

PSYCHOLOGY

LIFE ^{AND} THE MODERN WORLD

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to Marry Young?

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Are Famous People Happy?

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How to Capture Ideas

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Shall I Change my Job?

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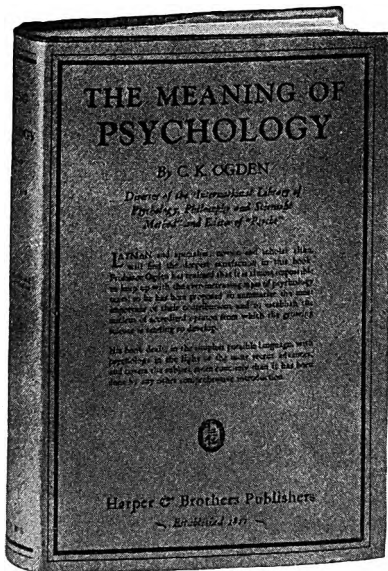
June

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The Meaning of Psychology

By C. K. OGDEN

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



*An Idea of the Fullness 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.

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- Chapter III. Impulse and Inhibition
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PSYCHOLOGY

Life and the Modern World

VOL. XVI. No. 6

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Arthur Frank Payne, Associate Editor

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With the present issue, DR. ARTHUR FRANK PAYNE, who has built up a tremendous following thru his sane, helpful radio talks on psychology from Station WOR Sunday afternoons, becomes an official member of the editorial staff of this magazine.

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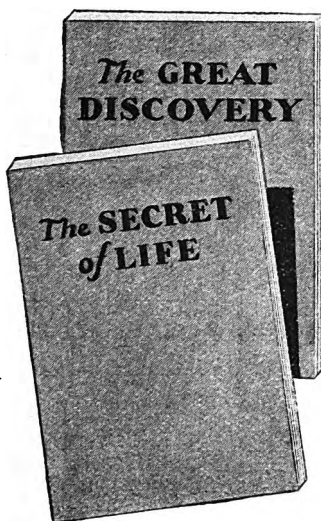
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What Your Imagination Can Do

You are told your FEARS are not REAL, but yet you suffer quite as much from them as though they were real. You do not understand the condition, therefore your mind is full of doubt. If a good friend told you that a dear one had been killed in an automobile accident you would suffer keenly and pass through some very pronounced physical reactions, even though that friend were mistaken about its being your dear one. You believed him, and that was enough. In a like manner you believe these fears you have are likely to culminate into realities, and believing it causes keen reactions. Through constantly holding these fears you generate a very real poison in your body, with a definite chemical change, which produces an auto intoxication. This means a lowered vitality, functional inaction, and supersensitive nerves—all of which forms fertile soil for the growth of very real disorders. Every fear has its reaction on the Sympathetic Nervous System and is a shock which is felt throughout your entire being.

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Neurasthenia is a child of FEAR. It is due to your sensitive, emotional nature getting the upper hand and dominating YOU, instead of your controlling and directing it. Frequent indulgence in these fears form fixed HABITS which trap you. Some of the more common fears are:—Fear of insanity, fear of suicide, fear of injuring a loved one, fear of crowds and closed places, fear of being alone, fear that something might happen to you, fear of death, fear of disease, fear of germs or dirt, fear that people may recognize your trouble, fear that you might lose control of yourself and make a scene. You find it practically impossible to forget yourself and you assume an overserious and overanxious attitude toward most everything. You lose interest even in life, and each morning you get up to—"just another day." Where the fears and feelings are acute

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the nerves become extremely sensitive and weak and you have peculiar sensations, such as uncertainty in locomotion, a slight dizziness, nervous indigestion, etc., which seem quite alarming to you. Remember worry alone, which is a form of fear, can upset your nervous system completely.

You Ask, "Is My Mind Weak?"

No, only those with active, "going" minds experience these breakdowns. It is merely due to lack of understanding and repressed emotions which have accumulated to such an extent that you are like an overloaded boiler—just about ready to burst. This good mind of yours has become introspective, that is all. But to just continue to drift of course will mean more and more acute suffering. Such a nature as yours is capable of carrying you to great heights. The truly successful have just such a type of mind. You are out of adjustment, that is all. The depressing reactions you are experiencing are NATURAL reactions for the life you have been living. Things are according to LAW. It is a matter of "reaping what we sow." You lack UNDERSTANDING, TRAINING and DEVELOPMENT.

You Are Wasting Your Energies

RIGHT thinking and living, along with proper mental and physical training and development, will set that delicate and wonderful machinery of yours working FOR you instead of against you, and will bring HARMONY. You have tremendous power, the SAME power that others have used to win success and happiness. Your confidence has been badly shaken and you are now on a negative plane of life, with your life's batteries short-circuited and low. All this CAN be changed completely and has been in thousands of cases.

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C. Franklin Leavitt, M.D.

Dr. Leavitt has been helping people make adjustments for THIRTY-FOUR years; ten years in the practice of Medicine and Surgery, and the past twenty-four years exclusively devoted to Psychology and Physical Culture. He has made several trips abroad and is thorough, scientific and practical in all his work. He is the author of several books which have had a wide sale, a writer for magazines, and conducts a Psychological Department in one of our leading magazines. Each month, since the beginning of Psychology Magazine, he has carried his message to its readers and thousands have profited by it.

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TO the Eddytor of Sykology Magazine,
Deer Sur:

Pleze advize me at wunce, and sooner if possibul, if you sell a korse in kounter-aktin Sykology.

I kaint get this eny two soon and you will agree with me whin I tell you why I kneed it.

In fakt I am konstrained to believe that you are partlie responsibul for the predikkymint this hole town is in the middil of.

In the furst plase I got a boy named Rodney.

He desided he waznt gettin along fast enuf and he ansered a add in yore kon-founded maggazine about a korse in applyd Sykology.

Now I allways thot that to apply anything was to rub it on yoreself, but this iddiit has applyd it on the hole town and rubbd it on good. But Ime gettin ahaid of my storie.

He preskribed for that korse and they cent him the furst five lessins.

He aint bin the saim cense and nothin else has bin the saime.

The furst lessin told him to: **GIT WHAT HE WANTID! GO AFTIR IT AND FEER NOTHIN.** He done it alrite and thair aint a jale in this hole kuntry that kan hold him.

I had no idy his mind waz turnin to wimmin. Of korse I liked wimmin right well myself in my yunger dais. But the site of wun now gives me hallucynashuns. His maw sed he took after me, but I tell you he haz eggsajurated me. Wy in side of a weak aftir he got them lessins haff the wimmin in this town yung, middil agid, and old, waz chasin him like a dog chasin a rabbit.

Then he got the fifth lesson down to learn and it told him notto have eny infurnal complexes; not to let eny inhybishuns deture him from his gole. I asked him to explane thoes tirms to me.

He sez:

"Paw that meens whin you want to do enything, jest go on and do it and let the devil ketch you if he kan."

Well that nite they wuz havin a big danse out in the kuntry and Rodney went. I nevvver thot much about it at the time. But along about three the next mornin I thot plenty about it.

It was thin that Rodney hit the frunt porch like a sike-loan. The minit I looked at him I knowed he was all pikkled up on konsintraited Liesoll and embalmin flewid. Well that waz the furst time that had ever happind. But that wasnt nothin to compair with the rest of it.

With him waz three goozey-eyed flappirs.

Well I wasnt feelin so good enyway bein woak up that time in the mornin and with him in that kondishun, and me standin there in the doar holdin the lamp in my nite shirt.

With the Wits.

Rodney looked at me for a minit like I waz a merrie-go-round and sez:

"Paw, you shore hav bin good to me. HIK! Now paw Ime goin to return the HIK! flavor. Just look what I brot hoam to you paw. HIK! Three dawtirs! THREE! HIK! HOOPEE! GIT WHAT YOU WANT! GO AFTIR IT! FEER NOTHIN!"

"Whada you meen," I broke in, "yore bringin me hoam three dawtirs. Wun wuld be two meny."

"Theyre yores, paw, yores," he chimes bak, "I marred thim this affirnoon all undir diffirint naims and in diffirint plaices."

INHYBISHUNS! INFURNAL KOMPLEXES! if that aint a mess, show me wun.

Well I dont aim to harbuh no criminuls in my hoam evin if it is my own sun.

I put my pants and shues on over my nite shirt as soon as I kud and went aftir the sherrieff.

He kum bak with me and started to taik Rodney to jale.

"Sun," I sez right befoar the sherrieff, "Yore a SKUNK, and thats the lowest form of animul life there is."

"Why paw", he comes bak, "Did you know that you can taik a Skunk's gasbag out tonite and, HIK! tommorroe he is a nice harmless kreature with awl his past forgottun."

"Well in that kase", I sez, "You are lower than a Skunk for you kud taik yore gasbag out tonite and it wood be ten years before yore past wood be forgottun and you nevir wud be a harm-liss kreature as long as you breethed."

With that the sherrieff took him out and I shoood the wimmen awl hoam and went bak to bed.

After that it begin to look like I waz goin to get some pease, with Rodney saif in jale and them femails bak hoam.

But low and behoald three mornings later I waz woak up from peaseful sleep agin by no boddie but the sherrieff hisself. He waz in a uprore two if enybody asks you.

Rodney waz gone from the jale and with him waz the sherrieffs wife!

I rushed into Rodney's room and looked where he kept his lessin on applyd Sykology. The lessins waz gone.

I new rite away he had sent in the sixth lessin.

Along about nine that mornin hear kumes the statshun agint with a tellygram for me from Rodney. He waz in Mobeel and it sed: "Pleze forgiv and send me fiftie dollars at wunce."

Well I wasnt in eny forgivin mude that mornin. I rushed ovir to the sherrieff's offis and we had Rodney and the sherrieff's wife in jale in Mobeel by noon, and the sherrieff started aftir them at wunce.

Aftir they got bak, the sherrieff locked his wife out of the jale untill after Rodney's trile kum up.

They giv Rodney ten yeers on akount of his yuth.

Yau kaint immagin the publisity a thing like that kcreates. It was the onlie time in my life that I waz glad my naim waz Smith. Theres so meny of them that nobody wuld ever guess which wun it waz.

About the time they got him settled in the pen good, he started gettin fan mail. It liked to wurked the postmaster to deth forwardin his mail to the pen. And the offishuls in the pen had to wurk in twenty-four our shifts senserin it after it kaim in.

On akkount of the pen bein a harder plais to kommunikate in, it took Rodney nearly a month to make konnekshuns with the warden's wife. He evvidintly applyd his Sykology tho for in one month he was out of the pen and they kought him and the warden's wife in New Orleans.

Well that and the fan mail together was two much for the warden and he took it up with the governer. Together they got him out on some pretext and sent him bak to me. I just as soon it wood hav been small pocks.

Sense he got bak hoam the post master has had to hire extry clerks to get out his mail. Every trane that stops brings more wimmin.

Now you kan see for yoreself that this has got to be stopped. I aint safe. The kommunity aint safe. The hole kuntry aint safe unless sumthin is dun immediately.

They aint no way of takin away what hes lerned without killin him and ive had enuf trubbles without addin homy-side to the list.

But it does seam to me that if you noe of a plase that sells a korse on Applyd Sykology, you shud noe of wun that sells a korse on how to kounterakt that applyd stuff. Theres plentie of kounteraktin medicines to take in kase of poysin and if this aint poysin, its somethin worse.

If you kin help me with advice or lessins, please let it kum forth at wunce C. O. D. for I wont be abil to stand this strane much longer.

Yores truely,
Abner Smith

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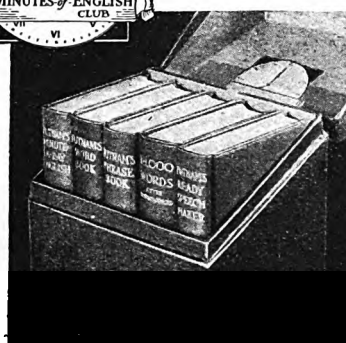
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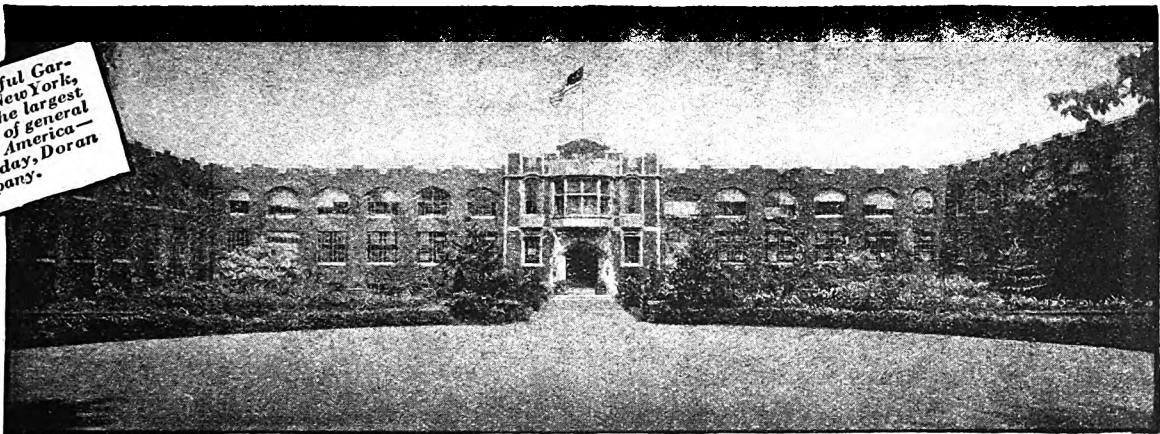


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By
Anton
Ramatka

I LIVE with the beauty of sound,
Of motion and color and form,
Hear chimes in the bay of the hound
And battle hymns roar in the storm;

See castles afloat in the sky,
Carve poems from mountain and stream,
Steal joy from the minutes that fly,
Converse with the gods when I dream.



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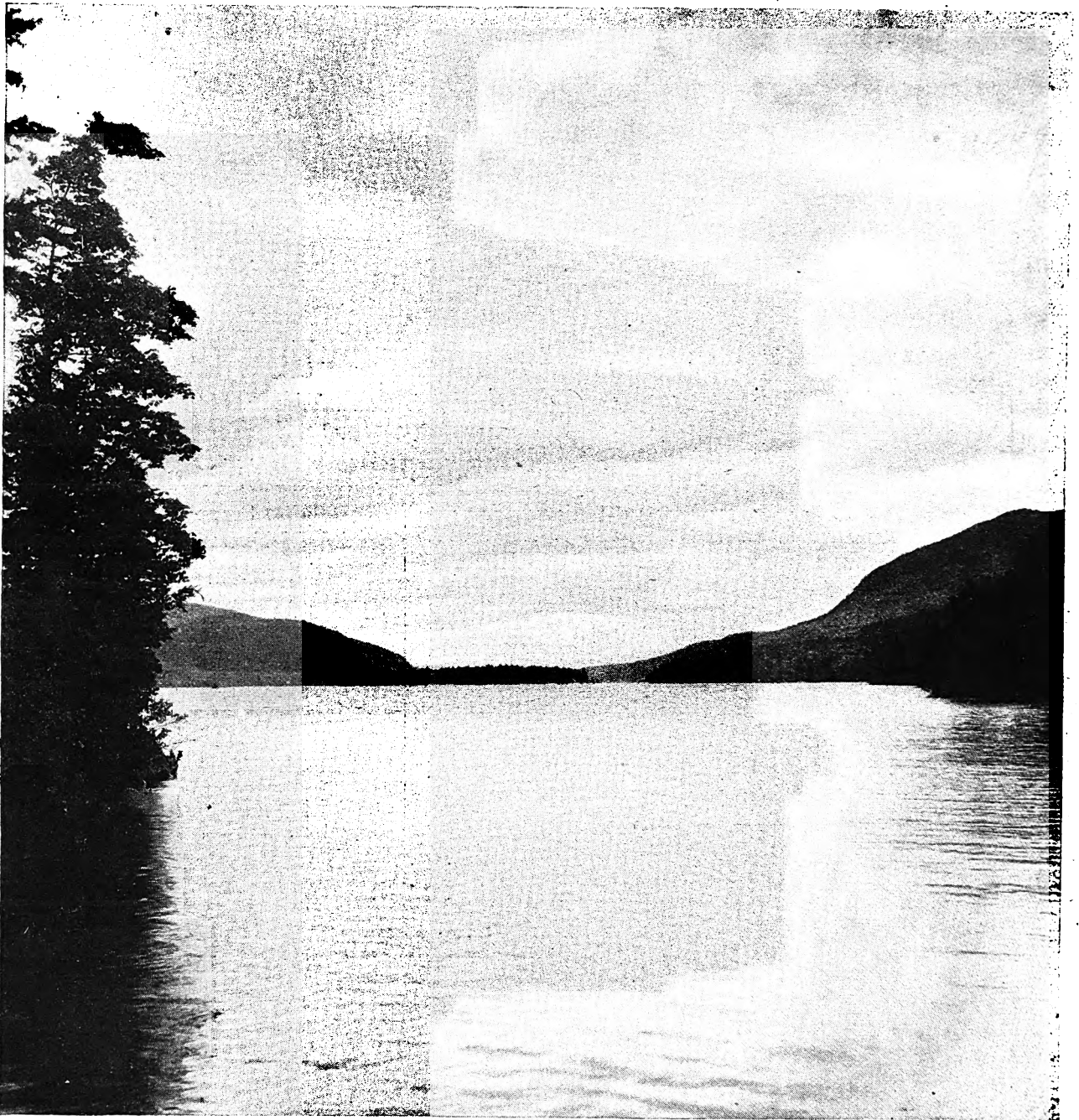
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With my soul.

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But there came no touch, no sound.

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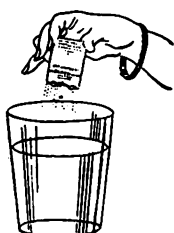
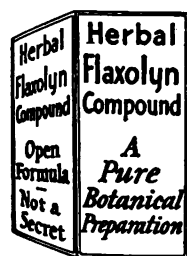
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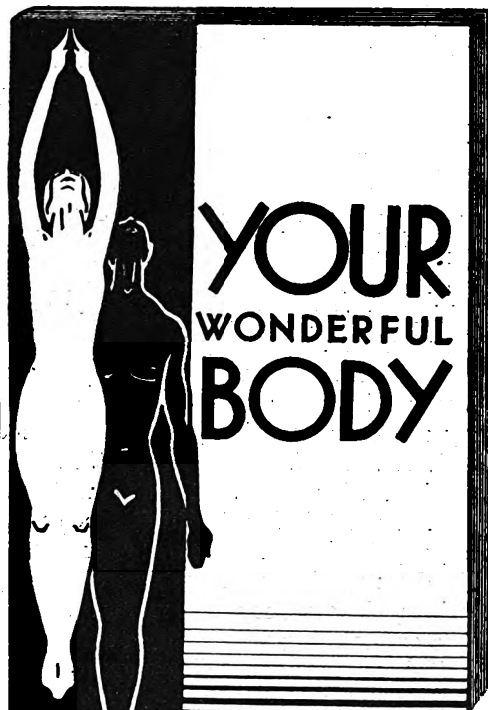
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Mental Healing

A Chat with the Editor

By Henry Knight Miller

IN LAST month's Chat we traced the history of medical and mental healing and set forth five laws of health on the physical plane, strict observation of which would prevent much of the illness which preys upon mankind.

There are two phases of mind, the conscious, the reasoning, knowing mind, and the other phase variously called subconscious, subjective, unconscious, universal, etc. Prof. James stated that the subconscious comprised nine-tenths of our mental capacity and power. It is this innate intelligence which builds the body, repairs it and directs the unconscious activities. It is the repository of instinctive urges, the seat of emotions, the storehouse of memory.

The outstanding peculiarity of this phase of mind is that it does not reason. It accepts impressions handed down by the conscious mind. These impressions become whirling centers of energy seeking expression in objective action. Every mental impression in the subconscious strives to express itself in objective form and every mental picture strives to realize itself. The law of the subconscious is suggestibility. It does not think. It accepts ideas and impressions handed down thru conscious suggestion or auto-suggestion and then bends its tremendous energies to turn these impressions into actuality.

THIS IS the supreme secret of mental healing. It is this principle which accounts for the marvelous cures of all great mental healers, shrines, faith cures, Christian Science and a large proportion wrought by physicians of every school of therapy. Replace the sickness impression in the subconscious with the health suggestion, and the subconscious will tend to rebuild the physical organism in conformity to the health suggestion.

Suggestive therapy is not here offered as a substitute for orthodox medical practice, but it can be used as a sickness preventive, as a cure for minor ills, headache, nausea, constipation, etc., and it can greatly facilitate the cure in connection with the physician's physical treatment in all cases of illness. If you become ill, call a reputable physician, but if you will faithfully adhere to the laws of health set forth in the article of last month and couple with that the constant use of constructive auto-suggestion you should avoid nine-tenths of the sickness from which you otherwise might have suffered.

I want to give you some specific directions. First as to auto-suggestion, that is suggestion directed by your own conscious, thinking mind to your own subconscious. In a sense every conscious thought is a potential auto-suggestion. Hence you must guard your thoughts. Most people are constantly thinking in terms of sickness, weakness, worry, anger, fear, lack, inferiority. These negative thoughts tend to reproduce themselves in objective conditions that conform to these negations. When you feel bad, do not think about it, do not dwell on it, do not feel sorry for yourself and seek sympathy from others. Pull yourself together. Think health. Say to yourself, "The discomfort is passing. I am getting better; the pain is leaving me. I will soon be perfectly well. I am organized for health. My subconscious mind will create a condition of perfect health. I am feeling better and will soon be well." Then shift the attention away from the illness. Think of health, beauty and well being.

Auto-suggestion is most effective if used just before falling to sleep, or immediately upon awakening. If possible speak the suggestions out loud and repeat very rapidly some such formula as that of Coue's "Day by day in every way I am getting better and better". Then repeat, "I am feeling better, better, better," repeating better twenty or thirty times as rapidly as possible. The reason for speed is that it prevents any doubting or counter-suggestion from creeping in.

Make up your own constructive auto-suggestion to overcome any specific condition, depression, habit or need. For example, if you suffer from depression say something like this, "I am becoming more cheerful; all depressed and negative thoughts are being crowded out by a sense of peace. Tranquillity is now flooding my entire being. I am becoming perfectly relaxed. All negative emotions are leaving. I shall worry about nothing, fear nothing, hate none. Perfect love and quiet faith are mine. I shall smile, see only the brighter side, look for the silver lining. My present troubles are passing. My problems will be solved. The future will be bright. I am going to be happy. Happiness is mine."

For specific exercise of auto-suggestion it is helpful to lie down and relax perfectly before giving oneself these auto-suggestions.

But to a certain extent constructive auto-suggestion should be poured into the subconscious all day long and the last thing before falling asleep at night to give the

subconscious constructive material to work over during the hours of sleep.

Now suggestion is where one individual places an impression or idea upon the mind of another. The operator should be gentle and sympathetic but firm and positive. He must have complete confidence that his suggestion will be accepted and acted upon and that positive benefits will result to the patient.

The patient must be passive and relaxed. It is best to lie flat on the back. Think of nothing but the suggestions being offered. Turn the suggestion into auto-suggestions. When the operator says, "You are getting better," think, "I am getting better." Do not let doubts assail you. Expect results and you will get them.

SUGGESTION is particularly effective when used with children. Never say anything to a child that you do not want to become a permanent part of its consciousness. Parents and teachers who are constantly telling children that they are bad, dumb, hopeless, sinful are ruining these children's future. Encourage children. Tell them they are clever, bright, have ability. Emphasize the good rather than the bad. Explain the reasons why they should do certain things and should not do others, but do not nag them. Avoid "don't's".

