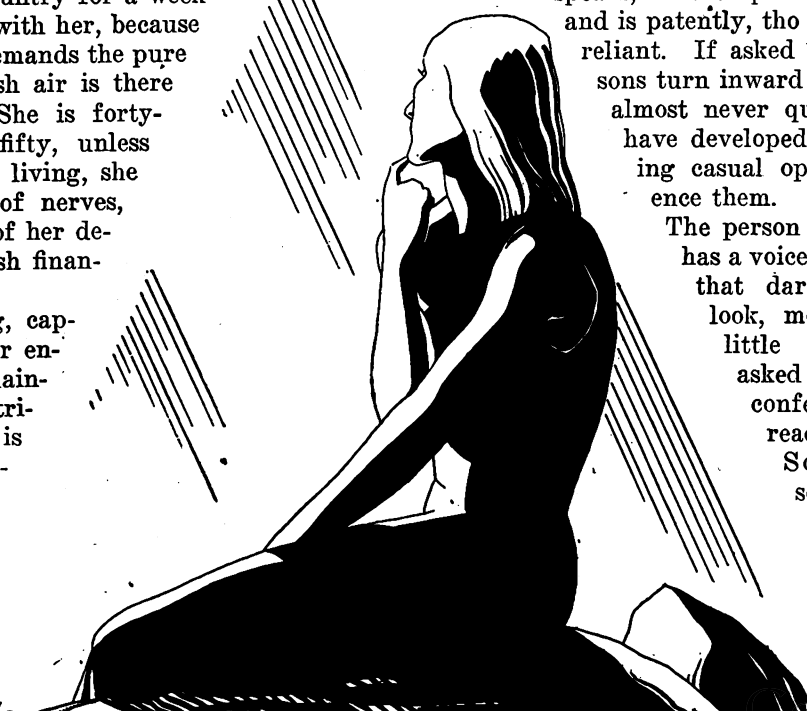
Another woman I knew was of reverse type of habit. She was a widow who, for twenty years, had chosen to live alone. She disliked the surviving members of her family. She had forgotten her schoolmates and playfellows and had made no new friends. She said she wanted none. She kept her small home and her business affairs in perfect order. When a young cousin from the West, who was paying a visit in the town, sought to call upon her, the woman met her at the side door, stared at her with disinterested eyes, listened to messages from the relatives in the West, and did not ask the young cousin to come in nor to make another call. Aunt Sal was sufficient to herself. She died in the same mood, without even the companionship of a housecat. It was as she wished. But no one, not even the tolerant young cleric who preached her funeral sermon, claimed for her that she was the center of any radiance, or that she left the world better, by a shade, than she found it.

He, the grocer, the dairyman, the chimney sweep, all save herself, knew that Aunt Sal was too much alone.

I have often said, and I have never had reasons to doubt, that I recognize at sight the person who is much alone and one who seldom is alone. The first, as a rule, is low-voiced, of leisured movement, thinks before he speaks, or she speaks, has a steady gaze and is patently, tho not obtrusively, self-reliant. If asked a question such persons turn inward for an answer. They almost never quote. In quiet they have developed convictions. Floating casual opinions do not influence them.

The person who is seldom alone has a voice of higher pitch, eyes that dart about instead of look, moves quickly and a little nervously, and, if asked a question, does not confess stampede. He is ready with a quotation. Somebody has said something about it and he is content with the reply, even tho the questioner may not be. He has answered

(Continued on page 69)



Has Your Child a

Practical Problems in Child Training

Discussed by

Karl M. Bowman, M.D.

*Assistant Professor of Psychiatry,
Harvard Medical School*



Encourage a child to keep up his curiosity even if it is pretty hard on the parent.

constitutional traits which vary tremendously in different children.

NO TWO children are exactly alike, either physically or mentally. The child has a personality and an individuality from the very beginning and these must be taken into consideration in any plan of mental hygiene. The child is not a piece of putty molded entirely to his environment. Yet it should be recognized that the environment has an enormous effect in determining the child's behavior.

At the time of birth, a child is a very helpless organism—crying is about the only means he has of expressing his needs. He is not, however, simply a machine—he is an adaptive mechanism, and in the process of development some hitch in the evolution of some particular function may occur. We sometimes make the mistake of thinking that the child, both physically and mentally, is a replica of the adult, only on a smaller scale, but the small child is not an imitation or small model of the adult. He thinks in a different way from the adult, his standard of values is entirely different, and however much we would like to think of him as the ideal infant which he is represented as being in many pieces of fiction, such as Barrie's *Peter Pan*, we find that the child actually is quite different from this.

In the small infant, behavior is determined largely by immediate satisfaction. The child tends to react favorably to stimuli which produce pleasure, and unfavorably to those that produce unhappiness or pain. There is often a great variation in this demand for what one might call organic satisfaction. Some children show a very great desire for all sorts of stimuli which give rise to organic types of pleasure, and are fond of being petted and cuddled, while others seem to get no pleasure from such situations. The persistence which a child shows in his efforts to obtain satisfaction is quite variable. Some children seem to be easily influenced, while others show a surprising degree of resistance and stubbornness in obtaining what they want. Undoubtedly these qualities are largely inborn

are of the greatest importance. He probably learns more in this period than in any other period of life, and tends to lay down largely the reaction patterns which govern the rest of his life, so that these five years determine to a great extent the formation of his character and personality.

What is the purpose of child training? There must be a clear realization of the goal which we are seeking. In general it may be said that our ultimate purpose is to train the child for the responsibilities of adult life, to teach him to be industrious, honest, intelligent, capable of standing on his own feet, and able to make his own decisions and his own way in the world. The problem is not how easy can the period of childhood be made for either child or parent but whether the ultimate effect of a certain procedure will be desirable for the child. In any course of training, in any plan for the child's education, one should think in terms of future results rather than immediate benefits.

One of the first points that we come across in child training is the fact that the child may learn to adapt or utilize some body mechanism for purely pleasure purposes. Take the nutritive instinct for example: The normal, healthy child derives pleasure and satisfaction from taking his food, and the nutritive instinct is an adaptive mechanism fulfilling an important purpose—the nourishing of the child. However, the child may discover that this mechanism can be used for purely pleasurable purposes, and he may find that by putting his thumb in his mouth he derives a certain degree of pleasure and satisfaction. In other words, this nutritive instinct, which normally is for the purpose of nourishing the child, is utilized purely as a means of obtaining pleasure, and so thumb-sucking is one important habit that has to be dealt with frequently. The child may utilize any other instinct or tendency in the same manner. Sex, for example, may be utilized in practically the same way, and instead of

Healthy Mind?

Pictures by
Morgan Dennis



Some children show a surprising degree of resistance in obtaining what they want.

serving its ordinary biological function may be used by the child solely as a means of pleasure. Such uses, if carried to any great extent, have a certain harmful effect, but if indulged in to only a slight degree have very little effect. It is rather punishments, threats, emotional scenes which the parents may employ in endeavoring to break the child of these habits that may produce extreme consequences. They may produce certain feelings of inferiority, guilt, inadequacy, and may, if improperly handled, result in definitely crippling the future life of the child.

Nutrition is not purely a question of calories and vitamins, it may be a question of emotions as well.

A series of experiments in one children's hospital showed that babies who were picked up and played with a certain amount every day gained in weight better than those who were never played with, showing that certain emotional factors may play an important part in the child's nutrition. Food habits are of a great deal of importance and often form one of the earliest indications of the child's personality and the difficulties into which he is likely to get. A great many children, at a very early age, develop very finicky habits with regard to food. They have extreme likes and dislikes.

What is the practical way of dealing with such a problem? Undoubtedly the first way is to train the child from the beginning to eat all types and kinds of food given to him. At times, a mother will relate with a certain feeling of pride that her child won't eat certain foods, that he is a very determined little fellow and just won't do it. It is apparent that the mother is really gloat-

ing over the child's ability to dominate and control her. This is extremely unfortunate for the child. He should be made to eat the food that is set before him and be trained in healthy habits of eating. There are a number of devices that one can utilize under such circumstances. One may often distract the child's attention and get a mouthful of the undesired food down before he realizes what you have done. Many times a child will then finish the meal. It is a question of getting that first mouthful down. Or again you may mix some of the undesired food with something that he is very fond of. He becomes accustomed to taking small amounts in that fashion, and gradually the amounts can be increased.

Another method is to starve the child until he eats what is set before him. Most mothers are unable to watch a child go thru a prolonged hunger strike, but it may be a necessary and very desirable measure in certain cases.

It is always better to establish desirable habits at the earliest possible moment, and under most circumstances nothing is gained by delay. Children pass thru certain phases, assume certain attitudes in their development, and parents should pay as little attention to them as possible, knowing that that is merely a phase which will be succeeded by some other phase. But habits of the sort mentioned are fundamental conditions which need immediate treatment.

The same thing is true with regard to habits of sleep. The child should have regular hours for sleep, a regular hour for going to bed; he should be required to go at that time, and he should be expected to go to sleep as soon as he goes to bed. He should not be allowed to get up continually and invent all sorts of excuses for getting further attention—something that children almost invariably do.

The small child often wakes out of his sleep and cries out. This attracts the



No two children are exactly alike, either physically or mentally.

mother; the child is picked up, petted and later put back to bed. This tends frequently to form an association in the child's mind and establish a conditioned reflex. The crying when he is in bed means being picked up; therefore, whenever he wakes up, wants attention or is a little bored with life in general, he proceeds to cry. The intelligent child soon realizes that he is able to dominate conditions to quite an extent in that fashion. Therefore a child should not be picked up and petted during his sleep periods. Obviously if he needs to be changed or something of that sort, he should be picked up, but it should not be made a time for petting and playing.

The small child often sleeps in the same room with his parents. By the age of two he should have a room by himself; quite possibly before that period, but certainly by the time he is two. When this move is made, the child frequently objects to it. He cries out in his sleep and apparently has nightmares. The mother is likely to bring him back to the parental bedroom. Here again it is better to start early to accustom the child to sleeping alone.

Conflict often develops as a result of a child's demands for the attention and affection of his parents. An example of this was the case of a girl of seven who was intimidating her father and mother, dominating the whole household, because whenever they tried to punish her or make her behave, she would start screaming at the top of her lungs, "Please don't beat me, please don't beat me," so that the neighbors had come down to see what the matter was and had threatened to call in the Society for the Prevention of Cruelty to Children. In desperation the parents asked a psychiatrist to see the child. The child was a precocious and very likable little girl who was thoroly enjoying herself by means of tantrums. The parents were told in the child's presence to explain the whole situation to the neighbors, and that if the latter should call in the S.P.C.C. the physician would be glad to testify for them. This method of dealing with the situation proved satisfactory.

The child may also endeavor to dominate his environment by resorting to invalidism of some type or other. He may say that he has a headache when given some unpleasant task to perform or he may insist that his stomach does not feel right when he is expected to eat some food he does not wish. Often such invalidism appears early in the morning just about the time the child should go to school. After school time has well passed, the child improves remarkably and feels quite able to go outdoors and play.

It is not always easy to know what to do, but when a

child complains of headache, for example, and it is strongly suspected that he is "putting it on", the best method of treatment is to assume that the child has a headache, and to explain to him that since he has a severe headache he had better undress and go to bed. The curtains will be pulled down, the room darkened, everything must be quiet; he mustn't read, because that is very bad for the eyes; perhaps his headache is due to his stomach, so he is given a nice dose of castor oil. Now if the child actually has a headache he has received suitable treatment; if he has not, he usually decides that he would rather be in school than lying alone in a darkened room and taking castor oil.

The sooner the child learns that he is but one unit of society, that he is a member of an organization which is greater than he, the better it is for the child. He must learn to adapt himself and to conform to the demands of group life, and the child cannot learn this at too early an age.

The only child is particularly predisposed to this sort of difficulty because, having no playmates, he does not learn at an early age the healthy give-and-take of group life. Being the only child in the family, he does not have to share the attention and affection of his parents with others. His parents doubtless feel that the universe revolves about the child and are unwise enough to allow him to see that they think so, and the child himself finds this a very agreeable thought. It is important that the only child should be thrown with other children, whereby he is made to realize that there are others in the world who are also entitled to consideration and attention.

The child commonly develops an affectionate attitude toward his parents. The degree of this affection is extremely variable, and under certain conditions and in certain families it may change from an attitude of affection to one of hate, resentment or fear. It is not easy to say what is the proper amount of affection that the child should have for his parents, but we all recognize, I think, that a child may have too much affection for his parents, and the parents too much affection for the child, so that this relationship becomes a distinctly un-



healthy one, and one which, as time goes on, hinders rather than helps the child.

In dealing with the child, it is very important not to break his will. The child is going to need all the will power possible; he is going to need confidence and self-respect; so in one's disciplining and training, do not do things that will break down his feeling of self-respect and confidence in himself. His will power and determination to go thru with (Continued on page 62)

How I "Manifested" MONEY in *Ninety* Days

*By Getting Rid of False Notions—and
Going to Work to Realize my Dreams*

NO THINKING mind will deny that the science of the new psychology is doing more than any other science to help man decipher the riddle of the universe, and incidentally of himself. It has opened up an entirely new vista and has given to the race as a whole some of the most profound truths ever discovered. And the end is not yet. In fact the marvelous discoveries of the new psychology may be aptly called but the beginning of the end, and while that end may be far in the distance, yet in the spiritual or "unseen" realm must lie the answer.

The study of this science must be made carefully, and reason must be displayed by all its students. True, the "subconscious mind" theory makes many wonder what they may and may not attain once this mind is contacted, and if past experiences are worth anything at all, there certainly seems to be no limit to our attainments in the mental or spiritual realm.

Probably the one point on which there seems to be the most confusion is the matter of money. I probably receive ten letters on that phase of the new psychology to every one I receive on any other angle. Many honest students write me that they have been abundantly able to manifest health, happiness, peace, etc., but are not able to "manifest" money. Some of them seem to hold the idea that it is possible for the student to so "impress" the subconscious that money will manifest itself automatically out of the "somewhere". They advance the argument that if they are able to manifest health and peace and happiness, they should be able to manifest wealth also.

These students seem to forget that the blessings of happiness and health and peace are but external manifestations of the far greater part of themselves—the part commonly called "subconscious". They also seem to forget that money, in itself, is purely and simply an "exterior" thing, something that by no possible means

By

Frank B. Robinson

can be "manifested" in the physical part of the student. Just as it would be impossible for anyone to manifest a new arm to replace one amputated, so is it im-

possible for one to manifest from the "subconscious", as such, any monetary benefits of any kind.

Please do not misunderstand me here. I do not mean to say that money cannot be manifested by the person who desires money, but I do mean to say that money—as an asset to anyone—cannot be manifested *directly* by the activity of the "subconscious mind". To simplify a little. Let us suppose that you need money. You must have it. It is necessary for your happiness. So you relax—you visualize it—and engage in whatever psychical exercises your teacher prescribes—and in some unknown manner you actually expect that something will happen "pretty soon" which will put you beyond the pale of financial worries. *Well this will never happen.* By no manner of means will you wake up some morning to receive a letter telling you that a "wealthy uncle" has died and left you a fortune. The activities of the "subconscious mind" are purely and simply at the disposal of your "conscious" mind in order that *what you are* may be benefited—not what you *want*.

To the person desiring money I would say that it is certainly possible for him to manifest this needed money—but it will have to be done thru *conscious effort* on his part. Praying will not do it. "The silence" will not do it. Nothing will do it except an earnest, intelligent and *reasonable* effort, coupled with an intense desire. It is possible to manifest it all right—but it will only be done thru the persistent efforts of the conscious mind and the will.

The question of manifesting money *indirectly* thru the "subconscious" is, however, an entirely different matter. When once a man's whole attitude of mind is so intense, and when he once

(Continued on page 66)

I Would Spend More Time With *Poetry*

CHARLES DARWIN near the close of a long life of struggle and service wrote in his diary:

If I could live my life over again, I would make it a rule to read some good poetry and listen to some good music at least once a week. The loss of these things is the loss of everything.

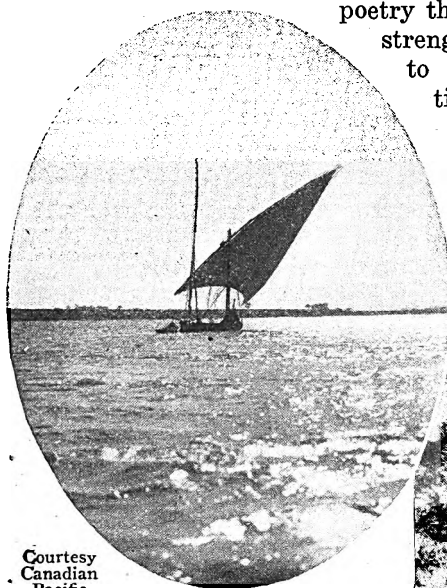
"*These things* I have observed from my youth up," and yet if I could relive my life I would spend still more time in the company of poetry than I have, thereby

strengthening my ability to see life imaginatively; for as Glenn Clark writes in his beautiful dedication of *A Manual of the Short Story* to his father and

If I Could Relive My Life

By

Elsye Tash Sater



Courtesy
Canadian
Pacific

mother,—“to see life imaginatively is to see life truthfully.”

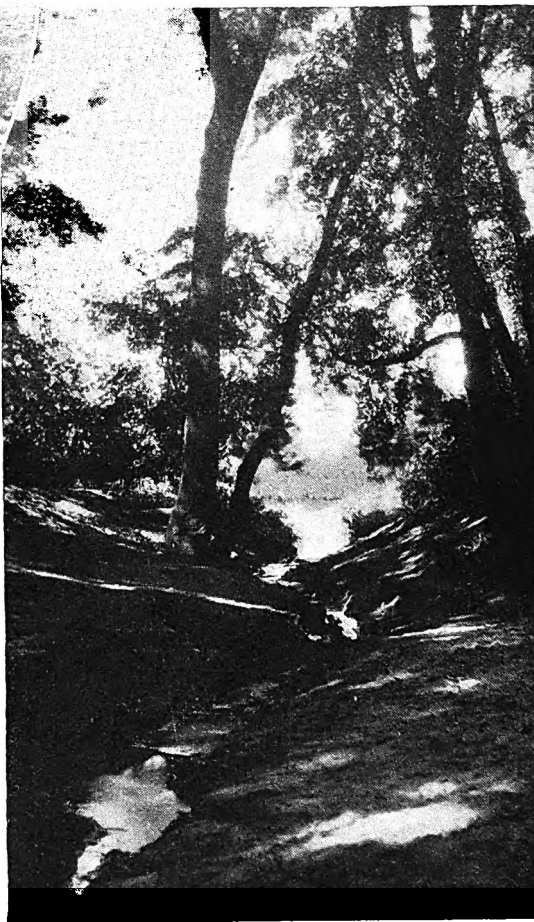
By poetry I do not mean mere books of verse, ballads, songs, nor do I mean courses in poetics and versification. Rather, I mean the development of that divine spark within each individual which reveals the beauty and wonder of the world and the greatness and goodness of the unifying principles taught by the Supreme Philosopher.

Poetry is an abstract quality. When this quality assumes concrete form in words, we have poems. It is not necessary to dissect, analyze, classify or criticize

poetry in order to appreciate it. All poetry needs is to be loved. All you and I need to know about its structure is how to select something that inspires, stimulates and glorifies life for us. Try to find poetry that you will respond to, that will make you happy. Find the kind that illumines your dark hours, that helps you to forget the scars and ugliness of life.

It is not even necessary to read poems in order to enjoy and share poetry. The essence of poetry is omnipresent if we have eyes to see, ears to hear and comprehending pulses to be thrilled by its power.

Fragrance of summer showers, symphony of snow, beauty of a storm on a great lake, lilac lanes, reflected glory in the East at the time of sunset, adoration in the eyes of a little child, reminiscent perfumes that take one down the winnows of the years, birthdays celebrated at the old homestead, a bundle of letters yellowed with age, cadences of a thrush at twilight, lines of care and struggle in the plaintive faces of the old, a bit of lace from an old wedding gown, a cup with a blue ring, a rose-bud plate with nicks of baby spoons, an old-fashioned doll, a discarded toy, winsome willows leaning over languid streams, lacy white birches, loquacious poplars, shy sycamores, gleaming moonlight outlining an old lowboy, a country lane that used to lead home, a chest of tools whose owner has



Courtesy Canadian Pacific

gone on the inevitable journey—these and myriad others are eloquent of poetry.

We need only the seeing eye, the hearing ear, the responsive spirit to find poetry all about us in whatsoever guise it can best minister to our pleasure. The better one knows oneself the better may one understand life in all its manifestations. To come into this consciousness one needs to reflect, meditate and to be keyed to the voices of nature. Only so may we recognize beauty in its essence.

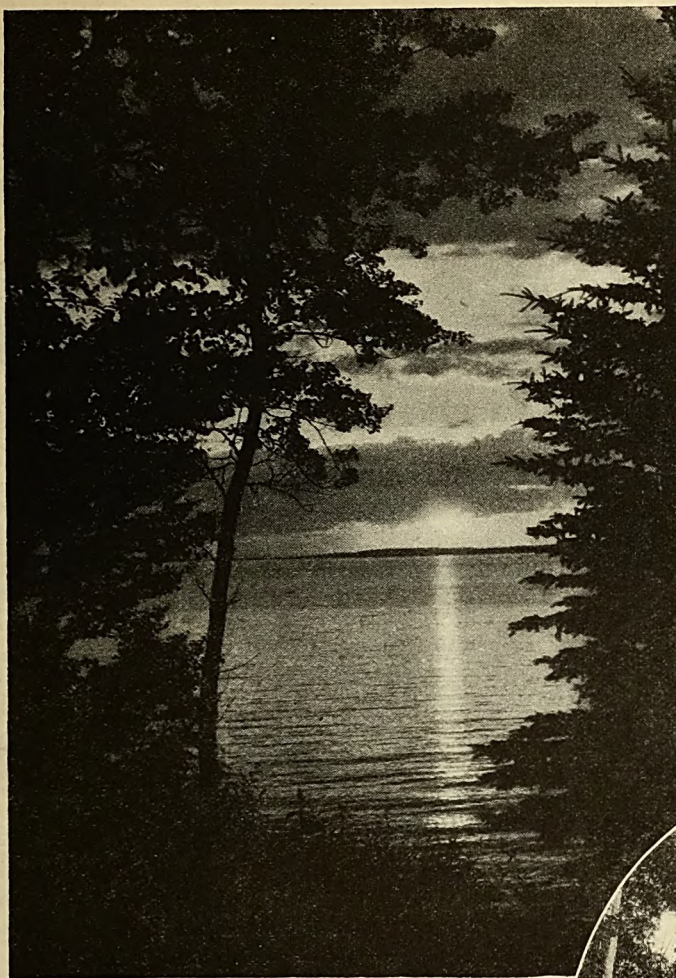
By becoming intimate with poetry we become more versatile because we touch life at more angles and penetrate life at increased depth. Only by developing the imagination can one enjoy poetry. That is another way of proving its great value, for "the unseen is the real." Only thru the use of the imagination is the golden rule made possible.

That is why imagination has been called the most god-like of all our qualities. How can one actually do as he would be done by if he cannot see himself in another's place? How is it possible to do this without calling upon the imagination?

Association with poetry makes us love more. Surely that is something this speed-loving world needs. The world needs love, real, kindly, intelligent love, as it needs nothing else. Children need to love their parents more, and to have the wisdom to tell them so while they are alive. Husbands and wives could stand a little more love and less bickering and indifference. Friends need to replace criticism with commendation and our mortal enemy, whoever he or she may be, needs to be loved rather than resented.

We can love without poetry, yes, but poetry opens the channels for love to flow thru. There are many poets who have never written a rhyme, composed a verse or uttered a paragraph of poetic prose. I am reminded in this instance of a little old grandmother of my girlhood days who could not have read a line of Chaucer, Shakespeare or Browning, to whom the names of Leonardo da Vinci, Boccaccio, Michelangelo, Handel or Brahms meant nothing at all, yet in whose soul was a wealth of poetry. An old fashioned garden in which bloomed delphiniums, phlox, cinnamon pinks, zinnias, heartsease, forget-me-nots and lovely wild roses was my grandmother's book of poetry.

Very early in the morning, often before other members of the family had risen, she moved among her flowers, her small, swift, capable hands, fruit-stained



Courtesy Canadian National

and toil-worn, pruning and cherishing them into richer loveliness and beauty.

I think too of her exquisite needlework—she disdained the sewing machine—of the tiny, precise stitches, the felled seams, the handsome damask hemmed by hand, of the wondrous hand-made designs she created in quilts and bed linens—these were masterpieces of creative art; the poetry of her soul sang thru her fingers in so many memorable ways. My grandmother was versatile. She was a poet.

Courtesy
Delaware
and
Hudson



The happiest memories of my idyllic childhood are of the long walks with my father, during which he interpreted for me the language of the trees, the birds and the butterflies. He taught me the stories of the rocks, stones and streams.

He told where the genii played, he created a little world of poetry for me. I was a poet then. Every child is a poet if you will but allow him to be.