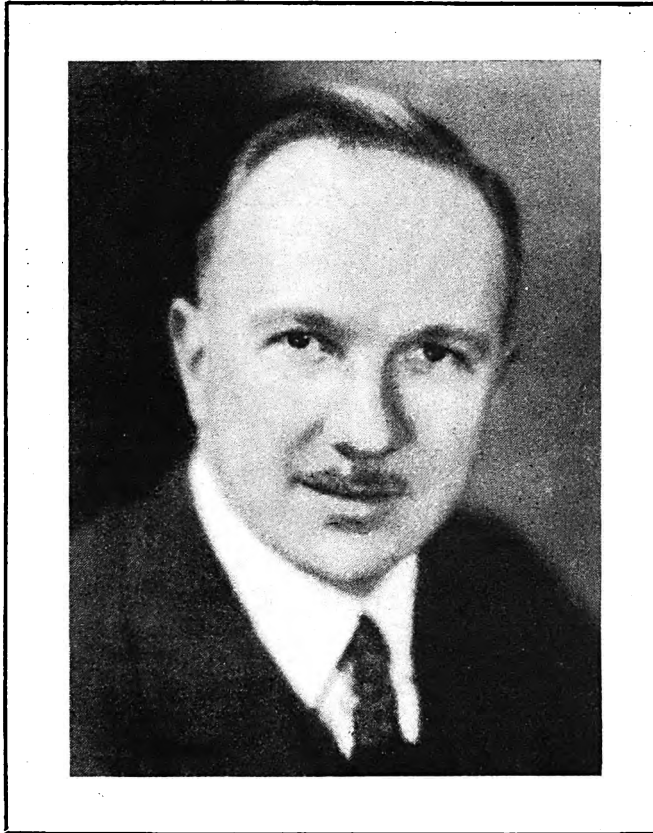
I have a son eleven years old. At six years of age he had manifested no unusual brilliance or ability. He had difficulty with his school work and shrank from contact with other boys. I had let my love for him conceal the fact that he was developing an inferiority complex. He would come home crying because other boys had hit him. I finally determined to try out the principles of psychology at home. I told him the next time he came home crying because some other boy had hit him, I would send him to bed without supper. I said, "You are as strong as the other boys. Never pick a fight, but if another boy hits you, stand up and take your part. Hit back and hit hard." Then I taught him what little I know of boxing and I fear I gave him an overdose of self-confidence, for he informed me some time later that he could lick every boy in his class but one and that boy had decided not to fight him any more but to be friends.

Then one day he modeled an animal out of clay. It was only fair, but I enthused about it and encouraged him. Soon he had made a large assortment of animals, birds, fish, reptiles and showed signs of positive genius.

Had I discouraged his first effort, he probably would never have modeled again.

Then I started to tell him how smart he was: "You have a wonderful mind, Bud; your lessons will be easy. You will stand at the head of your class. You will enjoy your lessons and do them accurately and quickly." In a few months of such suggestions, he climbed from near the foot of the class to the head. He had a record last year of all A's. His teacher told me that he must skip a grade because he was so far beyond the other children that there was no competition. Every time she asked a question he would pop the

answer out while the other youngsters were just beginning to think it over. In the advanced grade he still ranks with the leaders. He reads a book, that would take me six or eight hours to read, in two hours and can tell every detail of the story and the name of every character. His knowledge of animals and birds exceeds that of the average college professor. I took him to the Museum of Natural History. In the bird room he called over a hundred and fifty birds by name, told me where they came from, to what family they belonged and their points of difference from other birds. We never push him, but just let his mind work of its own volition, following its own interests. These results have confirmed my faith that the innate intelligence of the average child is



DR. MILLER

thwarted, stunted and encroached upon by repression, fear and negative suggestions.

Suggestion can be given effectively during the hours of sleep with children and also adults. In a quiet, low voice offer the desired suggestions. Make them constructive. Avoid "not", "don't", "won't". Say, "you can, you will do better, etc." Undesirable habits can be corrected and self-reliance, confidence, ability, considerateness, neatness and faith can be built up thru this agency.

ANOTHER and more forceful method of implanting suggestions in the subconscious is thru hypnotism. This method has been successfully employed in the treatment of disease since the initial experiments of Mesmer, Lieboult and others of the Nancy school. In America, Boris Sidis and Quackenbos persistently used this method with remarkable results. One of the outstanding exponents of hypnotic therapy at present is Dr. Alfred J. Fox, who since the founding of this publication has been its staff physi-

cian. We have watched the results of his work with ever increasing appreciation of its efficacy. In some cases one single treatment has effected a cure, as for example straightening the eyes of a cross-eyed girl for whom every other method of treatment had failed. In other cases it has required a number of treatments, and in some cases, such as infantile paralysis, recovery has been slow but constant progress noted. To my personal knowledge Dr. Fox has cured deep-seated cases of asthma, goiter, paralysis, dementia præcox and other conditions, some of which are considered incurable by the medical profession. It is to be regretted that so few physicians are trained in the art of hypnotism. There should be a practitioner available in every community.

Another method of mental healing is psycho-analysis. Freud, Jung, Adler and Stekel are the outstanding European exponents, and Brill, White and Jelliffe are among the leading American practitioners. A thoroughgoing psycho-analysis takes an hour a day and lasts from six to eighteen months. This makes it a costly method of treatment available only for those of comfortable means.

The theory of the psycho-analysts is that the seething energies of the subconscious, including the basic instinctive urges, seek expression. Imposed upon this seething energy seeking expression are the conscious mind and the dicta of society. The conscious mind says "No" to the demands of the subconscious. This creates a conflict. The subconscious urge is called the libido. Now every experience of life appears to be held in the field of subconscious memory. Thru the association of ideas something in the objective world stimulates an old but consciously forgotten memory—a complex.

The task of the psycho-analyst is to prod into the subconscious, discover these buried complexes and break them up, discover the libido and resolve the conflict by sublimation; that is, letting the energies craving action express themselves in some socially acceptable way. In this technique the interpretation of dreams plays an important part as a clue to what is

going on in the subconscious, and the principal clues to repressions and complexes are found thru digging up long since forgotten experiences of childhood.

While few, because of the prohibitive cost can resort to psycho-analysis, all can practice an intelligent degree of self-analysis. Each individual should seek to under-

stand himself as he is—not as he would possibly like to think he is. In psycho-analysis we hear of rationalization and the flight from reality; that is, the individual confronted with an unpleasant situation seeks to escape it by resorting to day dreams, building up self-sympathizing excuses and imagining himself living in a situation purely fanciful. How well do you know yourself? Do you know yourself as you are or simply as you make believe you are to save your unpleasant feelings of humiliation of facing yourself truthfully? Analyze yourself. Why do you behave as you do? Why do you continually fail? It is easy to blame others, but probably the blame is yours and yours alone. Get to know yourself, your faults, weaknesses, complexes, conflicts and then work out a constructive program for solving the problems of your ego.

Next comes conscious

re-education. The subconscious must be filled with constructive impressions which will gradually crowd out the negative ideas that have been dominating your life. And the conscious mind must face facts fairly and firmly. The individual must be liberated from fear, superstition and the tyranny of irrational, external taboos and work out his own salvation, not with fear and trembling but with intelligence and courageous experimentation.

There comes finally psycho-synthesis. This means the purposive building up of the ego. Intelligent selection of activities, studies, social contacts, environment, interests, can enrich the life of the individual and increase his value to society. Also synthesize or build up the good points in others: children, marital partners, employees, etc. Emphasize the good points. Build up the ego of others. You will help yourself to popularity and personal power.

Laws of Health

In the May issue of PSYCHOLOGY, Dr. Miller set forth the five laws of health on the physical plane as follows:

The Law of

1. *Oxidation.* The average person uses but one-third of his lungs and is therefore one-third efficient. Pack the lungs with fresh air. Oxygen is life.

The Law of

2. *Nutrition.* Eat more fresh green vegetables and fruits, whole-wheat bread, milk. Avoid too much sugars and starches. Do not eat too much nor too fast.

The Law of

3. *Motion.* Our primitive ancestors lived a life of strenuous physical activity. Our bodies were constituted to meet these requirements. We must compensate for our sedentary life with much exercise—walking, running, bending, etc.

The Law of

4. *Elimination.* The clean system is the healthy system. Carelessness in eliminating bodily wastes means disease and premature death. Eat much fruit, whole wheat, bran, form definite habits, drink two quarts of water daily, expect results and you should never need laxatives.

The Law of

5. *Relaxation.* It is not work that kills, but tension. Relax. Let go. Negative emotions such as worry, fear, hate, tense. Vanquish them. Replace them with confidence, faith and love. Relax and live.

Dr. Miller contends that the faithful observance of these laws, plus right thinking, emotional control and constant constructive auto-suggestion will prevent nine-tenths of all the illness which otherwise might affect you.

Obeys these laws and keep well! If you are sick—follow these examples and get well.

De Profundis

By

Ouise Vaupel

Picture by

Fred Reinert



So now, with the light of truth shining in my heart, I can climb back to the place from whence I had been hurled.

FROM AZURE skies of deep serenity the first blow had fallen. An abyss of darkness opened before my feet. I was hurled headlong into the terrifying void. I was hurt nigh unto death. Stunned and bleeding I lay breathless.

Then I looked about. Yes, it was dark. The shadowy depths were murky and fearsome. Yet, ahead was a light that seemed to beckon me to follow its thin, sword-like ray. My knees were shaking and my feet were heavy with the ooze.

I gathered courage and struggled toward the light, which receded further and further as I approached. Would it be in my power to reach it?

Lord, give me just a little more strength . . . a little more strength!

Then the light burst upon me. Stunned was I by its intensity. Blinded was I by its power. On the ground I lay helpless and pallid. Then, as my vibration became used to this tremendous force, I sensed the reason for my disgrace.

Perhaps I was too much

of a power to be permitted to stand near the top. And so they had struck me down and cast me into the abyss of outcast souls . . . where those whom they are to forget are hurled headlong. Despairing, these fail even to raise their heads toward that bright light which I had followed. They are sunk in the mire of despair, in the mud of defeat. They cannot see that in their banishment lies their greatest power. They have failed to profit by the potent example of Aristides the Just.

So now, with the light of truth shining in my heart, I can climb back to the place from whence I had been hurled. I shall come back—with this light illumining my being. And I shall be filled with the truth of this light and with the fullness of my covenant with my Lord. I will come back from the darkness, the ooze of disgrace, discouragement and misunderstanding still clinging to my garments, but with my heart filled with the light of my Lord's face.

And still will I stand side by side with my enemies, who are my loving brothers, and proclaim the truth in my own way—for their sakes. For I love them as I love myself.

Fitting Brains to



Photograph by Blank & Stoller

DR. ROBINSON

THE problem of "Town and Gown" is almost as old as history. The scholars against the workers; the bookmen against the artisans. Delving into the roots of words, one is likely to be surprised to discover that the very word, "school", means leisure. And in Greece, particularly, it was understood that the function of the educators was to teach boys how to live without working. Plato thought that the slaves should do all the hum-drum work of the Republic, leaving the "cultured" free to think and talk and otherwise amuse themselves.

During the Middle Ages a better idea was evolved and the beginnings made of linking the guilds to the universities. Then the earlier idea triumphed and until a half century ago the notion persisted that the business of the scholar was to think and that of the artisan to work—"And never the twain shall meet".

But the discovery of the steam engine and the development of the Machine Age, with the high technology and the intricate commercial system that goes with it, have forced educators farther and farther into the realm of practicality and action.

President Frederick B. Robinson, of the College of the City of New York, determined a couple of years ago to do something definite and comprehensive to bridge this gap between the scholar and the world's

An Outline of the Work of Arthur Frank Payne and the Personnel Bureau of the College of the City of New York

work. He has spent his entire life in the city of New York and most of it at City College. Entering the college, being graduated in 1904, he has been successively tutor, instructor, associate professor, professor and president, to which last post he was elected in 1927.

A glance at his record shows the practical drive of the mind of this metropolitan educator. He was director of the evening session, designed especially to meet the needs of those students who had already gone to work; he was organizer and director of the division of vocational subjects and civic administration, professor of economics and dean of the School of Business and Civic Administration. He was special lecturer at New York University on Economic Theory; was a member of the Mayor's Committee on Public Service Training in 1915 and the first director of the courses established for the training of the employes of the city administration. He has written and lectured extensively on economics, business education and vocational training and one of his books bears the prosaic title, *Business Costs*.

It was inevitable that such a college president would do something to break still further with the tradition of the scholar as a man of leisure. And it was inevitable that he should look for the best man to come to his college to help in this specific task of linking more closely the world of books and the world of work. Dr. Robinson thinks of himself more as an engineer than a pedagogue. He believes in machinery,

Business

By

A. H. Howland

the machinery of industry and the machinery of business, and he believes that the most valuable machine in the world is a human being. As an engineer, he was appalled at the waste of these priceless human machines, waste due to putting the machines at the wrong work, to improper, inadequate or inappropriate training. So he set out to train the human machine for its work.

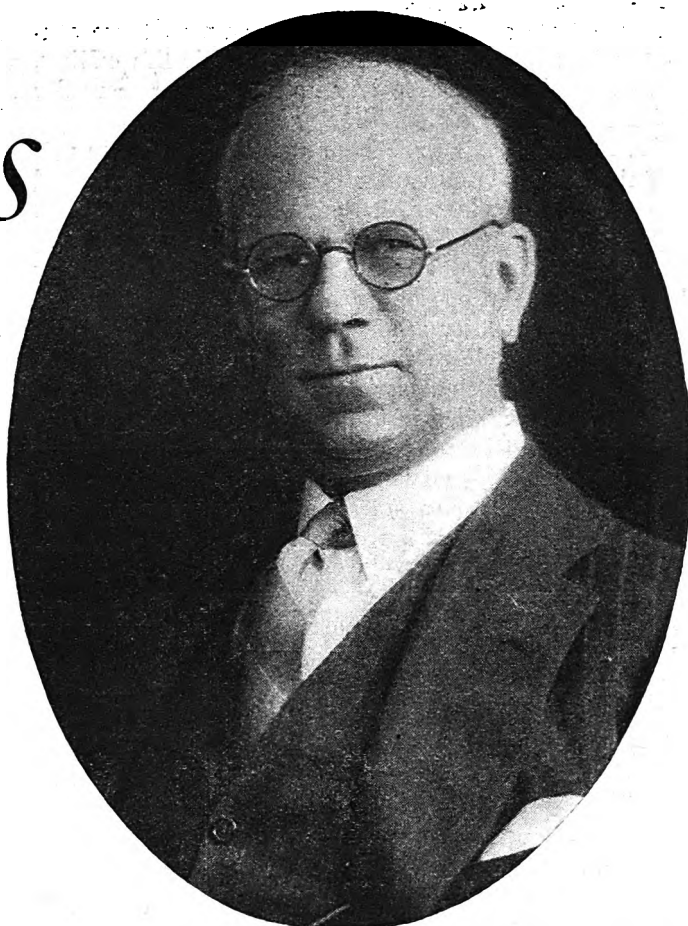
His choice of a colleague for this work was, again, inevitable. Dr. Arthur Frank Payne had followed a path that led straight to a corner of the campus of the College of the City of New York. Trained at the University of Chicago, Bradley Polyclinic Institute, Columbia and Harvard, Dr. Payne has gone steadily forward, facing the new developments in the field of psychology and, whenever necessary, discarding the theories that prevailed among the earlier teachers and accepting the principles that were ever bringing psychology into closer relation with the realities of life and work.

He took his first course in psychology in the old "introspectionist" school thirty years ago. As the new science developed, he took all of his hard won knowledge and threw it overboard, starting out as a student in the new field.

One of the distinguishing features of his work is that he has always asked the question "What is it good for?" He wrote an authoritative book on the psychology of teaching methods which is now a standard college text book. When the World War broke he was given charge of employment training and labor placements in the Ordnance department of the United States Army at Philadelphia. He established employment and training systems in forty-seven plants during the war period. At the close of the war he was appointed consulting psychologist for the Veterans' Bureau, and as the movement in vocational guidance developed he became an outstanding figure in the use of scientific methods in this field. Again a book of his on this subject has become a standard college text book.

But psycho-analysis had arrived and grown. Dr. Payne realized that the nerves and the emotions hold major positions in the battle of the individual with his environment. So he set out to master the most recent developments in this new field and went to Vienna to study with the Freudians and with Adler, receiving a diploma from the latter's Institute of Individual Psychology there.

All the while he himself had been giving expert



Photograph by Bachrach

DR. PAYNE

counsel to industrial organizations, so that when Dr. Robinson was ready to launch his far-reaching vocational analysis work at C. C. N. Y., he urged Dr. Payne to take the post of director of the Personnel Bureau. He accepted the position and two and a half years ago the actual work was begun.

It is a long-term, unhurried proposition. Dr. Robinson and Dr. Payne want not only to bridge that gap between the world of books and the world of work, but want to save the wear and tear, the heart-aches and heart-breaks that result from allowing a young college graduate to go into work for which he is not fitted and in which he cannot succeed.

Approximately one thousand freshmen enter City College every year. Dr. Payne and his staff of expert examiners give all these freshmen a series of tests including a standard intelligence test. Those who do badly or strikingly well are tested again, and all the records are punctiliously kept. As sophomores these students are tested again. No personal advice is given by the department unless it is definitely asked for. But general provision is made for counsel for students who ask for special help. For instance in some cases there are emotional difficulties. These cases are referred either to Dr. Payne himself or to some member of a group of psychiatrists, including Drs. A. A. Brill, Isador Abrahamson, Emanuel D. Friedman, Adolph Stern, Walter Pimme and William Steinach. If irregularities in the endocrine system are indicated, the case is referred to Dr. Harry Benjamin, a noted specialist in endocrinology.

In addition to the general intelligence tests, special

aptitude tests are given, of special help to those students who are not firmly decided on their life calling, or to those who seem to be planning for careers for which they are not fitted.

Dr. Robinson and Dr. Payne insist that they are getting the cream of the student population of the United States. On tests in which the maximum grade is 212 and the rating of the average American adult is 61, City College students rate 154, higher than in many American institutions of learning that can boast of a long heritage of lofty scholarship.

Up at City College the Personnel Bureau employs an expert staff of eight assistants, who take care of the mass of detail entailed in the testing of these thousands of students and keeping faithful record of all results. Miss Philomena Danzi is secretary; Miss Edith Perry in charge of tests and statistics; and associated with them are Dr. Benjamin, I. B. Polonski, J. F. Bender, J. E. Barmack, George Forlano and Miss Peggy Schaap.

The real test of the department itself will come when the freshmen tested two years ago become graduates, and perhaps still later, when these graduates will have gone out to test their knowledge and their skill in the hard tasks of the world's real work.

In describing his work and that of his associates at City College Dr. Payne said:

"Under the guidance of President Robinson as chief engineer of the huge machine which we call the College of the City of New York there has been an attempt made to study in a scientific way the raw material that is being fed into this machine. It is all for the purpose of enabling City College to function more effectively as a service institution, serving the people of the city of New York in training its young men for service and, we hope, for leadership. We may quite well hope that they will become leaders because we know definitely that the student body of the College of the City of New York, from the standpoint of intelligence, is the cream of our population.

"When these students become seniors we shall have

at hand regarding each student a body of information that will enable the Personnel Bureau to give him more definite advice as to the type of position and work for which he is best fitted.

"All these data have been tabulated and treated statistically, and charts, diagrams, tables, norms and averages have been worked out. Every one of these 2,653 students has a separate folder, so that when any student wishes to know just what he has done and where he stands and what are his best chances for success in any line of work this information can easily be given him.

"A method has been worked out by which students can find out their own scores on the various tests by posting the scores on a bulletin board, with a private number for each student, so that no one but himself knows what his score is or how it compares with the norm for the test or with the average for his class. No individual scores are made public or given to anyone but the student.

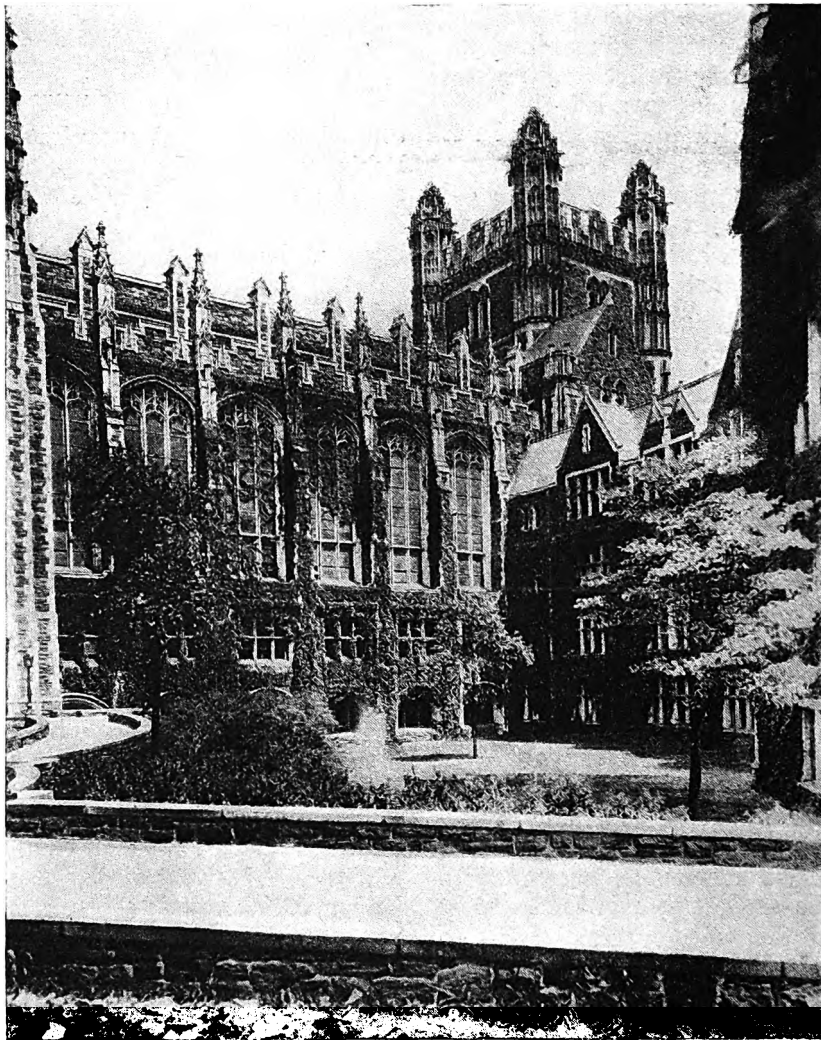
"Three years from now we shall have in the files of the Personnel Bureau complete information of every student covering the following points: intelligence; special aptitudes or ineptitudes; his achievement in specific studies in the college; his sociological environment; the manner in which he has spent and is spending his time in college."

Dr. Payne is an excessively busy man these days.

In his office on East 62nd Street he keeps a full calendar, holding individual consultations with the men and women who come to him for treatment and advice. Three half days a week he is available at City College for conference with his colleagues there and the special students who seek his help. Many evenings he is in demand for special classes or lectures at Y. M. C. A. branches or at popular lyceums. Then on Sunday afternoon he speaks over the radio from station WOR, with "the world listening in" to catch the pungent, practical points of his matured system of everyday psychology.

Never does he forget the practical

(Continued on page 63)



A corner of the City College campus

Twenty Maxims for **Mental Health**

By ARTHUR FRANK PAYNE

1—*First of all* realize your own utter unimportance in this overwhelming universe. Thousands are suffering just as much as you. See them all around you, many are worse off than you. How silly those people were who worried and feared one thousand years ago. Wouldn't they have been much better if they had lived life joyously and fully?

2—*Face the reality of facts and truth.* Don't defend yourself against reality or attempt to escape from it. Eventually you will have to face it, so face it courageously right now. Face it while you are strong and well-poised. Don't wait until you are weak and disorganized.

3—*Tackle one of your problems at a time.* Write down your problems briefly. Analyze them into causes and effects and possible cures, then start one of the cures definitely, decidedly and determinedly. Take one problem and one solution at a time.

4—*Analyze your own feelings and actions,* and the feelings and actions of others down to the real cause. Actions are only effects. Seek for the real cause. Continually ask yourself, "Why?" Why do I feel this way? Why did I do that? Then ask yourself, Now why did they do that? Hold yourself aloof and try to discover the fundamental causes. Watch how others react to your actions, and how you react to theirs, and then ask yourself, Why did they do that? Why did I say that?

5—*Do not hesitate in making decisions.* Make them clean cut, sharp and definite. Do not expect that your decision will always be right or will always suit others. No matter what you decide to do there will be times when you wish you had decided the other way. Be ever ready to modify your decision when new points of view are presented.

6—*Don't worry about over-working.* Over-work never killed anyone, while over-worry has killed its thousands upon thousands. Worry is always based on fear. Fear makes it difficult for you to make decisions. This causes illogical thinking and continued brooding over one problem, until all proper proportions, perspectives and values are lost, and then you are afraid to do anything. So do not worry too long over the same things until they shut out the rest of the world.

7—*Look upon your normal emotions and desires as divine gifts;* they are an important part of the Univer-

sal plan. Do not repress them or refuse to recognize them or to fight them. Guide them and, so far as possible in this world of ours, realize them properly, adequately and fully in life.

8—*Remember that God is Love and Love is God.* Get a God concept for yourself and then trust it. Keep clear the distinction between religion and theology, between the essentials and non-essentials of religion.

9—*Be unafraid of Death.* Death is the most inevitable thing in Life. It is a part of Life. It is a doorway thru which we either enter into complete oblivion, in which case we will not know it, and therefore have nothing to worry about, or else we enter into a new form of life, which will be a great and glorious adventure.

10—*Insist upon your God-given right to live your own life,* to develop yourself to the utmost in your own way. When you insist on this right, remember that you must accept the responsibility and consequences that follow. Then grant this same right to others. Do not try to live the lives of others for them or allow others to live your life for you.

11—*Remember to change.* The most important thing about life is living. Living is continual change. The world is continually changing, and for the better. Don't be afraid to change and grow better with the world.

12—*Don't bother about the yesterdays.* Plan for the glorious tomorrows. Look forward and upward. Live your life daringly, freely and fully, and you will live it more happily.

13—*Do not expect the world to change just for you.* It won't. Your great job in life is to adapt yourself to the world as it is, making yourself a part of it, and then when that is done, do your tiny little bit in making it a better world for all.

14—*Above all do not think too much about your body and its functions.* Drugs, narcotics and stimulants are as nothing compared to plain living and right thinking for mental health. Get bodily freedom as well as mental freedom.

15—*Make yourself secure economically.* Have a reserve of money. If you haven't got it, get out and work for it and save it. Don't waste time wishing that you had the money someone (Continued on page 79)

How to Capture Ideas

Seven Rules
for Solving Problems and

Developing the Power
of Creative Thought

By Louis Win. Rapeer

ARE OUR educators ever going to get around to the real task of teaching the nation to think? Or are we to be forever merely memorizing and understanding other men's thoughts?

The secret of success lies more in getting good ideas and adapting them to the manifold and complex problems of modern life than in the persistent work of putting the ideas into practice. When Chardonnet caught from the silkworm the idea of grinding up cellulose and forcing it as a viscous fluid thru small tubes to make what we now call rayon he did the essential work for mankind that thousands of workers in many factories are now routinely bringing to pass. When Stuart Chase captured the idea of having President Hoover establish a National Planning Commission for the integration of industry and prevention of overproduction, unemployment, and economic depressions he did even a greater work for mankind. "All can plant the flowers now, for all have got the seed."

Psychologists have found that ideas come by "recall" of past experiences and that this is a somewhat mysterious process. For example, when you want to recall a man's name and find it difficult, can you force out the word? Can you coax it out? What technique have you for capturing that thing out of your past which you know perfectly well but cannot say? Again, you and several others are riding in a car and suddenly face the problem

of "no gas and five miles from a filling station" in a lonely part of the country at night. What determines who shall discover the best way of meeting the difficulty and how does he get the "happy thought"? Why do some of those present offer foolish and impracticable suggestions?

There are two chief sources of ideas: Our own experiences and those of others. The good thinker gets the best that his brain has to offer and then hunts for the best that the race has thought in his field. Help may be found in the form of simple advice, technical assistance from doctors, lawyers, architects, engineers and other experts, and from books and articles. When Patrick Henry said that he had but one lamp by which his feet were guided and that was the lamp of experience, he spoke a great truism. Another way of stating this fact is that we can get ideas from memory and from research.

With our meager knowledge of the universe and the intricacies of the mind, we find immense differences of opinion as to methods of finding suggestions, such as intuition, revelation, telepathy, clairvoyance. Mankind loves the magical and easily misreads nature. For generations people were sure that malaria was caused by night air, but eventually science disclosed that the female of a certain type of mosquito was responsible. The methods listed below are based both on science and common sense.

The first rule is to scrutinize your problem. Ideas arise from our problems. Thinking may be said to be the finding and selection of suggestions for their solution. The problem guides and organizes our thought. It awakens the slumbering memories of the mind that are akin to it and calls them forth for inspection and possible use. If the problem is vague and hazy, ideas will tend to be recalled and to "occur" to the mind that are of little use for the solution. If the physician has only a partial or inadequate understanding of the symptoms of his patient he will tend to recall possible causes or diseases and waste his time in useless tests. Or suppose the table in your work room wobbles; you suggest driving in a nail, pounding it together or using some glue. Now each of these three suggestions would have been obviated if you had "got out and got under" and scrutinized the construction of that

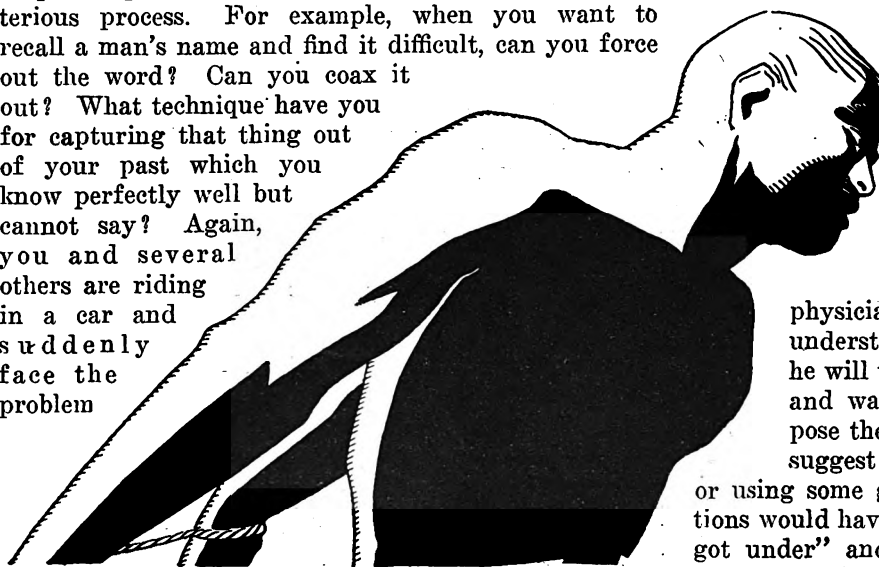


table and the particular source of the wobbling. When you do examine for the precise difficulty, you see that the legs are screwed on with bolts that have become loose. The solution at once occurs to you—to get a wrench and tighten the nuts.

Perhaps a third of our problems are poorly solved because of lack of real understanding of the problem itself. The nation will never answer the riddle of our periodic depressions, overproduction and unemployment until we set aside a commission of experts who will have years of time in which to get at the precise facts of the situation.

Don't go off half-cocked; don't jump at conclusions; don't "rush in where angels fear to tread". Stop, look and listen. Even a wild ass or a zebra at the water hole comes up cautiously and circumspectly, with every sense alert. To apply this rule adequately to one's daily life depends very largely on habit. Such habits covering the whole range of life's activities are formed only by years of growth and training. But we can fortify ourselves by constant watch and care to guard against mere impulsiveness and instinctive responses where grave results hang on the choices made.

The second rule is to ponder your problem. Since we do not have any direct control over the memories of our experiences and cannot bring them out at will any more than we can always think of the pat funny story when we need it, we should not only ascertain the precise difficulty we are facing but should give ourselves adequate time, if possible, to solve it. The man trying to get out of a burning house has little time to weigh his difficulty and give his mind a chance to use the problem as a hook to search out the happy thought or conjecture. But for most of our big problems, time is available—far more than we use well; for we naturally "hate to think". The whole inertia of our being tends to force us into "complacency" and routine procedure.

Our second thoughts are often best; our fourth and fifth thoughts may be still better. The first ideas of the scientists on the structure of the atom were far from the truth; and it has taken not only endless research, but generations of men, in widely separated lands, to find the facts. Study the history of our inventions and you will find that it took years, even generations to evolve a clock, harvester or typewriter.

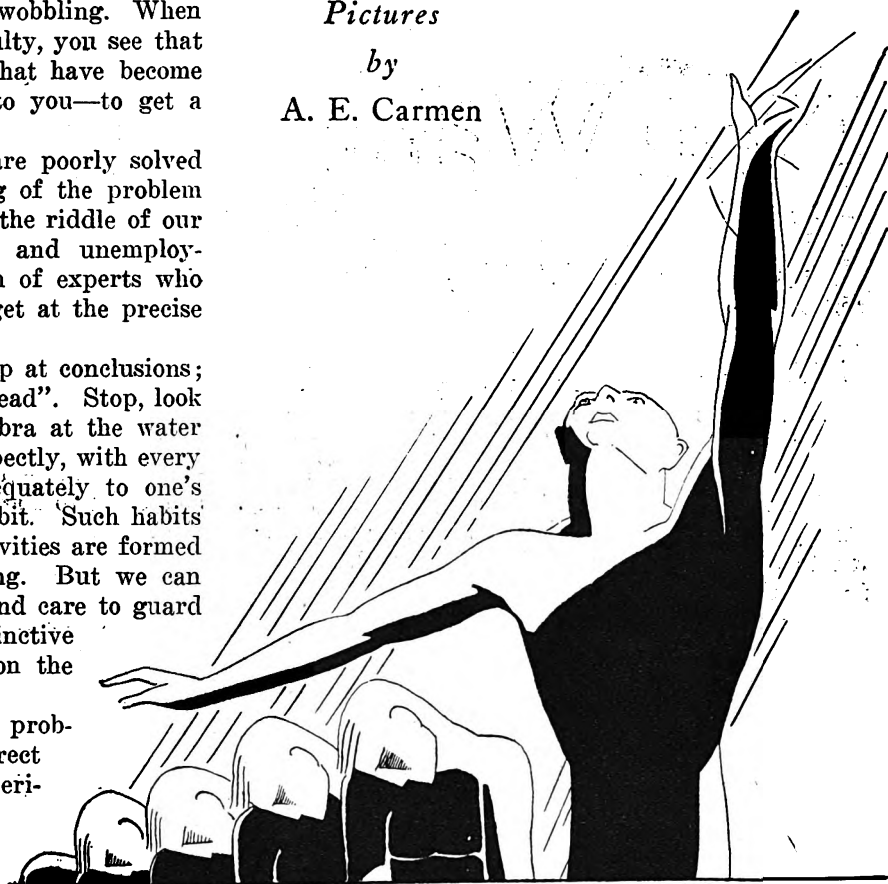
Some people have learned to postpone decision in order to sleep on the proposition: to give themselves a night for the mind to explore and bring forth its best for the solution of the riddle. Right here we find much hocus-pocus and many false beliefs and misjudgments. Watt could have said, for example, that it was "intuition" or "revelation" that gave him his lucky supposition for the improvement of the steam engine. The great Helmholtz said that he got some of his best ideas on a quiet day while out walking. But we need not take recourse to magic and the mysterious to learn the secret of why reflecting and rest are desirable and sometimes necessary to incubate the best ideas.

Watt said he was *thinking on the particular problem at the time*. Helmholtz was evidently doing the same. Sir Isaac Newton said that he discovered the law of

Pictures

by

A. E. Carmen



gravitation finally *by always thinking on the problem*. Just to keep the problem before one for hours or days tends to bring out, by association, the resources of the memory, or to find the person who will give a good suggestion. Rignano, in his *Psychology of Reasoning*, says that he got the secret of how and why reasoning developed in animal life in a sudden flash, "just when I least expected it"; but he explains the process rationally and disproves the belief in "unconscious reasoning". Certainly the elimination of hokum and false dependence on instinct and blind feeling of our pathway thru life is devoutly to be wished; and the mere help from rest, clearing out of toxins from the brain, and longer time in which to make associations is enough to lead us to take an active interest in using and controlling our minds.

Third Rule: Formulate your problem. Express it in precise terms, preferably in writing, especially if the problem is a big one. The definite formulation helps to define the issue and to make clear the difficulty and thus to prepare the tool by which to search the mind and the experience of others for ideas.

Fourth Rule: Make an active search for ways of solving your problem. Don't merely wait until they occur to you. Go out and capture them. Keep tussling with the difficulty. Wrestle with the monster as Jacob did with the angel, and persist like him until you receive a blessing—in the form of the "lucky idea". The lazy mind waits for a "hunch", "feels" its way and is sometimes very dogmatic and certain that the mere feeling of conviction and assurance warrants the validity of any vagrant notion that may at the time be entertained. But such ways of thinking when used for guiding a real ship in a fog (Continued on page 69)

to Marry Young?

her, of the years of happiness we might have had together if we'd been less 'sensible' about waiting for our ship to come in. As a matter of fact, it never did come in, and I've wondered sometimes if perhaps she'd have stood having Laurie better if she'd been twenty instead of thirty-odd when our baby was born.

"What do you think about it, Doc . . . do you believe in early marriages?"

"Well, I'll tell you. Not being a married man, myself, perhaps I'm not in a position to say, tho I've seen a good many families in the years I've been practicing. And speaking from a purely professional standpoint, I most certainly do. To begin with, when boys and girls reach the age of puberty, the sex instinct becomes exceedingly strong, reaching its height between the years of eighteen and twenty-five, depending upon the individual. I am speaking, of course, of inhabitants of temperate climates. In hot countries and in the tropics, full development comes several years earlier, as a rule. If this sex urge finds satisfaction and fulfilment in marriage, it has spent itself naturally. But, deprived of lawful fulfilment, it is apt to seek its outlet thru harmful channels. Early marriage prevents promiscuity and, what is even more serious (in that it may effect future generations), the risk of disease. It prevents possible perversion of the sex instinct—a condition more prevalent than normal people like to admit."

"But the sex instinct can be controlled," I put in, "and without harmful effect, either."

"It CAN; yes. The old-fashioned 'spooning' and the modern 'petting' are manifestations of a natural urge that in young people is well-nigh uncontrollable. The fact that the mating instinct is strongest during certain years is proof of nature's intent in the matter of marriage."

"How about India? Early marriage doesn't seem to have worked out so well there."

"You're bringing in a different condition there," countered the doctor. "When you and I speak of early marriage, we mean, usually, marriage made in the late teens or early twenties. Also, as the larger portion of our marriages is based upon mutual affinity, they are apt to work out well. In India, on the contrary, mar-

A PRIZE for YOU!

OF course what the wise parent will say about this question is that the daughter must, and should, and will do as she pleases. But, after all, perhaps parents have the right to express a preference—tho, as a rule, the less they say the better.

Sons and daughters can learn very little from their parents' experience; they can learn only from their own experience. But the wise daughter is willing to listen—and then make up her own mind.

PSYCHOLOGY offers two prizes, of \$25 each, for the best statements on either side of this question: Do you, or do you not, wish your daughter to marry young? State your preference—and your reasons for taking that side of the problem.

Limit your statement to 1,000 words.

Manuscripts must reach **PSYCHOLOGY** office on or before August 1, 1931.

Address, Contest Editor, **PSYCHOLOGY**, 101 West 31st Street, New York City.

riage more often than not is arranged between a full-grown man (sometimes even an old man) and a child who is often not over nine or ten years old and who has reached neither physical nor mental maturity. The result, of course, is disastrous. Frequently the child wives are injured beyond surgical repair. In many instances, they die.

"Often marriage occurs between men of heavy build and girls of fragile mold. This is particularly true in certain tribes where the men are characteristically large and the women tend to be small. The still soft bones of the pelvis are often crushed from their normal position, so that (if the girl survives the consummation of marriage) she has still to face childbirth under physical conditions

that make death and motherhood almost synonymous terms. No, you must not confuse early marriage in the United States with marriage in India.

"Among many tribes of savages, now, you've got a good example of what I mean by following natural laws. Your aboriginal has not been spoiled and circumscribed by civilization. He marries when the urge comes to him. His wife bears her children as nature sends them, and—civilized ideas to the contrary—these children are generally normal and exceedingly healthy at birth. The fact that there is a high rate of infant mortality is due not to any inherent weakness on the part of the newly-born child, but to ignorance in handling the child after birth.

"But to come back to our own country. Take childbirth. When a girl is eighteen or twenty, it's a lot easier than when she's thirty. The line of juncture between the two pelvic bones in front, known as the symphysis, is partly cartilaginous until about the age of twenty-eight, after which time it becomes a fairly firm, bony union. It is obvious that childbirth will be distinctly less difficult before this hardening process is complete."

"How about the glands and endocrine system? Do these things enter into consideration?"

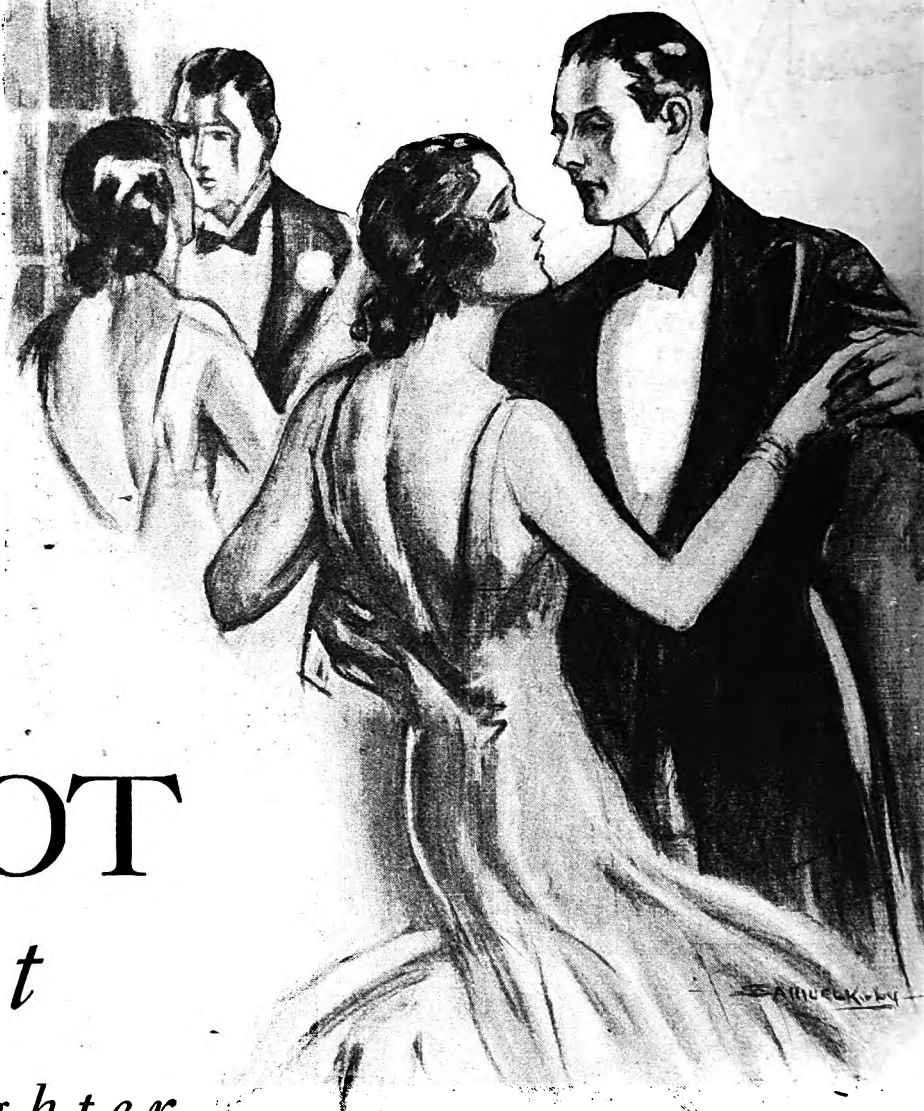
"To a certain extent, yes. As yet, much of our knowledge along these lines is based upon conjecture, and hence is largely speculative. Also the 'high tide' of the endocrine system varies (*Continued on page 61*)

Illustration

by

Samuel Kirby

In her "teens" a girl is getting her first taste of admiration from the opposite sex.



I *Do NOT* *want* *my Daughter*

to Marry Young Says Mrs. L. T. S. R.

I HAVE read the advance proof of Mr. Morton Connolly's article, "Why I Want My Daughter to Marry Young." I'm not a writer—maybe he is. I'm just one of the women who married young! And I'd like to present my side.

Mr. Connolly puts up a good argument. I'm not denying that. Theoretically, it's all right. But—things just don't work out that way.

I was sixteen when I married. At eighteen I was the mother of two babies. Before any man is qualified to speak on such a problem, he must heed the advice of the woman of Andros, "Then go bear children." It's a pretty thought—that young couples are better fitted for the "nervous wear and tear" of raising a family than older folk. It would be truth, if one could view the matter as a delightful picture—all children, playing together. But parenthood is not so simple.

The young couple is suddenly thrust into a position requiring courage, poise, responsibility and self-con-

trol, not to mention a capacity to earn enough money to support not only the two who can, we are led to believe, live as cheaply as one, but one, two, perhaps a whole brood of young ones. And no matter how eagerly and joyously they rise to their obligations, the burden is too great for young shoulders. They lack the calm spirit that bears and forbears. They are childish in their quick reactions, and apt to spoil the prospect of future happiness by a tendency to quarrel over trifles. Before they have had time to stretch their wings, they are tied down by responsibility. The babies come... and youth is gone. Young mothers, so near to being children themselves, have little patience with their own children. They are usually nervous and irritable as mothers—the slapping, shrieking maternity.

Under the most favorable conditions, adolescence is fraught with difficulties. There is the undeniable strain to the body—the nervous upheaval. Can any reasoning human being seriously propose that marriage



should be entered into during, or immediately after, this period? Surely there should be a few years in which to build up physical strength, and in which the nervous system may find normal

adjustment. It has been my observation that very young parents are the unstable ones, who caress one minute and whip the next, a serious state of affairs for both parents and children.

Mr. Connolly discounts the arguments against early marriage in India. Has he ever, I wonder, made himself familiar with conditions among Italians? In them he has as fine an example as one could wish of "natural marriage"—meaning youthful ones. Married in her early teens, the girl follows nature's laws and has her children as soon and in as rapid succession as fate decrees. At thirty she is an old woman. At forty, she looks sixty at least. Her girlish attractiveness gives place to the hopeless bedragglement that is the inevitable result of bearing children in too early youth and the assumption of burdens which are too great, both physically and psychologically.

The statement is made in Mr. Connolly's article that "when boys and girls reach the age of puberty, the sex instinct becomes exceedingly strong". I do not deny that perhaps that fact is proof of nature's intent in the matter of marriage. But we are not living according to nature. We are living according to the tenets of civilization, and in an age when women are something besides, I won't say "more than", bearers of children. Is not the very fact that the sex instinct IS strong a warning against marriage at that age, instead of for

it? With the sex-instinct predominant, all sight is lost of the other elements so necessary to a happy marriage. Are boys and girls in their teens capable of judging whether they have enough in common to warrant marriage under present-day conditions?

In prehistoric times, and among savages, even today, the following of nature's laws is practical because the woman is primarily and solely the bearer of children. The savage man is uneducated and inferior mentally. He expects nothing of his woman other than the purely animal function of sex fulfilment and care of her children. The woman of civilization is not merely a progenitor of the race. She must be a mental companion to her husband. If she hopes to keep him, she must remain youthfully attractive at least until the marriage relation has had time to solidify into something more permanent than the ephemeral attraction of early passion. What chance does she stand if she marries in extreme youth and finds herself tied down almost at once with a baby? Unless the young husband is made of sterner stuff and has more consideration than the average boy, he will leave her to her own devices and amuse himself as best he can away from her. Such a beginning is a bad augury for a permanent and happy marriage.

But why jump at the conclusion that the young couple will immediately have children? And doesn't the same thing hold good with later marriages? As to the first, it has been my observation that very young people more often have children almost immediately than older couples. To the second I answer that an older man, being more settled, is apt to share his wife's enforced seclusion voluntarily and because he craves the quiet of home life, where the youngster looks for adventure and excitement.

Early marriage probably does, to a certain extent, prevent promiscuity and wild oats. I give Mr. Connolly his possible advantage there. But I think I should rather that a daughter of mine would risk "a tragic misstep", (and I know just what that means, as you will later see), which, however, *may* be lived down, than to rush into marriage on the strength of early sex urge, and be obliged to make the best of it for the rest of her natural life. And I refuse to admit for consideration any answer to the effect that "there is always divorce". There are, undoubtedly, cases where divorce is the lesser of two evils—when it becomes an absolute necessity. But to enter into or to advocate early marriage with the idea that in case of failure one may resort to divorce is to blight all chance of conjugal happiness. Half measures and reservations doom whatever they touch.

There is nothing so crushing as having to live with someone who, after that "first fine frenzy", proves to be the very antithesis of oneself. And young people who find each other uncongenial or antagonistic have none of the clear judgment and patience of the more mature. Youth is proverbially intolerant. Why expect a fundamental trait to be less apparent in the married state than in the single?

Mr. Connolly is somewhat of a poet. He wants to see his daughter "stand with orange blossoms in her hair while she is still young (*Continued on page 65*)

Are Famous People HAPPY?

HAPPY people are hard to find, even tho we look for them among those who have everything upon which happiness seems to depend. Like the rest of us, most of those who have fame, and all the riches and luxuries that usually go with it, seem to catch only a fleeting taste of happiness—just enough to encourage them to continue its quest.

This question whether famous people are happy is worth attention because of the amazing amount of human effort put forth, inspired by people's feelings and beliefs about it. Men, goaded by their thoughts of fame and success, sometimes work day and night with all their powers until they become

so weak and emaciated that it is not only impossible for them to attain their goal, but even to make an ordinary living. Surely it is important for all of us, before we get too deep into this "mad race for success", to pro-

to William Allen White, who has long been famous for his books and other writings, he said in reply:

Dear Mr. Mickey:

I have your letter of the 18th and it recalls a pleasant time in my life when your father and I were esteemed contemporaries. I used to enjoy frolicking thru and over and among his whiskers, but I trust we parted friends.