One of these walks led into the country and passed a huge flat stone, moss-covered, which made a seat under a venerable oak. Here we used to rest, the while I thrilled with glee at his fascinating translations of nature's lore couched in playful phraseology such as a nine-year-old girl could comprehend. My father was an incomparable playmate. He was a poet.

I cannot remember the time when poetry, whether expressed in nature, bookland, drama or the great solar system itself, did not fascinate and thrill me. Returning to it when the ugliness of life has oppressed me, I have ever been built up. (Continued on page 79)

Sixty Years on the "Grandest *JOB!*"

"THE grandest job in all the world is newspaper reporting."

There are not many people who would say this about a job after they have been at it for sixty years. But Mrs. Alice E. Van Sickle, who at 85 is the oldest active newspaper reporter in the country, not only said it, she honestly believes it.

The enthusiasm which came into her voice as she stood in front of the "mike" in radio station WTAM in Cleveland, where the Ohio Newspaper Women were holding their annual convention last fall, was the same kind of enthusiasm that a cub reporter has after seeing his first by-line streaming across the front page.

Standing before her seen and unseen audience, her body doubled by a spinal ailment so that she must lean heavily on a cane, this newspaperwoman who is still "covering a beat" not only for one newspaper but five told her hearers in no uncertain terms that "mine is the grandest and best job in the world".

Near the microphone sat a young, red-haired girl. In her wide-eyed and alert expression was written the fact that she was a first-year reporter.

As the aged woman talked, the lines of worry and tiredness that had marked the girl's face cleared away, one by one. When Mrs. Van Sickle had finished, the girl went over to her: "Mrs. Van Sickle, you have given me a lot of courage just when I needed it."

Mrs. Van Sickle raised her head. Her eyes, bright and observing, searched the girl's face. She took one hand from her cane and put it on the girl's shoulder.

"Don't let it get you. It's the grandest job in the world, but you must remember to smile while you are at it. The most important thing is to be a good sport," she advised.

"If things are hard for you now, think of what they were when I started. That nice young man who asked me to talk tonight told me to tell the audience about the kind of newspaper girls they had when I was young. There weren't any. I was the only one.

"I gave up newspaper work twice. Once I gave it up on Friday, got married but was back at it again in two weeks. Then I gave it up again as a middle-aged woman. But I couldn't keep away from it. Sh-sh, let's sit down. I want to hear this 'boopadoop' girl sing that I hear so much about."

As the luncheon meeting disbanded, a 65-year-old woman approached Mrs. Van Sickle and asked to see her for a few moments. She had heard her talk over

the radio and came downtown expressly to meet her.

An hour later, Mrs. Van Sickle waved her cane at us and whispered pleadingly, "Say, get me away from here, won't you, please!"

The visitor followed Mrs. Van Sickle to the taxi. Once inside, Mrs. Van Sickle demanded, "Tell me the truth. Do I sound as foolish as that old lady? If I do, I'll lock myself up in my room and never show my face again.

"She wants to write.

"If you love life truly and live it fearlessly, life will love you and cannot harm you."

"Handicaps will be turned into assets. The effort you put forth will itself be the measure of your reward. So I still go on, doing my work, earning my living and listening in on life."

Alice E. Van Sickle

Well, there's plenty of paper and pencils in the world left," Mrs. Van Sickle snorted. "These people who have ambitions all their life! That's all they have is ambition. If they would only decide to do something. If that old lady has been wanting to write for sixty-five years, it's about time she did it."

The taxi drew up in front of the hotel. Mrs. Van Sickle scorned the proffered

arm of the doorman and alighted.

"Do you think I ought to have my hair waved for the party?" she questioned. "You see, it's all cut short on top here. Years ago I burned my hair on a gas jet which was over my typewriter. Is there a beauty parlor in the hotel?"

For the next hour Mrs. Van Sickle reminisced. She recalled the time when the Lincoln-Douglas debates were front-page news.

"When Lincoln ran for the first time, Stephen A. Douglas was a guest in our home at Connorsville, Indiana. I remember we had rich preserves and biscuits and how he enjoyed them."

Mrs. Van Sickle is especially proud of one story she wrote several years ago. By means of this story she gained an acquittal for an unmarried mother whose baby had been born dead.

"For days that girl carried her dead baby in a paper hat sack. She brought it to work, placed it next to her typewriter and went on working. I had to cover the story when the police arrested her. Day after day I hammered away at how good the girl had been to her folks. I tried to show that she wasn't to blame for her mistake. And the jury dismissed the case."

"In all your sixty years of newspaper work, what

The Story of Alice Van Sickle, 85-year-old Prize-Winning Reporter, Still Going Strong

By
Marion Rubenstein



MRS. VAN SICKLE

have you found to be the most important thing in life, Mrs. Van Sickle?" we asked.

"The most important thing in life is old age," came the unexpected reply. "I mean it. I have found this: the older you get, the better, if you will keep on working to the extent of your ability—and keep on hoping.

"All my life I have sought success. But for old age it would have eluded me altogether. Why? Because I could not recognize it in its essence. Because, until I grew old, I did not really know what was success.

"Now I know. Success is always relative, never arbitrary. I never won a prize in all my life until two years ago when I was awarded first place in one of the contests of the Ohio Newspaper Women's Association for the best story published in a weekly newspaper. The next year I was again honored.

"Just think, in all those previous years I had not gained even that much professional recognition. But I kept on working, kept on hoping, kept on making the best of things. I would not give up.

"And because I would not, here on my stooped shoulders I find for a happy moment the mantle of success.

"Not success as you would probably demand it. Not a successful book or a successful play nor even a big story. Not even a big piece of public service. But a little thing, which because of its relativity, my age, my limited sphere of action, I could still accept and cherish as success.

"It took me years to learn that the little things can still be the greatest things in life. It took me all these years to learn that if you love life truly and live it fearlessly, life will love you and cannot harm you.

"Handicaps will be turned into assets. The effort you put forth will itself be the measure of your reward. So I still go on, doing my work, earning my living and listening in on life."

At fourteen Mrs. Van Sickle had the satisfaction of seeing her first writings published. They were love

stories, printed in a weekly paper. Then, when her hair was bright red, she was as enthusiastic about writing as she is now that it is white. For several years, during her newspaper life, she worked as a typesetter. Once she worked all night setting up the Springfield Sunday News. She was the second woman to join the Typographical Union.

She is an active citizen in her home town of Cardington, Ohio, where she lives in a modest little house. In the last political campaign she covered the Republican meetings in her vicinity, helped write many of the speeches and even took the stump herself on several occasions.

"It has been a great game, because I have not weakened as much as I once feared I would. Old age taught me better.

"Looking backward, my own life melts into a composite picture. I can trace my own attempts to be a homemaker with my newspaper desk in my dining room while upstairs my husband alternately writes and plays on his violin. I can trace in the picture repeated failures piled mountain high and repeated efforts that defied the mountain and always will.

"What I have found out thru watching and writing about the lives of others is that all life is like that."

The sun was going down. The sky was streaked with crimson. Mrs. Van Sickle looked out of the window. "Do you know that there are days when I can't write a thing. Does that happen to you? You'd think after all these years I could at least write when I want to."

But evidently that day wasn't one of those ill-fated ones. For as we waited for an elevator outside her room we heard the steady rhythm of her typewriter. Tappiag. Tapping. Tapping.

You Can Gain Beauty and Poise

By Simple Exercises
Taken
Thoughtfully

GRACE and poise are illustrated in the poses of Miss Scanlon on this and the following page. Figure One demonstrates an exercise recommended by all physical culture instructors. The pupil is advised to make the movements twenty or thirty times, but this is unnecessary. Take the movements *ten* times, but with each motion *think*, "I am getting stronger and more agile every minute." If you wish to reduce put this thought into the exercise. Say, "I am becoming slender and graceful." Remember the basis of our lessons and exercises is the *coordination* of mind and muscle. You can have the kind of a body you picture yourself as possessing. These exercises will help you to attain it. But you must *concentrate* on the effort to build your body into the pattern you desire.

The exercise depicted in Figure

Two is a running movement. Holding chest up and abdomen in, the movement will develop these organs while strengthening the legs. In Exercise Three both knees are kept off the floor. The stooping posture strengthens thigh and calf muscles, the arms are swung sideways, chest up and abdomen in. The neck exercise portrayed in Figure Four gives an alertness which adds immeasurably to a woman's charm, or will give to a man the suggestion of self-confidence which is a constant asset.

Now for another and more formal set of exercises. In taking them remember always the watchword—"Concentrate!"

Read each exercise carefully to get it clearly in your mind, and then proceed.

Exercise 1.

One of the simplest exercises is the push-up. This consists of raising



Figure Two

the weight of the body with the muscles of the arms. The person desiring to develop his biceps goes forward into a prone fall (that is, legs straight out in back of you, with only the toes on the floor, back arched, but not to a very great extent because you will slump, and arms held rigid and straight with palms flat on the floor). Then he relaxes until his chest touches the floor. And now he raises himself, bringing his chest up from the floor, until his arms are again rigid and parallel. Lowering and raising the body in this manner about twenty times daily will build powerful,

solid biceps. This is the basis on which many other exercises can be built. For example, the right arm can be held aloft and the weight of the body will be on the left hand, arm and biceps as the individual sinks and rises. And, alternately the left arm can be held aloft so that the weight of the body will fall on the right hand, arm and biceps. In the foregoing exercises, the leg muscles are strengthened in lieu of the stretching they experience. But this stretching can be doubled if the individual will hold the right foot and then the left aloft as he sinks and rises.

Exercise 2.

A second exercise comes into play when we enlist the services of an ordinary kitchen chair. The individual is in the prone fall, with his chest above the floor and his arms held rigid and parallel with the body. Now, he rests his chin on the edge of the chair seat and as he sinks to the floor he allows part of the weight of his body to devolve upon the chin. This exercise strengthens the muscles of the neck.

Exercise 3.

In this exercise you are seated on the floor, with the legs wide apart, and hands on hips. Bend first from one side to the other. This has good influence on the stomach, liver and the internal organs.

Figure One



Another Lesson in Coordination

of Mind and Muscle

By
Galen Gough

Pictures posed by
Miss Mary Scanlon

Exercise 4.

Keep your old position of sitting on the floor, but this time have your hands clasped behind your head, let the upper body lean backward to the position of head forward inclined. Roll back and forth to forward and backwards as far as possible. This is for the strengthening of the muscles of the waist and abdomen.

Exercise 5.

Lying first on the back with the hands at the sides, raise the legs, bringing them up and back over the head until the toes touch the floor. The head remains on the floor and the hands are stretched horizontally from the body. Bring the legs back slowly until they are once more in their former position. This exercise is very beneficent to the neck, shoulders and spine.

Exercise 6.

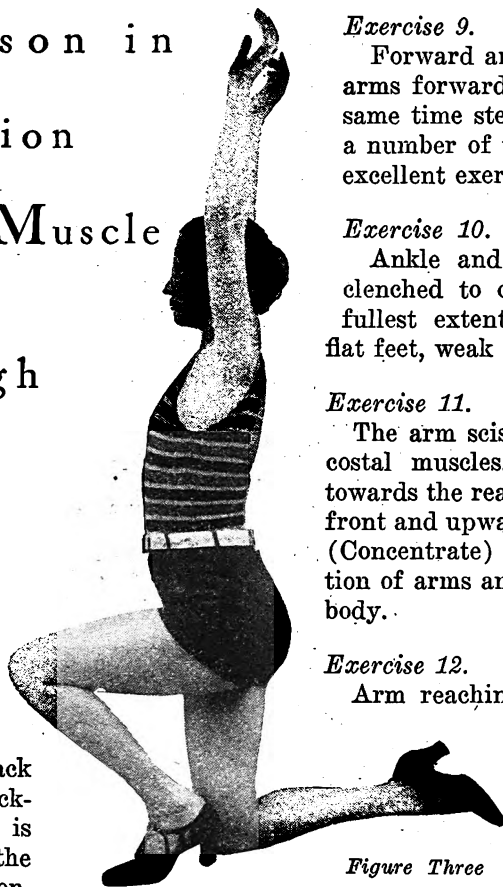
The sideward arm stretch. Now, stand erect, then raise arms sideways until they are level with the shoulders, stretching them as much as you possibly can. Repeat this exercise a dozen or more times, or until you get tired. (Concentrate) Another exercise can be done while doing this one that strengthens the wrists. Bring your arms sidewise to shoulder level, then grip your hands tightly and flex your wrists up and down and back and forward.

Exercise 7.

Straight forward and upward pull. Stand firmly, raise both arms slowly, frontwards and upwards to shoulder level, while inhaling. Relax while exhaling. Repeat until arms tire. This exercise develops the chest muscles as well as the stomach. (Concentrate)

Exercise 8.

Sideward and upward arm pull with back step. Raise arms sideways and upwards, stretching to the limit while at the same time step to rear and sideward with the left foot. Repeat a number of times, then step to rear with right foot, repeating. This hardens the muscles in the waistline. (Concentrate)



Exercise 9.

Forward arm pull with forward stepping. Bring arms forward and upward to shoulder level, at the same time stepping forward with left foot. Repeat a number of times then repeat with right foot. An excellent exercise for arms, legs and abdomen.

Exercise 10.

Ankle and foot exercise. Bring hands tightly clenched to chest and then raise body on toes to fullest extent. This is a preventive exercise for flat feet, weak arches and weak ankles.

Exercise 11.

The arm scissors. An exercise for arms and intercostal muscles. Right foot forward, left extends towards the rear, at the same time raising left hand to front and upward and right hand to rear and upward. (Concentrate) Repeat same exercise, reversing position of arms and foot. A good exercise for the whole body.

Exercise 12.

Arm reaching combined with deep knee bending. (Concentrate) Raise arms above head; with arms extended take full deep knee bend, at the same time stretching to fullest extent with both arms raised above the head. (Concentrate) Repeat until arms and legs are thoroughly tired. This exercise is beneficial for thighs, calves, arms, shoulders and chest.

Figure Three

Exercise 13.

Waist and hips reducing. Raise the arms above the head and stretch. Then bend forward from waist as far as possible with arms extended. (Concentrate) Raise to erect position and bend back as far as possible. Keep the knees stiff.

Pick out of the above exercises any of those which you feel that you particularly need. It will not be necessary to do the entire series night and morning. In the morning you are to do the exercises one half the number of times required at night.

Below you will find five exercises which are primarily for the purpose of helping women reduce. One must work to keep her figure, and with the above exercises religiously executed at least once a day one can take off from ten to thirty pounds in a short time. Also I will try to give you an exercise intended to reduce each different part of the body so that if reduction in only one part is needed, concentration can be put upon that part.

Exercise 1.

This is an exercise for limbering up the muscles of the back. Stand erect, with chest out and stomach

(Continued on page 73)



Figure Four

What Can We Do for You?

Conducted by C. Franklin Leavitt, M.D.

Dr. Leavitt has won thousands of friends thruout the United States and Canada by the skilful and sympathetic help he has given them in times of illness and anxiety.

He has the rare faculty of *Understanding Human Nature*. He understands people far better than they understand themselves. He understands the secret, hidden motives that drive them—motives they themselves are not aware of.

It is in these clashing motives that he finds the roots of their diseases and terrors, their disappointments and failures.

And by *locating* and showing them how to remove these "complexes" he guides them to the paths that lead to mental and physical health.

He has the advantage over non-medical psychologists of being a thoroly trained Doctor of Medicine, with many years of successful experience.

In this department Dr. Leavitt will continue to deal with the perplexing personal problems presented to him by direct correspondence, and give you just the help you need.

In his books you will find further helpful information and instruction by which you will be guided, step by step, on the pathway toward YOUR GOAL!

THE EDITORS.

QUESTION:—C. A. P. writes:—

Can people converse with one another thru telepathy or is it just bunk? Is there such a thing as the unconscious mind? How does it work and when? Why do some say there is no unconscious mind?

ANSWER:—

People cannot carry on a conversation thru telepathy. There is every indication that there is such an energy present, but it can be felt only in the form of stimulation or depression, and *not very often in the form of words*. I do not say that it is impossible for people to receive impressions, even in the form of words, but to carry on a conversation is quite impossible at the present time. Many interesting things have been developed along this line and in my experimentations, which have been carried on for years, I find that one who is truly receptive can be materially stimulated. It cannot be used except where there is a receptive attitude assumed by the subject. Many hold the belief that they have been influenced against their wills by others, thru telepathy, but this is not true. It is nothing to be afraid of.

Of course there is such a thing as an unconscious mind. Many things are carried on within your body, unseen by you and over which you have no conscious direction. Expressions of this subconscious mind are to be found in dream life, in the fact that we do things thru habit, when not consciously aware of them, thru realizing that there must be a mental storehouse that memory draws on which you are not consciously in touch with until you make the effort, and in the fact that there must be some mental power supervising all the inner functions of the body. Certain cell groups extract from the blood current certain things necessary to their existence, while we

find other groups taking something from that stream which is in some ways different. There must be some intelligence used in this procedure of which you are not consciously aware. This underlying, deeper self is given many names, but the most common one is, subconsciousness.

QUESTION:—O. P. H. writes:—

You have told many of your inquirers that their depressions are due to unreasonable fear. I have thought of this a great deal, for I have some fears, but I cannot see how an unreasonable fear, a fear that did not represent the truth, could really have any special effect. You will help me, and doubtless many others, if you will show me how this can take place.

ANSWER:—

Perhaps an illustration will answer your question in a better way than any other. Suppose some one came to me and told me that one who was dear to me had just been killed by an automobile. This news would have a very definite effect on me, of both a mental and physical character. I would probably turn pale, grow weak and show marked signs of mental and physical depression. A short time afterward another individual would tell me that the report was a mistake, that it was not my dear one at all. The fact that I believed this was true caused the shock and depression, even tho the whole thing was a mistake. These unreasonable fears that people suffer from appear very real to them during the time the fears are acute and dominating their lives. The fact that they appear real means that a deep impression is made and that they suffer just as keenly as tho the fear were real. At other times, when their reason is uppermost, they, too, can see that the fears are foolish. Perhaps this will answer your question.

QUESTION:—S. U. R. writes:—

Is it true that heart disease is becoming more prevalent, and if so, for what reason?

ANSWER:—

Statistics show us that heart disease has increased in recent years in the men and women past fifty. This is undoubtedly due to the strenuous life that is lived today, with little physical exercise and lots of worry, cares and fears. The body is not as well able to resist and compensate as it was when it took physical exercise to keep the fires going and do the many chores attached to almost every home. There is less heart trouble in the young, due to the fact that there is less contagious disease to leave such complications following them.

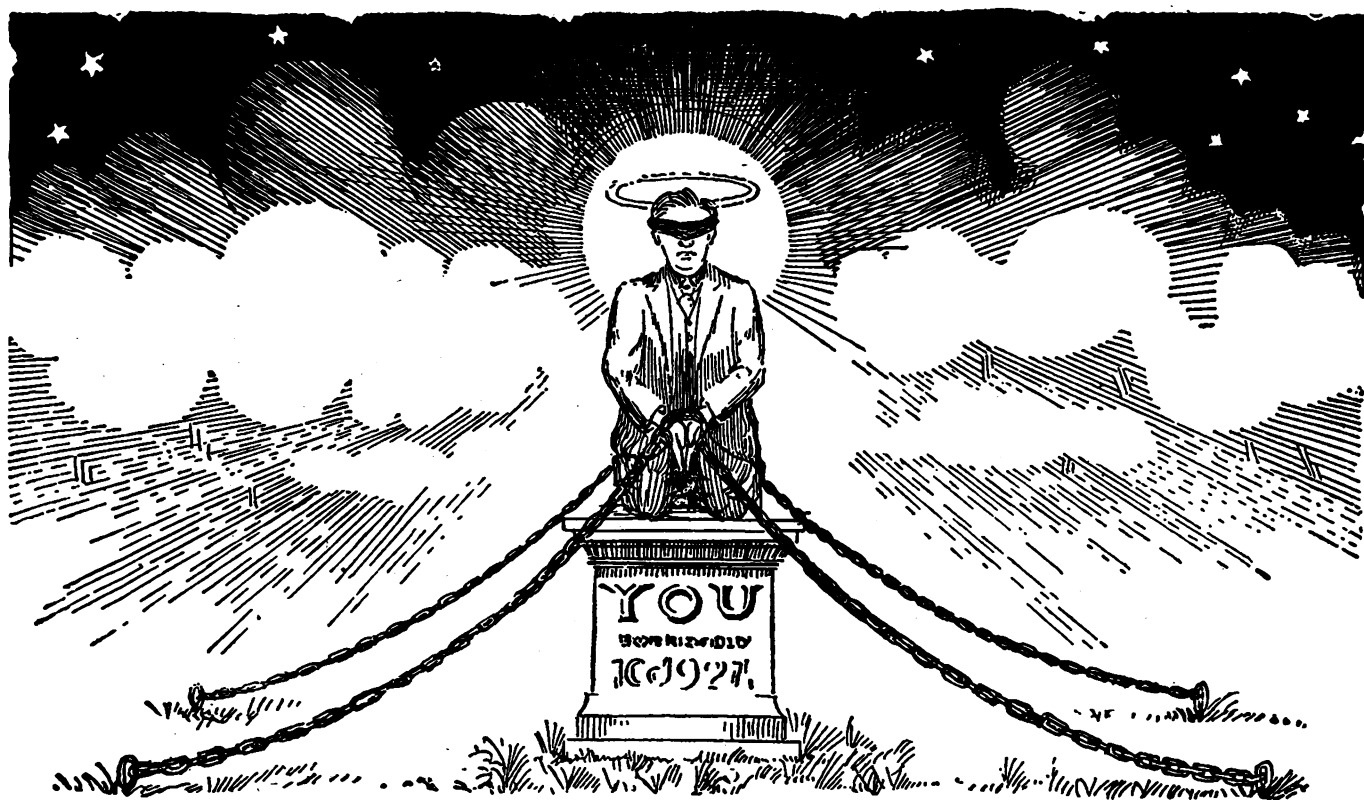
QUESTION:—P. M. writes:—

For two or three years I have suffered from head noises. It seems as tho they would drive me frantic. Another thing that disturbs me is the fact that I can feel my heart beating at night. While I am in bed trying to sleep, it sometimes seems as tho my heart were a fire engine outside, its beats are so strong and hard. I fear that my heart will go back on me and that I may sometime, while excited, drop dead. Is there danger of my overtaking my heart thru the usual life that the average person lives? I have been examined by physicians and they say my heart is all right and that there is nothing organically wrong. They say that the palpitation and sensations I have around the heart are caused only by nerves. Isn't there some way of relieving this?

ANSWER:—

Your physicians are probably quite right in their diagnoses that there is *nothing* seriously wrong with you. Your trouble is due entirely to nerves and the fact that you have let the

(Continued on page 74)



ARE YOU AN ENSLAVED GOD?

Are You Blinded to the Truth?

Are all of the world's benefits just beyond your reach? Are you held fast to one position in life, one line of work, one narrow margin of income, one little circle of home and social life? Is the great cry of the "Self Within" for freedom, joy, success and personal power choked into stillness by your limitations?

The Rosicrucians Invite You

Thousands of Rosicrucians—workers for Personal Development and Abundant Life—in every part of this great land INVITE YOU to share their unusual knowledge, and become Master of your Present Life.

A New Free Book

Come, lay your bias, doubt, and hesitancy aside! Learn the truth of your possibilities as soon as you free the inner self from its prison. Out of the grateful hearts of hundreds of thousands in many lands have been set aside funds to pay for the printing and mailing of a strange message of Hope and Help. The book is called "THE LIGHT OF EGYPT" and it tells how the secrets of Nature and of man's mind have been preserved since the days of Egypt's great power—and how you, in the privacy of your home, may use these simple laws to overthrow obstacles in life, widen your circle of personal power and command a realization of your desires. Use the coupon below and get your copy of the book at once, if you are really sincere in your desire.

LIBRARIAN I. K. H.

ROSICRUCIAN BROTHERHOOD
(AMORC)

SAN JOSE

CALIF.

(Perpetuating the Original and only Rosicrucian Fraternity.)

Known always by the initials AMORC)

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



HERE IS THE WAY

Librarian I. K. H.
Rosicrucian Brotherhood (AMORC)
San Jose, Calif.

Please send me, without obligation, a FREE copy of the book, "LIGHT OF EGYPT," containing the SAMPLE LESSON. I am sincere in knowing these helpful principles.

NAME

ADDRESS

Digitized by Google

You, Too, Can Make Money!

Says Pauline Cleaver

Mrs. Cleaver's weekly radio talks over the National Broadcasting Company system, from its New York station, WJZ, are rousing the women of America to still more buoyant faith in themselves. In the midst of financial and economic uncertainties, she keeps insisting—"You, Too, Can Make Money," and showing how it is to be done. Her ideas and advice are fruitful because they are fundamentally sound. Talent, expressed in Service, means Income! That is her message.

Let Mrs. Cleaver solve your problem. She answers personally all inquiries sent to her in care of this department. Address Pauline Cleaver, PSYCHOLOGY Magazine, 101 West 31st Street, New York City.

I MUST again urge those who write me to print their addresses clearly on their letters. There has scarcely been a day that I have not received letters, enclosing four cents for my success card, giving insufficient address. Please remember that I like to send you these handy pocket cards, but I can not unless I have the correct address.

I have recently given several lectures on "Money" at the Roerich Museum, or Master Hotel, on Riverside Drive in New York City. I should be glad to mail notices to those within reach if they send in their names and addresses. These lectures at the Roerich Museum are always free.

DICTIONARY BOOK-MARKS

SEVERAL days ago a woman came to my studio with a box of most attractive, covered dictionaries. These books were very small and had been purchased by the dozen. They retailed for twenty-five cents. This clever woman would cover two dictionaries, one French and one English, hang them from a ribbon which matched the covering, which was her artistic addition to the plain cover, and sell them for handy, useful book-marks. She sold them for \$1.50 a set.

She had learned to make her work easy by gluing her covers of satins, silks and embroidery, as the Chinese do with their silk embroidery. This saved much time as needle work is sometimes tedious.

This woman has become so expert in her work that she makes twenty-five of these little book-covers in one afternoon. Each morning she goes about finding places where she can sell them. When her own efforts were exhausted she came to me. I outlined a plan for her. She went away with ideas of how to obtain orders on a commission basis and also with new names of commission shops and exchanges that would handle her work.

Remember, "it is the small beginning that often builds a big business success". Think of the things you've already done well; use your imagination and discover your own hidden talent.

You know I firmly believe, and so far

have proved, that any woman, man or child can create some money-making idea and actually put this idea into a practical money-making program.

DECORATING

JOHAN ABBOTT, a young man in a small city in the middle west, has created for himself a splendid business in decorating homes and offices. He visited the doctors in his town first and gave an estimate on re-decorating and re-arranging their offices in an artistic way. John believes in the therapeutic value of colors. So the old-fashioned doctors are modernizing their reception rooms thru the aid of young John, who makes a small, colored drawing of his plans. This is something young artists who are finding times rather difficult now might consider. This going about and making contacts develops initiative, cultivates confidence and faith in one's self. Most artists need this.

COFFEE CANS FOR KITCHENS

A YOUNG boy whose mother bought her coffee in one-pound tins started in earning a bit of extra money. He saved ten or more of these tins and painted them a Copenhagen blue. On one he outlined, in deep rose, "Coffee"; on another "Tea"; another "Sugar", etc. The finished set was lovely and added to the beauty of the kitchen. His mother was so delighted with these that she called the neighbors in to admire them. Orders flowed in. Today the boy is buying tins, as he has too many orders to wait for home-used cans. I think he sells these for three dollars a set. As his materials cost little and he works rapidly, he is making quite a few dollars a week. This is only a starter. I'm sure I'll hear again from this young chap.

POP-CORN BALLS

LONG ago I wrote of two children who made money with popped corn. Here is a story of another success—this time a man and his wife. This man was ill. The doctors made him fast for a while, and on breaking his fast pop-corn was one of the few things he was permitted to eat. He began fixing it in many different ways.

Today he and his wife have purchased a large car and as they move about they sell hundreds of pop-corn balls. They wrap these neatly in wax papers and sell them for ten cents a package. I am not sure that they earn enough for total expenses. I do know that they stop only in towns where they can rent an inexpensive room to make up the syrup to hold the balls together. Many persons would retire from strenuous jobs when old if they only knew how to supplement their small incomes. This is what I believe this pair is doing.

"WHICH DO YOU PREFER?"

HAVE you seen the new cigaret boxes known as preference chests? They are made of wood and are 2½ inches high, 4 inches wide and 12 inches long. The inside is divided into four compartments. In each division a different brand of cigarets is placed. The outside is painted and stenciled designs are added in color. "WHICH DO YOU PREFER?" is attractively lettered on the outside. Many of these boxes have designs of lighted cigarets. The woman who is now making a business of these told me she had sold many with Easter designs. She used cartoons of chicks and rabbits grotesquely smoking. Anyone with ideas can do many things with this suggestion.

DOLL FURNITURE

ONE of my readers is now making a big thing of doll-house furnishings. This woman was one of those "once unfortunates"—because she was over-burdened with financial anxieties. Many get "panicky" when they have to face indebtedness.

It was just two months before Christmas when this woman first called on me. I had her dress several dozen dolls. She sold those, getting extra orders in a short time. Then we wrote cute, childish letters to a list of children suggesting appropriate furnishings for their doll houses. The orders piled in. This idea can be adapted to your town. And if you outgrow the children in your city there are many other cities—with children waiting to send in orders. (Continued on page 77)

An Old Man at Fifty— A Young Man at Seventy

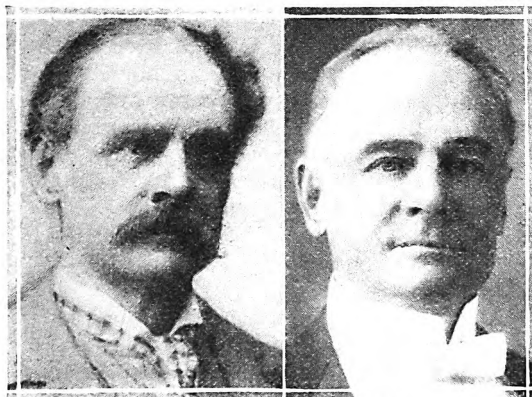
The Remarkable Story of Sanford Bennett,
a Former San Francisco Business Man, Who
Solved the Problem of Prolonging Youth

By V. O. SCHWAB

THERE is no longer any occasion to go hunting for the Spring of Eternal Youth. What Ponce de Leon failed to discover in his world-famous mission, ages ago, has been brought to light by Sanford Bennett, a former San Francisco business man. He proved it, too, right in his own person. At 50 he was partially bald. At 70 he had a thick head of hair although it was white. At 50 his eyes were weak. At 70 they were as strong as when he was a child. At 50 he was a worn-out wrinkled, broken-down, decrepit old man. His cheeks were sunken, his face drawn and haggard, his muscles atrophied. Thirty years of chronic dyspepsia had resulted in catarrh of the stomach, with acid rheumatism periodically adding its agonies. At 70 he was in perfect health, a good deal of an athlete, and as young as the average man of 35. All this he accomplished by some very simple and gentle exercises which he practised for about ten minutes before arising in the morning. Yes, many of the exercises are taken in bed, peculiar as this may seem. As Mr. Bennett explains, his case was not one of preserving health, but one of rejuvenating a weak, middle-aged body into a robust old one. What he has accomplished anyone can accomplish by the application of the same methods. All of which puts the Dr. Osler theory to shame. There isn't room in this article to go into a lengthy description of Mr. Bennett's methods for the restoration of youth and the prevention of old age. All this he tells in a book which he has written, entitled "Old Age—Its Cause and Prevention." This book is a complete history of himself and his experiences, and contains complete instruction for those who wish to put his health-and-youth-building methods to their own use.

For Every Man and Woman— Young or Old

It is a book that every man and woman who is desirous of remaining young after passing the fiftieth, sixtieth, seventieth and



Sanford Bennett at 50

Sanford Bennett at 72

as Mr. Bennett believes, the one hundredth mile-stone of life, should read. It is a truly remarkable contribution to health-building literature, and is especially valuable because it has been written in a practical manner by a practical man.

Keeping young is simply a matter of *knowing how*. If you have vitality enough to keep alive, then you have enough to keep young, to keep strong, and to be active. Sanford Bennett proves it to you in this book. His message is vital to men and women of all ages; his style fascinating. The book is plentifully illustrated with clear half-tone plates showing each successive step of the rejuvenating system.

Partial Contents

Some idea of the field covered by the author may be gained by the following topics: *Old Age, Its Cause; How to Prevent It; The Mind in*

Exercising; Exercising in Bed—shown by fifteen pages of illustrations; *Sun, Fresh Air and Deep Breathing for Lung Development; The Secret of Good Digestion; Dyspepsia; How I Strengthened My Eyes; The Liver; Internal Cleanliness*—how it removes and prevents constipation and its many attendant ills; *External Cleanliness; Rheumatism; Varicose Veins in the Legs; The Hair; The Obese Abdomen; The Rejuvenation of the Face, Throat and Neck;*

The Skin, and many other experience chapters of vital interest.

FREE

"OLD AGE, Its Cause and Prevention," contains as much material as many high-priced courses of instruction, but you can secure a beautiful silk-bound copy *absolutely free!* By a particularly fortunate purchase, we are able to make this amazing offer of Sanford Bennett's book as a FREE Premium with a special low-priced two-year subscription to PSYCHOLOGY.

24 Brilliant Issues PSYCHOLOGY Magazine

Proclaimed by over 400,000 readers to be the most interesting and personally helpful magazine ever published, PSYCHOLOGY Magazine has led thousands and it will lead you to a larger measure of happiness, health, and achievement. Each beautifully illustrated, monthly issue fairly breathes inspiration—teems with suggestions for self-advancement. *Sickness, fear and worry vanquished! Straight-from-the-heart lessons in how to "cash in" on your unrealized abilities and to advance to prosperity.*

Sanford Bennett's system, as fully described and illustrated in his book, increases nerve force and nerve energy, benefiting every organ of the body—the brain included—by keeping the vertebrae of the spinal column young and flexible, elastic and in perfect alignment.

How to Get Your FREE Copy

To get your FREE copy of Sanford Bennett's book, "OLD AGE, Its Cause and Prevention," you merely subscribe to PSYCHOLOGY for two years, using the coupon below which entitles you to the special low rate of \$3.65. The regular price of a two-year subscription, you know, is five dollars. You therefore save a considerable amount on your magazine and into the bargain get a large handsomely bound book of incomparable and lasting value!

PSYCHOLOGY PUBLISHING COMPANY, Inc.
101 West 31st Street, New York, N. Y.

FREE

PSYCHOLOGY PUB. CO., INC. 4-31
101 W. 31st St., New York, N. Y.

Send me my FREE copy of OLD AGE, Its Cause and Prevention and enter my subscription to PSYCHOLOGY Magazine. I enclose check (or money order) for \$3.65, the special low-rate for two years' subscription.

Name

Address

City State

Canada: No extra postage.
Other countries: Two dollars extra.

Evidence!

"I am completely carried away with Bennett's book. Sad that there are so many sufferers who begrudge the time and determination to follow out Bennett's teachings."—A. E. G.

"When I began cutting Bennett's capers last June, I weighed one hundred and twenty-seven pounds. I now weigh one hundred and thirty-nine and when I reach one hundred and forty-five pounds, I will have another photograph made for the sole purpose of trying to induce other sufferers to get relief."—P. R. D.

"Hurrah! for Bennett and every other man who ever awoke fully to the benefits of exercise and fresh air."—L. S.

"I take great pleasure in not only telling town folk about the benefits derived from 'Old Age,' but now the country people are coming in wanting to know what it was that did such wonders for me."—D. A.

"Please don't sell the book to any other printers in my locality for if they get to have clear heads, sound bodies and steady nerves, I shall have as hard a time as ever fighting them for business."—R. D.

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



PERMIT me to congratulate you on your splendid articles on the Prohibition question. Like yourself, I was heartily in favor of prohibition when it first became a part of our Constitution. Today, I, like thousands of other "drys", would welcome almost any sort of a change in the law. I hope that enough people may follow your lead that we may, in time, return to sanity and temperance.

L. P. Roberts,
119 North Main St.,
Salt Lake City, Utah.

I WISH that everybody that can read might have the opportunity of reading Sherman Rogers' article, "Take the Profit Out of Liquor". I have never had any use for liquor but I think this is the only way out of our present trouble and I want to thank Mr. Rogers.

E. H. Hobson,
General Delivery,
Springfield, Mass.

ISN'T there some way that a plan such as you submit, "Take the Profit Out of Liquor" could be put before everyone in the United States? With our newspapers, magazines and radios this should not be difficult, do you think? Personally, what little money I could spare I would put toward a cause like this because I think it would be of far greater use than giving it to charity, for it would produce the same results in a better way.

I am only twenty-two years old but I am very sincere in what I say. I would be willing to sacrifice everything I have if it would provide for my parents and solve the liquor problem in the right way.

Charles D. Sykes,
R. D. No. 1,
Canonsburg, Pa.

NEW YORK is worse than I thought it was. When I came to Oklahoma in the spring of 1901 there were twenty saloons and as many policemen. We live two miles east of Guthrie. Old men and young men went past there until two o'clock in the morning whooping and yelling. I haven't seen an intoxicated man or

woman in six months. I went down to the State Fair at Oklahoma City recently and I did not see an intoxicated person at the fair or going or coming home.

When Oklahoma was admitted to the Union her Constitution prohibited the sale, barter or giving away intoxicating liquor. We have no intention of changing this law. So when the Eighteenth Amendment is repealed send your son or daughter here.

D. L. Hawley,
Guthrie, Okla.

PROHIBITION must be torn out, root and branch, and the decks cleared for action with no encumbering rubbish to hinder. I am an evolutionist and therefore believe in the complete elimination of the unfit. Modification will not do. Half-way measures are of no avail.

W. F. Linton,
Orland, Calif.

IF we had followed Thomas Jefferson's advice: "That country is governed best, which is governed least", we should not be burdened with about 150,000 laws, least of all with prohibition, which has done more than any other to make us the most lawless people on earth.

Now since a question is never settled until it is settled right, why not be logical, scrap the Eighteenth Amendment and let everyone make all the beer, wine and whisky he wants to, with only one provision as follows:

Congress shall define and incorporate in the pure food law the ingredients that constitute beer, wine and whisky. Any such goods, if offered for sale and not up to the prescribed standard to be ascertained by analysis, shall be destroyed without compensation to the seller.

It must not be forgotten that under our old regime, practically every drop of alcoholic beverages was adulterated, due to the high cost under government revenue and monopoly. This created an unhealthy appetite for drinks and need not be feared when goods are pure.

If under liberty thus proclaimed some should confuse it with license, they should be treated as sick people

and taken care of at their own expense until cured.

H. Bieder,
R. F. D. No. 5,
Painesville, Ohio.

IF public sentiment were strong enough in support of such a measure as proposed by Sherman Rogers our legislative bodies would be obliged to act in accord with the people's wishes. How can we obtain the unified attitude of the people? Could not PSYCHOLOGY Magazine sponsor such a campaign? Radio broadcasting would be effective and I am sure there are many public-spirited men and women who would be glad to give their services. I have nothing but my time to give but I would gladly give that in any way possible to help rid our country of this question which has been a thorn in her side.

Clifford I. Hartes,
Perma, Mont.

MR. ROGERS' article was a beautiful dream and well written. But take the profit out of liquor in this money-crazy age? How impossible! Doesn't Mr. Rogers know that the prohibition laws were never passed for any other reason but that the money would be made by one certain class of people? These people used the sincere prohibitionists, the fanatics and nit-wits for cat-paws to pass the laws in the first place. They are using them yet and they are too dumb to know it.

But who are the boys that prey on the bootlegger as long as he has a cent? Nobody ever mentions them. Why doesn't PSYCHOLOGY publish an article about them?

Gene Jopling,
3053 Southport Ave.,
Chicago, Ill.

WHILE I appreciate the high purpose and sincerity of your motives in your recent editorial opposition to the Eighteenth Amendment, and your suggestion to substitute in place of prohibition a more liberal measure, I must express genuine regret at your course.

If the Eighteenth Amendment is as gross a failure as you declare, how do

you account for the fact that—

1. That crime in the United States has decreased from 35 to 40 per cent since the Eighteenth Amendment was adopted.

2. That leading economists, such as Samuel Crother, Irving Fisher, Herman Feldman, Mr. Carver and others say that prohibition has been a great economic success, Mr. Crother adding that \$15,000,000,000 has been saved from drinks for the purchase of better living.

3. That Dr. William Mayo of the Mayo clinic says: "The great middle class in America is no longer drinking. The class at the top and the dregs at the bottom are still at it. The saloon is gone and no one wants it back. Liquor is scarce, and what there is, is not safe."

4. That the late Judge E. H. Gary said: "I am the head of the U. S. Steel Corporation, which employs more than 300,000 people. In the last two or three years the improvement of conditions among these people is one of the most remarkable chapters ever written in the history of civilization, and it is attributable to prohibition."

5. That the national income during prohibition has increased more than 45 per cent, an unprecedented increase.

6. That all the 148 institutions for the cure of inebriates before prohibition, except one, have closed their doors for lack of business or been made over into general hospitals.

There are many more facts to substantiate the success of the Eighteenth Amendment, but answer the above if you can.

I do not minimize the effect of your editorials upon the minds of the unthinking, and while there can be no doubt as to the ultimate complete success of prohibition, the encouragement you are giving to the violator of the law will serve to prolong the struggle. The abolition of booze is an evolution, and as irresistible as the tides of the sea. It has no place in this machine age. It is either forward with the Twentieth Century progress, prohibition and prosperity, or backward with the liquor traffic and Nineteenth Century standards of living.

You will probably get all for which your editorials contend, Dr. Miller, thru law enforcement—not thru law repeal. In the meantime, it is a question for every man to decide whether he will make his life measure up to the standard of a law-abiding citizen or be a traitor to the integrity and progress of his country.

H. F. Henricks,
Litchfield, Ill.

YOUR anti-prohibition article is like a bomb from an airplane bursting on an enemy ammunition dump. Don't worry about the little bits of spent ma-

(Continued on page 75)

How do you *know* you can't WRITE?



"I want you to rejoice with me. I have sold my first manuscript—a crime story—and the

check is \$180. It's the *real* thrill that comes once in a life time. All this I owe to N. I. A. training—and I consider myself a beginner of rawest type. I got back far more than the N. I. A. tuition fee in my first sale."—Mrs. C. E. Scott, 660 N. Market St., Shawnee, Okla.



"My first big thrill came last month. An acceptance slip! The check that fol-

lowed was not large, but I got a real kick out of it just the same, for it proved that I can write printable stuff." L. A. Emerton, Jackson Street, Hanover, Pa.



"I have enjoyed the course very much indeed and wish to report that I just sold a

feature article for \$40.00 to the Hearst Newspapers' Sunday Supplement—the American Weekly Magazine." Mrs. Cherry Bommer Smith, 2315 Cherry St., Vicksburg, Miss.

"You can imagine how thrilled your over-fifty-year-old cub was when she opened her mail early this week to find a fifty-dollar check for a description of a trip which she took last August."—Mrs. Drusilla Crankshaw, 28 Irving St., Cambridge, Mass.

Have you ever tried?

Have you ever attempted even the least bit of training, under competent guidance?

Or have you been sitting back, as it is so easy to do, waiting for the day to come some time when you will awaken, all of a sudden, to the discovery, "I am a writer"?

If the latter course is the one of your choosing, you probably *never will write*. Lawyers must be law clerks. Doctors must be internes. Engineers must be draftsmen. We all know that, in our times, the egg does come before the chicken.

It is seldom that anyone becomes a writer until he (or she) has been writing for some time. That is why so many authors and writers spring up out of the newspaper business. The day-to-day necessity of writing—of gathering material about which to write—develops their talent, their insight, their background and their confidence as nothing else could.

That is why the Newspaper Institute of America bases its writing instruction on journalism—continuous writing—the training that has produced so many successful authors.

Learn to write by writing

NEWSPAPER Institute training is based on the New York Copy-Desk Method. It starts and keeps you writing in your own home, on your own time. Week by week you receive actual assignments, just as if you were right at work on a great metropolitan daily. Your writing is *individually* corrected and constructively criticized. A group of men with 182 years of newspaper experience behind them are responsible for this instruction. Under such sympathetic guidance, you will find that (instead of vainly trying to copy some one else's writing tricks) you are rapidly developing your own distinctive, self-flavored style—undergoing an experience that has a thrill to it and which at the same time develops in you the power to make your feelings articulate.

Many people who *should* be writing become awestruck by fabulous stories about millionaire authors and therefore give little thought to the \$25, \$50 and \$100 or more that can often be earned for material that takes little time to write—stories, articles on business, fads, travels, sports, recipes, etc.—things that can easily be turned out in leisure hours, and often on the impulse of the moment.

How you start

We have prepared a unique Writing Aptitude Test. This tells you whether you possess the fundamental qualities necessary to successful writing—acute observation, dramatic instinct, creative imagination, etc. You'll enjoy taking this test. The coupon will bring it, without obligation.

Newspaper Institute of America
1776 Broadway, New York

Newspaper Institute of America
1776 Broadway, New York

Send me your free *Writing Aptitude Test* and further information on writing for profit as promised in Psychology—April.

Mr. }
Mrs. }
Miss }

Address

(All correspondence confidential. No salesmen will call on you.)

27D361

Psychology and Health

(Continued from page 17)

tions are interfered with, organic disturbances of many kinds will doubtless follow and organic disease result. But the real cause is emotional or mental and the cure must result from the treatment psychologically of the primary cause coincident with such medical treatment of the secondary organic conditions as may alleviate the suffering and hasten the cure.

Dr. Alfred J. Fox, of New York, has repeatedly taken cases such as infantile paralysis with long hospital records, indicating beyond question the organic nature of the disease, and produced

partial improvement or complete cures thru methods of suggestive therapy.

I reported in this magazine some years ago the case of a disabled veteran pronounced incurably tubercular and discharged from the army hospitals after six or seven years' commitment, with a rating of permanent total disability (incurable), who, in six months, thru a prescribed regime of personal hygiene and suggestive therapy, was pronounced in perfect physical condition upon re-examination by the army surgeons.

Many such cases have come to my

personal attention, so I have arrived at the conclusion that it is difficult to set limits to mental healing and believe it should be used in virtually all cases together with whatever other form of therapy is preferred. I heartily agree with the great retiring dean of Columbia University School of Medicine that every doctor should be thoroughly trained in psychiatry, psycho-analysis and suggestive therapy before being granted license to practice.

Next month we will give a simple but complete description of "The What and How of Mental Healing."

The Ghost of a Chance

(Continued from page 19)

absurd lie. Ask Greece; ask Rome; ask some of my English friends who are wondering if today even Great Britain can come back again. Regress is as possible as progress. It is all a question as to whether the nation successfully wrestles with her opportunity while she has it.

Moreover, predisposed to a Pollyanna attitude by our great continent and carried further by this faith in automatic and guaranteed progress, we crown our optimism with a comfortable religion. Americans are noted around the world for having worked out the most comfortable religion on earth. When I listen to some of the characteristic productions of the churches I am sick at heart. Religion for comfort only—that is it. All too little realistic grappling with stern facts. All too little facing of difficult issues. All too little that is costly, as the men had a serious sense of human destinies hanging in the balance. Religion for comfort only! A great deal of our American faith amounts to little more than this: that God is like a father with his children in a boat; he lets his children steer; sometimes to train them he lets them steer in perilous places but, just as a father, when a storm rises and the rocks are near, will take the tiller and steer to safety, so God in every pinch of peril will recover us; whatever we do, everything will come out all right in the end; trust him for that. That is a dangerous religious falsehood. Look down the shores of history and see. What are those wrecks beaten to pieces on the rocks? Man after man, nation after nation, civilization after civilization that had their chance and rose to prominence and power and, growing wayward, threw their opportunity away and now are hulks beaten to pieces on the reefs of history. God does let his

children wreck their boats.

Jeremiah lived and worked when the Jewish people were on the verge of their great catastrophe, the exile. Everybody else was optimistic. They would tinker up this political alliance or that; they would trust God, whatever happened, to recover them in the end. As Jeremiah said, "They have healed the hurt of the daughter of my people slightly, saying, Peace, peace; when there is no peace." He only was a realist. For forty years of prophethood he stood among his people, the one man in Judah who saw the facts and courageously declared them. He hated the message that he had to deliver as any man hates to be sobering when he would far rather be cheerful. He said it was like a fire in his bones and that he could not contain it. But in the end what he foresaw came to pass and that fatuously optimistic people, throwing its chance away, went out into the Endor's cave of the Babylonian exile, crying, "Bring me up Samuel."

When I say that we in America need Jeremiah's voice, I am no croaking raven, crying, "Nevermore, nevermore." Our Samuel is not dead yet. That is why it is worth while talking about him. Not by a long way, I hope, has he departed from us. We still have a glorious opportunity. It is in our hands, but now is the time to emphasize that fact. If on this road of a foolish optimism we go much further, there is no power in heaven above or the earth beneath that will keep us, too, from Endor's cave.

Consider, for example, that we still have a chance to stop war. The more one knows about it the slimmer he sees the chance to be, but we still have a chance to stop war. Still the memories of our people can vividly recall the ugly brutal hell that war is. Still books and

plays keep vividly in the imagination of the populace the obscene abomination that war involves. Still straight-shooting thinkers like Albert Einstein plead for a pacifism that will refuse in the name of patriotism to support against the unspeakable damnation of a war. We still have a widespread popular hatred of war. Yes, and those international agencies that grew up out of our first passionate reaction against war, the League of Nations, the World Court, Disarmament Conferences, are still struggling hard trying to keep the candle of reason burning in a wind world. We have yet a chance to stop war, and heaven knows! we had better take it because another world war would rob our children of everything that we have cared for most. But sometimes when I talk with Americans about this, watch their apathetic, indifferent attitude, even to great matters of public policy like the World Court, I am dismayed.