You asked, Are famous people happy? I have precious little fame, but what I have has never had any relation whatever to my state of mind. I should say rather that infamous people are generally unhappy and that famous people are happy or unhappy according to their temperament.

Sincerely yours,
W. A. White.

Surely anyone who has watched with understanding eyes the criminal and immoral elements of our American life will agree with Mr. White that "infamous people are generally unhappy". Their lives are usually so full of hardships, and always so full of worries, that their chances at that elusive something we call happiness are simply nil.

With our penitentiaries overflowing, our courts "swamped", and



HAROLD LLOYD

cure some reliable information from those who know from experience whether or not the reward is worth the price.

Undoubtedly the multitudes who thirst for fame, but have never tasted it, will appreciate any such information. I have endeavored to obtain this from men whose

fame cannot be questioned and whose ability to see and portray life in its true hues is widely respected.

Most of the famous people to whom I have put this question seem to feel that being happy is an art with which fame has little to do, and that one's chances of being happy are not changed much by fame or lack of fame. For instance, when I wrote



ARTHUR BRISBANE

Keystone



Keystone

WILLIAM ALLEN WHITE



BERNARD MACFADDEN

our country in the thrall of a record-breaking depression brought on by overdone selfishness in the ranks of the high and low alike, certainly it is time to give greater consideration whether we shall continue to seek our happiness in the selfish ways that lead to infamy, disaster and misery,

Eight Eminent Americans Answer the Question *for*

D. Lewis Mickey

or in the unselfish ways that lead to happiness for all.
Harvey S. Firestone says that famous people as well
as the obscure need to learn
this:



Keystone
JANE ADDAMS

The famous
people who are
happy are
those who
have worked
hard and ac-
complished
something
worth while
for their fel-

low men. The happy
people in this world
are those who devote
their thought and
effort to the service
of others. There is
no joy in service of
self alone.

And who can
speak with more
authority on this
than Firestone, fa-
mous in his own
right, a crony of
Henry Ford and Thomas A. Edison and intimately
associated with many eminent persons.

The wise will seek their happiness in bringing happi-
ness to others, for not only do men like Mr. Firestone
believe that this is the best way, but any of us can look
about and see the proof in the lives of those we know,
famous, ordinary or infamous.

Another who maintains that fame is no help to hap-
piness is Jane Addams of Hull House.

I imagine that happiness depends upon temperament and
many other factors. I would think that fame had nothing
to do with it.

Her answer, coming at the twilight of a very famous
career, during which she gained recognition as one of
the foremost leaders of social settlement work in
America and served as president of the International
Congress of Women at Washington, should be con-
sidered as fairly authentic. It indicates that the man
or woman in an average position in life has an equal
opportunity to be happy with the one whose praises are
sung to the ends of the earth.



E. W. HOWE
Keystone



Keystone
HARVEY S. FIRESTONE

direct efforts to help humanity towards happiness,
we do not have any strictly scientific facts indicating
how human beings can and do attain happiness.

In the present state of our knowledge, education
not only fails to tell one how to be happy, but so
often are students made unhappy that we have
heard it intimated that it is impossible for a well-
educated man or woman to be happy. Whatever
truth there may be in this is a serious reflection
upon our educational system. This introduces the
unique answer of Arthur Brisbane to our title
question:

My dear Mr. Mickey:

Thanks for your letter. I do not know much about
famous people. I do not think anybody is really happy
outside of childhood and the idiot asylum.

We are put here to work, and work is not pleasant. But
if we don't work we are failures and that is not
pleasant.

Men who consider themselves famous of course have
feeble imaginations, do not amount to much, tho they may,
possibly, be happy.

Arthur Brisbane

When a man has edited no less than four great New
York City and Chicago newspapers and has become
one of the most widely read columnists in the world
and attained the fame of Brisbane, it would seem to me
that if he then failed to recognize the plain fact that
he was famous, that kind of blindness would indicate
a feeble imagination. Brisbane is fully qualified to
speak on this subject, yet I do not agree with him.

Every one of us is seeking happiness, either for our-
selves or for the world. If that be so, it is a sad



Acme

ARTHUR CAPPER

Note that word
"imagine" in Jane
Addams' reply. It
is well used. It is
a little realized fact
that about all any
of us can do in try-
ing to learn how to
be happy is to
"imagine". In all
the huge symposium
of facts collected by
science in its in-

commentary on human efficiency and competence if none but children and idiots succeed in achieving what all are striving for. Considering that all of us are making the greatest possible effort in that direction, if those who succeed are idiots, then what can we think of the intelligence of those who fail? As for work being necessarily unpleasant, thousands can reply from experience that it is not necessarily. We would venture that Brisbane, himself, in his younger days at least, got a "wallopingly pleasant kick" out of much editorial work that he did. If he no longer does, it is our guess that, after sixty-six years under intense nervous strain, his physical body no longer responds with the resilience of youth to the calls of his active mind.

I might feel presumptuous in disagreeing completely with so famed a columnist and writer as Brisbane but for the fact that there are innumerable men of wisdom who agree with me that it is possible for people of true intelligence to attain happiness. Let us ask another columnist who, like Brisbane, possesses the sagacity of age. I refer to E. W. Howe, "The Sage of Potato Hill", whom The Saturday Review of Literature has termed "Franklin's spiritual legatee". I sought him not only because he is famous and acquainted with hundreds of famous people, but because his fame has come to him directly as a result of his ability to answer such questions of human interest with sage and tart originality. Here is his answer:

All those who behave reasonably well have about the same chance at what we call happiness. Fame, riches, do not especially bring happiness, tho a famous and rich man has a better prospect of it than one notably unsuccessful and poor. There are no happy people; the best man can achieve is reasonable comfort and content, and this is achieved most frequently by those who behave best. As happy and successful people as I know have no great fortunes but enjoy the respect of their neighbors.

Here is hope for the man who is, or wants to be, famous. Mr. Howe's statement that the happiest people he knows, tho not necessarily famous, "enjoy" the respect of their neighbors is encouraging. Considering this and the other comments of the famous, it would seem that moderate success provides the most hopeful condition for happiness.

Senator Arthur Capper, owner of the many Capper publications and famous for his work in the Senate, sums up the whole matter for us:

Happiness does not seem to me to depend on fame or lack of fame. It depends rather on health, disposition and adjustment to life. A famous man is likely to be happy if his fame has come from something into which he has really put his heart. On the other hand, if he has become famous

simply thru a struggle to escape from himself, he is likely to remain just as unhappy as before, because one can't escape oneself. One simply has to learn to live with oneself and with other people if one is going to get a reasonable amount of pleasure out of life.

I have an idea that you would find more happiness among every-day people of moderate incomes than in any other group. The poor have too much of a struggle to get along and the rich and famous have often become such as a means of escape.

There is at least one among the famous who seems to have found happiness, either in spite of or because of his fame. When Harold Lloyd, the famous film comedian, was asked the question: "Are famous people happy?" he replied:

I can speak only for myself in this instance, and of course I do not want to appear egotistical in classifying myself as famous; but you put the question to me and I would say that I am extremely happy. Happiness is a state of mind and a state of surroundings. My surroundings, both at home and in my profession, are most pleasant. I keep myself in a happy frame of mind by refusing to carry over night any troubles of my own or any worries concerning my work, and by thinking only of what I can do to make the atmosphere surrounding my home life and in the studio more pleasant.

Harold Lloyd, I believe, is outstandingly successful in his application of practical psychology. While the professors of psychology in our universities might consider this film comedian not well-versed on the subject, Lloyd's knowledge is superior in that it is really the kind we need—the kind that works. For here is a man who knows how to be happy

and how to make others happy!

We cannot all build million dollar homes in which to live and go to other extremes, but perhaps we can learn from Harold Lloyd the road to travel if we would attain happiness. We can learn to drop our worries with the setting sun, to inject pleasantness into our environment purposefully, to laugh and help others laugh, to beware instinctively of the things that kill the happy, wholesome, laughing spirit. We can cultivate happiness in our homes and pleasure in our work, and endeavor to keep pleasant things foremost in our minds.

The words of Harold Lloyd are a ray of shining hope for all of us. He has found the way, has blazed the trail, and if we make an intelligent effort, it is possible for you and me to follow to the same goal. If we can know that happiness is within our reach and that we can have immense fun reaching for it, we will surely reach.

Some long-faced cynic is going to say there is nothing to it, because Harold Lloyd (Continued on page 72)

Little Life

By Steuart A. Reiss

WAKE! For the dawn is here
And the call in your heart is gay;
Wake! For the joy of living
Is yours today.

Live! For the time is fleeting
And each passion cries
Live! For all too soon
You close your eyes.

Sleep! For the night is heavy
And the stars are far away;
Sleep! For your silent soul
Must have its say!

Captain Peter

*The Story of a
Grandfather*

"Nine Times Removed"



By Ellen M. Turngren

BURLY Joe Kasinski, the pressman, flung up a fat, authoritative forefinger, and Ray Kiler pushed the lever that brought the rumbling press to a standstill.

"All right; you can wash up," commanded Joe, and lumbered off to the wash-room to make ready for the closing bell.

Ray slid meekly from his seat, and with the deftness of long practice lifted the heavy ink-rollers from their sockets. The bell rang as he slid the wiping-cloth over the last roller and darted for the wash-room. Others crowded in ahead of him, and Ray, for all his impatience, was the last one at the wash-bowl. With his mind entirely on a certain girl, who must by this time be waiting outside, he washed hastily, dashed down the stairs and out thru the door, without remembering to stop at the time-clock. Grayson, the sour-faced book-keeper, who was working overtime with one eye on his trial-balance sheets and the other on the noisy group that crowded past his door, came running after him.

"Hey, there, young feller," he shrilled, "you didn't ring out. What do you think that clock's for, anyhow?"

The boy flushed and went silently back to the clock. On the sidewalk the girl was waiting for him. She slid a sympathetic hand into his.

"Old grouch!" she murmured consolingly. "He always picks on you, doesn't he?"

"He knows he can; that's why."

The girl lifted his rough red hand and patted it. Edith worked in the office and kept her hands immaculate. She frowned at the griminess of his hastily-washed knuckles, and passed with quick concern to his nails, each with its base deeply ringed with black.

"Ink!" she exclaimed. "Ray, you aren't . . ."

He snatched his hand away and nodded miserably.

"Back on the press," he confirmed bitterly. "Just as I was learning how to handle the type, too. But

they're slack in the composing-room, and a fellow just quit on the presses, so they put me back."

Edith's soft brown eyes sharpened indignantly.

"Why didn't they put Steve Leonard back then?" she flamed. "He's only been here a year. You've been here two. Why don't they put him back?"

"Because they know darn well he won't go back. He'd quit if they tried it."

Ray's voice rang with arrogance on Steve Leonard's account.

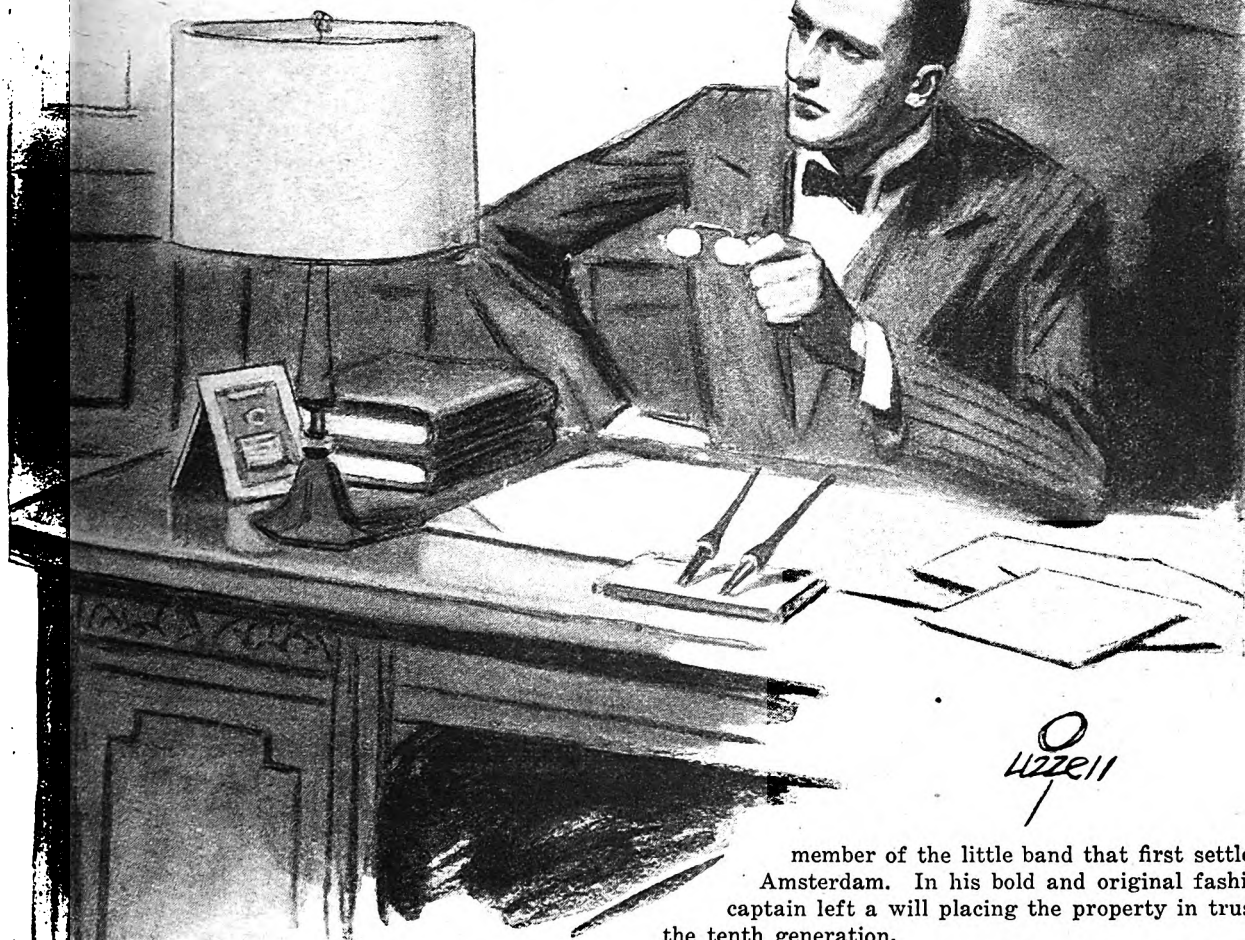
"Then why didn't you quit? O, Ray, why didn't you show them this once?"

"Well, I guess I didn't have the nerve," admitted Ray. "He might have taken me up on it, and I can't afford to lose my job. That's just what's the matter with me," he broke out. "I'm scared. I'm a coward. I'm afraid to talk back to even a little buttinski like Grayson because he might tattle and I might lose my job, and I'm afraid if I lose this job I'll never get another. And I'm afraid to let you know what a failure I am for fear you'll get discouraged and throw me over, when I ought to be man enough to ask you to give me up because I'm not worth waiting for. I'll never amount to anything, Edith. You can see that for yourself. I'm just like a fellow going up an icy hill—takes one step ahead and slides back two. What you ought to do is forget about me and marry Gately. He could at least support you."

Edith tilted his straw hat to peer into his gloomy face and giggled saucily.

"No . . . o!" she jeered. "He hasn't got any nerve. Tells me to go off and marry Gately, just as if he wasn't afraid I'd do it. If you'd never smiled at me, young man, I might; but since that first morning when you opened the door for me, I've been too dazzled to

home. He ran thru the assortment of letters on the square table in the gloomy hall and wrinkled his brows for a moment over the only one addressed to him. He opened it as he walked up the stairs, avoiding by force of habit the torn places in the carpet. His step grew slower as he read, and when he had finished he found himself at the end of the hall, two doors beyond his own. As he returned to his room and made a careful toilet, there was an absent half-smile in his eyes. The letter was in his pocket when he ate his usual hurried, taste-



member of the little band that first settled New Amsterdam. In his bold and original fashion, the captain left a will placing the property in trust until the tenth generation.

Of this tenth generation we believe, Mr. Kiler, that you are one, and in your own interest we ask that you furnish us what data you can to substantiate your claim. Kindly let us know at your earliest opportunity the full names, birthplace and date of birth of your parents, grandparents and all other ancestors concerning whom you have the slightest information. We confidently hope that this data, together with the information of which we are already possessed, will lead to your identification as one of the extremely fortunate heirs of this vast estate.

Awaiting your early reply, we remain

Respectfully yours,

Spaulding, Greer & Spaulding.

Per L. J. Spaulding.

less supper at the corner restaurant, and when, twenty minutes later, he reached the little flat that Edith shared with her mother and two brothers there was about him an excited air that aroused her curiosity.

"I got the craziest letter tonight," he began with studied carelessness, after he had taken the chair that Edith offered him and she had perched on its upholstered arm. "From New York. I don't know what to make of it. Look here!"

Determinedly casual, he spread the typewritten sheet for her perusal. She read:

Dear Sir:

Thru my connection with the firm of Spaulding, Greer & Spaulding, Attorneys, I have been led to believe that you are one of the heirs to the Van Kuyler estate of New York, of whose final settlement the above-named firm are in charge. This estate, comprising property holdings of enormous value located in the heart of Manhattan Island, was founded by Captain Peter Van Kuyler, an enterprising and fearless

"Ray!" breathed Edith, her soft brown eyes wide with excitement. "Just think if it should be true!"

"I suppose it's all bunk," said the boy, trying vainly to keep a note of eagerness out of his voice. "It sounds silly, doesn't it?"

"I don't see why it's silly. It'd be the most wonderful thing in the world, and why shouldn't it be so? Queer things happen every day." (Continued on page 66)

Is Your Business

By

Daniel H. Bonus, Ph.D.

WHEN ALL is said and done, the human nature element is the vital core of business success. Fortunes are won, not thru ample capital or clever advertising, but thru freedom of action and clarity of thought. Fortunes are lost because of personal idiosyncrasies which distort and exaggerate the contemplation of facts; habits that have developed from accidental impressions imbedded deeply in memory where they continue to color present-day actions with prejudice.

Business has devoted itself to extensive research in many fields, ever seeking new ways of reducing costs and increasing profits. We have experts in materials, production, economics, cost-accounting, salesmanship, manufacturing, industrial engineering, and in practically every phase of commercial endeavor, with but one exception. Business has as yet developed few experts equipped with a practical knowledge of human nature.

But in the every-day business world where personal contacts make or mar progress it is of fundamental importance to enlarge one's understanding of human nature. With some conception of the motives that control prejudice we may overcome prejudice. Unreasonable resistance to business propositions may be turned into voluntary cooperation if we but touch the springs that control the situation.

Our actions are not always reasonable. We do many queer things that surprise other people. Sometimes we are surprised at our own actions. We feel prejudice against certain types of people, certain colors, certain shapes, certain ideas. When it comes to giving reasonable explanations for these prejudices we find ourselves confused and the reasons offered are not sound reasons. We resort to superficial alibis or perhaps de-

fend our attitudes with the trite remark: "Well, I can't help it. That's the way I feel about it."

It is surprising that business men get along as well as they do. On every side one may observe peculiar actions that drive away more business than they attract. Employes seldom respect their employers. Stenographers laugh at them. Others detest them.

The atmosphere of the average office or store is decidedly negative, clearly reflecting a lack of harmonious cooperation. Punching the time clock starts eight hours of drudgery; eight hours of waiting for closing time. The men in charge of departments usually employ methods either of unfair domination or familiarity.

Domination brings the reaction of fear or hatred. Familiarity produces the impression of being a weakling. Both methods make for undesirable business conditions. Business needs people who are alert because they have something interesting to do, something that gives them pleasure as well as interest. To such a person time does not hang heavy on his hands.

It is rare to find a business house where a state of emotional equilibrium exists. Moderation, balanced outlook, logical thinking, respect, tolerance, seem to be shut out from the average commercial picture. Extremes are indulged in freely, from uncontrollable outbursts of rage to icy indifference and stubborn withdrawal from reality and reasonable requirements.

The business world is a madhouse with specimens of every known variety of abnormality. There is the paranoid type with delusions of persecution and suspicion of his associates. There is the manic-depressive type who becomes violent over some trivial occurrence and then retires into a state of brooding and refusal to cooperate. There is the dementia-præcox type who is anti-social.

reticent, self-conscious, disturbed over trifles, hypersensitive, his attention centered upon his own sensations.

Are these people insane? Of course not! They possess the ability to readjust themselves to reality. They indulge in abnormal behavior temporarily, but, while thus saving themselves from permanent damage, they nevertheless produce a damaging effect upon themselves, their associates and their business. There is a distinct loss of profit as well as loss of respect and cooperation. It is little wonder that such unnatural conditions wear out the patience of business workers

Profits from Psychology

THE business world is a madhouse, with specimens of every known variety of abnormality. It is rare to find a business house where a state of emotional equilibrium exists. This is a distinct loss of profit, as well as loss of respect and cooperation.

The human nature element is the vital core of business success.

Business men are often the victims of habit in the disguise of what they call "system." This is a mild form of monomania, characterized by what is known as a "fixed idea."

Employes will be appraised according to their emotional fitness for their jobs; employers will seek expert advice in all humility to fit themselves for their jobs.

Psychology, as applied by carefully trained experts, is the reliable instrument for this purpose.

—Dr. Bonus.

N E R V O U S ?

so that they long for the peace and quiet of retirement.

Briefly, this is the real problem in business. It is a field of research that will save the business "tottering on the rocks" and stimulate the business "in a rut". Personalities are involved. A delicate subject, perhaps, but one that demands attention.

The solution exists. It has been applied for many years in the field of nervous disturbances. Business has not taken advantage of it because people feel that they have no right to pry into the minds of others. The business man feels that he would not allow anyone to pry into his mind. He considers this private property, "no trespassing allowed".

Yet, the privacy of the human mind must be invaded with helpful intent if we are to eliminate the devastating effects of many faults. The time is coming when profits will be considered in direct relationship to personal attributes. Employees will be appraised according to their emotional fitness for their jobs. Employers will seek expert advice in all humility to fit themselves for their jobs. Personal faults must be corrected to give business a fair opportunity for growth. Business is conducted by individuals; therefore individuals must be fit for business.

Psycho-analysis, as applied by carefully trained experts, is the reliable instrument for this purpose. It may be understood as a method whereby a present peculiarity or fault is traced back to a former erroneous impression. Correcting the original impression corrects the present fault. What we do now is but an automatic repetition of what has happened to us in the past. And by reconsidering our past experiences we have the opportunity to apply mature common sense to distorted beliefs, superstitions and prejudices about other people as well as ourselves. Forgotten influences are recalled and their connection with present faults revealed.

Take the common example of a man who dominates and humiliates his employees. A business man flies into a rage because his office-boy is a few minutes late. He fumes and sputters without even asking the boy why he was detained. The man feels abused, neglected and persecuted by the office-boy. Mind you, all this before making any inquiry as to the circumstances involved.



Photograph by Bachrach

DR. BONUS

Suggestions
for
Getting at
the Roots of
Emotional
Disorders
that Hinder
Good Work

He is positive that the boy is taking advantage of him.

Turn back the pages of this man's personal history. What do we find? Almost the same situation, except that now he is the office-boy, mistrusted, berated and humiliated by his employer. No matter what he did to please his "boss", he brought down upon himself a series of sarcastic allusions and accusations of impertinence and ulterior motives. And the boy thought: "If I ever get to be a boss I'll get even for all this. Oh, to get to the point where I can be my own boss."

The years pass. These feelings of abuse feed his ambition and he struggles for independence. At last he has arrived. He employs an office-boy of his own. Does he recall his own past experiences so as to be tolerant of the boy? Not at all! He does not allow himself to think of the old, painful feelings. He keeps these buried where they continue to operate automatically in response to the old desire. "If I ever get to be a boss I'll get even for all this." Revenge for past hurts is the motive, without any realization of the fact. He hurts the boy because he was once hurt. Logic plays no part in it. His actions are abnormal because unreasonable—as much so as the lunatic with his delusions of persecution, blaming innocent people for his troubles.

(Continued on page 70)

Are You *Wearing* Yourself *Out*?

HAVE you ever had the experience of being all fagged out at the end of a day in which little or nothing was accomplished? If so, it is probably because you have not yet learned the value and practical application of relaxation.

We Americans are notorious for our inability to relax. We are constantly going somewhere. It does not seem to make much difference *where*, so long as we are *going*. Hence it is not surprising that we have more accidents and wear ourselves out earlier than our leisurely European cousins.

Most people fail to recognize that relaxation is an aid to greater achievement. I am not referring to the type of "relaxation" in which Andrew Brown indulges to the discomfiture of Brother Crawford; but rather to the intervals between effort which great men like Napoleon Bonaparte and Thomas Edison have utilized to build up potential energy for the supreme moment.

Before some of his famous victories, Napoleon was seen sitting on his horse . . . dozing! It is said that Edison kept a couch in his private office on which to recline when he felt so disposed. But once Napoleon rode into battle, or Edison conceived an electrical discovery, all the energy of a great mind was unleashed.

There is not one of us who cannot achieve greater efficiency in business or household duties, and still be less fatigued at the end of each day's work, by practi-

cal application of the lessons of relaxation. Most people waste energy while they work. Observe an inexperienced stenographer while she takes dictation or handles her typewriter. Her muscles are tense; her movements, quick and jerky. All of this muscular tension produces fatigue, which is unnecessary if one will learn a smooth method of operation.

A skilful golfer does not reach the eighteenth hole exhausted after a futile afternoon spent in digging up the turf. Every swing he makes is accompanied by muscular relaxation, without which there can be no perfect form. This makes his drive more accurate and at the same time less fatiguing.

No matter what your work or play, you can apply the principle of muscular relaxation to advantage. If you are doing office work, be sure you are comfortably seated. Relax every muscle that does not enter directly into your typewriting or whatever you happen to be doing. Often have I seen stenographers straining their muscles as if to hold themselves on their chairs. Naturally, at the end of the day they become tired out from this fruitless exertion.

The brain is most active when the body is at rest. It is well known that authors conceive their best plots



By

Frederic Damrau, M.D.

when lying or sitting in a position of utter relaxation. Personally, when a good idea seizes me, I flop into an easy chair and allow my arms and legs to drop as if they were completely paralyzed. I have on several occasions tried dictating from a couch, but the temptation is too great. Invariably I fall asleep in the middle of a sentence.

But whatever method is applied, the underlying principle is the same: unnecessary muscle tension tires you out.

I am a great believer in the teaching that every working day should be interrupted by intervals of complete relaxation.

But how to acquire the habit of relaxation, even when we take the time, few of us who live in large cities seem to understand. You cannot at will make your mind a blank, as if you were turning off an electric switch; nor can you keep the little muscles about your face from twitching whenever an unpleasant thought or one suggesting work comes to mind. Yet all of these things tire you and deprive you of the benefits of relaxation. And relax you must if you wish to live long.

My best lesson in obtaining relaxation while awake came from a Vermont farmer whom I consulted as to the shortest route to Montreal. He invited me to sit down on his porch and proceeded to puff his pipe with great regularity, as if getting up steam for the proper answer. I plied him with questions, but his only reply was puff, puff, puff, as he gazed placidly before him.

At the end of fully ten minutes, he took the pipe out of his mouth, turned around and announced with oracular wisdom, "I don't think that thar mosquiter'll ever crawl thru this screen!"

I did not learn how to get to Montreal, but I did discover one of the secrets of relaxation.

When you find the pressure of work or worry bearing heavily upon you, take a few minutes' rest in the manner of the Vermont farmer. Relax body and mind alike. Loll in your chair, gaze vacantly out of the window and fix your attention entirely on some outside occurrence of no consequence. Study the clouds, count the birds returning from their winter homes or admire the virgin green leaves of early springtime. It makes no difference what captures your fancy, so long as it is inconsequential and takes your mind off your present trials and tribulations.

After ten minutes of this relaxation, you will return to your work with renewed energy and improved efficiency.

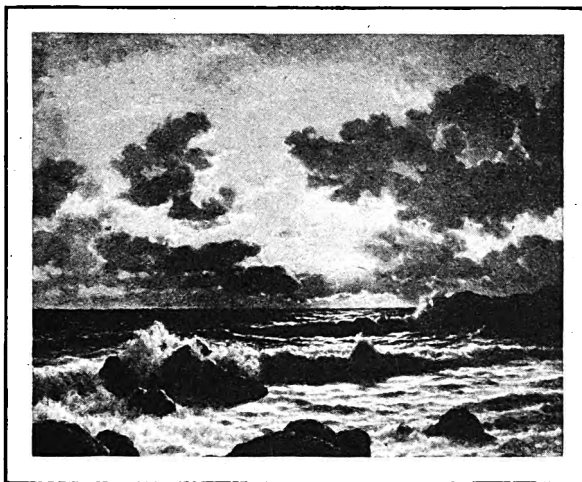
A similar type of diversion was resorted to by the

British officers featured in *Journey's End*. To break the monotony and terror of constant bombardment, they wagered on the result of a race between cockroaches swimming in a canteen of whisky. Its very triviality helped them gather courage to face the hopeless future in the trenches.

Another valuable lesson in relaxation I learned from an automobile mechanic. He was doing a delicate job on the motor of my car, and his expurgated description characterized it as the most loathsome piece of machinery ever contrived by man. Repeatedly a small gadget that looked rather cute to me but seemed to arouse his extreme displeasure slipped from his fingers. After the sixth mishap, he leaped up like a tiger, bellowed out a mighty oath and kicked a small boy on roller skates who happened to be watching

clear outside of the workshop. Then his good nature and efficiency returned, and in a short time the six cylinders were humming in perfect rhythm.

Pent-up emotions are one of the great causes of fatigue. The unpleasant feeling aroused by an unjust remark from one's employer, or more particularly from the good wife or the not-so-good husband, may make one fagged out for the



rest of the day. If one could follow the mechanic's method and slap the offender on the face and perhaps duck his head under cold water, meantime presenting him with a free character analysis, it would relieve that terrible "repression" about which the Freudian school makes so much fuss.

But there are simpler measures for giving vent to pent-up emotions, and they afford just as much satisfaction. When the American Whigs in 1775 were displeased with George III, they made a likeness out of him in rags, paraded the figure thru the streets as a mark for all manner of abuse and proceeded to burn the unpopular monarch in effigy. Then the crowd dispersed and went home as happy and contented as if it had actually smelled the tyrant's scorching flesh and seen him writhe in agony.

So when somebody aggrieves us to the point when we can no longer bear it, let us burn him in effigy. It will relieve our feelings without doing any harm. If your employer becomes crabby about your work, give him an open smile but box his ears—in effigy.

Few people realize to what an extent annoyances, bickering and unpleasant contacts fatigue and wear us out. Constantly repeated, the emotions caused by these apparently insignificant trifles may be harmful to health. They raise blood-pressure and may contribute to hardening of the arteries and premature old age.

Hence my best advice to those who wish to enjoy the benefits of relaxation is, don't let annoyances annoy you.

Have you ever realized that a single fit of temper, a single outburst of uncontrolled emotion, may cost one his life? This is particularly true of persons with hardened arteries in the brain or with angina pectoris, who must be exceedingly careful not to become angry under any circumstances.

Anybody predisposed to high blood-pressure or angina pectoris should learn a valuable lesson from the catastrophe that overtook John Hunter, a famous English physician of the Eighteenth Century. Hunter had both angina pectoris and an irascible temper, a most unfortunate combination. As he himself put it, "My life is in the hands of any rascal who chooses to annoy and tease me."

And so it happened. In a public discussion one of his professional colleagues had the temerity to contradict him. In the outburst of anger that followed, Hunter was seized with an attack and carried out of the room . . . dead.

How is it that emotions, which many of us have thought are mere psychological phenomena, can have such a deleterious effect upon the body?

There are two little glands, called the suprarenal capsules, seated like a cocked hat on the top of either kidney. Their function is to form an internal secretion—epinephrin—which pours into the bloodstream and has an immediate effect upon the whole body.

The transformation brought about by the secretion of this epinephrin is almost like that of Mr. Hyde from Dr. Jekyll. The ordinarily gentle man is electrified into action. He is ready to quarrel, to strike or to kill. The angrier he becomes, the more his emotions produce an increased flow of epinephrin into the blood—to fulfil the purpose of his anger.

Epinephrin is an emergency glandular secretion. Nature planned it for fight or flight. It strengthens the heart, raises the blood-pressure, tenses the muscles and mobilizes sugar as a ready source of energy. When the suprarenal capsules pour their juice into the blood, you can put up a better fight against your enemy or you can run faster away from him.

But after this emergency, you become exhausted.

That is the price you must pay for use of an apparatus with which nature has equipped your body for the dire occasions when your life may depend upon your ability to fight or run.

If you become angry with somebody whom you cannot knock down, or from whom you cannot run away, your emotion is aroused to no purpose. Fulfilment of the feeling aroused by it is frustrated, leading to the evil of "repression". Nevertheless the epinephrin is poured into your bloodstream, tensing you for the fight or flight that never comes off. And it has been proved that these repeated discharges of epinephrin are deleterious to the body, particularly when the physical outlet for the tension they arouse is held back.

Is it possible to disregard the rebuffs to which all of us are subject every day, so that we shall not suffer the ill effects of the emotion they arouse? I think it is very simple. My work has brought me in contact with many insane patients. Hence I have often been called by them an idiot, a crook, a murderer or something equally ignoble. Naturally these remarks are ignored and do not annoy me because they come from irresponsible persons.

If truth were known, many of the people at large who ruthlessly hurt your feelings are only 50 per cent or less responsible. Why should you work yourself up and suffer physical harm because some taxicab driver with the intelligence of an eight-year child delivers an obscene oration after crushing your mud-guards?

Always consider the source of an insult. If no real damage is done, dismiss it contemptuously. If you are made

to suffer unfairly, consult your attorney. But under no circumstances become angry. Life is too short.

No relaxation is possible without control of one's emotions. Leaving aside hard physical labor, the annoyances and tension associated with one's daily activities generally cause more fatigue than the actual work itself.

To gain power, efficiency and beauty thru the medium of relaxation, be careful not to be annoyed by trifles, cultivate complete muscular relaxation and spend a few rest periods every day at idle diversion.

The Song of an Optimist

By Percy B. Prior

BECAUSE it rains when we wish it wouldn't,
Because men do what they ofttime shouldn't,
Because stocks fail and plans go wrong—
Some of us grumble all day long.
But somehow in spite of the care and doubt,
It seems at the last that things work out.

Because we lose where we hoped to gain,
Because we suffer a little pain,
Because we must work when we'd like to play—
Some of us whimper along life's way.
But, somehow, as day always follows the night,
Most of our troubles work out all right.

Because we cannot forever smile,
Because we must trudge in the dust awhile,
Because we think that the way is long—
Some of us whimper that life's all wrong.
But somehow we live and our sky grows bright,
And everything seems to work out all right.

So bend to your troubles and meet your care,
For the clouds must break and the sky grow fair.
Let the rain come down—and it must and will—
But keep on working and hoping still,
For in spite of the grumblers who stand about,
Somehow, it seems, all things work out.

Shall I Change my JOB?

Chester Milton

Sanborn

Discusses the

Problem

of the "Misfit"

in an Interview with

Mary Pepper



asked themselves. "Is there another career for me, easier, more congenial, one which would carry me straight to success? Am I one of the nine-tenths?"

Chester Milton Sanford, who has directed vocational guidance programs in schools, industries, clubs—even in prisons, has endeavored to answer these questions. The Adlerian theory is as familiar to him as the rule of three. He keeps abreast of statistical information which translates human problems into formidable ratios and probabilities. But it is directly from human sources that he has drawn most

"A SQUARE peg in a round hole!" The phrase is old, but only in recent years has its full significance been realized.

As the new psychologists delved into one after another phase of human nature, discovering new facts and re-interpreting old ones, many taken-for-granted things became living problems—and capable of solution. It was Adler, with his emphasis on the will-to-power, who taught us that unless a man can achieve, and have a sense of achievement, he is unhappy; he is not the normal, rounded man—and he is cheating society of his highest contribution.

And so in this age of psychological awakening, greater emphasis has been placed than ever before on the task of fitting men and jobs to each other. Industry and business employ personnel workers to avert and solve the tragedy of the misfit. Public schools, universities, trade and professional schools, give tests to discover the aptitudes of the boy and girl. And yet...

In a statement which received wide publicity, Roger Babson declared that nine out of ten workers in America are misfits in their jobs. A few men who deal with employment problems took issue with this sweeping charge. It became the subject of comment by college professors, editorial writers and economists.

But its chief effect was on workers in all walks of life—the clerk at his desk, the laborer at his lathe, the lawyer, the banker, the salesman. "Am I spending eight hours a day and vast amounts of physical and mental energy at work I am not suited to do?" they

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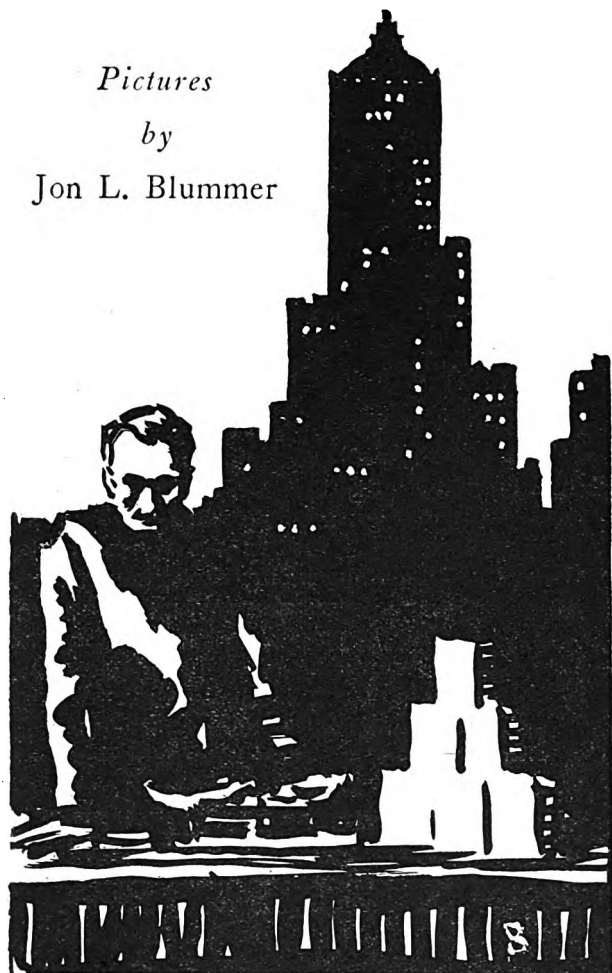
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Pictures

by

Jon L. Blummer



to work.' Henry accepted his parents' philosophy on this point very readily. An easy job was what he wanted and expected as he embarked on his life career, an attitude equally disastrous to Henry's happiness and his hope of success.

"He was the victim of a malignant superiority complex. The contrast between the atmosphere of the campus and that of a busy office struck him as a complete and disarming surprise. The fact is that in turning him out minus a capacity for hard work, the supposedly civilizing process of education had really been retrogression for Henry. I copied and gave him a quotation which, if he really assimilated, was equal to a post-graduate course at his university. It read:

"The child and the savage tire quickly of work. Work requires as much courage and grit as war, and is less prompted by instinct than war. Not to flinch before difficult tasks, even when there is good reason for doing so, to order time and things and errant impulses, is a power which society has to impart to its youthful members by example and training, a process in which it is necessary to enlist the resolute cooperation of those who are in the process of their education. For lack of this acquired power, we have an army of slovens, paupers, ne'er-do-wells, tramps, criminals, sons of rich fathers and gifted failures.'

"Henry needs not so much to change his job as to change his philosophy of life. He needs to know, for the sake of his future, that only hard jobs lead to better—and usually harder—ones. For his own happiness, he needs to experience the keen satisfaction of hard

work well done, the sense of well-being which it brings to the mind, to every phase of personality, just as muscles gain a sense of power and a happy fatigue on the football field. Until he admits these important truths into his scheme of things, 'another job' would prove to be only 'another job'.

"Joe gave as his reason for wanting to change jobs the fact that he was not succeeding at the one he had. 'I have not received a promotion in ten years,' he said, 'altho I am conscientious about my work and have hardly missed a day from my desk. Doesn't that prove that I am a misfit?'

"At first I was inclined to regard this as a reasonable question. But as Joe talked on I caught a familiar gleam in his eye—the dolorous look of the addict to self-pity. I saw that he often recited to himself his unrewarded virtues—his faithfulness, his honesty, his promptness. And as he dwelt thus on his situation year after year, confiding perhaps in a sympathetic mother or friend, he developed negative qualities, a wistful, injured air. It is the most natural thing in the world for Joe to fasten the blame for his unsucccess on his ten-year-old job. But for him to take his defeatist viewpoint, his lugubrious air, into another office, another vocation, would simply repeat the same pattern as inevitably as shadows are cast by solid objects.

"What Joe needs is to deal with self-pity as Jesus did when sympathetic Peter said to him, 'Be it far from thee, Lord,' and exclaim: 'Get thee behind me, Satan.' He needs to read books and magazines that will put iron into his mental and emotional blood. He should study the biographies of great men, the theme of which is almost invariably hardship and struggle. He should seek people who stimulate him, not those who enervate with their too-ready approbation; cultivate interests and amusements which strengthen him physically and mentally; deliberately and consistently substitute action for introspection in every phase of his life. If I could select the companions and the reading material for myriads of vocational misfits, I could lift them to the level where they would be satisfied with their jobs.

"Arthur, born and reared on a farm, told me a moving story of his bitter discontent as he toiled in the fields or fed the livestock. He was never meant to be a farmer, he declared. When I asked him what he wanted to be, he said, 'I haven't the slightest idea. I only know that I don't like farming.' Here he illustrates perhaps the surest test of the misfit. His attitude is all negative—and in this, as in most other matters, only a positive idea has value.

"As he works with the soil, he is obsessed by no vision of other achievement—of building beauty in stone or directing groups of men or wielding a scalpel. So the chances are that his brightest hope lies in re-making himself rather than his environment, of adjusting himself to life and the work that lies at hand. This adjustment is a fascinating task in itself and one which yields enormous dividends in satisfaction and happiness.

"In contrast with Arthur is a man with whom I talked fifteen years ago. At that time he was a successful superintendent of schools in an Illinois town. He said little about his discontent with his job, but he talked passionately about his leaning toward the pro-

profession of law. Thru years of teaching he had dreamed constantly of being a lawyer, tho it seemed impossible. He had visited court rooms, talked with lawyers, whenever he had a chance. It was no surprise to me to learn recently that he is now one of the most prominent lawyers in a Middle Western city. This man was amply justified in throwing away his years of experience and his considerable success as a teacher and going to law school because he had a clear-cut, well-defined conception of what he wanted to do. His was discontent with vision.

"I could continue to cite instances of the widest variety from my own experience. The case of a successful dentist is important because it too illustrates a fallacy common among those who think themselves 'square pegs'. He insisted to me that he must give up his profession, that his work filled him with a daily nervous dread and that he could not sleep because of his distraught attitude toward it.

"I found that his office was beautiful and his equipment modern and painstakingly kept. From his books I learned that he had a large, lucrative practice. He seemed the only person in the community who thought he was a misfit. I discovered the reason for his frayed nerves and his restlessness when I met his wife.

"She was the prototype of the nagging woman, selfish and uncouth. She objected so stridently to his playing golf or seeking any outside relaxation that he worked night and day in order to be away from home and at the same time keep peace. Small wonder that this method of working made him hate dentistry.

"Unfortunate home conditions undermine a man's attitude toward his work, toward the whole world. Some industries, employing large groups of men, investigate the worker's home conditions when he begins to slip in his work. A domestic quarrel, they claim, may directly affect the number of holes the worker can punch in a minute, the number of revolutions his lathe can make. How much truer this is when the work requires mental initiative or the handling of delicate human problems.

"But personnel experts, along with other thinking people, when wondering why a man's efficiency is waning, look first of all to his physical health. Many a man who pities himself as a vocational misfit is instead the victim of neurasthenia or an incipient disease of some sort. Proper food and exercise, careful attention to the building and maintaining of a sound and vigorous body, would not cure all the vocational ills, but they would cure many of them. The germs of discontent, like the germs of tuberculosis, find it hard to thrive in a body attuned to the joy of zestful living. And life in a Utopia would be drab for the man who is physically unfit."

And so, evolved from the varied experience of this expert on the problems of men and work, we have a sort of test to be self-applied by every man who believes he is a misfit. Are you physically adequate and strong? Are your domestic affairs such as to leave your mind and nerves free for work? Is your discontent purposeful or aimless? Are you addicted to self-pity as a mental habit? Are you trying to evade work altogether or earnestly looking for that suited to you?

It is disastrous to worry unduly about being a misfit, Dr. Sanford believes. Worst of all—and unreasonable

too—is to let this feeling give rise to a sense of inferiority.

"Of the myriads who believe themselves miscast vocationally, many, perhaps most, are persons of unusual ability," he says. "One of the commonest types of these people is what psychologists call the 'general superior' in intelligence and capability.

"It is often possible to spot these in high schools where vocational guidance programs are being carried out. They constitute the most difficult of our problems. They are frequently valedictorians. The boy, for example, who edits the school paper, plays on the football team, sings in the glee club and works afternoons in the chemistry laboratory, presents a hard problem from a vocational standpoint. It is safe to predict that should he take up journalism as a career he will cast many a backward glance at science or music. Ten years later, unless he masters early the power of concentration and a fine sense of balance, he goes to swell the legion who label themselves misfit. His classmate who starred in mathematics and was indifferent or inferior in every other subject is now a successful accountant. The girl who could never master the rudiments of science but who wrote brilliant English themes is probably an able newspaper woman.

"One of the most notable examples of this superior type of misfit was the father of the late President Harding. I had occasion to visit him years ago and arrived just as the old (Continued on page 71)



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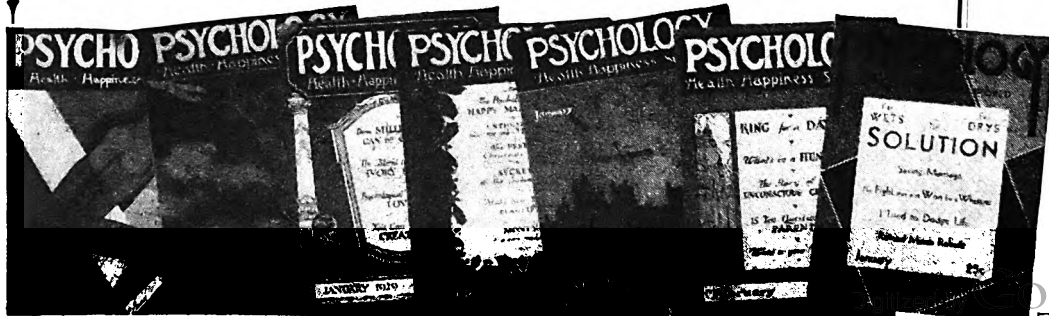
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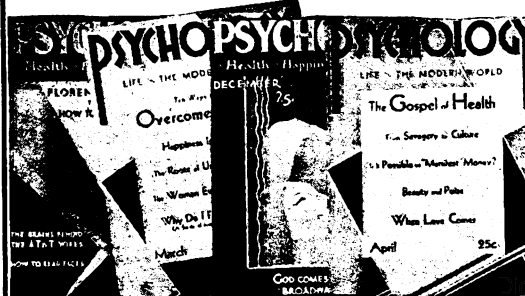
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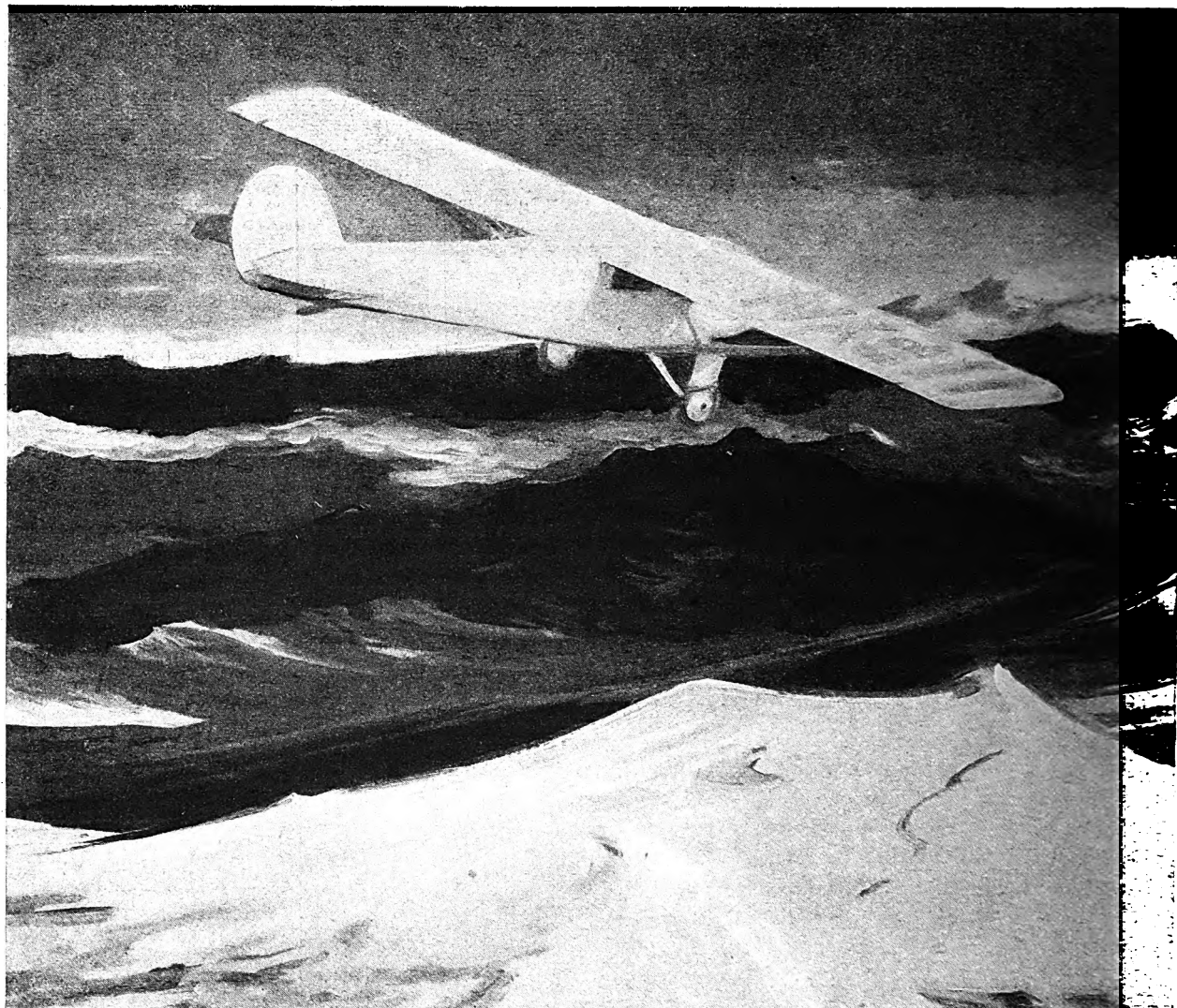
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The winning spirit enables you to see possibilities for achievement

Ten Simple Rules

"I CANNOT tell exactly when I shall take the town (Vicksburg)," said General Grant, "but I mean to stay here until I do, if it takes all summer."