In 1890 the United States appropriated \$36,500,000 for its army; for 1931 the appropriation was \$351,000,000. In 1890 the appropriation for the navy was \$21,000,000 and for 1930 was over \$380,000,000. And that is going on all over this poverty-stricken earth. We are traveling precisely the same road that all the civilizations before us have traveled and with our sentimental optimism we will not believe it. My friends, if we are going to have peace we must care about peace more than we have been caring, care for it sacrificially as our fathers used to care for causes that they died for. All too commonly we picture peace as a dove or a beautiful maiden scattering largess from her ample cornucopia. That is no figure for peace. When peace comes she will not arrive as a dove or as a carefree beauty but as one who has

been despised, and rejected of men; a man of sorrows, and acquainted with grief. We have our choice: to care about peace with some serious sense that civilization is in the balance, or else to have our children cry for the ghost of our chance back again.

Once more, we still have a chance to build a humane and decent economic life that will minister to the welfare of all people. I do not see how any one can look across the world today without perceiving that it is a narrow chance. For see the picture: communism rising as a prodigious world power and all the capitalistic nations arming themselves to the teeth to fly at each other's throats and tear each other to pieces.

I suspect that folks are generally tempted to think of ministers of religion as visionary idealists and business men as hard-headed realists. Upon the contrary, I should like nothing better than to help some of my business friends to be hard-headed realists just now. For capitalism is on trial. That is the realistic situation. Our whole capitalistic society is on trial; first within itself, for obviously there is something the matter with the operation of a system that over the Western world leaves millions upon millions of people out of work who want work and millions more in sinister shadows of poverty. Second, capitalism is on trial with communism for its world competitor. Now, I do not like communism; I love liberty too much. I cannot stomach such suppression of free speech, free assembly, free labor as communism involves. But this verbal damning of communism now prevalently popular in the United States will get us nowhere. The decision between communism and capitalism hinges on one point. Can capitalism adjust itself to this new age? Can it move out from its old individualism, dominated by the selfish profit-motive, and so create a new co-operative epoch with social planning and social control, that it can serve, better than it has, the welfare of all the people? If it can, it can survive. If it cannot, some form of communism will be forced upon our children. Be sure of that! Today our chance to build a more decent economic life, but if we lose it, tomorrow our children wanting the ghost of that chance back again.

The issue of all this is a deep need which I urge on my conscience just as I urge it on yours. We need a rebirth of citizenship, a rebirth of public spirit, a renaissance of spiritual life and ethical Christianity that will issue in social-mindedness. With prosperity selfish individualism is natural. When wealth is plentiful each one struggles for as large a share as possible for himself. But that is not our situation now. Some of you are suffering cruelly

Pick a JOB in the Big-Pay Hotel Field



Big Opportunities Everywhere for Trained Men and Women in One of America's Greatest Industries.

Pick a job in the fascinating hotel and institutional field! No matter what type of position—Manager, Assistant Manager, Housekeeper, Steward, Hostess, Sports Director, Floor or Room Clerk, etc.—there are hundreds of different kinds of important positions open all the time in hotels, clubs, restaurants, schools, colleges, hospitals and institutions. Splendid salaries, fascinating work, fine living, quick advancement have been secured by thousands of Lewis-trained men and women.

EARN \$1,500 to \$7,500 a YEAR

- 151 Kinds of Positions to Choose from
- Here are just a few of the 151 different kinds of positions open to trained men and women in the hotel and institutional field.
- Manager
 - Assistant Manager
 - Floor Clerk
 - Steward
 - Hostess
 - Chief Engineer
 - Auditor
 - Electrician
 - Housekeeper
 - Purchasing Agent

Almost \$1,000,000,000 building program in hotel and institutional field offers nationwide opportunities today. New hotels, apartment hotels, clubs and institutions being built this year will need almost 100,000 trained men and women. Previous experience proved unnecessary. Lewis-trained men and women of both young and mature are winning success. A good grade school education plus Lewis Personal Coaching Plan qualifies you. We have trained thousands and put them in touch with splendid positions. All of your training under the personal supervision of Clifford Lewis, appointed Managing Consultant by over 300 hotels. Low cost, easy terms, money-back agreement. Free book, "Your Big Opportunity," shows how to qualify for success. Send for it today—NOW!

LEWIS HOTEL TRAINING SCHOOLS
Clifford Lewis, President
Room DE-2248 Washington, D. C.
The original and only school of its kind in the world

Send for **FREE BOOK**



Lewis Hotel Training Schools
Room DE-2248, Washington, D. C.

Send me the Free Book, "Your Big Opportunity," without obligation, and details of your Personal Coaching Plan.

Name

Address

City State

National Employment Service **FREE** of Extra Charge

Try This Amazing German Discovery That Positively Corrects

CHRONIC CATARRH—BRONCHIAL ASTHMA—

Bronchitis, Laryngitis, Sinusitis.

At last, medical science has produced the most revolutionary method for conquering these ailments. Entirely different from anything you have ever used—nothing else like it. If you have tried everything and despair of being helped, do not miss this opportunity of obtaining quick and lasting relief through breathing the healing DRY vapors of Aerosan. Aerosan tablets



contain the best known medications for the treatment of bronchial afflictions.

When heated in the specially constructed electric appliance these medicaments are released in dry gaseous form, mix with the air of the room, and as you breathe naturally, Aerosan vapors penetrate the respiratory passages, and get right to the infected area.

Read These Interesting Unsolicited Testimonials

Best Remedy She Has Ever Used for Asthma

I am sending check for two tubes of Aerosan tablets for asthma. Will say that they are the best of anything I have ever used and I have used a great many remedies. I am surely pleased with the effect of AEROSAN and will tell all who I think need it.

Mrs. M. ANNA SAUER, Kansas City, Mo.

Doctor Uses Aerosan for His Wife

After having treated the Tracheo-Bronchitis of my wife for many weeks with all kinds of relieving remedies, unsuccessfully, I was recommended to use the Aerosan Apparatus. After the first application, my wife felt considerable relief and after four applications the Catarrh disappeared.

Dr. S. L.

A complete Aerosan outfit consisting of the electrical appliance and tablets, costs only \$3.50 postpaid. Every day you delay using Aerosan is another day of unnecessary suffering for you. *Why wait; order today.* Money refunded if not pleased.

AEROSAN COMPANY OF AMERICA
164 Fifth Avenue, New York, N. Y.

PSYCHOLOGY— Read It and Prosper!

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

in this depression. Some of you whom I know personally, accustomed to plenty, are in a situation where penury is lurking around the corner. And the factors that caused that are not individual but social; they are not even national—they are world-wide.

Selfish individualism for man or nation in this new world is downright insanity. There may have been a time, on the frontier, when a man could be the master of his own fate, but now a man's welfare or a man's disaster depends so on world-wide conditions, which he cannot handle for himself, that only social-mindedness, co-operatively handling them together for the good of all, can meet the issue. John Wesley said, "I look upon all the world as my parish." Unless we get that kind of public spirit, with some intelligence to make it effective, nothing can save us.

Now bring this truth for a moment down to our own individual consciences. When Jeremiah was trying to save the Jewish people from their fate, he had a nephew named Baruch who later became his private secretary and thru whom the records of his ministry are preserved for us. Baruch was tempted to a selfish individualism. He was a member of a great family; he had as good a chance as any to serve his private ambition; he saw his own brother achieve political prestige and he was tempted to a selfish life. But Jeremiah, seeing how desperately critical the social situation was, challenged him with words that I wish could be burned into the conscience of this country: "Seekest thou great things for thyself? seek them not."

I challenge my conscience and yours with those words today. This genera-

tion is no flower garden to dally in. Today our chance to build a more decent world, tomorrow our children wanting the ghost of it back again. Seekest thou great things for thyself? seek them not.

If this message seems depressing, beg of you to notice that our message is a lesson, not in gloom but in appreciation. What it says to every man, nation, is, Appreciate your Samuel, while you have any Samuel, appreciate him! A more practical message could hardly be brought to us. How fortunate some of us are—home, friends, reputation, character, opportunity—and for all the criticalness of the social situation, a magnificent chance left yet to build a warless and humane world. God keep us, every one, from throwing the chair away. God save us, every one, from Endor's cave.

Formulas and Folks

(Continued from page 37)

capacity, emotional characteristics, personality traits and body type declare themselves early," said Dr. Gesell. "These differences are comparable in kind and degree to those observed in later life. Many of the differences are due to innate or constitutional factors, and are not the direct result of experience or training."

Experiments and observations at the Child Development Clinic have not borne out the "extreme" views of behaviorism, which insist that any child can be taught anything—that all depends upon environment and training.

Some things can be learned by infants entirely without training, Dr. Gesell pointed out; and he cited the case of "identical twins", one of whom was helped in learning how to climb stairs, while the other was given no instruction whatever. It was discovered that the untaught child—being the exact physical and mental duplicate of her sister—learned to climb stairs just as well.

Other children, even tho given exactly the same training, develop differently, physically and mentally.

There is a certain great hopefulness in that innate quality in children which says that each shall be different. It is the guarantee that men shall never become like machines. What psychology and mental hygiene can do to help is to learn to diagnose the tendencies and aptitudes of children in earliest infancy, and to provide that supervision which will guide and facilitate their growth in the direction of health.

That language was invented primarily to conceal thoughts, is a saying quite in accord with the knowledge of Dr. Mark A. May, who expressed his opinion in a lecture on "The Psychological

Foundations of Personality and Character" that the power of speech has been one of the greatest handicaps to the scientific study of human nature. Without—usually—an intent of falsehood, the beliefs, the convictions, the explanations, given verbally by human beings, are without actual foundation. English words are so ambiguous, psychological processes are so deceptive.

"We have many more scientific facts about the behavior of wasps, bees, frogs, chickens, rats and apes than we have about human behavior, for the reason that animals *cannot talk to us*. When we want to know something about the behavior of a spider we watch it and devise an elaborate system for recording our observations; but when we want to know about our fellowman, we either ask him or someone else, or give him a test, or get him to answer a questionnaire."

And information obtained from such sources is usually far from accurate.

Dr. May insisted upon the broadness of the problem of personality, and decried the attempt of several specialized branches of research to claim a monopoly on its control.

"When the physiologist discovered, or thought he had discovered, some of the functions of the endocrines, the pseudo-scientists immediately jumped at the conclusion that all behavior and personality could be explained in terms of the functions of the nervous system which controls the secretions of the endocrines. But now that we know more about the functions of the endocrines, we are not so certain.

"In psycho-analysis the fallacy of explaining a complicated process by calling it a name, and thereby setting at ease the mind of the inquirer, is very

common. There is no form of human behavior and no event in history that the agile psycho-analyst cannot explain by the simple process of selecting from his list a few explanatory terms that fit the case."

How the psychologist, by contributing to an understanding of the queer quirk which memory plays, the possibilities for good and evil in the sex impulse, acts which an inferiority or superior complex may be responsible for, the relation of intelligence to cooperation and responsibility, is helping the doctor, the lawyer, the judge and the minister to be increasingly understanding and effective in his professional work, was discussed in the lecture "Psychology and the Professions; Medicine, Law and Theology", by Dr. Walter R. Miles.

Some of the aspects of "Psychology and Industry", especially as they pertain to an electric light comparison were outlined by Professor S. Vitell, Director of Personnel Research of the Philadelphia Electric Company. The requirements of an electric sub-station operator are unusual. The apparatus which he must handle is extremely complicated in character. A single switching operation may involve many as twenty or more moves, each of which must be performed in the proper sequence.

The employee must generally play the lone hand, thinking for himself, and often must perform the double job of janitor and operator. He may be called upon to make a sudden transition from the job of cleaning, involving little display of mental ability, to switching and blocking operations involving a considerable amount of technical knowledge and training and the display of a high degree of alertness and judgment.

avoiding error. He must be highly adaptable and capable of quickly adjusting himself to unusual circumstances.

It was the problem of Dr. Viteles to discover just what qualifications were required for this job, and to try to devise tests and methods of training by means of which the unsuited could be eliminated and those who were employed could perform their work better. When the testing was first tried upon all those sub-station operators already employed, it was with the understanding that nothing would be immediately done concerning the outcome. The results were to be kept only for future reference. However, the findings from the tests so coincided with what was later discovered about the operators from experience that the Personnel Research Department of the company became indispensable.

"The social psychologist challenges the belief that the social system is a fixed one, to which men and women must somehow be adjusted," said Dr. Allport in the remaining lecture—Psychology in Relation to Social and Political Problems—"and the belief that it is the job of education and the social and psychological sciences to help fit people into the social, economic and political order as it exists at present." And he demonstrated by many graphs how the behavior of individuals, when left to themselves, differed from their behavior under various social pressure. Such conceptions as "the group mind" and "the moral standards of a community," he believes, are but fiction. "The social structure itself must be regarded as psychological in a large part and the standpoint of psychology is not the adjustment of individuals to the social system, but the study of the social system itself as a part of the behavior of individuals."

The Psychological Corporation, which sponsored the lectures, is unique in that all the money which it earns thru lectures, fees and so on—above the bare operating expenses—is used for the furtherance of psychological investigation. It was organized about ten years ago to help promote research in scientific psychology, and to act as a sort of clearing house thru means of which the layman might get competent service in helping to solve those problems of human behavior which arise in the home, school, social organizations, business, industry. Dr. Cattell, who occupied the first professorship of psychology in the world, at the University of Pennsylvania, was one of the organizers and the first president. Men such as Doctors Terman, James R. Angell, C. E. Seashore, Paul S. Achilles, John B. Watson, R. M. Yerkes, Walter Dill Scott, became the officers and directors. Today the Corporation includes about 300 members, chiefly comprising uni-



Thos. A. Edison
Extremely interesting—of great practical value.



Walter P. Chrysler
Of great interest and value to all young business men.



Wm. Wrigley, Jr.
Thousands of men must have been waiting for something just like this

**Mailed
FREE
To Thinking
People!**

**Strategy
in Handling
People**

Like a "Bomb-shell" It Reveals the Real Truth of What Really Makes Men Successful!

A great thing has happened! In every corner of America, people are discussing an amazing new book called *Strategy in Handling People*. Like a "bomb-shell" it has upset many old ideas about success, money making, personal power. Already reports from readers tell of increased incomes, sudden advancements, complete changes in their lives. These results are easily understood once you have seen the book. Mail the coupon below and receive a copy for free reading.

Authorities say that not one out of ten really understands how to get along with other people and win loyalty, admiration, co-operation. Thus worlds of ability go to waste. You may not be attaining one-tenth the success that could be yours if you knew the real secret of handling people.

Reading *Strategy in Handling People* brings the exhilaration of a new power for attracting people that is boundless in what it may bring you. Mystery that has shrouded the lives of over two hundred world-famous men has been torn aside. Ewing T. Webb, and Prof. John J. B. Morgan spent three years in the search for data and in analyzing the facts in this history-making volume.

Clear and unmistakable the fact is revealed that invariably great men have found in their contacts with other people the true secret of success. It seems startling indeed that such men as Abraham Lincoln and John D. Rockefeller used similar methods—and that later Henry Ford used the same basic idea. Yet we must all realize that great success or wealth is impossible through the efforts of an individual. We are surrounded by people. They make or break us. Whether they are used to advance us or block us depends on our ability to handle them.

Strategy in Handling People shows how easy it is to control people, relating incidents that show the methods used by men like Elbert Gary, Roosevelt, Coolidge, Ford, Franklin and hundreds of others. Their identical methods are now yours.

No employer or executive needs to be urged to read this book. The young ambitious man, the man in a rut, the failure—all will find new avenues for accomplishment through it. David McLain, a failure in twenty jobs, became a millionaire when he learned this secret. "Already worth \$1,000 to me"—"Every page profitable"—say readers.

Yours for 5 Days Free!

Accept this special introductory 5 days' free reading offer. Send no money. Simply mail coupon. If satisfied, keep the book and pay only \$3.00. Otherwise return it without cost or obligation. Mail coupon now to Boulton Pierce & Co., Dept. D-10, 232 East Erie Street, Chicago, Ill.

Abraham Lincoln
How did Lincoln make a loyal worker out of a man who once called him "the original gorilla"?



John J. Pershing
What strange method did Pershing use to tame a vice-president?



Calvin Coolidge
How did Coolidge make friends with farmers, Indians and Governors?

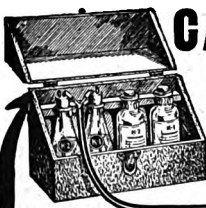


Herbert Hoover
What trick played on a German general influenced Hoover's whole career?

Boulton Pierce & Co., Dept. D-10
232 East Erie St., Chicago, Ill.

Send me *Strategy in Handling People*. I will either return it after 5 days or pay \$3.00 in complete payment.

Name
Address
City State



CATARRH · ASTHMA · COLDS SINUS TROUBLE · HEAD NOISES

A NEW AMAZING TREATMENT CONFINED STRICTLY TO BREATHING ORGANS OF NOSE, HEAD AND THROAT

It's the KLAUSER Success Method. Same in principle, formula and application as famous city Inhalatorium. People once traveled miles to take treatments. Now brought to you in handy home cabinet. Merely stay at own bedside and breathe amazing relief. Nothing like it. Soothing, beneficial, balm-like medicated air penetrates all passages of nose, head and throat. Reaches very seat of trouble.

Used successfully for Nasal Catarrh, Colds, Sinus Trouble, Acute Bronchitis, Headaches, Laryngitis, Bronchial Asthma, Head Noises, Hay Fever, Catarrhal Deafness, Hoarseness and Mucous Accumulations. Home treatment just as effective. Rigid money-back guarantee if quick relief not obtained. "You have best remedy I ever tried for Chronic Bronchitis," says J. Ranney, N. Y. "Find myself practically free from Asthma and Catarrh," says A. C. Thompson, Minn. "My Catarrh and Bronchitis seem to be breaking up," J. H. Hines, Calif. "Have Sinus Trouble and

and your treatment to give great relief," writes Mrs. Gaertner, Miss. "Klauser treatment for Nasal Catarrh giving satisfaction," says M. Philan. Relieves congestion. Loosens phlegm. Soothes irritation. Breaks colds. Clears head. Works quickly. Easy and pleasant to use. No sickening medicines. No choking pills. No rummy vaporizers. No bother. No inconvenience. No capsules or habit forming drugs. Beneficial fumes penetrate and reach very seat of trouble. Get further details. Write for FREE book. Filled from cover to cover with valuable information. Send name and address today.

KLAUSER CHEMICAL COMPANY, 27-29 Seventeenth St., Dept. 59, TOLEDO, OHIO

Psychology—Read It and Prosper!

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

versity professors, and provides 142 testing stations—scattered all over the

country—where anyone may go, and for a reasonable charge be given any of

those services which modern psychological science can offer.

Has Your Child a Healthy Mind?

(Continued from page 44)

things are excellent qualities; it is a question of redirecting them rather than getting rid of them. Punishments that humiliate him and take away his feeling of self-respect should never be used.

One should avoid lying to a child. There is no condition under which one should lie to a child. This does not mean that one must always volunteer information to him, nor does it mean that one should not evade certain situations, but if the child finds out, as he probably will, that his parents are lying to him, he loses all confidence in them and his respect for them, and their control has to some extent disappeared.

Neither is it desirable to scare the child; frightening him with tales of the bogey man is a poor method of discipline and leads to extreme results in some cases. Children have gotten into extreme states of terror by being frightened by a parent or grandparent over some slight misdeed. Such results were shown by a little girl of six who developed hysterical paralysis of the arm and an inability to eat, after her grandmother, who was a very religious woman, had caught her lying and told her that it was a terrible thing to do, that there was a big black devil hiding near by who caught little girls who lied and carried them down into hell. This produced a most unfortunate reaction and it took months for the child to recover.

The child should be emotionally desensitized and toughened at an early age; that is to say, he must become accustomed to taking a certain number of hard knocks and dealing with unpleasant situations. He cannot be kept in cotton batting all his life. The longer he is kept shielded and protected, the more difficult it is for him to adjust to the outside world and to unpleasant situations. It is, therefore, a mistaken kindness to shield a child too much, and to keep him away from too many unpleasant things. Yet we must not put too much of a strain on him, for too great an emotional strain on the small child may produce lasting and harmful effects. It is perhaps very much like the first problems of physical training. The child needs to get exercise, he needs to use his muscles, but if he overtaxes them he will harm himself. The same situation applies to his emotional life. He needs to learn to deal with emotional problems; he needs to develop that side of his personality; he needs to get strength, and it is a

question of just how much that particular child can stand. The sensitive, delicate child must be handled carefully, whereas the phlegmatic, tough sort of child will stand almost anything.

The child needs some outlet for his emotional life. He should be provided with healthy, normal outlets, so that he does not seek some unhealthy and undesirable outlet for his emotions. This means that the parent has the responsibility of seeing that there are suitable opportunities for the child to get pleasure and satisfaction out of life in a manner that is healthy and normal. The parent must keep about one jump ahead of the child under these circumstances. He must have thought up things to suggest to the child and must not be a wet blanket, always objecting to everything the child does. He must have suggestions which are suitable as to things the child may do and ways he may occupy himself.

Certain situations may be the means of rendering a child extremely sensitive or the means of making him much less sensitive. Take a specific example: a small child cuts his finger and comes running home, blood on his finger, tears streaming down his cheeks, yelling at the top of his lungs and quite frightened. Several other children are trailing after him and furnishing a good setting for him to stage an emotional scene. Suppose the mother shows a good deal of fright and emotion, asking if he is badly hurt, if he is hurt any place else and wanting someone to telephone at once for the doctor. The child is encouraged to give way to his emotions by such an attitude, and the next time he cuts his finger he is going to be more inclined than ever to stage a scene, and to be still more upset. On the other hand, suppose the mother in a calm, matter-of-fact way says, "Well, isn't that too bad! Go over to the faucet and put your finger under the water to clean it, and I'll get some bandage and iodine and fix it up. You mustn't cry if you ever expect to be a football player when you grow up." A lot of emotional tension will be taken away from the child, and the next time he will be less sensitive and less inclined to cry and stage a scene. In that way one can sensitize or desensitize a child for immediate situations in life. Here the theory of the conditioned reflex helps to make the problem more intelligible.

The physical health of the child is of the greatest importance and every

one who has had much to do with children has run across many cases where temper tantrums, irritability, sullenness and undesirable traits have been merely the expression of a sick or tired child. And treatment under such conditions is not punishment of the child, but building up his physical health. When a child is habitually cross and irritable, one should always consider the possibility that there may be a definite physical factor entering into the situation.

The small child tends to have a good deal of imagination and the question arises: how much should this trait be encouraged or discouraged? In the sensitive, imaginative child, one may need to discourage this trait somewhat, and an effort should be made to keep him in close touch with reality, whereas in the more phlegmatic child it may seem desirable to encourage his powers of imagination and try to increase them.

Fairy tales of a bloody and gruesome nature should not be told to a very small, sensitive, imaginative child. The average child probably reacts to such stories in a healthy manner, but one does see a certain number of extremely sensitive children who seem to be harmed.

The child's curiosity should always be encouraged. It may seem quite unnecessary in a great many cases to encourage it at all, but certainly it should not be discouraged. Curiosity is something which most children have, and which they tend to lose all too quickly. Grown up people are not curious enough; they take things in a matter-of-fact way. Encourage a child to keep up his curiosity even if it is pretty hard on the parent.

There are many misconceptions with regard to children. It is a very common idea that if a child never causes trouble, never gets into mischief and obeys promptly, he is well trained, and that from the standpoint of mental hygiene things are in a satisfactory condition. This is often not the case, and whenever we have a so-called model child—very obedient, very polite, very well-behaved—one should be on his guard and tend to question the mental health of such a child.

We frequently find that such a child is well-behaved because he is physically weak and has comparatively little energy, and has no tendency to force himself into situations and get into difficulties. The child with a healthy make-up, overflowing with health and

full of animal spirits, is always getting into mischief.

A well-behaved child may represent merely a too submissive disposition. Some children are born with little capacity for self-assertion. They are easily influenced and forced into a routine laid down by parents. The imposing of strict discipline on such a child merely exaggerates this submissive tendency and handicaps him still further when he has to leave his own home and make his way in life. We may find that outwardly correct behavior may indicate that the child is getting his satisfaction from life in some unhealthy way, and hence has no desire to seek means of getting satisfaction that would cause a clash with his parents. For example, a child may spend a great deal of time in rumination and day dreaming which is satisfying to him. Hence he gets into no difficulty with the world of reality. Such a habit, however, when carried to such excess is unhealthy and tends to unfit the child for the world of reality. The ultimate result is that he finds he has become so accustomed to dealing with the world of fantasy that he is quite incapable of dealing with the world of reality. Sex practices of various sorts may also give the child the emotional satisfaction he desires, and hence he has no desire to seek

further satisfaction and to get into mischief or trouble.

Many parents are much upset because their children lie and steal. They do not realize that the small child is not immoral but simply amoral. That is to say, he has to acquire a standard of moral values. He must be sensitized to certain moral values. In sensitizing a child it is important that you do not display too much emotion. It is not a good thing for a child to have his parents tremendously upset every time he tells a small lie. The small child is unable to distinguish between imagination and reality. He tells all sorts of fantastic stories because he, himself, has no clear conception of the difference between fantasy and truth. He should be taught this difference in an unemotional way and punishments, when given, should not consist of highly emotional appeals. Frequently the marked sensitivity of a parent to some fault of the child's is merely a test of the sensitivity which the parent has toward this problem and indicates the great difficulty the parent has had in overcoming this tendency in himself rather than any high standard of morality on his part. If you find yourself tremendously upset by some minor misbehavior on the part of the child, it would be wise to analyze yourself before disciplining him.