"For twenty years I tried to get into one magazine," said James Whitcomb Riley. "Back came my manuscripts. *I kept on*. In the twentieth year that magazine accepted one of my articles."

"It took me fifteen years to get a mine," said Cecil Rhodes, "but I got it."

General Joffre wired, "My right has been rolled up, my left has been driven back, my center has been shattered. I have ordered an advance from all directions."

Samuel F. B. Morse sat in the Senate gallery at Washington on the evening of March 3rd, 1843, witnessing the end of a struggle for a bill giving him opportunity to experiment with long distance telegraph. He had about one dollar in his pocket. He had come to the end of his rope. Friendly senators informed him about midnight that it could not pass. Yet in a letter he wrote: "Painful as was the prospect of

renewed disappointment, you, my dear sir, will understand me when I say that, knowing from my experience whence my help must come in any difficulty, I soon disposed of my cares and slept as quietly as a child." He finally won immortality thru his achievement.

To win, you must have the winning spirit. That is often the difference between success and failure. The winning spirit determines the attitude of your life, enables you to see possibilities for achievement and makes you a man of destiny on the way toward success.

The winning spirit creates a favorable environment. It permeates your endeavors with a conquering spirit. Whether you believe in "luck", "pluck" or "muck" it is the winning spirit that knows opportunity, adapts one to circumstances, endures thru difficulties and patiently presses on toward success.

First: *Have faith in yourself*. It will arouse self-confidence, inspire self-respect and advertise your winning spirit. Doubting your ability, distrusting your judgment and depending on others will rob you of initiative, originality and leadership. Individuals



and makes you a man of destiny.

for SUCCESS

who succeed believe in themselves, in their mission and in their winning spirit.

Orison Swett Marden said, "If I could give but three words of advice on the subject of success they would be: *'Believe in yourself'*—not with a milk-and-water faith, but with a belief which knows no discouragement, a confidence which cannot be shaken." Theodore Roosevelt said, "At one period I began to believe I had a future before me, and that it behooved me to be very far-sighted and scan each action carefully with a view to its possible effect on that future."

The person with the winning spirit believes in his own capacity, his own power, his own intelligence. Indecision and fear rob the soul of vision and courage. You must believe you are captain of your soul, master of your fate, creator of your way to success.

Second: *Have confidence in what you are doing.* Faith in your work will inspire you with optimism for the future, give stability to your endeavors, furnish power to conquer difficulties, create poise in your personality. The right job arouses your utmost en-

By

W. A. Mansur

Picture by

Fred Reinert

thusiasm, commands your fullest resources, gives your ability its greatest possibilities, puts into action your whole personality.

"The right job," says Dr. Louis A. Bisch, "gives you mental, moral and spiritual gratification that is unmistakable. You will find that it harmonizes with your ambition, that you see yourself—perhaps slowly but surely—reaching the goal you have set for yourself."

Many of the world's greatest men began doing things quite different from the work in which they found fame. Ben Jonson began as a bricklayer and ended as a poet. Richard Arkwright began as a barber and finished as a great inventor. Turner began as a barber and won renown as a painter.

Third: *Get the habit of hard work.* Success depends often on the steadfast refusal to be discouraged. Achievement demands thoroughgoing devotion to the cause.

Progress requires perseverance to overwhelm distraction and overthrow failure. Success means the insistent, persistent and consistent habit of application to one's task.

Calvin Coolidge once said, "Surprisingly few men are lacking in capacity, but they fail because they are lacking in application. Either they never learn how to work, or, having learned, they are too indolent to apply themselves with the seriousness and the attention that are necessary to solve important problems. Any reward that is worth having comes only to the industrious. The success which is made in any walk of life is measured almost exactly by the amount of hard work that is put into it."

The great of earth have been steady plodders, devoted workers, optimistic believers. If you have not painstaking capacity, you cannot succeed, for the seed of success is not in you.

Fourth: *Deal with people as you find them.* And you will be able to get along with them. Success depends largely on your ability (Continued on page 62)

A Little Woman *and* **A Big Gold Mine**

DOWN IN the state famed for tar, pitch and turpentine lives a woman whose means of livelihood is the man's job of gold-mining. Not a visionary prospector, but an honest-to-goodness gold miner, whose steady "take-ups" have brought years of peace and plenty to the owner and operator.

The story of May Mills as a North Carolina gold-miner dates back to her great-grandfather, the pioneer gold operator of the state. This great-grandfather, a wandering Connecticut Yankee, on a late afternoon in October, 1828, by the accident of "swatting" a rude North Carolina yellow-jacket from the back of his neck, is said to have become the first discoverer of gold in the United States.

The Yankee and the yellow-jacket met in a mountain cobbler's yard in the western part of North Carolina, near Asheville. The man had recently landed in Charleston, returning from South America, where he had been unsuccessfully prospecting for gold. On his way home to Connecticut he stopped to ask a night's lodging of the cobbler.

In slapping the yellow-jacket, Joe Martin struck his hand against the wall of the mud-daubed cabin with force enough to cut it. Examining his wounded hand as he brushed off the dirt, he stopped dead still, forgetting his wounds and bruises. Clinging to his hand was the same sort of dirt from which he had

been extracting gold in the old kingdom of Olanchó in eastern Nicaragua. Investigation disclosed the fact that the cabin was daubed with this gold-bearing mud. The sun was just sending its farewell rays of glory over earth as it slowly sank behind great Pilot Knob, leaving the man bathed in a deep golden glow, as if he mirrored this secret store-house of nature.

The indulgence of a night's lodging and repair of his shoes, which was bargained for at the sum of twenty-five cents, lengthened into a year's stay and forty thousand dollars in gold as Joe Martin's half of the first year's gold-digging.

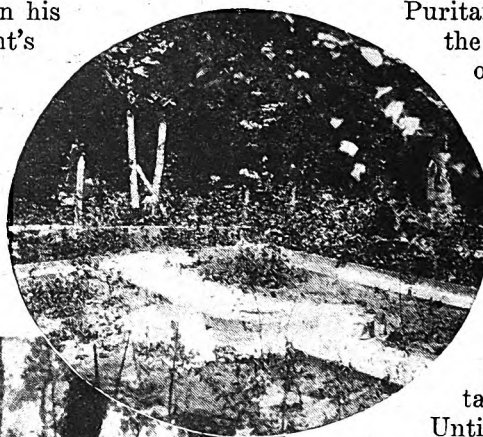
The owner of the property, Robert Anderson, later sold it to Col. Joseph McDowell Carson, a pioneer of this section, and his descendants have ever since been North Carolina's foremost gold miners.

The discovery of the gold is credited to the keen, observing eye of a New England

Puritan, but the real story of

the mine concerns the life of one of the wisest and most resourceful of miners, May Mills, great-granddaughter of Col. Carson. Her name is known the length and breadth of the state as "gold miner and political boss up in the South Mountains".

Until a few years ago only a Ford could penetrate the mountain fastness of her property, and crossing the mountain streams studded in jutting rocks strained the endurance of even "Lizzy". Before its debut, "coming to town" meant an all-day trip with a horse and buggy. Rarely does Miss Mills want to go to town; she has always had her world right around her—a little bit of a far-away mountain kingdom where she rules as chieftain, her only law, brotherly love. The towering hill-men are her faithful subjects and their women-folk her devoted admirers.



Miss Mills's home and her flower garden—where she turns feminine.

The Story of May Mills,

Benevolent Autocrat of Brindleton, N. C.

By Mary Johnston Avery

May Mills is just safely over five feet in height and weighs scarcely one hundred pounds. You marvel that a frail body should house an energy so dynamic.

Her miniature home is tucked away among the trees. At one side is a colorful flower garden; on the day I visited her it was bright with golden-bells and daffodils and sweet with the delicate breath of spring. An ivy-covered wall made a massive background for the flowers and a deep border of tender maiden-hair ferns united the wild and cultivated in a charming manner.

Two great boxwoods guard the entrance of the house like mighty sentinels, and the old mill-wheels used as steps send your thoughts back to the time when grandsires watched the water flow over them as wheat and corn were turned into flour and meal.

On this particular morning when we pulled the quaint old bell we expected our hostess to welcome us, but we were disappointed. We had forgotten we were lunching with a gold-miner, whose dinner hour is noon, and we had arrived ahead of time.

It was Ella, the young woman's old "mammy", who opened the door and with a deep southern curtsy bade us welcome.

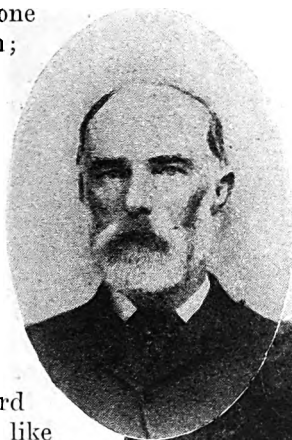
"Howdy, honey. Come right in, honey. Miss May will be right along to'reckly. She is ever yander at the upper mine. See?" And her long finger-pointed to a busy group of gold-miners. You could hear the hum of a motor and see the high frame structure that supported the hydraulic pump. Stalwart men moved silently about, and among them could be seen the form of a petite woman.

We were invited into a large and cheerful living-room, with a corner cut off for a dining nook. The walls were lined with books and we were fascinated by the ponderous scientific volumes all around. On the tables mining and scientific journals predominated. Everywhere were shining rocks and quartz and glass tubes of sands and earth. The mere thought of a woman who was an expert mineralogist produced a feeling of awe.

The noon hour soon came, when all activity stopped at Silver Creek Gold Mine and the workers separated

for the mid-day meal. The door was opened quietly and a dainty little brunette with tanned skin smiled a gracious welcome. It was difficult to believe that this quiet, gentle-moving little creature was the woman whose business excites the envy and admiration of financiers, and whose word is law in her own primitive region.

"Whatever made you think you could be a gold-



Miss Mills panning gold with two of her miners. (Above) Captain C. Mills, who taught his daughter to be a gold miner.

miner? When did you begin?" I asked her.

"I did my first panning when I was about four," she replied. "'Mammy' says I was born with the pan in my hand rather than a silver spoon in my mouth." We were introduced to a delicious whisper of a laugh. "I used to run at my father's heels then, and since then I have exercised my right of partnership and eventually owner. As I grew older every business change or new venture was discussed with me and my opinion asked. I guess that is why I like to work with men"; and again she smiled aloud.

"I think I was drawn first to mining because my mother disliked it. She hated the loneliness of the place, its isolation and its ugliness, and the dreadful uncertainty of our project. That saddened my father, and I somehow grew up with the idea that it was my part to stand by him in his work. So, from the age of four, I have been an active gold-miner. Over fifty years! And it's about the most exciting business in the world."

Her gray eyes danced as she talked, and her whole being vibrated expectancy, as if at that very moment

someone might cry, "Gold, gold!" and her men go wild with joy at the sight of the mother lode.

Just this bit of contact with this alluring business sent the blood coursing thru our veins, and it was easy to understand the fascination of being always within grasp of the end of the rainbow.

After lunch, as we walked around this ugly, scarred land, Miss Mills pointed out the mines of different periods.

"This yawning pit seems dangerously near your home," we remarked about a deep hole right at the side of the house.

"Oh, that is just why you see me in such a shack. Our old colonial home was burned a short time before my father died, and this was thrown up to shelter us while we built another. Somehow my days are so full that I never find time to think of building, and then it's not wise to set too much store by a home up here, for one never is sure which way the vein of gold may send you, and nothing stands in a miner's path, you know. Once my grandfather undermined his own dwelling," she said, as if uprooting a mere homestead was all in a day's work.

We learned that while the "Forty-niners" were rushing to California, enduring every possible hardship, her grandfather was having his gold panned in peace and comfort as a by-product of the farm. During this time more than one thousand slaves were digging and dropping the gravel into the primitive boxes washed by the old water wheels and then run into the sluice-boxes—called cradles because of the rocking motion—used in separating the gold bearing black sand from all foreign material. Her father later improved these methods, but even now Miss Mills tells you that she does not use the most up-to-date methods. "My father often said we lost about 90 per cent of the gold, and I agree, but still fortunes have been made. The place where my men are now working has been worked twice before, and yet we still find gold in paying quantities."

It has been estimated that more than fifteen million dollars' worth of gold has been mined from this property. Before the Civil War, the mining was so lucrative that a small mint was established in Rutherfordton, twenty miles away. Up to 1840 it is recorded that more than two million dollars' worth of gold was privately minted at this famous old Bechtler mint. It is further recorded that nearly two million dollars' worth of gold was melted and assayed by the Bechtlers and returned to the miners in the form of ingots, duly and properly stamped. Many collectors of rare coins today have some of the Bechtler dollars, despite the fact that the government recalled this money because it had a fraction too much gold in it.

"One hundred thousand dollars' worth of gold came

from this mine," said May Mills, as we looked into the deep, wide pit with hills of gravel on all sides, "and something like sixty thousand from here," as we moved to another place. "This was operated by an English company and we only shared in the profits with our royalties."

As we paused at Brindle Creek, which runs in and out thru the property, she called a miner to bring a pan, and stooping down, she raked off the top rocks and brought up a pan full of what seemed to us only ordinary-looking sand and gravel. She leaned over the stream and panned with a skill that filled us with admiration—the miner by her side working likewise with his pan. In a moment, by a simple twist of the wrist, they sent all the dross to the bottom of the pan, and there at the top lay a perfect golden line.

At night, when the day's work is over and the shorter skirt and rubber boots are laid aside, a very feminine young woman sits at the big stone fireplace before the glowing fire. Above her hangs the portrait of the pioneer Carson, whose pulse first quickened with the lure of the gold. The strong and determined face of the colonial leader is reflected in the countenance of this grandchild at his feet, relaxing as she amuses herself with some bit of handiwork. This night it was an exquisite bag of cut-leather and silk, of workmanship so perfect it seemed impossible it could be that of an amateur. Miss Mills can sew and bake with the same skill as that with which she pans her gold.

She has lived alone since her father's death, guarded and cared for by her faithful "Mammy" Ella, who looks with disfavor on the gold-mining but swells with pride that her capable young mistress has stepped into her father's boots in other ways. This slip of a woman is affectionately called "Little Sheriff" by the neighborhood. Often she is their only court, and many are the problems (all the way from baby's illness to the divorce question) brought to her for solution.

Brindletown section has always been a silent and dangerous neighborhood. Many a time when election rolls around and feelings run high, May Mills is sent for by anxious mothers or wives to quiet unruly neighbors in a political broil. These emergency calls have no respect for hours and Miss Mills will go forth into the night without fear of man or beast.

During Criminal Court week, the Silver Creek Gold Mine always closes down, for the mountaineer and moonshine somehow always get mixed up with the court, and Miss Mills must be there to prove each one's good character and help him out of his trouble.

"Sometimes the offender gets his business and his theology a little mixed," laughed Miss Mills. "One of my neighbors was convicted of blockading last court, in spite of all our efforts (Continued on page 75)

Gateway

By Frances Ingalls Shinn

IN childhood's happy days
Things I viewed
As thru an open gate
Rainbow-hued.

Then came denuded days;
Truthfully
I saw things as they were:
Reality.

As winter's trees are stripped
Desolate,
Then bud and leaf again
If we wait;

So I, once stripped of dreams,
Growing old,
Still glimpse the rainbow's end:
With its gold!

Scorn Ye Not

and Other Poems

By Joseph Russell

PSYCHOLOGISTS have repudiated the fact that penal institutions are ever socializing in their effects on human beings confined within their walls. In the majority of cases men have been released less fitted to serve society than when they entered.

One notable exception has come to our attention. He is Joseph Russell, Serial No. 57419, Ohio Penitentiary. Three years ago, when "Little Joe" was just nineteen, he was sentenced to prison for fifty-five years for his part in a series of robberies.

His own words tell the story graphically of the next years:

"At first I did nothing but brood and live over the past. Then came the worst of my life's sorrows. My pal, my daddy, died! A guard came to my cell and said it simply: 'You, Russell? Well, your dad died.' I don't know how I lived thru those next two weeks. . . . Then came a change. I knew daddy was gone. I awoke—a man.

"I have set my goal," the young prisoner wrote us. "And that is to return with interest all I ever took wrongfully from anyone, which amounts to five thousand dollars. I already have paid part of it."

He has written articles and poems which have appeared in nineteen magazines during the past two years. An editor of an eastern paper has offered him a job if thru chance he should be free again.



Joseph Russell is trombonist in the prison band and secretary to the bandmaster and musical director.

To "I" of Yesteryear

BEYOND a bridge of years I see
Gazing at me most pitifully
With tear-dimmed eyes of sympathy
The little lad I used to be.
When prayers I said at mother's knee
Ere I become this grown-up me.

I know just what you think of me
Innocent lad I used to be,
I know you are displeased to see
The type of man I've grown to be
Since the days of childhood's revery
When castles we built, dreamily.

Alas, not what I planned to be
Back there in childhood's sanctu'ry,
Yet even now, in constancy,
I love ideals you framed for me,
—These—honor, truth, integrity;
So please keep faith in grown-up me.

Life

ATINY seed, a drop of rain,
Both fall upon the ground;
In after years, upon the spot,
A towering tree is found.

A random dream, a will to do,
Both parent to a thought;
Thru toil and tears, in after years,
A noble work is wrought.

A breath of life, a helpless babe,
A child, a man, and then
A spirit in the heavenly realm
Returned to God again.

SCORN not the workings of a brain
And of a heart you cannot see;
What looks to your dark eye a stain,
In God's pure sight may only be
A scar, brought from some low field,
Where even you would faint and yield.

The look, the air, that turns your sight,
May be a token, that below
The soul has stood in deadly fight
With some infernal fiery foe,
Whose glance alone would scorch your grace,
And cast you shuddering on your face!

That fallen one you dare despise—
May be the guardian angel's hand
Suffered it, that he might rise
And take a firmer, surer stand;
Or, trusting less to earthly things,
Might sooner learn to use his wings.

Ah, scorn none down; but wait and see,
With hopeful pity, not disdain;
The depth of the abyss may be
The measure of the height of pain
And love and glory that may raise
The soul to God in after days!

Dreaming and Doing

By Edward Earle Purinton

Drawing by Helen Craig

THE secret of success lies in the perfect union of ideality and practicality.

A world winner is always both a dreamer and a doer. He may be the two combined in a single personality, or he may approve and officially represent a working partnership of dreamers and doers. The largest business corporations and professional institutions of America have both dreamers and doers on their staff, with mutual respect and confidence in good working order. The history of every great product, invention or discovery goes right back to a fine dream of improvement, with splendid action following it and putting it straight into effect.

We unconsciously demonstrate and profit by these truths many times a day. Whenever we use a telephone we show how a practical, scientific dreamer benefits the world. Prior to the year 1875 nobody ever used a telephone. There was none. It existed, however, as a dream in the mind of the inventor, Alexander Graham Bell. He had the mental vision to see the universal need for telephone communication, the moral purpose to fill the need and the technical knowledge to carry out the purpose. He stood alone with complete faith in his dream—as a genuine dreamer always does till the world wakes up to its value.

Now we cite facts to prove the quality and verity of that dream. The figures quoted are from a recent official statement of the American Telephone and Telegraph Company. There are now more than 20,000,000 telephones interconnected in and with the Bell System in the United States. Besides, more than 9,000,000 telephones in Canada, Cuba, Mexico, Europe and South America can be reached from any one of this twenty million. The telephone service to the nation requires now more than 450,000 telephone employes. The annual expenditures are in the neighborhood of \$700,000,000. In a single year the business has increased to the extent of approximately 1,600,000,000 more local telephone calls and 100,000,000 more toll and long distance calls than were handled in the previous year.

This amazing, stupendous outgrowth of a dream has occurred within the span of a human lifetime. Suppose it had been predicted to the folks who knew, or thought they knew, Alexander Graham Bell just before he invented the telephone; what would have been their answer? Doubt, denial, mayhap derision. What of that? A dreamer sure of himself and his vision pays no homage, no heed, to the fatuous outpour of public opinion. Most people dwell in the past, but dreams are the new sights of tomorrow.

The dreamer is the savior of the world. Every messiah

was a dreamer—and every dreamer was meant to be a messiah. But the world seldom

knows a dreamer while he lives. Years, or centuries, after he is gone the world wakes up, looks back, views the greatness of the dreamer and wonders how his contemporaries could have been so blind. The average man sees only what is. The dreamer looks ahead and sees what can be, should be, will be. Thus finally he becomes the advance agent not only of truth but also of prosperity. Look up the history of men who are self-made millionaires and you will find that every one had the skill to reap a fortune out of foresight. A full purse goes with a clear head.

All progress dates back to the inception of a dream followed by action. The world pioneer is the seer who is also an executive. Proof may be found in the honor roll of the immortals. We note a few examples of the fact that once our superior conveniences, utilities and luxuries were only dreams in the minds of inventors, scientists or business men. The telegraph was a dream of Morse, the electric light a dream of Edison, the wireless a dream of Marconi, the oil well a dream of Rockefeller, the steam engine a dream of Watt, the ocean liner a dream of Fulton, the reaper a dream of McCormick, the dictionary a dream of Webster, the department store a dream of Wanamaker, the airplane a dream of Wright.