Your Future and You

(Continued from page 31)

Not long ago Pete Conklin, whose career dating back to the sixties with P. T. Barnum's tent show earned him the title "Dean of American circus clowns", lay dying in a bare hospital ward. With a solitary nurse as audience, his last coherent speech was a recitation he had spoken hundreds of times from the sawdust ring.

In death he was still the jester he had trained himself mentally to be.

Nikola Tesla, the inventor, has made wonderful contributions to our knowledge of radio and electricity. All of his inventions, we are told, are so well planned in mind that he can "see" them work. When the opportunity comes to carry out his plans he has only to reproduce what his mind has so clearly conceived. Mentally he was an inventor before the opportunity came to invent.

Martin W. Littleton of New York is one of our ranking lawyers. It was his boyhood ambition to be a lawyer. Mentally he became one then. Imaginary cases were pleaded with trees for judge and jury. Poverty, a wretched environment, little education, other handicaps in profusion, were his. His mental attitude won out, and today he is the man the unlettered youth of yesterday pictured himself to be.

Have you heard of Serge Koussevitsky's invisible orchestra? Koussevitsky, it seems, decided to pursue the career of orchestra conductor. He had no orchestra. But that did not prevent him from grouping chairs before him in the positions the players would occupy in actual performance, so that, baton in hand, he could lead an invisible orchestra. Mentally, you see, he had become a conductor. Is it any wonder that his career has led him to the Boston Symphony Orchestra?

There was no greater cartoonist in America than Clare Briggs. We are told that when he took up his pen he had not placed upon the paper before him so much as an outline in pencil. He transferred his cartoon direct from his mind to the paper in bold, dashing pen lines.

Saint Paul has put it, "Now faith is the substance of things hoped for, the evidence of things not seen." Faith, then, is giving substance to the things we hope for, our conviction about things yet unseen.

You cannot lift yourself by your bootstraps, but you can by faith, by imagination. You can elevate yourself to any height or lower yourself to any depth your imagination consistently,



What Are YOUR Mistakes in English?

They may offend others as much as these offend you

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

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

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

FREE Booklet on English

Sherwin Cody, perhaps the best known teacher of practical English, has perfected and patented a remarkable device which will quickly find and correct mistakes you unconsciously make. Correct English soon becomes a HABIT.

If you are efficient in English, it will give you greater confidence; if you are deficient, you surely want to know it, so that you can correct your mistakes.

Mr. Cody's remarkable new invention, the 100% Self-Correcting Method, has already improved the English of more than 70,000 people. No useless rules, no tedious copying, no hard study. Only 15 minutes a day required. You learn by creating the HABIT of using correct English. Nothing like Mr. Cody's method has ever been used before!

A new booklet, "How You Can Master Good English in 15 Minutes a Day," is ready. It explains Mr. Cody's surprisingly easy method. Get a copy free and learn how to stop making embarrassing errors. You do not want others to judge you unfairly. Merely mail the coupon, or a postal card. SHERWIN CODY SCHOOL OF ENGLISH, 344 Searle Building, Rochester, N. Y.

SHERWIN CODY SCHOOL OF ENGLISH
344 Searle Building, Rochester, N. Y.

Please send me your free booklet, "How You Can Master Good English in 15 Minutes a Day."

Name

Address

City

This valuable booklet can not be sent to children. Write advertisers.

day in and day out, takes you. Oft-times the trail of luck is blazed ahead by imagination.

Usually the size of a building can be judged by the excavation made for its foundation. Why, then, go to a sooth-sayer or a clairvoyant to learn of your

future? Ask yourself instead, "How much excavating have I done? What mental work have I accomplished so far?" Your own check-up will reveal far more than is possible for such an outsider.

Lift up the veil of that fortune-

teller destiny and the same face will confront you that is mirrored back when you shave—or rouge.

Do you remember how Solomon put it? "For as he (a man) thinketh in his heart, so is he."

Solomon is right.

The Yellow Dress

(Continued from page 30)

say—and other children envied the Giulemis.

"What did you say, my Giulietta?" she asked in Italian. English, for Mama Giulemi, was for company, and Sundays.

"Look . . . at this . . . Margharita brought."

She showed the yellow gown.

"It is magnificent, most beautiful, but who would be giving you a dress like that, my little Margharita? Not the settlement, I know. Your Sunday school teacher? Tell me. Oh, but it is soft." She wiped one fat hand on her apron and touched the rich folds. Margharita giggled—and then, because the secret was too good to keep, said, "I bought it, *mama mia*, at a shop, near the school."

"Bought it!" shrieked her mother. "Margharita—you are saying! . . . Why, this cost forty—fifty—sixty *lire* . . . You have not that much money in the world. Tell me, child, where got you so much money?"

Margharita smiled, jerking her head in bird-like fashion.

"I got it at the church—Miss Gordon's church, yesterday, *mama mia*. They were giving away very much money, oh, more money than I ever saw before, to the poor, and to those who needed it, and I got some—and bought the beautiful dress for Giulietta. She had nothing to wear but that old white one—and she will look oh, so beautiful in this!"

"But, my child," exclaimed her mother, "how much did they give you—and why? Did you ask them? Surely, my Margharita, you did not ask for it?" Mama Giulemi's code of manners was not long—but it was strict. The most stringent rule was that none of her children should ask for anything.

"No, *mama mia*," said Margharita softly. "I know, you have told us. We are not beggars. The money dropped at my feet. Surely, then, it was mine?"

"Dropped at your feet?" exclaimed Giulietta—awakening suddenly from her dreams of the glorious raiment.

"What do you mean, Margharita?"

"I will tell you," replied Margharita slowly. "They handed me a plate full, as I told you, of money. I had ten cents that Miss Gordon had given me to put in it. I put the money in—and then, when we had to go, I stooped over

to pick up Miss Gordon's handkerchief; and on the floor by it was a bill for, oh, much money—fifty dollars!

"I picked it up. The man had said the money was for those needing it. Giulietta needed a new dress. I wanted for her the beautiful yellow. It cost fifty whole dollars . . ." again she nodded as her open-mouthed mother gave a limp glance at the gown. "I took the money to the shop and bought it. It is beautiful." Margharita wrapped her hands in the satin skirt and looked at her mother.

"But, Margharita, how did that money come at your feet?"

"I think," said Margharita slowly, "perhaps it fell off when I dropped in my ten cents."

"Then," said her mother, "you must take the dress back."

"Take—the dress—back!" repeated Margharita. "*Mama mia*! It is mine! I bought it for Giulietta!"

"But that money was not yours, my Margharita. It was for the church. You must take back the dress—and give the money to Miss Gordon today. She will take it to the church. That money was for the poor—and does not belong to us. So Giulietta will wear her white dress. It is not new . . ."

"No," burst forth Giulietta, "it is old . . . and ugly . . . and torn—and I will *not* sing at the concert with it!" She threw down the yellow glory and ran into the kitchen.

Mama Giulemi sighed. Her fat face screwed itself into a semblance of a frown. Margharita stood, silent, her hands still clutching the skirt, her eyes on her mother.

"Margharita," said her mother, "fold up the dress." Margharita obeyed.

"Put it in the box and tie it up." Margharita did that also. "Now," said her mother, "is not this Monday?" Margharita nodded. There was a lump in her throat—and Mama Giulemi's face was a blur, but Margharita was too old to cry.

"Then," said Mama Giulemi, "Miss Gordon is at the Settlement House—is she not? It is Monday she comes—my Margharita?" Margharita nodded again. "So take the dress to her—and tell her; and she will take it back to the shop and get the money and give it to the church. You know, do you not, Margharita, that to use church money

for oneself is evil? Speak! Will you stop nodding your head at your mother who is teaching you the right?"

"Yes, *mama mia*," Margharita knew, now, only too well.

"So now take the box and go. And do not come back till you have told Miss Gordon all. Tell her that you are full of sorrow for this trouble you have caused her. Go!" she said again harshly. "Do not stand there like a stupid girl. The dress is not yours—do you hear?" She gave the child a push toward the door. Margharita's shoulders heaved . . . she gulped . . . opened the door . . . and ran fiercely down the steps.

Miss Gordon was at the Settlement. Margharita told her story, slowly, gently, in the beautiful English both she and Giulietta had marvelously acquired. She finished her story with:

"And if you please, Miss Gordon, I had rather not go with you when you take it back."

"Certainly, Margharita, I understand, but . . ." she smiled at the little girl, "can't I drive you to the Library?"

"Thank you," said Margharita gravely, "I should be glad."

After they were seated in the car, Miss Gordon said to Margharita, "Is your sister Giulietta as tall as I am?"

"Oh, yes!" replied Margharita—then shyly, "She is very like you, sometimes. She has eyes like yours."

"Then, do you know!" exclaimed Miss Gordon, "I think we can fix it about a dress for her. You see," she went on, "sometimes I make a mistake and get a frock for myself that doesn't look nice on me because it was really meant for someone else. And I have one now in my cupboard at home that wasn't intended for me at all, and I feel as if it must be really meant for Giulietta. I tell you what, Margharita, suppose you come home with me after I leave the dress at the shop? You needn't go into the shop with me—" as Margharita's expression became anxious—"you wait in the car. I won't be a minute."

As she spoke, they stopped in front of what had been a Fairy Treasure House to Margharita only a few hours before. With a smile at the little girl, Miss Gordon entered the door.

In a few minutes she returned, the money in her hand.

"They were very nice, Margharita," she said. "You see, they know me there. And I shall get this off to the church this very evening. And now we will see about that frock. Will you drive us home, please, Richards?"

"But, Miss Gordon," asked Margharita—stammering in her excitement, "you . . . do you really mean you have a dress at your house that Giulietta can wear to the concert? One she can have?"

"But, surely, child! I'm afraid it's not yellow, but I think you'll like it. It is rose-color—and it has a gold ribbon."

"The color of roses! Oh, but that is beautiful . . . she will look like a flower—oh, Miss Gordon!"

Margharita was breathless again, with joy.

"Here we are! Come along—and will you wait, please, Richards, and drive the young lady home?"

Margharita, awed into silence by the hugeness of the apartment-house lobby, followed Miss Gordon into the swift ascending elevator. Miss Gordon's room, with its fresh muslins and chintz, made her laugh with delight.

"It's like a fairy-tale princess' room!" she exclaimed.

"Here's the frock," said Miss Gordon

—and she held up a rose chiffon and taffeta dress with a gold ribbon belt.

"Oh, Miss Gordon! Miss Gordon! It is so beautiful! So much more beautiful than the yellow. Do you mean it? Is it really for Giulietta?"

"Of course, dear."

Suddenly she stooped and kissed the ecstatic little face. "Come, we'll put it in a box—and you can take it right away home with you."

The package was wrapped, Margharita watching the process of tissue-papering and ribbon-tying in joyful silence.

Miss Gordon tucked the box under the child's arm.

"Now go along home, and tell me on Wednesday how beautiful Giulietta looked."

Margharita put out her hand. "Please, can I tell you, Miss Gordon . . . that you are beautiful, too?"

Miss Gordon caught the little hand and squeezed it.

"I love to have you tell me I am beautiful. Now, run on, or you will be late."

Margharita skipped down the hall and hopped into the waiting car. All the way she hugged the box closely to her—seeing nothing but Giulietta's happy face.

Who Said We Need Ears?

• (Continued from page 34)

flying fingers and facial pantomimes. Today one might go thru a modern school and think it a graded school of those who hear.

As one of the teachers conducted us around the grounds of the school in search of the principal, she spied a strapping youth in a smart uniform some 100 feet away. In her normal voice she asked. "Where is Miss Joiner?"

"She is at lunch," was the quick reply.

"How could he hear you at that distance?" I asked.

"He didn't. He read my lips." It was quite needless for her to add that he was an exceptional lip reader. So far as the world goes that youth will move about as a hearing person.

Several girl graduates of this school have responsible positions in a large city department store. When discriminating women ask their advice about color or shade, quality or quantity, they likely never guess that their voices have gone unheard, so intelligently are their requirements attended to.

After the deaf child finds his voice, then comes the painstaking work of tone development. Since music has become such a vital part of their education, the improvement in tone is rapid.

"The time to improve the voice is be-

fore it begins," says an educator. By which she means, "Start the deaf child right."

The drum and piano are used as sound reflectors for voice work. Every time the child makes a tone he feels it—"listens to it with his fingers". Mental tone pictures are thus created and he drops throat consciousness, which causes throat stiffness and is in turn the cause of much of the bad tone. The child thus gets the right idea of tone, and making them becomes then a spontaneous activity of his mind.

Recently a juvenile orchestra has been started in the school. This adds another step in musical training and gives great joy. Go with us into their beautiful assembly hall and become a part of the morning chapel exercises. Look upon row after row of healthy, well-groomed girls and boys who greet you with a gracious "good morning". Hear the great volume of sound as they repeat in unison the Twenty-third Psalm perfectly pronounced; see the student body rise and in a mighty chorus ring out "Onward Christian Soldiers"; and if you fail to see soldiers marching on to victory, you are enveloped in mortal darkness which reigns only in loveless hearts.

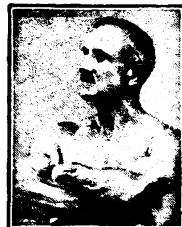
"These children want to do everything that normal children do, and one

NERVE Torture-

End it, or it will end YOU

If you are nervous, mentally and physically depressed — if you cannot sleep, have nervous indigestion and similar symptoms, you are *at least* in the first stage of **Neurasthenia** (nerve exhaustion).

Rid yourself of this malady. It is highly dangerous. Thousands commit suicide every year because of their nerves, and many more go insane. Most of the so-called "common disorders" are mainly due to weak nerves, especially auto-intoxication, sexual weakness, constipation, etc.



Paul von Boeckmann
Author and Lecturer on
Psychology and Nerve
Culture

The development of Nerve Exhaustion is very gradual and varies according to individual characteristics, but usually it is as follows:

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

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

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

How About YOU?

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

Strengthen Your Nerves

I can help YOU as I have helped over 150,000 others during the last 30 years. Nerve exhaustion is a *condition* of the nerves and not a disease. The Nervous System can be built up and made immune to ordinary strains of life by simple methods you can apply at home. **Write for further information.**

A Valuable Book FREE

I offer to send you **FREE** my 64-page book entitled "**Strengthening the Nerves**." This book contains much valuable information on the care of the nerves. It explains in simple language **WHY** people are nervous and **HOW** to prevent nerve exhaustion. In accepting this offer, you obligate yourself in no way to buy anything. Send 10c to cover postage and mailing. This book is not an advertisement, which is proved by the fact that it is on file in many public libraries and at the National Library at Washington, D. C. **This offer is bona fide in every respect.**

Paul von Boeckmann
1470 Cellini Bldg., New York
48 West 48th Street, New York

Send me free of charge and without obligation your 64-page book **Strengthening the Nerves**. Enclosed find 10c to cover cost of postage and mailing.

Name

Address

City

State

way to correct a fault is to remind them that hearing children never do it. And they don't want to miss a thing," laughed this same teacher, "not even the proverbial dose of castor oil."

Dr. Goodwin, with this idea in view, has pleaded with the Legislature year after year for the establishment of departments of education and physical training in which these deaf children may excel. They have a wonderful pool where they learn to be expert swimmers; they have a physical director, manual training, and a printing plant where many become expert linotypists. Their football, baseball and basket ball teams reflect year after year great credit on the school. They have also a tailor shop and a sewing department.

"Nearly everything in my office was made by our boys," proudly said Miss Joiner. "The desk was made from a tree on the grounds and is a copy of an early American piece. The armchair table was designed by one of the students."

When President Hoover spoke at King's Mountain Battlefield, October 7th, he was presented with a beautiful gavel of historic wood turned by the boys of this school. It was a great day for the class making a gift to the President.

The stories told of achievements of the older students sound like miracles. One girl after graduating is now standing shoulder to shoulder with her hearing sisters in one of the state's best colleges. You might happen into a certain church and listen to a splendid sermon or watch a graceful young woman, the evangelist's wife, lead the congregation in hymn-singing, and never suspect that only a few years

ago both were learning the names of simple objects at this school for the deaf. Fancy a young electrical engineer graduated from his state university now ready to launch himself into this technical profession. Or you might perchance enter an exclusive decorating house in New York City, and it would take keener observation than yours to realize that the head of the establishment was not hearing your comments as she presented her designs, but with speaking eyes knew your every remark.

Quaint and lovely expressions push their way out of walls of silence into a hearing world when these young people first go adventuring with oral expression. One little poet at heart was watching the wind blow when suddenly he burst with the desire to name it. He grabbed his teacher's hand, pointed to the swaying tree and said, "See tree-hurry."

On a recent occasion at the school a girl fainted. The teacher asked her room-mate how she was. Without hesitation she replied, "She has been empty of think for two hours." Their very much loved school physician is bald. They speak of him as having a bare-foot head.

North Carolina has accepted her motherhood of these children in a sincere way, and their education includes every phase of life from spiritual uplift to physical perfection. Her reward is that the children are happy all the day long and love it.

Walking around the beautiful campus shaded by oaks, where a dozen splendid brick buildings are grouped, we paused at the sewing department which is presided over by a young woman who, as a

former pupil of this school, first learned that a place awaited her in a busy world. Rows of perfectly made boys' shirts and dainty dresses testify that no eye could be truer, no fingers more skilful. Under her direction the young students are trained in designing as well as in sewing.

As a mother cannot think only of the physical and mental development of her child, so here with a splendid spirit of co-operation the staff of teachers and assistants develop also the social side of the child's nature. All the children who receive boxes from home have learned that sharing their treats brings an added joy. Birthdays are never forgotten. They are red letter days on the calendar. On such occasions the school furnishes the class with some dainty, the teacher more often than not will supplement the treat, and each child has a big share in the classmate's party.

A gentle providence seems to have equalized things for these children and much of the seamy side of life is spared them. They hear no criticism, nagging, nor littleness, and after their first shyness is over, they trustingly accept the hands held out to them.

One can hardly spend a day, even an hour, at this institution on its high, sloping elevation without rising to momentary spiritual heights and breathing a sigh of thankfulness that there are men and women and beautiful young girls dedicating their services to the re-creating of silent souls. It was indeed divine inspiration that whispered into the soul of an educator the impulse to strike the first chord of music which let loose a flood of grateful sound from silent throats and recaptured hearing for the deaf.

How I "Manifested" Money

(Continued from page 45)

makes up his *will* that by hook or crook he is going to accumulate money, in a legitimate manner of course, then that man is linking up his consciousness with his "subconsciousness" and he has an unbeatable team.

I do not say that everyone desiring money is able to manifest it, but I do say that when once the *desire* is intelligently hooked up with an indomitable will, then, provided an intelligent effort is put forth, money may very easily be manifested in a literal, physical manner. If it is pardonable to speak personally I think I may be able to demonstrate what I mean. Less than a year ago the writer had less than \$20.00 in cash. In addition to that he had a wife and baby dependent upon him, and as a sole means of support he had a monthly salary of \$175.00 a month—paid to him by the drug store in which he worked.

The future looked black. Nearly fifty years of age, with practically no prospects in life whatsoever. Nothing but a "job" and a mere "existence". But deep down in the consciousness of the writer there was an intense longing for the better things of life. There was more than that—there was a spirit *which knew what it wanted and which was not afraid to begin the fight for it*. And altho there was not a dollar available yet, with a determination that would not be quenched, this writer *made up his mind* that, coupled with all the wealth the "subconscious" could give, he *would* apply himself and *following the "internal" leading of the "subconscious" act consciously for the attainment of the things he desired*.

In less than a year from that date, he was living in a home owned by himself, was driving a beautiful car, and had several thousand dollars in the

bank. If the writer had "*visualized*" all these good things the chances are that he would still be visualizing them—and no more. But when the desire was there, when the will was coupled up to that desire and when there was a readiness and willingness to act, then the subconscious suggested *the material thru which these monetary benefits could come*. And they came. But in no sense of the word could it be said that the "subconscious" provided these things. It did not. But when the desire, the will, the whole conscious mind were in accord, *then came the inspiration* which has been the means of taking the writer from poverty and completely altering his circumstances.

For many years the writer had "*visualized*" all these good things, *but had missed the very vital point that he himself was required to get out and bring them into actuality*. When the neces-

sary idea was lacking, the "subconscious" supplied it. Its part was then done. But it took the mighty cooperation of BOTH minds to actually "manifest" the things which have been actualized.

The question may be further considered, How did the "subconscious" assist? The first thing that came to me was the "idea". That was dreamed—and in no sense of the word could it be called a "conscious" idea. It came directly from the "subconscious". Then the matter of writing the material. At the proper moment I arose from sleep, started to write and thirty-six hours later was still writing. The writings incidentally have not been changed in any respect from that time to this. Then the money part of it. Of course money was necessary to finance the first efforts. Printing costs money. Advertising costs money. And he had \$20.00 in cash. And here again the "subconscious" did its part.

While quietly thinking over the names of different men I knew, a strange "something" directed to go and see "Jim Brown". This "lead" from the "subconscious" was immediately followed, and to make a long story short—every one of the five men I approached with my business proposition put money into it inside of five minutes from the time I broached the subject. Again—"subconscious" leading. The

"subconscious" was doing its part. The student will here see that if I had not *consciously* followed these "leadings" I still would be where I was at the beginning. But I *meant business*—and I consciously followed the "still small voices" of the "subconscious"—and the results have been little short of astonishing.

Inside of ninety days these "subconscious" writings were being read in over thirty different countries. I mention this only to show that what comes from the "subconscious" may always be relied upon. Since that time the very same operation has been repeated, and I have learned the lesson of "being still" until I know the "subconscious" voice—then I follow it thru thick and thin . . . and . . . the thing I need comes.

So to those burdened by the weight of poverty I would say,—Forget your dreams of wealth until you are willing to follow the "still small voice of the subconscious." It will lead you aright—but you yourself and no one else *must* do the actual tasks indicated.

Most assuredly there is a way out, and the chances are many to one that you *already know just what that way is*—and are not willing to take it. If there is not such a way in sight as yet, then you may safely depend upon your "subconscious" to find it—and then it in turn will depend upon you to bring about the physical realization.

When Love Comes

(Continued from page 40)

ships him who can. But if she marries the poet, musician or actor—woe be to her! For what she needs then is a knowledge of how to go marketing, wash dishes and make dresses; or the man she worships must have the money to buy these things done. You cannot satisfy a woman short of perfection; and if you were perfect you would not be interesting. The reason lovers are in heaven is because only heaven knows what to do with them. If earth knew, earth would be heaven. And the pity, the tragedy, of earth is that here lovers are so often out of place. Lovers wear a halo that makes everything look different. The halo is the realest thing about them; but those who do not love cannot see—all they have to guide them is the touch of the blind.

Love should be synonymous with life. We live only as long and as much as we love. Indeed, the love of love supplants the love of life in the highest forms of growth. Birds have been known to die of loneliness and grief when their mates had gone. A common dog of ordinary faithfulness will guard his master's life and property with no thought of his own comfort or even safety. Dumb animals often shame us by their whole-hearted love and loyalty.

All genius bears tribute to the inevitable conquest of love by love. The man with a message gladly starves that the child of his brain and heart may come into being—every man with a message is more woman than man. The true mother, whose highest anguish and ecstasy reaches the plane of genius, exults in death if only her babe may live. The martyr, the warrior, the devout man of science or medicine, faces annihilation unconscious of the danger, lost in the love of a great purpose or a sublime truth. We are none of us grown till death for the sake of love is more appealing than life for the mere sake of living.

But the animating power of an all-absorbing love does not wait for the unusual, the heroic, the impossible; rather it fills the smallest things of life with a meaning so tremendous that smallness disappears. We love in proportion as we grow alert in little things. You may find a gold mine on your sweetheart's birthday—and to her it means nothing if you forget the birthday. Whereas, you may go broke and she will still call you the dearest thing in the world if you spend your last nickel on a flower to symbolize the sweetness of the day. How to hold a wife's love:

FEAR!

IS YOUR WORST ENEMY

C. FRANKLIN LEAVITT, M.D.

often termed "The Fear Specialist," graduated in Medicine in 1896 and practiced for 10 years. For 24 years has used non-medical therapy. Author of many books—magazine writer—internationally known consultant.



Fear Is the Most Destructive Force in Life

By FEAR I mean, FEARS which are attached to self more than fears you may have of outside things. Some of the easily recognized fears are: Worry, Self-consciousness, Overanxiety, Overseriousness, Apprehension, Inability to decide, Fear of expressing initiative, Fear of criticism, Superstition and the ability to forget yourself when in certain situations. All this spells—LACK OF CONFIDENCE.

If you are suffering from any of these fears, happiness and true success are impossible. U. HAPPINESS, NERVOUSNESS, and many serious physical disorders originate in FEAR.