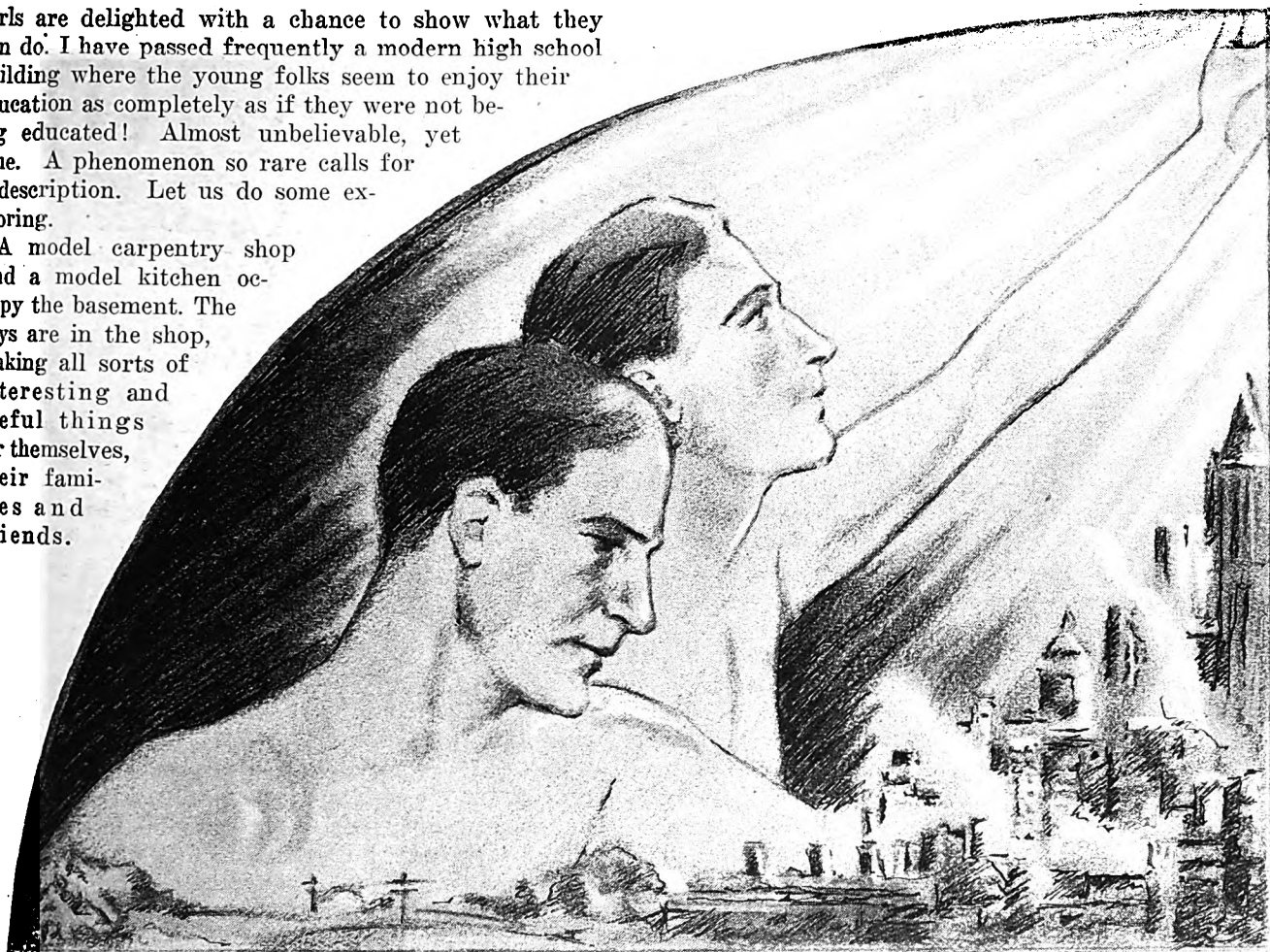
How did all these men rise to a place of world eminence? Each had colossal faith in his dream and the sense, courage, tact, patience and system to work it out. Each was a doer as well as a dreamer. Whoever is both is bound for the top. All history demonstrates this fact.

Rule for success: Visualize, then vitalize, your dream of success. Rule for success of parents and teachers: Instruct every child in your care how to apply the foregoing rule. The second rule is fundamental to a realization of the first, but hardly ever put into operation. The child born a dreamer is worthy of the most attention, sympathy and training; but he usually gets the least. His parents and teachers let him be crowded in with the common herd, where his motives are misunderstood, his sensibilities crushed, his ideals trampled on. Some day the parents and teachers of America will know how to select the rare children, as a florist selects the rare buds, and assign them to a choice place with special care to enable them to bloom freely.

Now let us chronicle with gladness a fine educational improvement. Real action for real success is being taught in some of the best schools, and the boys and

girls are delighted with a chance to show what they can do. I have passed frequently a modern high school building where the young folks seem to enjoy their education as completely as if they were not being educated! Almost unbelievable, yet true. A phenomenon so rare calls for a description. Let us do some exploring.

A model carpentry shop and a model kitchen occupy the basement. The boys are in the shop, making all sorts of interesting and useful things for themselves, their families and friends.



The girls are in the kitchen, preparing tasty foods from scientific recipes for their lunches or the evening meal of their home folks. The shop and the kitchen both have standard equipment for quality production that the best carpenters and the best cooks demand. The pupils work with high-grade tools, in a business-like manner. The output of both shop and kitchen sells for good prices, thus demonstrating its commercial as well as educational value. The scholars in their teens are already popular manufacturers.

When a pupil gets promoted to the basement, from a bookish class upstairs, great rejoicing follows. The basement is the most inviting section of the building. A student working there is envied by the mere bookworms in the classrooms where learning is all by rote, with never a chance to do a thing that looks attractive. The boy or girl who has never made something worth making is rather looked down upon as an inferior sort of being. The young folks feel that creation is the real outcome of education, thus holding the view of educational experts.

The instinct of the child for action is often a better guide than the tendency of the teacher for instruction. Learning things out of a book is less vital than turning truth into action. Precept should be judged by practice. The world is looking not for students with retentive memory but for workers with a productive mind. So the experience of making useful things at school and helping to market them puts the scholar, even before graduation, in the same happy class with prosperous and influential citizens. Good fortune con-

sists in knowing how to do valuable work right, and enjoying it. Even children may, and should, be taught this lesson.

A profitable study for anybody gifted in talent would be a comparison of the born dreamer and the born doer. Each has what the other needs, yet needs what the other has. They are complementary, but not often complimentary, to each other. A working partnership utilizes the assets of both, and diminishes the liabilities. A dreamer is the architect, and a doer is the builder, of any great success. They must unite their talents and forces to achieve best results. One has clear vision, the other has strong vitality and both traits are essential. Eyes and hands were intended to be partners.

The born dreamer is naturally subjective. He looks inward, onward, upward; regarding as most valuable our thoughts, ideals, ambitions, aspirations. He puts truth and service ahead of self. He lacks worldly wisdom, even where indispensable. He avoids human contacts. He is of slender build and nervous temperament; with a face rather high and narrow, a skin of fine texture, a disposition keenly sensitive, a combination of outward shyness and inward bravery, a tendency toward extreme inferiority complex but superiority reflex.

The born doer is naturally objective. He looks outward only, regards things, views entities and not idealities. He glories in his strength, but often allows selfishness to impede his progress. He esteems only the knowledge that aids action. He likes people and social popularity. He is of large (Continued on page 73)

B o b b y T a m b l y n

L e a r n e d t o R e a d i n

Eight Weeks

*A Significant Experiment
in Child Training
by a Canadian
Educator*

Reported by V. M. Sinker

WHEN Bobby Tamblyn, son of Professor W. F. Tamblyn, of the University of Western Ontario, was five years old, he was made the subject of a significant experiment, by which he learned to read in eight weeks. As a matter of fact, he was one week short of five years of age when the experiment began. The boy's grandfather, Dr. John Dearness, former principal of the London Normal School, had been for twenty-five years county inspector of public schools, and, with the consent of the boy's parents, set out to demonstrate that learning to read should be a matter of weeks rather than years.

The results of Dr. Dearness's experiment with his grandson were little short of astonishing. Yet he claims that Bobby is not a prodigy, merely a normal child.

Bobby was given absolute freedom during the eight weeks' period of intensive instruction. If he became weary he ran out to play and no one interfered with him. He returned again at will. Instead of a blackboard, a typewriter was used and from the keyboard he learned his letters and how to spell out words. His instruction went hand in hand with his life indoors and outdoors at that time.

Composition had an important place during the study period, but the child always wrote about something he had experienced during the day. The writing was done on the typewriter, the child spelling out the words phonetically, not correctly. At first, the small letters of the alphabet were typed on slips of paper and pasted on the keys over the capitals. Later when these dropped off the capitals were used.

The boy was taught the sound of the letters, not the letters as they are named. So when he came to write "does", for example, he struck on the typewriter the letters "duz". "Know" was "no" and so on.

"I had no fear whatever," said Dr. Dearness, "that if he spelled the words as they sounded, he would have any more difficulty than another child in spelling them correctly later on. He began to notice that some words in the book were not spelled as they sounded. 'Crooked words' he called them. He was very much interested in these crooked words and often inquired how to spell them."

The child was never asked to read a sentence for practice. He read it *to see what it told him* or he did not read it at all. Nor was he told to write a sentence for practice. He wrote because he *wanted to tell about something he had seen or experienced*.

Bobby studied arithmetic by learning how to tell the time of day, noting the numbers on automobiles and street cars in which he was greatly interested. He worked with numbers, too, in counting his marbles and making up his stamp collection. He would cut an apple into five equal parts, eat two and find that there were

three-fifths left, an intricate bit of fractions for the five-year-old.

From his observations Dr. Dearness believes that the primary and elementary work in the public schools should be modified so as to put more "doing" into it. He would magnify the kindergarten spirit and postpone the formal abstract work until the child is eight or nine. Bobby Tamblyn's diary is intensely interesting from the standpoint of child study. Here are a few extracts with the spelling as Bobby typed it:

Apr. 10—This is John's birthday. He got laces and a soft baseball. I have 26 animals in my Noa's ark. I like maple sugar and taffy.

Apr. 13—I like Quaker oats. I found a Q without a u and got a copper.

(Bobby had been worrying because he could not find a word containing a "q" in order to use that letter on the typewriter. It was part of his instruction that he should not be told a word which would give him a chance to write a "q". It had to come up out of his own experience. Finally he discovered the much sought "Q" on a Quaker Oats box. His grandfather explained that "u" always accompanied "q" and offered to give him a copper if he could find a word having a "q" without a "u". Bobby of his own accord consulted the dictionary, discovered such a word to his grandfather's embarrassment and got the coveted copper.)

Apr. 19—I saw the roof of Dr. Tomson's house on fire. The smoke was so thick that we could not see the house. Three fire wagons came to put out the fire. Five street-cars had to wait. The long latter-truck could not back around the corner, so I had to go by Mr. Brown's store.

Apr. 23—I helpt grandpa to make the garden. We found two big erth worms and some little ones. I put the big erth worms on the corner of the bed for the robins. Some of the tulips had a leaf around their neck choking them. I took the leaf off of them. We saw a spider hanging by the web in the barn. I took the web in my hand and the spider began to climb up. I shook my hand and said "Down". It went down a little way and then with its eight legs began to climb again.

May 3—After supper grandpa and I went with John and Walter as far as the bridg. When we came home I went to bed and counted to 709 before I went to sleep. I lost a cent out of my pocket yesterday. Nanny found it this morning when she was dusting the rug. I put the cent in my Noa's ark.

May 25—Yesterday I found a dandelion flower with a stem 14 inches long. The large yelloe flower was over an inch wide. This morning the flower was asleep. We put it in a tumbler of water and set it in the sun. Very soon it became wide awake and opened out as wide as it was yesterday.



WHEN —

When did Man come to walk upright?
When was the eagle a reptile?
When does an oyster change its sex?

WHY —

Why can a lobster grow new limbs, while we cannot?
Why does fear give us "goose-flesh"?

HOW —

How may the mysterious "X body" determine a baby's sex before birth?
How can a moth locate his mate a mile away?

WHERE —

Where is the "private secretary" of the brain?
Where does the female skeleton threaten to stop all further human evolution?

Can we control the Sex of our babies?

WHAT would not kings have given for the secret? What heartaches it would have spared their queens — perpetual victims of the demand for "An heir to the throne!"

The entire course of history has often been changed — because Nature withheld the secret of controlling or determining in advance the sex of a baby!

Today Science is discovering laws that may decide (while the human cell is still a pinhead in size) whether it is to produce a boy or a girl. How this power is at last yielding some of its secrets to the probing searchlight of modern science has just been told by H. G. Wells, in his new companion-work to the "Outline of History" — **THE SCIENCE OF LIFE!**

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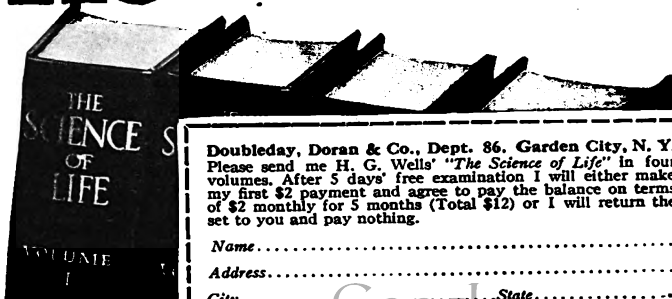
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Why Stammer?

By Sidney C. Schweitzer

THE plague of defective speech cost me more than one position and almost made me a nervous wreck. I had attended a number of schools for stammerers, subscribed to two correspondence courses and consulted several physicians—with no satisfactory results.

Modern psychologists now agree that, in ninety-nine cases out of a hundred, stammering does not arise from a physical malformation of any of the vocal organs, but rather from a psychic disturbance. A stammerer usually reads well when alone, but the instant he senses the presence of another person all control is lost and normal utterance is an impossibility.

Why should the mere presence of another so completely disorganize the stammerer's mental processes? Simply because the subconscious mind, filled with impressions of past experiences, of past failures at normal speech with the attendant ridicule, acts as a lever in controlling the stammerer's conscious mind when he endeavors to speak. When alone in an empty room he speaks well simply because the hidden part of his mind has recorded no impression of failure here, and hence does not act as a restraint on normal speech.

All roads to a cure must of necessity start from this point. The goal must be the gradual re-education of that part of the mind that has run wild with harmful sensory impressions. Efforts must be directed to the eradication of this mental debris and the restoration of the proper correlation between the mind and vocal organs. My own experiences along these lines may better serve to develop this point. The numerous "speech" specialists I have consulted brought no permanent relief, and only served to plunge me into deeper despair. It soon became apparent that I would have to work out my own salvation, for reliance upon the opinions of others had proved valueless, if not detrimental, to me in my quest for normal speech.

Accordingly, I mapped out an aggressive campaign to restore my subconscious mind to a state of normalcy. I would first have to convince myself that I could speak well, that I had the tools with which to talk and

that nothing was wrong with those tools. The first habit to be rooted out was avoiding words with certain sound formations. If I had to stammer, I would, but under no circumstances would I run away from a word.

The second step was to make it a fixed habit never to permit tenseness anywhere in the body when I spoke. Either my lips and other vocal organs were relaxed and at ease or I would not even open my mouth to

speak. The reason for this is apparent if you will notice a stammerer the next time he tries to speak. The straining and contortions are little short of pitiful. This tendency to rigidity of the vocal organs had to be overcome in my case before I could ever hope for normal speech.

It is one thing to resolve to do a certain act, and quite another thing actually to perform the act. But it is amazing to what lengths one will go in carrying out a resolution when the stake is something vitally affecting one's own welfare. A persistent, oftentimes disheartening, following out of

these two rules was bound to—and did—produce results. The conscious efforts soon became an integral part of myself, and without knowing it, I was speaking in a controlled, even tone, with all muscles relaxed.

The results of this self-administered system were so gratifying that I enrolled in evening school to finish the work I had left in day high school because I could not endure the ridicule caused by my manner of speaking. Later I entered the law school of an eastern college and have since been graduated and admitted to the New York Bar. At no time whatever in my college days did I experience difficulty with my speech. In fact, during one of the vacation periods, I toured New York State and Canada, selling magazines from house to house and talking from morning until night. Such a stunt a few years ago would not only have been impossible, but its mere thought would have made me sick with fear. Recently I debated over the radio and experienced no difficulty whatever. During the last election in New York City I campaigned for the Republican party. The fact that my stammering is a thing of the dismal past gives me the biggest kick in life.

To a Butterfly

By Marguerite Janvrin Adams

LIKE thistledown, buoyant and light and fair,
You flutter noiselessly to realms of space.
The oak and maple branches interlace
Seeking your vagrant fancy to ensnare;
But on, above the whirl of petty care
And strife and turmoil, we can ever trace
Your dancing form against the sun's embrace—
Hung like a jewel in the summer air.
So far above this little world you go—
Like daring souls who seek some goal to win,
And we, the dullards, lag and wait below
While you to unknown kingdoms enter in.
Small butterfly, you are a tender thing,
Yet inspiration lifts each fragile wing.

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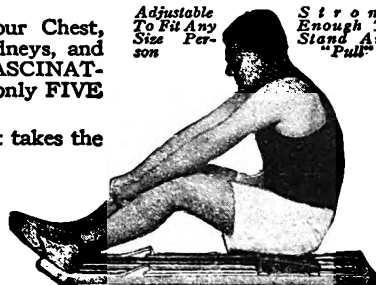
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THE EDITORS.

QUESTION:—A. E. A. writes:—

How can I stop dreaming at night? There isn't a night that I do not dream excessively. Not necessarily unpleasant dreams, but dreams of some kind every night. This, of course, interferes with my getting the sound, peaceful sleep that I might. I have been told that I have low blood pressure and I feel sure that if I could just sleep better I would be better in many ways. What can I do?

ANSWER:—

I assure you that dreaming at night is not a terrible thing and it is something that most people experience. I do not believe that I would feel as if I had put in a satisfactory night had I not had at least one or two dreams. I rather enjoy the dreams I have. You have dwelt on this too much, have somewhat of a fear in connection with it, feel that it is breaking down your vitality, and with such an attitude you are sure to be harmed. The dreams will not hurt you, but the worry and wrong attitude will. Try to get a different viewpoint and enjoy your dreams. If you will do this you will find some of them will be pleasant experiences. Low blood pressure indicates a lowered resistance and vitality. This can come from toxemia which may have been caused only by your depressing mental state. Ignore things more—treat the things which have been disturbing to you with indifference. Plenty of air, relaxation, nourishing foods and proper elimination will change your outlook completely.

QUESTION:—Q. T. writes:—

I never wake up feeling refreshed or strong. Each day seems like a struggle in the beginning, tho I feel very much better toward the end of the day. But I am tired at all times and certainly do not enjoy life as I should. I have never been particularly active, never received any enjoyment from athletics, and have

always preferred to sit and read. I have been examined by physicians and they state there is nothing organically wrong. If there is nothing organically wrong what in the world is the trouble with me?

ANSWER:—

You are undoubtedly suffering more from nerve than muscle tiredness. Your life of inaction would tend toward creating habits of laziness, and thru your not giving your muscles and physical organism, in general, proper exercise, they are really weak and your resistance is naturally lowered. We develop strength you know only in *one way*, and that is, *thru use*. I would advise you to get out more, take definite forms of exercise, even tho you have to force yourself to do it, and thus gradually add to your strength. *Force* interest in outside things, strive to develop a hobby which takes you out in the open. These things will be hard for you to do at first because you will be going directly against strongly fixed habits which the years of inaction have formed. I presume that this inaction has developed a habit of constipation and of course this takes away from your natural "pep" and is irritating to your nerves.

QUESTION:—O. P. H. writes:—

Is coffee harmful to a nervous person? After taking it I seem better for a time, and then I really believe I feel worse. I would be pleased to receive your opinion.

ANSWER:—

When nerves are sensitive even a slight indulgence makes you aware of increased stimulation. A heavy meal will frequently overstimulate sensitive nerves so that one may feel somewhat light-headed and uncertain. It is better to eliminate coffee, highly seasoned foods and overeating in such a case as

yours. Why don't you go about getting those sensitive nerves in hand? It can be done and you will be ever so much happier.

QUESTION:—O. E. D. writes:—

I am in a rundown state, nervous, irritable and rather thin, due, as others tell me, to overwork. It is my opinion that I do not overwork, for I work at different things and therefore have somewhat of a change during the day. Here is my daily program and I wish you would give me your opinion as to whether you think I am working too hard or not. I am inclined to worry a little, but would not be called a "chronic worrier". I get up at six-thirty, reach the office at eight and, with the exception of half an hour for lunch, continue my work until six. I then go home, have my dinner and spend about two hours studying certain things that I am interested in. I retire at about ten-thirty. I am married and have two children.

ANSWER:—

If you eliminated worry completely you might not be working hard enough to break down your health. I have known many others who have worked as long, and in some cases, longer hours, who were in perfect condition. But your day is not properly balanced. You do not allow any time for pure recreation and your whole day is given over to more serious things. After working the long hours you do, you really should have some form of amusement of a truly relaxing nature—something less serious than study. You should also leave some time each day for outdoor exercise. You say you are thin, rather irritable and nervous. The life you are living would tend toward tension and nervousness.

You could easily adjust your life but it is harder for your wife and children to do so. I really pity your wife and "kiddies" for they have no normal com-

(Continued on page 74)

To an Executive who has earned \$6,000 a year

ALONG the route of a business career, nearly all men get stalled temporarily at some point.

After going ahead nicely for a few years, passing milestone after milestone of salary increases, they suddenly find themselves "brought up with a short turn."

For most men, this occurs at about the \$100-a-week or the \$6,000-a-year mark.

What is there about round figures like these that baffles good men and stops them from going on and up?

Two types of men can answer that question.

One type might say: "Six thousand a year is my goal. It's a good income—much better than average. I'm satisfied."

The second type will answer: "Two years at the same salary! Me! That will never do. I've run myself out of gas, and now I'm due to get the tank filled. It simply takes *more power* to go on from here."

If you are one of the latter type, this page is addressed to you. What will give you the added power to go forward?

More knowledge. Yes—but not mere *volume* of knowledge. You might easily spend years increasing your store of knowledge, yet not affect your income in the slightest.

What you need is a *definite kind* of knowledge that will help you to meet conditions as they are today. Business today is entirely different from business ten, or even five, years ago. The old rules no longer work.

To progress beyond the \$6,000 mark you *must know the new rules*. No matter what your job, you must have an understanding of the new influences that are at work everywhere. There is a new sales strategy, there are new production methods,

a new export situation, new methods of determining security prices, a wave toward big consolidations—in short, a new era of business.

How can you get this new equipment?

Many men in precisely this situation are finding the answer to their prob-

WARNING

The next 5 years offer more opportunity for profit—and more danger—than any similar period in a generation

lems in the Alexander Hamilton Institute's new Course and Service. This Course, new from start to finish—so new, in fact, that the latter part is barely off the press—is abreast of modern business down to its final detail.

In order to make the Course as sound as it is up-to-date, we have enlisted today's foremost leaders in many fields of business as contributors. Among them are:

ALFRED P. SLOAN, JR., *President*, General Motors Corp.; FREDERICK H. ECKER, *President*, Metropolitan Life Insurance Company; HON. WILL H. HAYS, *President*, Motion Picture Producers and Distributors of America; DR. JULIUS KLEIN, *The Assistant Secretary*, U. S.

Department of Commerce; DAVID SARNOFF, *President*, Radio Corporation of America. And many others.

Can any ambitious man fail to get something of value from contact with minds like these? Here are a few examples, selected from many hundreds, showing how this organized knowledge is translated into added earning power:

CASE 1. Works Engineer, salary \$6,000; now Vice-President and General Manager, salary \$18,000.

CASE 2. Local Manager at \$5,200; now Regional Manager, salary \$15,000.

CASE 3. Production Manager, salary \$6,000; now President, salary \$21,600.

We invite you to send for the facts

The facts are contained in a booklet entitled "What an Executive Should Know."

It should be read by every man who is near that hazardous stage where men either stop or go on up, according to their own decisions.

This booklet is well worth half an hour of your time. Many men have said that in 30 minutes it gave them a clearer picture of their business future than they ever had before. It discusses *your* next five years in business clearly and helpfully. It contains the condensed results of 20 years' experience in helping men to forge ahead financially. It is interesting from the first page to the last.

This booklet costs nothing. Send for it.

To the Alexander Hamilton Institute, 468 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.

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Says Pauline Cleaver

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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.

SCARFS, HATS AND BAGS

JANE HOLMES is not quite fifteen. She has her own income, yet she is never idle.

Jane Holmes is a girl of talent which is displayed in many ways. The other evening I was visiting at her home and found her weaving at a loom. She was weaving the material for a soft sport hat, a bag and scarf of the latest pattern. Some of her bags were of original designs and shapes. I examined a number of the things she has made and found them perfect in every detail.

Are these merely being made for gifts? No, Jane Holmes is going to sell them. She has already to her account several hundred dollars for the sale of things she has made.

She is now attending the Todd Hunter School and has won prizes for originality of design. A few years ago, while at the Rosemary School, she made quite a sum on fancy handkerchiefs. Miss Holmes does not *have* to do this. But she is a very gifted young girl who has parents wise enough to permit her to realize that her work, which she enjoys doing, has money value. If every young girl, regardless of her financial condition, were to "turn to" and develop her talents as Jane Holmes is doing we should find more happiness. Many young persons are half-ill, half-weary, because they have so little actual interest in doing things. We believe in encouraging creative work.

SERVING PANTRIES

A YOUNG college boy was making a bit of money last summer renting apartments in a new building. He wondered what he could do when the apartment was completely rented. In each apartment was a small serving pantry; smaller than the kitchenette. He noticed that this part of the apartment received little attention as to furnishings. For the price of materials he offered to arrange one bachelor's pantry. This young man knew he could make it a place of beauty and interest. He bought glasses, crockery and dishes of artistic colors. Even the knives and forks had colored handles. The towels were edged with the same color scheme.