Drifting Is Sure to Bring Mental and Physical Agony

Acute FEARS have simple beginnings. Fear in time will lead you into a state of MENTAL CONFLICT which ends in NEURASTHENIA and a COMPLETE BREAKDOWN. If you could just come in contact with many who write to me or call in person, and trace from the beginning the suffering and limited lives they are living today, you would see that each case started in a very simple way and the acute condition is merely the result of lack of attention. This would awaken you to a realization of what drifting was SURE to mean in your case, and you would not let a DAY PASS without taking some definite step to correct your present condition.

How Fear Attacks the Nerves

FEAR gradually lowers your vitality and tone, causes functional inaction, decreases the circulation, and your body becomes toxic and perhaps overloaded with acids. FEAR creates a very real poison in your system through a chemical change which takes place. This state is a constant irritation to the Sympathetic Nervous System and overstimulates the nerves until a hypersensitivity is present.

With sensitive nerves you will experience many alarming feelings and sensations, which frighten you tremendously through your lack of understanding. In these acute forms you may experience a sense of great weakness, dizziness, headache, digestive disturbances, a higher or lower blood pressure than normal, dimmed vision, roaring and fullness in the ears, uncertainty in your movements, and hypertension. And all of this can easily be JUST THE RESULT OF SIMPLE FEARS.

There Is a Sure Way Out of Your Trouble

Your first step will be to acquire a better understanding of your own powers and know JUST how to use them. Then, with mental and physical training and a different viewpoint, you will gradually find strength being restored, and later, a normal state will actually be established. It is a matter of building up tone, resistance, vitality, confidence and positiveness. This has been accomplished in THOUSANDS of cases where the symptoms presented in the beginning were most acute. You can throw off these fears, CAN become a confident—FREE—positive person. Can you think of anything more desirable? I am not indulging in theories or fairy tales, but am presenting to you FACTS which have been tested and proved true through long years of experience.

Here Is Something That Will Be Worth Its Weight in Gold to You

I have written a book, SELF MASTERY THROUGH UNDERSTANDING, which represents my deductions and conclusions covering 24 years of active practice in directing people suffering from FEARS. 200,000 copies have already been sold. It will tell YOU of YOUR powers and HOW TO USE THEM FOR SUCCESS. It will teach YOU of the wonders within YOURSELF. It will tell you all about these many FEARS and the nerve states which follow. It will show you just what is wrong in YOUR case. It has been pronounced priceless by thousands. It will be a real loss to YOU if you fail to procure a copy. Mailed to any address upon receipt of 25 CENTS in stamps or coin.

F To still further help you determine JUST what is back of your troubles, I offer you a FREE Preliminary Analysis with the purchase of this book. There will be NO PUBLICITY—NO OBLIGATION in any way. Your mail will come direct to MY desk and be opened by ME. I will mail a Complete Question Blank with the book.

C. FRANKLIN LEAVITT, M.D.

Suite 1516-B, 58 E. Washington St., Chicago, Ill.

watch out for the little things. Love's crucial test for a man is to keep his sensibilities fine; love's crucial test for a woman is to keep her sympathies true.

When love comes, what happens?

Everything goes that hinders unfoldment, harmony and happiness. The going may be gradual, but you can fairly see the change in your life, work and character.

When love comes, doubt goes. We are ignorant and perplexed only because we fail to live out the most and best we know. Can you imagine a rose perturbing itself with metaphysical arguments, political dissensions or theological hair-splittings? The rose lives for just one purpose—to express its own beauty and fragrance. Love liberates all the hidden beauty and fragrance in the human soul; and the soul, as the flower, establishes itself wherever allowed to unfold. Only our restrictions perplex us.

When love comes, deceit goes. Do you want an infallible way to prove your love for a man or maid? It is this: that in the presence of your real sweetheart you must reveal everything, share everything, count everything dear only as divided. There is nothing more false, nor more insidiously harmful, than the idea that a man to enjoy himself must lie to his wife. Just to the degree that we love do our lives become limpid sweet and crystal clear; deception cannot remain, any more than stagnation and decay could persist on the surface of a rippling mountain stream.

When love comes, folly goes. Have you never seen a butterfly-woman gladly fold her wings and assume the burden of a household—because the

love of husband and babies made her freer than she had been with all her careless flitting? The recognition of a personal ideal makes irresponsibility unthinkable forever after. Love means whole-souled admiration; and all mistakes occur when we are moving from what we admire. Does your boy find more trouble in a day than you can get him out of in a week? Then you do some finding—you find where his admiration lies, appeal to his hero-worship, put him on his mettle to equal in solid worth the object of his affection. Erring is only forgetting what or whom we adore.

When love comes, pride goes. The man proud of achievements, the woman proud of appearances, is merely a victim of microscope-habit, and needs a horizon for a cure. What we have done, been, learned, suffered and conquered is so infinitesimal beside our future possibilities that recollection itself becomes a confession and an irritation. Infinitely daring, yet infinitely humble this love makes us while we view the remoteness of our own ideal and perfection of the loved one whose inspiration urges us on to the farthest goal. Purpose consumes pride; and to love is to be all purpose.

When love comes, weakness goes. Human energy is a form of electricity, and the dynamo is charged with affection. Every tiny thrill of sentiment adds to the storage-power of your energy machine called the body. When these thrills are sufficient in number and strength you will be fighting-mad all the time—if that is the mood you need in which to conquer all that stands between you and your love. The only thing a lover can't do is to say "can't"!

When love comes, selfishness goes. The joy of giving up exceeds the pleasure of possessing as the heavens exceed the earth. There is perhaps only one joy greater—that of gaining for the sake of giving up, of struggling and winning just to lay down the laurels at the feet of a loved one. This really is the highest form of self-hood or true selfishness, since what we idolize prophesies what we shall be, and to sacrifice for those we love is to but hasten our own advance. Only those talk of self-denial who have failed of self-discovery.

When love comes, age goes. This is the crowning miracle of life; that in a genuine love, the purity and faith of childhood are blended with the valor and wisdom of middle-age, giving to those who attain this love a spirit of immortal youth molded by a knowledge of worldly experience. None can love and remain ignorant—none can love and become coarse. The glorious mystic dawn of creation lends perpetual light, with the strength of the morning, to those who esteem their love before all else. Weariness, discouragement, disillusionment, wait for him who treads a loveless path; but neither time can dull nor space deter nor even death alter the endless reality of progress and communion that souls feel who love altogether. Convinced by their own sureness of the ultimate goodness of things, looking at the play of life serene with a cloudless consciousness, trusting and hoping and waiting, they who love can face together all the woes of a world of sense—and only smile toward the vision of permanence beyond.

© 1931 by Edward Earle Purinton

The New Vision

(Continued from page 25)

making a prayer for understanding that worked wonderfully well. It is said all else was added unto him. That is a good prayer today.

But how do we pray? Whom do we wrestle with and beseech? We wrestle with the vagaries in our own mind. We seek to adjust our own thoughts, to be willing to accept the principles of intelligence. We seek to realize the thought that will cause the right result.

We are not a graduate engineer in the school of the new vision. We are often confused. We do not know all we want to know. We are not a teacher, only a student studying the book of life, believing that principle, or law, is the cause of every effect. And this means our emotions, our business, our friendships, our health, our every act and function. We seek more of understanding, in the realm of law

that has no dimensions, where our physical senses can not measure. We use our mind like a radio station, waiting signals in the fog, asking and waiting and doing all that we understand to do while we wait. Our senses serve as the receiving board. They are finite, limited as to time, place and power. But the law we seek to understand and harmonize with is infinite, is everywhere equally present, the cause of all things.

True we cannot with finite things take and analyze infinity. Ask your chemist to give you an analysis of gravity and see the smile that comes to his face. Still that same man might dare to tell you that love is only glandular activity. He might presume to say intelligence is but a product of brain.

In the new vision we see all life, all love, all wisdom, all power, all sub-

stance, even gravity, to be the manifestation of law. No one has nor can hold a monopoly. *No one can possibly be where all good is not present.* The physical senses may fail to recognize it but the law is constant.

The new vision is coming into general consciousness not because someone has conjured up a formula or scheme but because thru necessity the human race is learning to use law. The law discovered when man first crossed a slough on a log has clarified in understanding until it is now used to produce and operate the great ocean liner.

The principle of social service crudely expressed in the group efforts to protect the family in the primitive jungle has evolved into modern society. This principle is extending in application as rapidly as human consciousness sees that the sense urge of self-

ishness is best served by protection and service for all.

The principle of love even mellow selfishness. In the new vision we see the greatest expression in our joy in the well being of others and we find that to love does not mean to possess but to serve. The consciousness of the law of love is ennobling. It even grows grander and sweeter thru the telescope of memory.

The new vision does not deny the manifestations of law known as bodies, substance, institutions and things, but it does recognize these manifestations as principle in action, always changing form but certain that all are subject to and are a product of law.

Intelligence, life, love, substance and power like gravity, cohesion and adhesion are principle—law—everywhere equally present, indestructible, irreducible, immutable. Not measured in time, space nor texture. They are

eternal, always were, and always will be. The solid earth may dissolve in space. The stars may grow dim, but the principle that brought the atoms together and liberated the light that guides the mariner on his way is eternal.

In the new vision, the God that is symbolic of dependable law brings confidence, hope, cheer, and is seen to be the cause and source of all that man can desire. The new vision is bringing a new age to each of us. As it dawns in our consciousness that cause is constant, reliable, kindly and that the natural state is harmony, we look to law for understanding and power and find life, love, wisdom and opportunity.

That which seems to obscure the new vision is its nearness and its simplicity. Manifestations are complex. Realities are simple.

The new vision is the new reality.

How Much Are You Alone?

(Continued from page 41)

the question. At least he was ready with words.

One seeks his answer to every problem of life within himself. The other seeks his in the crowd. Their faces reflect their mental habit.

The greatest value of being much alone is that it affords time to take an inventory of ourselves. Being alone we realize what we believe. We discover what we stand for. We build that strong pillar of character, self-reliance.

The value of seeking communion with others is that we learn that our experiences, however poignant or torturing, are common experiences. Those who mingle much with the crowd do not pity themselves.

The liking for being alone is the sign of the student mind. The desire for the presence of others indicates the social spirit. Both are good. Each is needed. That person who is a compound of both is the best citizen.

Solitude makes for progress because it gives a chance for concentration. Great discoveries are made by the man alone in the laboratory of his soul. Far reaching decisions are made by those who are alone. Dreams precede great deeds. We cannot dream in the din of a crowd.

Companionship humanizes us. It may hurt our ego. It may irritate us. But it teaches us the common denominator of human needs. Society develops the sense of the commonness of human problems and a desire to help others solve them.

Solitude, if too much practiced, may tend to self intentness.

Society, if too much pursued, diffuses

thought and scatters energy. It becomes a mere means of escape from the solution of our problems. I knew a woman who told me she could not bear to be alone because, "I always get to thinking that I ought to hunt a job and support myself." Whenever she so thought she went to a bridge party. She is still going to bridge parties and her son is still supporting her, tho he can ill afford it. She used society to narcotize the pain of a reproving conscience.

Solitude, as a means of intensive study, is a virtue. Society, when it fosters pity for others and understanding of individual problems, is a virtue.

Solitude, when it carries to the point of selfishness, is a vice.

Society, when it is a means of escape from decisions, is a vice.

The perfect life is a balance between the two. The devout clergyman comes from the altar or closet of prayer and listens to John's tale of losing his job and Mary's decision as to whether or not to marry James. Usually he helps John find a job and advises Mary to marry and performs the ceremony.

From solitude we should bring something to society. If from study and reflection we bring some helpful principle, some message of calm to the heart of turmoil, some example of fortitude in facing the unavoidable, solitude has done well its work in us. If we are calmer, wiser, more resistant to the petty and the troubling, we have derived its essence. It has helped us to make decisions, has afforded us strength to stand fast for them.

Society teaches us the objective lessons of today. "It is well for women

THE LATEST TRIUMPH OF SCIENCE



The Psycho-Phone

The Psycho-Phone is an automatic suggestion machine that gives you a suggestion treatment every hour while you sleep.

It enables you to use your vast unconscious powers to get more out of life. It breaks to harness the actual working principle utilized by the Supermen of all the ages and places it at your service.

It lays hold of your unconscious mind during sleep when it is most susceptible to suggestion and gets results over night that would take months or years to accomplish by conscious effort, if at all. You can now make yourself over in accordance with your own specifications: Develop tremendous Physical and Mental power, abounding Vitality and Courage. You can overcome all detrimental habits and addictions. You can eliminate all fears, self-consciousness and the poverty and inferiority complexes.

It enables you to become prosperous, to get money and the things you want. It enables you to use your telepathic powers to influence other people. It attunes you to the universal intelligence and enables you to obtain ideas and inspirations and knowledge of things you want to know.

IT WORKS

The Psycho-Phone has now been in use for four years and has demonstrated its definite effectiveness in the lives of thousands of people. To get results and change the conditions of your life, simply turn on the Psycho-Phone at night while you sleep—that's all. From day to day it will guide your actions so that the things you want will come to pass.

Send for Free Literature

Tell us in confidence your particular desire or need. Let us show you how to apply this latest triumph of science to solve YOUR problem.

THE PSYCHO-PHONE COMPANY Dept.
103 Lafayette Street New York City



Stop craving tobacco in any form. Tobacco Redeemer in most cases relieves all craving for it in a few days' time. Don't try to quit the tobacco habit unaided. It's often a losing fight against heavy odds, and may mean a distressing shock to the nervous system. Let Tobacco Redeemer help the habit to quit you. It is pleasant to use, acts quickly, and is thoroughly reliable.

Not a Substitute

Tobacco Redeemer contains no habit-forming drugs of any kind. It is in no sense a substitute for tobacco. After finishing the treatment, there should be no desire to use tobacco again or to continue the use of the remedy. In case the treatment is not perfectly satisfactory, we will gladly refund any money paid. It makes not a particle of difference how long tobacco has been used, or in what form—whether it is cigars, cigarettes, pipe, plug, fine cut or snuff. In most cases Tobacco Redeemer removes all craving for tobacco in any form in a very few days. And remember, it is offered with a positive money-back guarantee. Write today for our free booklet showing the injurious effect of tobacco upon the human system and convincing evidence that TOBACCO REDEEMER has relieved the craving for tobacco in thousands of cases.

NEWELL PHARMACAL COMPANY
Dept. 714 Clayton Station St. Louis, Mo.

to go about if only to learn where you can get a reliable seamstress," said a playwright. It was in solitude that the ideas for two successful plays came to her. Their dialogue, she said, she drew from listening to the chatter about her at teas.

"How poised you are!" we are apt to say, or think, of the person who is much

alone. He has learned to think for himself. He stands on his own mental feet.

"How sympathetic you are! How responsive!" we say or think of one who spends most of his time, shoulder to shoulder, with his work and playfellows.

The hundred per cent normal person functions in both society and soli-

tude. He needs both. Whatever his preferences he swings, pendulum-like, between both. He preserves a fine balance between them.

When there is a right mingling of the two, the individual is of thoughtful habit, yet alert, able to solve his own problems, but concerned for those of others.

From Savagery to Culture

(Continued from page 22)

where he made his *début*, naked—brown, and not a little frightened! After considerable discussion and trouble, including the shattering of a full-length mirror in the hall when the black boy delivered a healthy punch to the other little black boy he saw reflected there, it was decided to keep him. The Scotch family's young son, two years older than Ibn, was chiefly responsible for his being allowed to remain.

A seven-year-old little wild animal locked in a bedroom, which seemed the only place he could be safely kept, set about to wreak his vengeance on the strange inanimate objects about him. Having been brought to the room by the butler, who handled him none too carefully and held him aloof as though he were something terribly soiled, he repaid this dignified person by a vicious bite upon his leg, and his anger not yet abated, he immediately set about to demolish the room.

Everything breakable was broken to bits. He slept on the floor, ate and sat there as was his custom. The bed in the room meant nothing to him except some strange contraption probably sending out evil spirits, since it was a white man's contrivance.

The boy of the family tried desperately to become friendly with the black boy from Africa, and made every effort to appease him and to overcome his fright. After considerable time he was successful, and the first white friendship the little savage had was cemented.

He taught him to sleep on the bed, and eventually to wear clothes. He began to learn the English language—and he tried with all his might to ape everything the "young master" did.

He was sent to school with the Scotch boy, but when they arrived there Ibn found that the difference in classes would separate him from his friend and he was besieged with loneliness. His own classmates were kind enough—the instructors were kind enough, but thruout the entire time he could not stop dreaming of his own home in Africa. How he longed to be back there away from this acquired civilization—away from beds, from clothes, from eating at fixed hours.

And so after four years the headmaster advised the "white father" to send the little black boy back to his own land.

Civilization had brought much sorrow to Ibn Lo Bagola along with the good things. He never could cease dreaming of home. He never could forget the days when he and his little friends played unrestrainedly in the Ondo Bush. He could not forget his black mother—and frequently when he was crying from the loneliness of it all, he would cry frantically for her.

And so he was sent back to his homeland. His mother had died shortly after he had left four years previous but his father knew him at once and greeted him as warmly as their customs permit. What a metamorphosis had taken place in his soul—what pain he had endured in the process of changing his black brain to white!

Ibn looked around the familiar scenes of his home with amazement. The fact of his being so young had eliminated all thoughts of his personal reaction to the savage life he had left and to which he had just returned.

But now he could no longer be oblivious to the difference that met his eyes. All about him were naked men and women chattering much as monkeys chatter all at one time. Ibn felt uncomfortable at their nudeness. Even his father's lack of apparel was revolting and the poor little black boy, civilized against his will, felt as a stranger feels in a strange land.

It was not long after his return to his native country that his father informed him that he had picked six wives for him to marry. One of them, the beautiful Gooma, had been little Ibn's playmate thruout his boyhood, and he had become very fond of her—and today he thinks with sadness of the hideous fate that befell her when on her wedding day she could not qualify to be his wife. Fetish customs misinterpreted her enthusiasms as she joyously embraced Ibn when it came her turn to go thru the ceremony that was to make her Ibn's sixth wife.

Gooma was disqualified, taken to the house of the king, unsexed and made to become an Amazon. She is still there fighting for and counseling with the king.

Ibn's heart was broken—the other five wives meant nothing to him—and in his heart he thought again of civilization and the contrast was acute. It brought back a fierce desire to return to Scotland, for here it was that he had acquired definite opinions and ideas concerning woman's place in the scheme of life.

His return to living the savage life was hampered by the attitude of the other members of the community. They mistrusted him because he had been away from home for so long a time and more so because he had returned wearing clothes and with a bed and chair and knives and forks, all of which he used. These accoutrements provoked the savage mind to the point of hostility, until the fetish doctor would have liked, had he been able to, to make a taboo law, punishing any one who went to the home of Lo Bagola.

He began secretly to plan his return to Scotland and civilization. He called his five wives together, apprised them of his intentions of leaving—knowing that their fetish religion would seal their lips, and began his trip back to the land from which he had recently come. He did not, however, tell his wives that he was going back to civilized life again—rather he merely explained that it was to another village or community that he was going. This took courage—to tell the lie—since in his native land no one ever lies. To Mr. Lo Bagola's mind, lying is one of the worst faults he has to find with civilization. In Scotland he had learned that lying was often the wisest course to pursue—since for telling the truth he received a severe beating. It had not dawned on him to lie—but later when a lie saved him from such punishment he realized the necessity of prevaricating if he would avoid the consequences of truth. The realization of this was a great shock and for a long time he could not become accustomed to it. He made many blunders, which only aggravated his ultimate punishment.

But he could not stand the horror of savagery any longer. He must get away from it—this sleeping on the ground, sitting there eating food ravenously with fingers for forks, irritated

him. His civilized soul rebelled. Compared to his conception of western cruelty the savage cruelty seemed hideous, and he could think of his four years in Scotland with only happy, grateful thoughts.

He employed a faithful guide, a man whose loyalty was unquestionable, and started for the seaport where he could get a boat. The story of the trip thru the Ondo Bush and the jungle is one of the most interesting recitals we have ever listened to.

When he had but partially recovered from a fever he had contracted in the Bush, he and his guide, Enfiki, stumbled into the camp of the much dreaded Fan tribe of cannibals!

CRUELTY IN THE BUSH

They were captured and Enfiki was stabbed in the side. Guards were leading them to the chief's house where they were to be questioned before it was decided whether to eat them or not. Enfiki uttered a loud groan and Ibn looking around saw his unfortunate guide being taken away. Enfiki constantly shouted to Ibn not to forget to speak English—it was his only chance—and as he was calling to the little black boy his fingers were being chopped off one by one at the joints, until his voice was stilled by a hard blow on the head, and the head severed from his body by a long knife.

Then followed the hideous fetish custom of digging out the brains from the head. These are placed in a pan and then the women of the compound take the brains and mash them by jumping on them with their bare feet. A large jar was brought and the brains were placed inside to mix with some sort of liquid.

The beat of the tom-tom brought all the warriors to prostrate themselves before their chief and after this worthy noble had chanted a song, the chant was taken up by the warriors who began a wild dance past the jar containing the brains of Enfiki. As they passed this jar each sipped some of the "stuff" from the ladle or cup the guard of the jar held out to them. And after each sip they would dance more wildly until finally it seemed as tho they must be in a state of intoxication, so great was their frenzy. Another horrible episode followed immediately after this, in which a British army colonel, visiting the village with his guard, was slain because, by a trifling error in the ceremony of eating with the chief, he had inadvertently made a hostile declaration. In the turmoil that followed, the little native boy jumped from the verandah and ran—he knew not where—he only knew he must get away. Suddenly he was lifted by strong arms to someone's back and the native guide of the dead

colonel began to make his escape carrying Ibn Lo Bagola on his shoulders. And in Mr. Lo Bagola's book it is made quite clear that this guide could run faster than any other man the little black boy had ever heard about.

They made for an English camp where the colonel's guide related the story and a detailed account, in his best English, of the colonel's death as it had been told to him by the native boy, Ibn. In a short time the Englishmen started the boy on his journey to Scotland and civilization.

Sometime after his arrival in Scotland his "white father" died—the young master left home for the English navy and his beautiful Scotch "hame" was broken up. However, Ibn had become civilized enough by this time to ape the "airs" of his young master, who was rather an obstreperous youth. To Ibn Lo Bagola this boy stood out as the last word in refinement and culture and he could conceive of no higher star to which to hitch his wagon, in his effort to civilize himself, than that of the young master. He acquired an impudence and insolence that grieved and shocked his benefactors and those with whom he came into contact. And he was vastly superior to the other boys of his school since he had become a man and had already married five girls!

If at school, or elsewhere for that matter, he was disturbed he showed a definite resentment by biting viciously whoever disturbed him, whether or not they were teachers or one of the other boys. This attitude went with western civilization, he assumed, and he felt he was perfectly justified. Did not the young master behave in the same manner and do the same things he did? And surely he must know for he was born of this white civilization where such things were taught one very early in life.

His lack of knowledge of western culture was the chief cause of so many of the difficulties which seemed at times about to submerge him, and the old adage that "a little knowledge is dangerous" was proved beyond a doubt in his case.

MYSTERY OF RIGHT AND WRONG

The things which were wrong in his own country seemed strangely right in the new world. He was never taught restraint—the ability and necessity to use will-power. If he committed a wrong act there was no one who could take him aside and quietly and earnestly try to explain to him the error of his ways. Instead he was punished cruelly for the indiscretion—ignorance being no excuse in the eyes of the law, and then left, without explanation, to make his own deductions.

Later on Ibn, a young man by this time, began to realize the necessity

7 ESSENTIALS OF HEALTH

Do you know the 7 Essentials of Health?
If you overlook ANY ONE of the 7 Essentials you cannot have LASTING health?
Do you know how to make the body help the mind?
Do you know how to make the mind help the body?
Do you know why bread is NOT the staff of life?
Do you know what the TRUE STAFF of LIFE is?
Do you know why whole wheat bread is WORSE than white bread?
Do you know why the drinking of too much water is harmful?
Do you know the dangers of eating nuts?
Do you know which of the NATURAL FOODS are CONSTIPATING?
Do you know the harmful effects of using artificial aids to move the bowels?
Do you know the TRULY NATURAL way to REALLY CURE Constipation?
Do you know why many vegetarians DO NOT enjoy the good health they should?
Do you know the DANGERS of fasting?
Do you know why you have gas, and a simple way to eliminate it?
Do you know that when teeth decay the other SOFTER parts of the body also decay?
Do you know how you can ABSOLUTELY STOP all tooth decay and at the same time stop all bodily decay?
Do you know how to attain your normal weight with safety and ease?
If you have tried many things without success and still have your ailment, it is a sure sign that you have never applied ALL of the 7 Essentials.
If you want HEALTH you must STOP THOSE DISEASE PRODUCING MISTAKES.
Learn these vital facts and ABOVE ALL LEARN WHAT THE 7 ESSENTIALS ARE.

----- MAIL THIS NOW -----
DR. PHILIP WELSH, Dept. 2
911 Architects Bldg., Los Angeles, Calif.
Without obligation send me information and price of your course on the 7 Essentials of Health.
Name
Address

HEALTH for YOU

**SUFFERING RELIEVED
WORK MADE EASY!**

Men and women everywhere are finding new joy of living, are relieving pain and strain with THE NATURAL BODY BRACE!

Overcomes weakness and organic ailments; develops lungs, chest, erect, strong figure. Replaces and supports misplaced organs. Supports enlarged abdomens. Strengthens and straightens the back. Enables you to be active, do things, feel fit always!

The NATURAL BODY BRACE

Corrects stooping shoulders, relieves back-ache, curvature, nervousness, constipation, after effects of the Flu. Made to fit individual measures. Comfortable, easy to wear. Over 300,000 satisfied users!

Costs You Nothing to Try
... IF NOT SATISFACTORY AFTER 30 DAYS' TRIAL! Be fit, strong, active. Conserve your health and efficiency. Save your body. Save money!

WRITE TODAY for free illustrated booklet, "Health, Strength and Perfect Figure," with details of our Liberal Trial Proposition and the Free Howard C. Raah Individual Health Service.

The Natural Body Brace Co.
Howard C. Raah, Pres.
435 Raah Building, Salina, Kansas.

TYPEWRITER 1/2 Price

Save over 1/2-Rock Bottom Price on all standard office models—Underwood, Remington, Royal, etc.—Easiest terms ever offered. Also Portables at reduced prices.

SEND NO MONEY
All late models completely refinished like brand new. **Full Guarantee.** Sent on 10 days' trial. Send No Money. Big Free Catalog shows actual machines in full color. Greatest bargains ever offered. Send at once!

International Typewriter Exch., 221 W. Monroe St., Dept. 488, Chicago

10-day Trial

BROZTELL HOTEL

27th ST. AT FIFTH AVE.
NEW YORK CITY, N. Y.



A Really Fine Hotel

Within five minutes of Pennsylvania and Grand Central Stations, Subway, Department Stores, Theatres and Fifth Avenue Buses.

ROOM WITH BATH

1 Person from \$2.00
2 Persons from \$3.00

Special Weekly and Monthly Rates

Strictly Fireproof—Homelike—
Comfortable

of earning his living. He was asked to give a lecture telling of his native country and this was the beginning of a life spent in public appearances thruout this country as well as Europe.

The case of Lo Bagola seems to show that these peoples in the heart of the African jungle—living where no idea of civilization exists and no white man ever goes, except in the myths and folk-lore—can rise to as high a state of culture and intellectuality, when the opportunity arises, as those born within civilization's boundaries. It makes one feel more certain that early environment is after all the background by which one's future may be, at least, fairly anticipated. It makes one feel that heredity has less and less to do with the ultimate state of culture and refinement.

But what did his change from savagery to civilization mean to Ibn Lo Bagola since he can remember clearly both states of existence? How did he personally react to it?

His feelings are not definite. He has been persecuted so constantly since becoming a civilized man that it may have biased his mind. And yet when he thinks of the ignorant, lethargic savage life in the Ondo Bush he knows he can never return. Besides this he has become an educated westerner, and knows "too much about white men" and the fact is that his own country does not want him in its fold again.

After many difficulties he managed to join the British forces during the World War, and here too persecution followed him. He held but vague, confused ideas of what was right and what was wrong, and the trouble he unwittingly made for himself always came from ignorance of the customs and conventions which constitute western civilization.

When we asked him directly what he thought of civilization and if he felt it to be a better life and less cruel than savagery he said:

"Civilization has only one important value. And this one makes up for and surpasses all its shortcomings.

"I love civilization—I respect it. For your clothes I have no respect—they are an obnoxious custom! They bind and torture one—they are, what is it you say?—awful!

"You all live lies—keeping up with the Joneses' is your pace and each one is setting a new record for a lot of sheep to follow. There is no honesty of the finest kind in your lives—your civilization will not permit it—you all wear masks. For instance—your black people object to being called black, when as a matter of fact that is just what they are, while we in Africa feel our color to be a gift! However, I shall cling to the western social order—I could not do otherwise. After one has had the experience of living here, in the midst of your conveniences and amusements,

it would be impossible to take less.

"For one thing, *one great thing*, I respect you. I have learned, thru my association with you to be restless, dissatisfied, and to *want more*, to be *happier* and to *love ahead*—not just for today. It has taught me to *desire—desire* bigger and better things. It is like a tonic, it braces one—this aggressive tendency toward progress, particularly here in America. In my country my people are slow-moving and slow-thinking. I have found life to be much more exhilarating where there is swift work, competition and an ambition to strive for some particular goal. This gives zest to life and since there are no goals for which to strive in my country the native has no incentive to do anything except loll about, eat and sleep.

"Your greatest value to me has not been that you have 'civilized' me, but that I have acquired thru the years here something entirely foreign to my native soul—a natural ever-present desire for progress, and to do something more!

"Now, you tell me something—please." There was that twinkle of mischief in his eye that we had visualized when we read his book, before we had ever seen him. But we were a bit unprepared to hear this:

"You civilized people are determined to change the savage's viewpoint of marriage. Your loudest cry, about savages and savagery is the cry against polygamy. You object to our men having more than one wife. You send your missionaries over to our country to orate at length on our heathen customs and rites, but a great part of your objections has to do with our polygamy. The fact that some of our men have as many as twenty wives is cause for great concern as to our spiritual welfare. But since I have acquainted myself with civilized customs I have had to laugh at the irony of your protestations. Savages are polygamous—they have harems—but how about America?

"It is the rare exception when one finds an American gentleman who has less than two wives, legal or otherwise, and many have more than that.

"I have often tried to arrive at some definite answer as to whether or not it is the lesser of two evils to have two or more wives to whom you are entirely faithful or to have four illegal wives and a legal wife waiting at home while you are spending your time clandestinely philandering with one of the four ladies of the evening.

"Our ideas of goodness and virtue are simple—to us a virtue is never to do anything that could harm anyone. Our greatest enemies are superstition, fear and the terrible festishes."

Mr. Lo Bagola's years—now that the turmoil of civilization has been arrested, except for a sudden and occasional aching heart for the life to

A
Recommended
Hotel

Featuring an Exceptional
Service to Travelers
and Visitors to New York

**HOTEL
KNICKERBOCKER
NEW YORK**

WEST 45TH STREET
Just East of Broadway
Times Square

HEART OF THEATRICAL
and SHOPPING DISTRICT
400 ROOMS WITH BATH
\$3.00 and up For One Person
\$4.50 and up For Two Persons



The HALF MOON HOTEL

CONEY ISLAND, NEW YORK

The New Three Million Dollar Hotel
on the

finest Boardwalk in the World

SALT SEA-WATER IN EACH BATH ROOM

AMERICAN PLAN

Rooms Including Three Meals Daily

RATES

Single { \$6.00 daily & up
 \$35.00 weekly & up
Two in { \$11.00 daily & up
Room { \$70.00 weekly & up

RESTFUL BEDS

On our Hurricane Deck, facing the ocean, you bask in the sunshine and relax on steamer chairs—(A perfect rest).

40 minutes from Times Square, the world famous theatrical district.

Rooms can also be arranged on the European Plan (at special mid-winter rates).

F. J. VALLE: Manager

which he originally belonged and cannot forget—his years are now much less hectic, less turbulent. He has studied, observed and taken to heart all that the western civilization has given him.

He spends his time lecturing throughout the country in schools, colleges and churches. And when he isn't on a lecture tour, he is writing stories from his gold mine of memories.

At the present time he is busy on another book which he promises to be even better than *Lo Bagola* which Alfred A. Knopf published last year and has run already into its fifth edition. It is hard to imagine another book so interesting as this amazingly simple story of the life of a savage and the customs and fetish religions of his country.

We are convinced that the savage mind must be as highly developed at birth as the civilized mind. The "arrival" of Ibn Lo Bagola proves that the material to work with is there—all it needs is the proper training and education.

Beauty and Poise

(Continued from page 51)

in. Raise arms upward until they are over your head, then, with knees stiff, bring the arms down until your palms lie flat on the floor. You most probably will not be able to accomplish the exercise to its fullest extent until you have practised it several times. Do this exercise eight or ten times.

Exercise 2.

This exercise is for reducing the hips. Stand erect with stomach in and shoulders back. Feet slightly apart and hands at sides. Now, with your left hand, touch the floor in front of your right foot, keeping your knees straight, and with your right arm stretched over your head. Alternate with the right hand coming down to the toe of the left foot. Do this exercise about ten times.

Exercise 3.

This exercise is for strengthening the instep, ankle, and the ball of the foot; also it helps to strengthen the limbs. Stand erect, with hands at the side. Now fix with your eye an imaginary spot about three feet from your left foot and directly in line with it. Step with your left foot to the spot, and have your right foot stiff. You will find that your left leg is in a knee bend position and that your right leg is nearly horizontal with your body. Remember to keep your right leg stiff. Then stretch out your hands sideways and step back to a standing position. Now fix your eye on a spot to the right of you and do the same thing over again only with the

*It Is Glorious
In Atlantic City*

Spend a weekend or longer at the Ambassador, a great modern hotel of international atmosphere—in a particularly fine location.

685 Rooms—685 Baths

Indoor Sea Water Swimming Pool. Special Spring Rates. European Plan.

Single (daily) \$5 to \$12
Double (daily) \$8 to \$14
Single (weekly)\$30
Double (weekly)\$48

Same ownership as Ambassador Hotels in New York, Los Angeles and Palm Beach.

The Ambassador
ATLANTIC CITY, N. J.

HOTEL LUDY
SOUTH CAROLINA AVE. AT THE BOARDWALK
ATLANTIC CITY'S
NEWEST
CENTRALLY
LOCATED
FIREPROOF
HOTEL

\$5.00
DAILY
AND UP
AMERICAN
PLAN

WIRE PHONE OR WRITE. R.B. LUDY M.O.

THE NEW

Dixie Hotel

42d-43d Sts.—Bet. B'way & 8th Ave.

"In the Heart of New York"

Single Room and Bath—\$3—\$3.50—\$4

Double Room and Bath—\$4—\$5—\$6

Radio in Every Room

Direction: S. Gregory Taylor

SHARE IT!

Share PSYCHOLOGY Magazine with your friends and neighbors by passing on your copies. Better still, ask us to send sample copies direct to them.

PSYCHOLOGY PUB. CO.

101 W. 31st St., New York, N. Y.

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

The Home Hotel of New York

Homelike in service, appointments and location... away from noise and congestion, yet but a few minutes from Times Square... garage facilities for tourists.

Room and Bath from
\$3 single \$4 double

500 Rooms

Home folks will
like this hotel

HOTEL

BRETTON HALL
BROADWAY at 86th STREET
NEW YORK

MIRACLES STILL HAPPEN

Learn to Perform Them. The Suppressed Teachings of Moses and Jesus Show How to Turn Sickness, Poverty, Failure, to Health and Glorious Success. Write C. S. Durand, 3721 40th St., San Diego, Calif.



From Hopeless Poverty To Well-Paid Success!

Twins? No. Just two pictures of J. H. Huppert, of Beulah, Michigan. At the left is Huppert as he looked in the days when he believed that salesmen were "born"—and when he was tied to a \$25-a-week job. On the right—the same Huppert, who now knows that he or any other man can learn successful salesmanship—and who, when he had learned, stepped into a job at \$11,000 a year!

How Do You Know You Can't Sell?

HAVE you ever learned any of the real facts about salesmanship? Have you ever heard from a successful master salesman, his methods which make his job easy? Then you don't really know that you can't sell.

Many men have let themselves be cheated out of their biggest opportunities, because they thought they couldn't sell—because they were told, and believed, that successful salesmen were "born." Yet, when they actually found out the real secrets of selling, they realized that salesmanship is one thing which *must* be learned—which cannot be inborn—and which now, thanks to an amazing new training, is one of the easiest things to learn. They found out, too, that *trained* salesmanship is the highest-paid profession in the world.

Hundreds of the greatest salesmen and sales-managers now help you to the big money class. They show you, in an easy, quickly-learned training, the inside secrets of salesmanship. Poor immigrants as well as college graduates have used this knowledge to lift themselves out of poorly-paid routine jobs into the ranks of \$5,000 to \$10,000-a-year men. J. H. Huppert, shown above, is an example—a man who went from a plumber's job at \$25 a week to a position at \$11,000 a year.

A new volume, "The Key to Master Salesmanship" is now presenting a graphic history of how the National Salesmen's Training Association has dispelled the old "I can't sell" idea for thousands of men, raised them to the ranks of highly successful salesmen. Not only that, it tells the method by which this is done. Today "The Key to Master Salesmanship" is being given away FREE, to every man enough interested in his own chances for success to write for it. Send for it today, and learn from it, from the experiences of some of the most successful salesmen in the world. Mail the coupon now.

NATIONAL SALESMEN'S TRAINING ASSOCIATION

Salesmanship Headquarters since 1907
Dept. D-113, 21 W. Elm St., Chicago, Ill.



National Salesmen's Training Association
Dept. D-113, 21 W. Elm St., Chicago, Ill.
Please send me your FREE copy of your book "The Key to Master Salesmanship," with full details of your Free Employment Service, and other service features.

Name
Address
City State
Age Occupation

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

right leg doing a deep knee bend and the left leg stretched out horizontally with your body. This is quite tiring, and it would be best to do it slowly and to increase the number of times that you do it daily.

Exercise 4.

This exercise is for reducing the hips and buttocks. Lie flat on the floor, then place hands behind head, and lift feet, legs, shoulders and head off the floor, so that you are lying solely on your back. Now roll over on your stomach, being careful not to let your head or feet touch the ground. Now you are on your stomach, with your back arched, legs and feet off the floor, and head up. The object is to let your entire weight rest on the hips, abdomen and thighs as you roll. Do this exercise ten times.

Exercise 5.

This exercise is to reduce the thighs. Lie flat on the floor again, with hands under head, and feet and legs off the floor. Now, turn on your side, letting

your weight rest only on the thighs. Roll from one side to the other. You can do this about ten times.

Exercise 6.

This exercise helps to stretch all the muscles of the body. Sit on the floor, with legs and back straight. Now, raise the arms upwards and forward until they are level with the shoulders. Go forward until your hands touch your toes and your head touches your knees. Bend forward and backward ten times.

Exercise 7.

This exercise reduces bust and abdomen. Lie on your stomach, then lift upward with your arms, palms flat on the floor, until your abdomen is off the floor. Now, raise hands from the floor and stretch them out sideways. You will voluntarily roll on your chest, and keep your legs stretched, and head up, and roll back and forth in this manner. On the down roll you will be doing a swan dive. Keep your back arched and legs straight. Repeat this rapidly.

What Can We Do For You?

(Continued from page 52)

head noises and the beating of the heart annoy you to such an extent that you are unable to ignore them. Begin this relief by first believing that there is nothing seriously wrong; that nothing is going to happen to you of a serious nature. You will not die, neither will you go insane, as you may picture at times. You must mentally train yourself away from these annoyances. They have become mountains because you have dwelt on them so much. Keep busy, go out a lot, associate with people, and strive to ignore these things to the best of your ability. By doing so, and persevering in it, you will not only find that these annoyances have materially diminished, but that your nerves are much better in every way. Such forms of nervousness call for training, development and discipline. We can in time accustom ourselves to most any annoyance if we just get a little different viewpoint and refuse to let it bother us. Think of the men who work all day long in boiler factories where the noise is terrific. After being there a while they do not mind it.

but does not effect a cure in most cases. It is a step in the right direction, however, and has its place in the treatment of diabetes. Physicians are now experimenting with a liver extract which seems to show possibilities.

QUESTION:—O. L. writes:—

I have been told that I have a prolapsed stomach and that I should eat only soft, easily digested foods. I dislike most of the foods that have been suggested and wish to know if it would be dangerous for me to eat the usual foods that I find on the table in my home?

ANSWER:—

Many people are going about with a prolapsed stomach, I assure you, and it is not considered dangerous. It can cause some discomfort and some digestive disturbance of course, but if the elimination is normal you will not experience much trouble. If eating the usual foods does not hurt you I see no harm in so doing. Don't get in the habit of watching yourself constantly and wondering if this, that, or the other thing should not be eaten. Eat without fear. Refuse to worry. I suggest that you take what is termed the kneechest position, where you are on your knees with your face and chest touching the bed. This tips the organs back into place. Do this night and morning for perhaps five minutes at a time. Take plenty of exercise so as to raise your vitality. The prolapsus is due to a negative, inelastic state of the muscular structure.

QUESTION:—W. E. writes:—

Has insulin been proved successful as far as cure is concerned in practically all cases? I wish to inform a relative of mine.

ANSWER:—

Insulin has been a little disappointing, as many of these widely heralded cures are. It does keep down the sugar

QUESTION:—M. R. J. writes:—

I am a young man just past nineteen. I am five feet three inches tall, and weigh 117½ pounds. You will see that I am both underweight and undersize. I am quite worried, but try to use psychology and forget it. Is growth controlled by one's diet or is it the result of heredity? Can you prescribe some exercises thru which I might add to my size?

ANSWER:—

Height and even weight are to a great extent a matter of inheritance. One of course may be thin thru not eating proper foods, and thru the depressing effects of worry and other wrong mental attitudes. Height is not governed by such things so much. The first step toward a happier life, and perhaps actual growth, should be the elimination of worry and a mental adjustment which will make it possible for you to be contented with what nature has given you. Size need not interfere with your building up a wonderful personality and being a very real success in life. Just get your thoughts right toward yourself and your future life and you are sure to grow, mentally, if not physically.

Take plenty of exercise so that you may become strong, with a good healthy appetite, and you will find yourself gradually adding to your weight. You might possibly add to your height just a little thru stretching exercises, exercises that stretch the spinal column and the muscles attached. Lie on the floor and with your arms stretched out straight on the

floor, reach as tho something were just beyond a normal stretch. Do the same with your feet. You will find that you can stretch the body considerably in this way. Another good exercise is to support your weight hanging with your hands, as on a bar. Perhaps you could use the top of a door for this purpose. Walking is splendid exercise. Eat nourishing foods.

QUESTION:—A. R. K. writes:—

Several years ago I fell down a flight of cellar steps. After the fall my right foot became inflamed, red with a sort of a rash and was terribly irritating. This rash is centered on a vein and is rapidly spreading. I have consulted several physicians and have used their prescriptions, but all to no avail. At night my foot itches me so that I become very nervous. Can you suggest anything?

ANSWER:—

What you have written would suggest that there was some injury to the muscular structure and, thru tension or swelling, it interfered with the vein at that point and does not permit it to drain properly. Can you bend the ankle both ways as freely and easily as you can the uninjured foot? There must be an inflammation of the veins at this itchy point and I suggest that you soak the foot and ankle each night in hot water, so as to relax the muscles, just before retiring. If you find it difficult to bend the ankle, force the muscles to give way gradually thru forms of exercise. It is possible that a good osteopath would be of service.

“I Think”

(Continued from page 57)

terial which keep whizzing around. Your purpose is too high and your honesty too sincere to be questioned by those who count. Each antagonistic letter betrays its author's peculiar psychology. Every real lover and well-wisher of your country thanks you for upholding the truth and “counting not the cost”.

E. K. Healey,
Box 262, Flin Flon P. O.,
Manitoba, Can.

MR. ROGERS' suggestion is the very finest proposal that has ever been submitted. It should be put before the eyes of every American citizen as a challenge to his loyalty to the progression of our country. The results are inevitable if prohibition is allowed to continue.

George Mullen,
Redlands, Calif.

IT is such a rare thing to find a preacher, either active or retired, who has the courage to speak the truth

about promises made and unfilled with regard to prohibition, that your “Confessions of an Ex-Dry Crusader” should not go unread by a single advocate for the return of honest living, honest thinking and honest government.

During the Congressional debates on the Eighteenth Amendment and the Volstead Act, I had the good fortune to be employed in a secretarial capacity by the most honest and most able Senator who has graced the Halls of Congress in many, many years—former Senator James A. Reed of Missouri. Despised as he was by the Anti-Saloon League and its dupes, he always voted in the interest of the greatest good to the greatest number and refused to be intimidated or controlled by any lobbying minority regardless of its wealth and power.

Not so with many others. I have seen some of those hearty advocates of prohibition sally forth noticeably wobbly and reeking with the odor of freshly consumed liquor to voice their sentiments and cast their votes for pro-

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

The Truth About BIRTH CONTROL

The greatest question that faces Humanity today is that of BIRTH CONTROL. It means either haphazard overbreeding, with all its consequences, or a happy family kept within reasonable limits of income and ability to care for the number.

The book just published, which goes into this matter thoroughly and completely, is “THE TRUTH ABOUT BIRTH CONTROL.”

which deals with The Meaning of Birth Control—The Methods of Birth Control—Periodic Probabilities of Conception—The Limitations of Offspring—Scientific Birth Control.

Send for your copy today, tomorrow may be too late. Price \$1.75 postpaid; or send 50c deposit, and pay postman balance, plus postage on delivery.

HEALTH AND LIFE PUBLICATIONS
Dept. B-215

508 S. Dearborn Street, Chicago, Illinois

QUIT TOBACCO

No man or woman can escape the harmful effects of tobacco. Don't try to banish unaided the hold tobacco has upon you. Join the thousands of inveterate tobacco users that have found it easy to quit with the aid of the Keeley Treatment.

KEELEY Treatment For Tobacco Habit
Successful For Over 50 Years

Quickly banishes all craving for tobacco. Write today for Free Book telling how to quickly free yourself from the tobacco habit and our Money Back Guarantee. **KEELEY INSTITUTE, Dept. C-534, Dwight, Ill.** Some of the famous Keeley Treatment for opium and drugs. Booklet sent on request. Correspondence strictly confidential.

S-O-S. SAVE OUR SIGHT!

Thousands with eyesight problems, are seeking help, and are finding how to Re-vitalize Their Eyes—Renew Their Vision—Remove Their Glasses—and See Naturally—Demonstrating NEW VISION FOR OLD.

Enheartening, illuminating Message, by eminent author-teacher, explains this delightful home-practice Method. Sent

free, but simply priceless to those who obtain it. Ask for your copy today.

Dr. EARL WARD PEARCE Dept. 31
1247 W. 36th Place, Los Angeles, Calif.

**TALKING DICTIONARY**

At Last! Something New!

Cultured Speech and Correct Pronunciation are necessary for social and business advancement. Now you can become a fluent talker and increase your vocabulary thru a new, easy way. Not by dry books or lessons but by phonograph records—the “talking dictionary” method. Endorsed by noted educators. FREE TRIAL. Write for full details and free Self Test. No obligation.

The Pronunciation Institute
3601 Michigan Ave., Dept. 5834,
Chicago, Illinois

Become a doctor of Bio-Psychology and Expert Bio-Psycho-Analyst

Dr. Taylor will personally help you master his new science of life and mind, perfect your personality, make secure your own health and business success, and gain a paying honorable profession. Lecture, teach, counsel, heal: backed by Diploma from a high grade chartered institution. Send 10 cents to cover mailing, cost of particulars including book 1 of correspondence course for free examination.

TAYLOR SCHOOL OF BIO-PSYCHOLOGY, Inc.
Department C, Chattanooga, Tennessee

A DIFFERENT VACATION

Where one combines outdoor activities with physical, mental and spiritual rest and relaxation. Free Booklet.

DAVID V. BUSH, Dept. SCA-564, Menhoppen, Pa.

Candy Making Pays Big

TURN your kitchen into a candy shop. Handsome income almost from first day. Many rich started with no capital. Trade secrets taught by real manufacturer who made big success himself. We furnish tools. Write for free book. Capital Candy School, Dept. A-1463, Washington, D. C.

Self-Reliance! Right Now! Cure Self-Consciousness!

Fear of SELF is the greatest of all fears. Get rid of it! Then other fears will vanish. My simple direct method will be a revelation to you. Send \$1.00, and the secret is yours. Robert O. Logan, Dept. P, Box 44, Tacoma, Washington.

MONEY FOR YOU AT HOME

YOU can earn good money in spare time at home making display cards. No selling or canvassing. We instruct you, furnish complete outfit and supply you with work. Write to-day for free booklet. The MENHENITT COMPANY, Limited 263 Dominion Bldg., Toronto, Ont.

Have you these symptoms of NERVE EXHAUSTION?

Are You Always Excited? Fatigued? Worried? Gloomy? Pessimistic? Constipation, indigestion, cold sweats, dizzy spells and sex weakness are caused by NERVE EXHAUSTION. Drugs, tonics and stimulants cannot help weak, sick nerves! Learn how to regain Vigor, Calmness and Self-Confidence. Send 25c for this amazing book. EDWARD BLACKSTONE, N-204, FLATIRON BLDG., N. Y. C.

MEYER BOTH TEACHES ADVERTISING

An advertising organization now serving 8,000 advertisers offers practical home study instruction in this fascinating subject, based on 30 years of resultful experience. Prepare for a career in this alluring, high-salaried profession. Write for interesting book on advertising. Meyer Both Co., Dept. 4-B, 20th & Michigan, Chicago, Ill.

PILES — FISTULA

PROSTATE TROUBLE
HEALED WITHOUT OPERATION
NOVATHERM—a newly discovered Home Treatment
DO NOT SUFFER

Write today for Free Booklet
Novatherm Appliance Co., Dept. S
Union Bldg. Cleveland, Ohio

SALESMANSHIP 12 LESSONS FULL COURSE ONLY \$3

Every known method analyzed. Salient principles given in a self-examining unique course, by an eminent sales-manager.
SUPREME SALESMANSHIP
Full price refunded if not satisfied. May be returned within one week of mailing. Sales-managers credit your answer.

WEST ENGLEWOOD
N. J. DEPT. 37.

"MEN," SAVE MONEY! Forty seconds back very keen edge to any double edge safety razor blade at "No cost." One blade lasts many months. Send 30c (three dimes) for complete outline of method. Money back if not entirely satisfied. Black & Co., Section B, 19 Bowdoin St., Boston, Mass., U. S. A.

LEARN ASTROLOGY

Know your own ability and your future prospects. Earn by making charts for others. There is an increasing demand.
We have a simple scientific method. You can learn it. It will put new meaning into life.
Tuition very reasonable.
Pay in small amounts as you receive your lessons.
Write to THE AQUARIAN SCHOOL OF ASTROLOGY
831 Main Ave., Spokane, Wash.

FEAR CAN RUIN YOUR LIFE

Stop fear by psychology! Learn why we are afraid. Learn how to stop it and win success by the scientific power of the subconscious. David V. Bush reveals amazing secret in his great book "Affirmations and how to use them." Only \$1.00. Send TODAY. Money back if not satisfied. David V. Bush, Dept. B-8544, 25 N. Michigan Bldg., Chicago, Ill.

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

After the war we were eager to get back to normal. Back to normal after killing off all those young men! There, in my estimation, is where the great lack of balance comes in that creates over-production today, or under-consumption, to be more truthful. It is one of the punishments for wholesale murder.

"Beginning Again" is one of the finest New Year talks I ever read on that subject, and it is the kind of psychology that should be taught in schools. Good, commonsense idealism.

To my mind a successful career is not just a colorful one, not just a lucky one, not necessarily an appreciated one—it is the definite doing of something in a worth-while way. That is why I resent the poem which appears in January which is a slur on the "Cog in the Wheel." True, a man of unusual gifts should do unusual things, but with humble appreciation of the cogs in the wheel.

But if the poem means to save all of us from too much routine, too much grind, then it has some basis of truth.

The article "From Despair to Laughter" gives the idea beautifully. "To be the definite doing of something in a worth-while way" and incidentally saved a life and a soul—that is truly living, truly expanding, truly exalting the race on its upward march toward God.

That is what PSYCHOLOGY is doing.
Gertrude E. Bartlett,
517 Spring Ave.,
Ridgewood, N. J.

You Can Make Money

(Continued from page 54)

BOUDOIR DOLLS
SOME of the cleverest dolls I've seen since the boudoir dolls came into fashion are the Dolvin pajama dolls. Mrs. Dolvin, who lives in the South, designed these dolls. She is selling them for two dollars each. This seems an exceedingly low price to me and I am sure she could command a higher figure if she lived in or near a large city. But probably she would rather sell more at that low price and then when her work outgrows her own capacity she can give employment to others. There is a large field for boudoir dolls just now.

Hundreds of persons have found and use their talents thru reading these articles. These persons have helped others, have paid the mortgage, sent the little ones to school and accomplished many other needs and desires.

WHAT ARE YOU DOING?
MRS. MAUDE LEHMAN, of 10412 Wade Park Ave., Cleveland, Ohio, writes to tell me that she is doing all

Prepare Your Own Raw Food Diets With the SEP-RO-SIV

TEN DAYS' TRIAL

Prepares raw or cooked foods in seven distinct ways. It separates—sieves—strains—grates—mixes—chops—grinds—cuts—extracts the juice from vegetables, fruits and meats.

Colitis Anemia Ulcers, Etc.

Used and recommended by hospitals, sanitariums, and physicians for preparing bland diets for invalids, convalescents, and sufferers from colitis, stomach ulcers, dysentery, anemia, etc.

Removes or Retains Roughage

The SEP-RO-SIV will entirely remove seeds, skins, strings, gristles and fibre, leaving only palatable, nutritious juice and pulp; or it will retain as much roughage as desired, and make it more digestible. Unequaled for preparing food for babies. Will sell direct, parcel postage prepaid, on ten days' trial. Write for full particulars.

American Utensil Co., 10 So. La Salle Street, Dept. P-3 Chicago, Ill.

Reduce Your Waistline

PROMINENCE is an asset—but not at the waistline. WEAR The LITTLE CORPORAL "Elastex" Belt for 2 weeks. Watch how gently, how comfortably, and how surely it reduces your waistline. Jump on the scales—or use a tapeline. You should be gratified with the results.

SATISFACTION guaranteed or your money back. Send your waist measurement (over underwear) and \$6.50 for trial order and begin to enjoy this marvelous Belt now. The LITTLE CORPORAL CO., Dept. P-4 1215 W. Van Buren St. Chicago, Ill.

The "ELASTEX" LITTLE CORPORAL Belt

"MUCUSLESS"...the secret of this new HEALING diet...

Mucus-forming foods clog the entire system, and cause 90% of our ailments, says in effect this wonderful book, "Mucusless-Diet Healing System." Prof. Arnold Ehret, the author, was a living example of the creed he taught. The book contains many valuable chapters, such as: "Sex," "The Formula of Life," "The New Physiology," "The Magic Mirror," "Fasting," with food charts, corrective menus, and recipes. This same course when personally taught by Prof. Arnold Ehret cost \$100. You may now purchase it for \$1. 18,500 copies already sold. 164 pages. Send for this complete guide to perfect health! Your money refunded if not satisfied within ten days.

MAIL TODAY!
EHRET PUBLISHING CO.
Dept. 4, 846 E. 6th St., Los Angeles, Calif.
Enclosed is \$1 for which send me one copy of "Mucusless-Diet Healing System." If I am not satisfied within 10 days, I will return your book, and you will send me the dollar.

Name _____
Address _____

EARN MONEY AT HOME

YOU can make \$15 to \$50 weekly in spare or full time at home coloring photographs. No experience needed. No canvassing. We instruct you by our new simple Photo-Color process and supply you with work. Write for particulars and Free Book to-day.

The IRVING-VANCE COMPANY Ltd.
342 Hart Building, Toronto, Can.

CLASSIFIED ADVS.

HEALTH

Greek Secret of Perennial Youth. Price \$1.00. Address M. Booth, 1756 Branard, Houston, Tex.

The Van Valen Sanatorium, Yonkers, N. Y. Psycho-Therapeutic treatment for mental, nervous, functional disorders and addictions. Also receive patients needing care, with or without treatment. Booklet upon request.

PSORIASIS—Why be troubled any longer with this dreaded skin disease. Write Interstate Laboratories, A-42, Box 774, Chicago.

Special—Treatise in Spiritual Healing. Interpreting many mystical sayings of Jesus. \$1.00. Josephine A. Hansche, Clayton, Wisc.

Improve complexion, ambition, nerves, catarrh, constipation, indigestion, sex troubles, impotence, regulate weight. Booklet 10c. Vital Diet, 9N, 811 North Fourth, Camden, New Jersey.

Are you well, rich and happy? Getting your fullness of abundance and health? Send 30c. A. M. Alcorn, 840 California St., San Francisco, Cal.

Consult R. M. Wooten for health, happiness, prosperity. Questions answered. Private message treatment. \$1.00. Box 383, El Reno, Okla.

GOLF PSYCHOLOGY. You, too, can vibrate health, with the proper coordination, rhythm and relaxation. Fine technique. Six lessons \$10. Minerva Carlisle, Psychology Centre, 142 West 78th Street, New York City. By appointment. Telephone Susquehanna 7-9129.

PERSONAL

KASSAPANANDO MAHATHERO invites correspondence of those interested in assisting to start American Branch of ANCIENT MYSTIC ARYAN BROTHERHOOD OF NIRVANA SEEKERS (A.M.A.B.O.N.S.). Write to H. A. HOFFMAN, 880 Glen Drive, San Leandro, California.

PERSONAL POWER. Everyone needs it. Free booklet "THE SECRET OF PERSONAL POWER." Write Box 70, Watertown, Mass.

Lady Psychologist advises—Love, Home, Marital Problems. Confidential. 50 cents each. State difficulty. M. Hogan, Box 54, Long Beach, Calif.

EDUCATIONAL

Used correspondence school courses sold on repurchase basis. Also rented and exchanged. Money-back guarantee. Catalog free. (Courses bought.) Lee Mountain, Pisgah, Alabama.

CORRESPONDENCE COURSES—Sold, Bought, Exchanged, Rented. Bargain Catalogue Free. Handling, A-799 Broadway, New York.

Hypnotism: Clear, concise, easy lessons, practical guide to everything in psychology. Ask Fernando, Dept. E, Springfield, Mass.

Those whose minds are being awakened and whose hearts are hungering for new Truth to satisfy their spiritual longings, may write for, and receive, our free literature. TRUTH SEEKERS' EXCHANGE, D-6722 Fountain Ave., Hollywood, Calif.

25 Lessons in Hypnotism (Young), \$1.00. J. Tillberg, Proctor, Vermont.

ANALYSIS

David E. Jones, Experienced, Successful Practitioner. Practical Psychology. Brings Health, Happiness and Prosperity. Particulars, 79 Maple Street, Mansfield, Ohio.

LOVE, Courtship, Marriage, and Family problems analyzed. Send stamp for particulars. James Irving, Indian Psycho-Analyst, Western Surety Building, Sioux Falls, So. Dakota.

FREE—Astrological Personality Sketch. Send birth date, stamp. McLEOD, Box P-114, Buchanan, Mich.

PSYCHOLOGY CENTRE

IDEAL Permanent or Transient Home for Psychologists in New York at 142 West 78th Street. Centre for Psychology Classes and Lectures. Wonderful Home Atmosphere. Excellent Meals. Rates for Room and Board \$11-\$20. Edward and Minerva Carlisle, formerly Proprietors Hotel Belmont, East Warwick, Bermuda, and Hotel Leighton, Point Pleasant, N. J. Telephone Susquehanna 7-9129.

AGENTS

MAKE YOUR OWN PRODUCTS. Employ agents yourself. Toilet articles, soap, extracts. We furnish everything. Valuable book Free. National Scientific Laboratories, 1954 W. Broad, Richmond, Va.

IMPORT your own goods. German export magazine published in English offers numerous bargains latest novelties; opportunity for obtaining profitable agencies. Copy 60c. Square Deal Supply, 246-Z Fifth Ave., New York.

kinds of fancy work with paper. She says, "I am not very tall—but you should see me jumping up and down ladders, decorating movie houses, shops and tables and rooms for parties. I make flowers, dolls, favors, almost everything in the paper line. Knowing what one can do with paper, I'm writing to urge you to tell your readers of the many possibilities."

I wanted you to read this and I want to receive word from every one of you of your success and news of the things you are doing. Do not hesitate to write.

HANDKERCHIEFS AGAIN

ONE dear old lady who had the misfortune to break one of her ribs last winter is now making money by outlining on handkerchiefs the full name of the possessor. Often she has a customer write her name in her own hand across the corner of the handkerchief. In smooth outline she embroiders these in many colors. They sell readily.

SILK OVER-APRONS

A YOUNG lady who came to me last summer for consultation is now in Paris. She has just sent me an idea for my readers. She described in her letter a charming taffeta, rose-colored apron. BUT, unlike most aprons we slip on to protect our nice gowns, it is a dress-apron. It is to be slipped over a plain dress, and thus becomes a real part of the outfit. And—presto!—our costume is changed from a morning frock into an afternoon calling dress.

So—little and big money-makers, here is a brand new idea.

No Dead Line

(Continued from page 27)

who come because they have retired or seek health or have been displaced by some of the rapid changes in business: inventions, mergers and so on. Also, thousands come looking for a new field of enterprise, thinking to find one easier than the old—but California is harder to the middle-aged man who cannot make an adjustment.

Here we speak of this as an adjustment to California—but it is really a new adjustment to life.

The middle-aged man is full of beliefs about himself. He is a five-thousand-dollar man and could not think of taking a position for less; he has been in charge of others for fifteen years and cannot descend to the ranks; his specialty is so-and-so and he cannot imagine himself trying any other kind of work.

When he finds that it is necessary to begin all over again, among strangers, as a nobody, at one-third or one-

CLASSIFIED ADVS.

HELP WANTED—INSTRUCTION

INVESTIGATING and Tracing. Work home or travel. Experience unnecessary. Write American Institute, 2188 Broadway, N. Y.

POSITIONS on Ocean Liners; Experience unnecessary. List of positions free. 292-G, Mount Vernon, N. Y.

FEMALE HELP WANTED

LADIES—MAKE SHIELDS AT HOME. \$12 per hundred. Work sent prepaid to reliable women. Particulars for stamped address envelope. La Mar Company, D-65, Drawer 7, Chicago.

BUSINESS OPPORTUNITIES

FREEDOM—If you can think straight, about straight and tell the truth, we can teach you how to become a producer instead of a leech or fireling. Outdoor life in the foothills of Southern California has many attractions. Permanent, Profitable, Pleasant Employment Investigate. Elsinore Ranchita, Elsinore, California.

Candies, Home-Made, sell at 4 times their cost. Spare-time business from home kitchen. Profits while you learn. Same home-study course prepares men or women to fill demand in Candy Industry for "skilled" employees. Free Book explains. Capitol Candy School, Dept. A-1471, Washington, D. C.

Have You Found Your Place In Life?

Others who could not "quite" locate their talents or abilities have succeeded after CONSULTING Pauline Cleaver.

PAULINE CLEAVER

Consulting Psychologist for Personal Problems

The Woodstock Tower, Studio 1310

320 East 42nd Street Tel. Mohawk 4-8361

New York City

Consultations by appointment, or if out of the city, write for a questionnaire

Send 4 cents in stamps

What Do You Desire Most in Life?

HAPPINESS

Madame Du Mond, one of America's most gifted mystics, will answer all questions and give you a daily guide for life. Be sure to consult this marvelous lady who has been known to call people by their names at first sight. We will also teach you this great method and assist you in starting a business of your own. Send \$1.00 with letter, and ask five questions.

MYSTIC CIRCLE OF POWER, 157 West 121st Street, New York City. Dr. Johnson, Managing Director.

FREE CATALOGUE OF

Hermetic, Occult, Mystic Rosicrucian and Rare Out-of-Print Books. We carry the largest stock of such books in this country.

HERMETIC BOOK SHOP

3006 Lake Park Ave.

Chicago, Ill.

How to get the
VOCABULARY
you want WITHOUT
using a DICTIONARY

Regular \$5 Course Only \$1
A complete, amazingly simplified and practical \$5 course (ready as given in our Resident School) to increase and broaden your vocabulary. Results immediate. You'll amaze your friends. Mailed postpaid for \$1. NIAGARA SCHOOL, INC., 212 B.L.E. Bldg., Cleveland, O.

FREE! Astrological Personality Sketch

Send Stamp, Birth Date

OCCULT BOOKS, America's most complete line. Gazing Crystals, Trumpets, Ouija Boards. Send for Lists. Numerology, Astrology and Spiritual Readings by Experts.

EAGLE STUDIOS W.S. McLEOD, Manager
Box P-114 BUCHANAN, MICH.

Don't Worry About the Job You Lost!

You can earn good money working for us, taking subscriptions to **PSYCHOLOGY Magazine** on a liberal commission basis. You will be your own boss, have hours to suit yourself, and your income will grow in proportion to the time you give to the work. Write Circulation Manager of **PSYCHOLOGY**, 101, West 31st St., New York, N. Y.

AN UNUSUAL VACATION

David V. Bush's summer resort at Meshoppen, Pa., on the banks of the Susquehanna River in the Alleghany Mountains of Pennsylvania offers everything you need for a glorious vacation. Swimming—boating—hiking—fishing—dancing—camp stunts. The Sun Bath in a cleared opening among Pines and Hemlocks enables you to get a whole body out of tan as well as health and invigorating vitality. There are cozy cottages and the best of foods. Cool, restful nights. No mosquitoes. Free Inspirational and Health Lectures. Moderate rates. A few hours distant from Philadelphia, New York, Washington and Buffalo. For further information write—

DAVID V. BUSH, Dept. SC-0564, Meshoppen, Pa.

COLLEGE COURSES AT HOME

Carry on your education. Develop power to initiate and achieve. Prepare for college. Earn credit toward a Bachelor degree or Teaching Certificates by correspondence. Select from 450 courses in 45 subjects, including English, Mathematics, History, Education, Psychology, Economics, the Languages, etc. Write for catalog.

University of Chicago
525 ELLIS HALL CHICAGO, ILL.

FRENCH PEP UPS

The peppiest tonic tablet now in America. A potent tonic, famous for its swift action on the run-down system. Helpful to either sex. The prompt results will surprise and please you. Money back. Stop experimenting. Be safe and sure. Send only \$2 (stamps, cash or money order), or pay \$15 C. O. D. Special strength for severe cases due to prolonged illness, overwork or nervous strain. \$3.00. Two boxes double strength \$5.00. Sent sealed.

WINEHOLT LABORATORIES, Woodbine, Pa., Box 11

Learn Advertising at HOME

Get your name and address for free booklet giving interesting inside facts about advertising. Find out how we prepare you at home, in your spare time, for the opportunities open in this exciting business. Practical work. No text books. Old established school. Successful graduates everywhere. Tell the plan you have always wanted. Write today. No obligation.

PAGE-DAVIS SCHOOL OF ADVERTISING
Dept. 5332, 3601 Michigan Ave., Chicago, U. S. A.

I CHALLENGE

You that I will teach you, by mail, in one lesson, the simplest, shortest method. Not telepathy. You can read the mind of a dot, by only looking in the eyes of partner, dummy, sweetheart, etc. All for \$1.00. Praised by New York, Boston, Montreal Police chiefs; colleges; Thurston; Blackstone, etc. If fake, let them arrest me.

A. HONIGMAN
P.O. 11, 5390 Clarke St. Montreal, Can.

STUDY FOR THE DEGREE

of Doctor of Psychology (Ps.D.) Doctor of Metaphysics (Ms.D.) or Doctor of Divinity (D.D.) by correspondence in the quiet of your own home. Write for further information.

The College of Divine Metaphysics, Inc.
Desk 2, Denison Hotel Bldg., Indianapolis, Ind.

Your Personal Ailments

privately discussed by mail. No charge. Our records (16 years) prove favorable results. Most acute or chronic cases, including open sores, yield to our treatment.

Process Treatment \$1.00 and \$2.00
PERRY LABORATORIES, BURLINGTON, N. J.

Setting-Up Exercises for Your FACE—

LIFT SAGGING MUSCLES REMOVE DOUBLE CHIN

Kathryn Murray's 5 Minute-a-Day Facial Exercises, by strengthening flabby, drooping muscles, help to banish crow's feet, double chin, sagging cheeks, sallow complexion, etc., and restore in a safe, natural way the bloom and animation of youth. No massage—no lotions—no straps—no skill required. Results assured. 15 years of successful use. Book free! Mailed in plain envelope. Write today!

KATHRYN MURRAY
Suite 463, 5 So. Wabash Ave., Chicago

BECOME A PROFESSIONAL

It brings you a 6000-word manual. Every detail as to how to practice psychology for pay. Based on many years' successful practice, by Dr. Wm. A. McKeever, Box 14, State Capitol Station, Oklahoma City, Okla.

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

quarter his idea of salary, and taking orders, and in a different kind of work, and be thankful to get a chance . . .

Well, in California, three things can happen:

First, he goes back home where he is known and maybe makes his adjustment there. Second, he insists upon holding his ideas about himself, and so becomes pessimistic and finally cracks up. Third, he throws away his personal ideas, which are largely habits, says: "Here goes nothing!" and takes hold wherever he can, and, if he really possesses a tithe of the ability he believes he has, probably gets into an entirely new field, with new associates, and practically makes a new life.

HAVING made both kinds of adjustment at these seasons in my own life and been just as gloomy about my career as anybody, I feel safe in guaranteeing one basic fact to anybody who is gloomy about his or her working career at any time:

That the fault can hardly be in so vast, flexible and expanding a system as our modern world. This system does put us to extreme tests in making new adjustments. But the adjustment once made, the reward is correspondingly great.

So, the basis of gloom is pretty certainly in ourselves, and there is the place to tackle it.

It is not fun!

More Time with Poetry

(Continued from page 47)

Some of the most enduring and exquisite poems ever written are to be read in that immortal library of sixty-six books, the Bible. Isaiah, Paul, David, Solomon, here is poetry for the ages. One might go on *ad infinitum* finding poetry in the commonplace and in the unusual. It is everywhere.

One need not go beyond one's own threshold to discover it. Speaking of thresholds—here is poetry. How many feet have passed over worn thresholds? How much of life has entered and departed in that way. Whenever I glimpse wistaria or wygelia growing beside old door-steps I feel that I have found an old friend. Because these two perennials are such persistent lovers of old lintels I love them too.

Much of life's poetry depends upon one's response to it. "As is your sort of mind so is your sort of search," said that accurate historian of the soul, Browning. By spending some time regularly in the friendship of poetry, in whatever form is most congenial to one, will cultivate a zest for beauty, a love for the intangible that will be invaluable and that will sustain one during dark, difficult days.

Be a Real Leader PSYCHO ANALYSIS

Will enable You to become a master of men

Psycho-Analysis reveals the unconscious motives underlying human behavior. This knowledge increases your latent power and influence, banishes mental discord and inefficiency, and enables you to understand the thoughts and control the action of others.

GET THE PROOF NO COST TO YOU

Just to prove to you how Psycho-Analysis has been simplified for home study, what a fascinating study it is, and how it will help you, a comprehensive course will be sent you, postpaid, ABSOLUTELY FREE. Don't lose this great opportunity through neglect. Write today for amazing facts about this wonderful science which means so much to humanity. Send no money. Get the FREE course and judge for yourself. The course is FREE. Just clip this ad, sign name and address below and inclose in envelope with 4c in stamps to pay postage.

AMERICAN UNIVERSITY
Name
Street
Town State
Dept. 324, 510 N. Dearborn St., Chicago, Ill.

NEURO-DYNAMICS

Easy spinal movements (NOT exercises) that act on important nerve centers controlling organs of digestion and elimination. Based on osteopathic principles of nerve control and certain Yogi Moves used for over 3,000 years by East Indians to control intestinal action. Relieves

CONSTIPATION and INSOMNIA. Produces strong, steady nerves, aggressive self confidence, dynamic physical and mental energy. Includes the famous

ELIMINATIVE DIET SYSTEM Based on 20 years study. Produces AMAZING RESULTS first week. Write for Circulars NOW!

NEURO-DYNAMICS
317-A Adlin Bldg. Scranton, Pa.

Will Grow Your Hair Or Cost Nothing

You all know Jack Slavin, formerly Middleweight Champion Boxer of Australia and America. He's now 65, but when he was 45 he was bald. See untouched photos at sides.

When he was touring Asia the Sultan of Johore introduced him to a Hindu Prince who, in jest, attempted to pull the few straggling hairs that remained at his temples. Jack was angry, and to appease his anger the Prince handed him a formula, saying: "Here, this will make Slavin grow your d.... hair." Imagine his delight when it DID.

He has used this formula and treatment for 14 years with success on thousands of bald heads. It is guaranteed to grow hair on your head, stop falling hair, eliminate dandruff and relieve itching scalp, or your money will be refunded—every cent of it.

There is no need for you to suffer from baldness any more. Send NOW for free information. Sent in plain sealed wrapper without obligation.

SLAVIN INST., Dept. 90, 508 S. Dearborn St., Chicago, Ill.

GRAY HAIR PENCIL

Instantly changes GRAY HAIR to youthful color. Latest method known to keep gray away from Roots, Temples and Parting. Cannot be detected. Will not fade or wash off. Delights both men and women.

FREE! Gray hair pencil GIVEN to quickly introduce Ovation. Just send name and address. Send For It Now! JUEL DENN, 1434 N. Wells St., Dept. 698, Chicago

FOR BETTER BUSINESS

And a Greater Measure of Prosperity for ALL



ALLIDAD proposes nothing more mysterious or complicated than the consolidation of the enormous amounts that are now being spent to stimulate the "trade at home" spirit into one *organized, united* movement, which is the only really effective way it can or will be accomplished.

"Keep

The
kept in

National offices were established on October 15th, 1930, at 875 Sixth Avenue, New York City. From these headquarters all activities will be step and properly co-ordinated.

A Washington **Home**

Bureau has been decided upon.

National Radio **Town**

broadcasts will follow at the proper time.

Page announcements with the December issue of out interruption.

Dollar

addressed specifically to prospective organizers began PSYCHOLOGY MAGAZINE and have continued with

The response has been enormous.

Circu-

From the numerous applicants highly dors are now establishing ALLIDAD Councils for them in advance. Additional territory is being groundwork can be completed.

lating

qualified, carefully chosen Ambassadors in territory thoroughly prepared assigned as fast as the advance

At

These local units, affiliated with and working through the ters, or Supreme Council, provide the members with an isfactory solution of their most vital and perplexing problems,

Home"

National Headquarters agency for the sale

and



A Crusade for Prosperity

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