The dish mops, soap dishes, etc., were magically turned into colorful bits that gave pleasure. Every one remarked on the unusualness of the pantry.

This young man mailed cards to dwellers of other apartments offering his services at six dollars a day—and he takes only one day to remodel a serving-pantry. He buys all utensils from wholesalers and makes an additional commission in this way. For fitting the place with all the necessities he asks another six dollars. He is busy almost every day.

MARBLE TOP TABLES FOR KITCHENS

ANOTHER young boy noticed that his mother had placed an old marble top from one of the dressers in the attic on the kitchen table. He also noticed the many uses a marble top had in a busy kitchen.

This boy bought a number of old-fashioned, discarded tops from second-hand dealers and placed them on tables which he had enameled. He placed one at a grocery store to be sold on commission. Orders came in. These tables were made in many colors. Other suggestions were made by purchasers and the young man found this a profitable pastime.

ONE AS SIX

JANET BROWN always made her own clothes. She was private secretary to a man who frequently talked with his office force on the importance of creating a good impression.

Janet could seldom find materials that suited her taste and her purse but she felt that she must look well at all times. She solved her problem cleverly.

She had an expert tailor make a plain, perfectly-fitted cloth pattern. She carried one-half of this in her bag so that when she found material she liked she could measure exactly the amount she needed. She had little time to shop as she had only an hour for luncheon, but she shopped half an hour daily until she found a remnant of heavy and very fine dark blue silk. This piece was only two and a half yards in length but was fifty-four inches wide and just enough. The price was less than half.

She made the dress simply but with

beautiful lines, following her pattern closely. Then she made six stunning collar and cuff sets. On one set she used little bows attached to the wrist band instead of cuffs. One set was of white organdy; one of light blue crepe which was hemstitched and pleated at a shop—this is very inexpensive; another was of printed silk and cut in the shape of a scarf; it was bright red and tan and made the frock appear as a sports costume; a belt accompanied this set. Janet also managed a set of real lace collar and cuffs, which of course she seldom wore to the office. Another set was of plain green satin trimmed with tiny brass buttons which was smart and tailored. The sixth set was of Russian embroidery which she found at a sale.

And thus one plain, handsome gown appeared as six.

THE VISITING BEAUTY SPECIALIST

MISS DETRICK worked for a year in a beauty parlor. She tired of this indoor work as she had to report for work before nine, eat her luncheon in the building and leave after five.

With a little thought and the use of her imagination, she fitted out a trim little make-up box and, by various means, obtained customers who wished her to call once a week at their homes. She already has sixteen regular customers to whom she gives a shampoo and manicure at fixed hours each week. These persons will tell others. This young lady gets plenty of exercise going from one house to another. She is frequently invited for luncheon and this work affords pleasant contacts.

A FEMINE TAILOR

A WOMAN, recently widowed, had three little sons of school age dependent upon her. Her boys attended a school where there were hundreds of other boys. Of course, each boy had to wear clothes—nothing unusual about that! But who made the clothes? Most of the mothers bought the clothes ready-made. But did they know that many clever women could sew as well as tailors? Did they know, also, that Mrs. Tuley had done this for her boys, and by heavy pressing and finishing, the

clothes her boys wore looked quite as tailored and professional as the ready-made suits.

Mrs. Tuley made one unusual suit for little Tommie from a suit of one of the older boys. It was then beautifully pressed and packed and shown to many of the mothers. They were told that this suit was made from an outgrown suit. Mrs. Tuley took many orders. Today, she is making over suits, neckties, shirts, and making new things as well. But she started by "making-over". She is planning to open a junior tailoring shop soon.

PARTY HAT-AND-COAT RACKS

IN hotels and restaurants we find long hat-and-coat racks. We had not thought of such big things in a home. Yet, when one entertains a large group of women, always the person whose wraps are at the bottom of the pile must leave first.

One young woman realized the need for hat-and-coat space at such times. She had two upright stands made with "Y" shaped tops. A pole stretched between these two stands. When this rack was not in use, the three parts could stand in a closet. It could hold fifty hats and coats. The color schemes should be pleasant. She has sold a number of these racks.

AN IDLER

"AN idler" is an unfortunate title to be pinned on a girl of twenty.

Two girls came to see me, complaining that social life was dull. They had lost their usual income because Dad had lost in Wall Street. They felt shabby, self-conscious, down at the heels. They had never done a stroke of real work. They had thought of those who worked as being different from themselves. They did not even know that "society" girls were now proudly taking an active interest in the business world.

It is amusing how the attitude of such girls changes when they learn of actual girls, independently wealthy, who have jobs—and work. I find many a girl tires of being idle but the outworn idea of associating certain classes with work keeps her from ever thinking in terms of such activity for her own benefit.

These two young girls were close friends. We went over a long list of possibilities. They were untrained and had not even finished school. They had no idea of what they could do.

All they knew was that they wanted money. They had found money was not given away to those who considered themselves high in the social scale. Dad, the dispenser of funds, was now in a tight place. Something had to be done. After much talk and several meetings, we found a kindly old gentleman who had a vacant house. Four other girls,

(Continued on page 78)

ATTENTION!

you men who
are tied down
to your desks

No Pep
Sleepy
No Appetite
Catarrh

Constipation
Bad Breath
Back Aches
Indigestion



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YOU can't expect to improve your condition by just a few little setting-up exercises—done whenever the notion strikes you! Nor will you get anywhere if you rush over to a local gym every few nights, do a lot of violent exercising, and then go home—limp, over-exerted, and perspiring—knocked out for the next few days.

You don't need a lot of unnatural straining with dumb-bells and artificial apparatus—but a progressive method of scientific home exercise, planned and developed by an authority—something that will take you only 10 or 15 minutes a day and yet fill you with pep and vitality for the entire day.

My system of *Dynamic-Tension* has done just this for over 20,000 men. Some wanted to develop great strength and big muscles. My system did that for them! Others were busy office men and executives who were not as anxious to build big muscles as they were to build glowing health, tireless energy, and a better physical appearance and carriage—to offset the strain that office work was placing upon their systems.

No matter what kind of work you do, or whether you are more interested in radiant everyday health and stamina than in powerful muscles—let me send you my free booklet.

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Name.....



I HAVE been expecting such an article as "The New Vision" which appeared in April PSYCHOLOGY for some time. It was bound to come. Such a light of reason cannot be forever hidden behind the mountains of superstition and ignorance. The light will penetrate the fog and finally lift it. Mr. Williamson has presented his subject in such an adroit way that even the "blind" can see. I admire his courage in assuming the leadership in the defense of the reign of law—and it is bound to reign forever.

Fred L. Liebig,
506 8th St.,
Juniata, Pa.

I AGREE with Mr. Williamson that there is a new vision growing in human consciousness; and it is being manifested everywhere. We are just beginning to catch a glimpse of the power of thought and of what it means to be in tune with the great laws of the Universe. This law is the one dependable thing in the world, never changing and eternal. It was in the beginning and will be in the end. (Tho there is no end; for life is growth and where there is growth there is no end.)

This law or power is what we understand as being God. This idea of God does not take one thing away from me, but only adds to my reverence of this, the Divine.

"Love your enemies; do good to those that hate you," are principles that work. To love makes us finer and bigger and at our best. Love is a law which has no equal in solving problems of the family, the nation and the world.

B. P. Mack,
1330 No. 24th St.,
Lincoln, Neb.

I AM no scientist nor any kind of an engineer, just a plain farmer, and I may not be able to comprehend the depth of the author's vision and as a result of my ignorance this letter might miss the point of his philosophy.

The author exalts the word "Law" to a false dignity and uses it in a sense to usurp properties that do not belong to the common conception of the term. Law is neither a cause nor an effect;

it is a means to an end. Law is not a creative force and thus can not be the primal cause of all comprehensible creation.

To become resigned to the conclusion that matter and form and substance as we know them today have eternally existed and that law is all and in all is not new vision but a resigned confession of limited vision.

Before the conception of the occupancy of this globe and the development of animal and vegetable life on its crust there could have been no conceivable reason for the existence of laws providing for these phenomena.

Of course, we can't command the figures by which we could compute the time that has elapsed since the undisturbed reign of absolute inertia was broken, but surely back somewhere along the innumerable ages that have passed, a small desire, an ambition, a throb of unrest was born from the vast womb of endless space and came forth to challenge the reign of the silent despot.

If we acquiesce to the assumption that we are the products of law; that law created us, directs our course thru life and determines our end, then we are creatures of fate; we have no choice. If our vision of life recognizes us as effects of a mighty cause and makes us vital cooperating parts of that mighty force, then the laws of the universe are our servants and not our masters. Taking such an attitude as that toward laws, life's potentialities are more inspiring, ambitions are more stimulating and life in general is enriched.

Sherman Hickie,
Sanger, N. Dak.

MY appreciation of the fine articles which the April number contains, especially the one by Harry Emerson Fosdick, "The Ghost of a Chance" with which I fully agree, and also the one by Emery C. Williams, "The New Vision." I fail to see why the last mentioned article should shock anyone who has given much thought to such questions.

With most people matter is the primary substance, and mind a secondary

or a product of matter, whereas the facts are entirely opposite.

True prayer, the prayer which always brings an answer, is right thought; and when mankind learn to think right all, or most all, the time, the world will be a much happier place in which to live.

Fredk. W. Ball,
1051 E. 23rd St.,
Paterson, N. J.

I CONSIDER "The New Vision" worth the price of a year's subscription to the magazine and I thank the author for its publication. I wish my husband could have read it and given me his opinion before his death.

Dolly Bowers,
Box 45,
Marlin, Tex.

HAVE about completed one year's reading of PSYCHOLOGY Magazine and also have finished your wonderful book, *Life Triumphant*. Your book has been a great help to me when things weren't going too well. I would read a suitable chapter and then feel more tolerant and amiable toward the world. This book is always on my reading table with your magazine. I hope as the years go by they will not lose their worth to me.

The magazine is a great thing to look forward to each month and it is so interesting and helpful that I read it from cover to cover. I wish every one who helps to keep it going every success, and I hope that it will always be kept going and its gospel sent everywhere.

Donald C. Redersen,
111a Hanson St.,
Wellington, New Zealand.

IT is gratifying to see some one placing before the world the facts on how the system is poisoned by hate, fear and worry. I have understood and advocated this for more than a quarter of a century. If you, Dr. Miller, were ridiculed eight years ago you can imagine what derision was hurled at my early efforts. I know and have demonstrated upon a thousand or more cases that love, hope and

joy will neutralize all poisons lodged in the system by hate, fear and worry. This is why religious healing has been so effective. More power to you and the magazine.

W. F. Burlison,
25 South St.,
New York City.

THE first copy I ever read of **PSYCHOLOGY** I purchased in a remote section of Louisiana. My father is a minister but I am a salesman, and whenever the occasion warrants it I recommend your magazine to my fellow workers. I figure that if the magazine has done me so much good it will help others also.

I enjoyed your article on unemployment. I agreed with most of it but not with Dr. King's first two points. I truly believe that affairs have come to such a state that if the government hopes to continue under its present Constitution it will have to make drastic changes, or I look for a complete overthrowal.

Paul T. Mackey,
Howard, Pa.

MY sincere thanks for the benefit received from reading **PSYCHOLOGY Magazine**. Words are inadequate to express the health and happiness that I now enjoy.

"The Chat with the Editor" in February, "Tho Dark the Way," was a masterpiece. I am passing it around to my friends. To me you are a true ambassador of the Great Physician.

I have always found the articles interesting, but of late the magazine has been brimming full of great messages that have been food for life.

Rev. M. Benjamin Gaines,
1121 Warren St.,
Roselle, N. J.

"THO Dark the Way" is indeed inspiring: such courage, such faith and such *proof*. And the idea that all those set-backs were for a worthy purpose!

Thank you for publishing **PSYCHOLOGY** and may you continue to prosper.

Mable B. Allison,
Newberg, Ore.

I HAVE been a regular reader of **PSYCHOLOGY** since first I saw a copy in Panama City in 1927.

I have been interested in your outspoken articles on prohibition. I often recall a story told by an uncle of mine who had traveled much in America. On one occasion while there, my aunt became quite ill on a train and he got off at a station to purchase brandy for her. He was informed that he was in a dry state and that liquor was unobtainable. He explained that his wife was ill and he had to have some brandy.

(Continued on page 76)

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\$100.00 EXTRA FOR PROMPTNESS

We want a suitable name for this house real quickly and will pay the winner an extra \$100.00 just for PROMPTNESS providing suggestion is sent within three (3) days after this announcement is read. Rush your suggestion TODAY—QUICK. The very name you have in mind may bring you a permanent income of \$100.00 a year for life and \$100.00 extra besides for promptness in sending it in.

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Positively nothing else is required of you to win \$100.00 cash now and \$100.00 cash each and every year for life—just suggest the most suitable name—that's all. Rush your suggestion TODAY regardless of what it is.

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Name

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Foreign subscribers add two dollars to cover postage.

6-31

Ten Rules for Success

(Continued from page 45)

to cooperate with others. It may be that you will have to go along with them to win them. It may be that you must give into them to persuade them. Perhaps you may have to serve them to lead them. The question is not whether they ought to know better or should do better or could understand better, but whether or not you can deal with them as they are and accomplish your purpose.

"Keep the brightest trail," an Indian replied when asked by Bishop Baker in pioneer days the best route across the plains to the Rocky Mountains. Harry Dawson says, "A pessimist is a man who sees a difficulty in every opportunity, but an optimist sees an opportunity in every difficulty." Emerson said, "Tho we travel the world over to find the beautiful, we must carry it with us or we find it not."

To deal with individuals successfully you must respect their habits, religion, prejudices, opinions, politics and customs. An agreeable spirit, a cheerful manner, a sympathetic attitude and respectful approach will arouse a friendly response, allay suspicion, overcome barriers and win new opportunity for achievement.

Fifth: *Practice the religion common to all men.* Since man seeks to express his spiritual nature, the man with the winning spirit will give a rightful place to the religious aspect of life.

"Religion is the greatest factor in developing real efficiency," says Roger Babson the statistician. "The four qualities of faith, industry, initiative and courage which make men efficient are spiritual qualities."

Belief in the Brotherhood of Mankind will imbue you with the principles of humanity, sympathy, democracy and equality. Effort to meet human needs will promote the faith, industry, initiative and courage you require.

Sixth: *Expect success and you will travel toward success.* "You didn't expect any sort of revival or special result from your sermon, did you?" Charles Spurgeon asked a young clergyman who was disappointed over the results of his first preaching. "Of course not," the clergyman replied. "That is the reason you didn't get it," said Spurgeon.

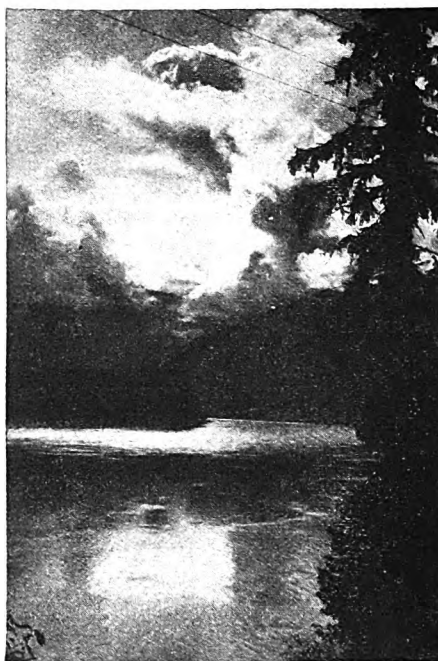
The man with the spirit of expectancy carries victory in his personality. His manner impresses you. He scores a victory at the start. If you have the winning spirit you will travel in the direction of your expectation. You must assume the attitude of the victor. The expectation of success will show it-

self in your walk, your talk, your movements, your actions, your voice.

The unexpectant man is often defeated at the start. He is apologetic in his attitude. He carries a timid air. He bears a distrustful manner. He cannot arouse his enthusiasm nor speak with confidence nor throw his whole personality into whatever he does.

Walk like a winner, like a successful man, like a conqueror, and you will feel like one, act like one and become one.

Seventh: *Maintain efficiency in your life program.* The man with the winning spirit is often known by the way he maintains himself, by the manner he keeps his work and by the method with which he does his work. The delapidated man does not show ambition. The disorderly shop does not invite



trade. The unkempt worker does not arouse enthusiasm. The winner is one who cares about his personal appearance, who maintains order in his work and who keeps things clean.

Henry Ford says, "The first advice I would give to any boy starting in today would be that he should learn to keep himself and everything around him clean. Neatness—cleanliness—orderliness—the importance of these things is due to the fact that they have a great effect on the way a man's mind works. The man who keeps himself and all his tools clean is apt to do things well. Dirt is always evidence of waste, either of material or mental and physical energy."

If you wish success you must maintain yourself in the highest personal efficiency, physically, mentally, socially and spiritually.

Eighth: *Act promptly on your decisions.* Successful men make decisions, act on them promptly and proceed toward further progress. The "I can't's" are the weaklings, the "I won't's" are the rebels, the "I don't's" are the lazy, but the "I will's" are the winners.

"The truest wisdom," said Napoleon, "is a resolute determination." Beecher said, "The elect are those who will, and the non-elect are those who won't." Elbert Hubbard said, "The world bestows its big prizes, both in money and honors, but for one thing—and that is initiative. What is initiative? I'll tell you: it is doing the right thing without being told. But next to doing the thing without being told is to do it when you are told once."

It is *commencing* that indicates faith in yourself, reliance on your judgment and confidence in your plans. The man of indecision robs himself of courage to begin. The individual who vacillates weakens his vision. Acting on your decisions reveals stability, reliability and dependability. The man who acts promptly upon his decisions is a winner because he moves ahead.

Ninth: *Promote good character in yourself.* Its possession will give power to your efforts, lend influence to your speech and win opportunities for your undertakings. Character means the nature of your motives, the quality of your purposes and will determine the direction of your leadings.

Benjamin Franklin attributed his success as a public man to his known integrity of character and not his talents or his power of speaking. "Hence it was," he said, "that I had so much weight with my fellow-citizens. I was but a bad speaker, never eloquent, subject to much hesitation in my choice of words, hardly correct in language and yet I generally carried my point."

Washington said he coveted for himself the crowning title, "an honest man." Lincoln won the nation as "Honest Abe". Richard Watson Gilder called Grover Cleveland, "the honestest man I know."

Good character is an asset more valuable than stocks or bonds. It creates confidence in men and women. It wins for you the friendship of others. Good character can win for you genuine friendship, true understanding, an optimistic outlook and enjoyable contentment as you make the best of yourself, your surroundings and your

efforts. The man who possesses good character, who makes a living by honest toil, who makes those around him happy and who adds to the social good is a prince of winners, a pillar of the commonwealth and merits the approval, "Well done thou good and faithful servant."

Tenth: Develop the power of vision. The man with the winning spirit must be a man of vision. John R. Mott said to Bruce Barton, "You ask me to give a working definition of vision. I should say it is the capacity to see what others do not see, to see further than they see, to see *before* they see."

Many fail because they cannot see ahead. Some lose because they cannot see their way out of difficulty. Others

meet defeat because some are always getting ahead of them.

Roosevelt was right when he said, "Nine-tenths of wisdom is being wise *in time*." The man of vision keeps looking ahead, keeps up-to-date and keeps well informed as to his work. He adapts himself to new methods and keeps in touch with public opinion. The man with vision can see the way out of difficulty while others are lost in it; he can plan ahead while others struggle thru the present; he can lead while others wait to be led.

It is seeing ahead mixed with decision, prompt action and hard work that will promote your confidence, enthusiasm, initiative, courage and the will to carry on.

Fitting Brains to Business

(Continued from page 20)

phases of the average problem for the average person. And never does he forget that the function of psychology is to give the individual the right sort of help for the business of every-day living.

He has made first hand investigations of psychological systems in other countries, particularly in Germany and England, and written authoritative reports of the practical work being done in those countries in the field of industrial and vocational psychology. His understanding of the vital relation of psychology and industry is indicated in his recent report of the activities of the experts at the Cadbury Chocolate Factory at Birmingham, England. Describing the "Initiation School" at this manufactory, he reports:

"This is not job-training. It is just what its title indicates—a school to initiate the new workers. It is limited to those boys and girls who have just left the full-time day school and have never worked before. The curriculum is centered entirely around the work and the workers in the chocolate plant. Among the subjects taught are the development of individual power and suggestions as to the opportunities within the works.

"The method is extremely practical and made as realistic as possible. Many things are dramatized. Visits are made to various departments of the factory. The nature and sources of raw material are given to the class thru actual demonstration and manipulation. The processes thruout the plant are observed. The quality of the finished product, the manner of its distribution and its destination are discussed.

"The teachers are mainly specialists drawn from among the works' officials, altho the main body of the teaching in this class is a responsibility of the permanent staff of the British Department of Education. The 'Initiation School'

is looked upon as a vital connecting link between the relatively simple life of the full-time day school and the sterner disciplinary reality of the factory and industrial life. These young people spend their entire time for a week in the 'Initiation School' and receive full regular wages while attending.

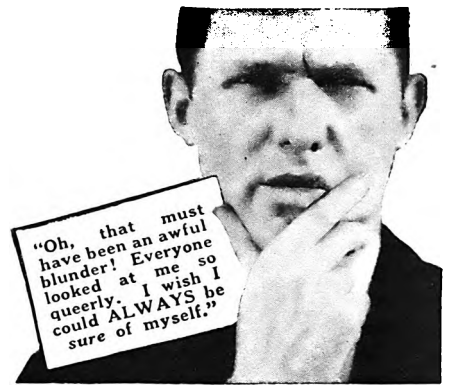
"The 'Initiation School' is a practical demonstration of the feeling on the part of the employer that the individual well-being of the worker is an integral part of his success as a worker. It is an expression of the belief that only a happy, well orientated and thoroly adjusted individual can be a successful unit in production.

"Progress charts are a very important part of the training scheme. They are kept strictly and are shown to the workers at regular intervals so that they will know how well they are progressing. These charts furnish a valuable motive for improvement."

Reporting on the work of the industrial psychologists in Germany, Dr. Payne states:

"The German people as a whole have put into practice that fundamental doctrine that only he who works shall eat. The German industrial and agricultural worker knows that work and thrift are the only true paths to comfort, success and contentment.

"The German industrialists realize more than any other group of industrial managers in any country, certainly far more than in the United States, the overwhelming importance of the seventh 'M' of scientific management. They realize and have put into practice the other six 'Ms', markets, money, machinery, materials, methods and management. But they have realized that which others have failed to realize, and that is that men, the working force, the personnel, are the keystone of the arch of busi-



Do You Make these Mistakes in ENGLISH?

MANY persons say "Did you hear from him today?" They should say "Have you heard from him today?" Some spell calendar "calender" or "calander." Still others say "between you and I" instead of "between you and me." It is astonishing how often "who" is used for "whom," and how frequently the simplest words are mispronounced. Few know whether to spell certain words with one or two "c's" or "m's" or "r's" or with "ie" or "ei." Most persons use only common words—colorless, flat, ordinary. Their speech and their letters are lifeless, monotonous, humdrum.

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ness and industrial prosperity. We may have splendid plants, latest machinery and similar good things; but they are all as nothing without a properly trained, selected, contented working force.

"All of this vocational information work is very closely related to the testing program, and is done only after the young person has been tested, and only for the occupations that the tests show the boy or girl to be best fitted for. This is very different from the situation in this country. Here we attempt to give a birdseye view of the world's activities to heterogeneous classes thru the medium of books. The classes on vocational information are generally taught by women who know nothing about the vocations. Usually these classes are 'tacked on' to the classes in English, the usual procedure being that the classes

study English four periods a week and vocational information one period a week.

"In Germany the scientific phase of the selection, placement and adjustment of the worker is well developed. They use very few pencil and paper tests, such as we are in process of developing in the United States. They use a wide variety of mechanical appliances, which in their exactness and construction practically amount to instruments of precision. They use the technique of psychology to solve the problems of industry, while we are most apt at using industry to solve the problems of psychology. In Germany the test is related very closely to the job, something that we practice very little in this country.

"There is no question that Germany has made greater progress in testing

and placing workers than we have. They realize very thoroly the importance of having the 'one best man' on the job. They realize that it is the foundation of all production, welfare, accident prevention, industrial relations, training programs, employment management, and employe representation. In fact, they seem to care little for all these things, apparently feeling that if they get the right man on the right job many of these things will adjust themselves, and in their case it seems to be true.

"Germany has apparently learned the lesson that our industrial managers have still to learn, that is, to handle the workers as carefully and scientifically as they do material and money."

Note: Credit is acknowledged to the periodicals, "School and Society" and "Industrial Psychology Monthly" for the use of paragraphs from Dr. Payne's reports.

Do You Want Your Daughter to Marry Young?

(Continued from page 25)

greatly in different persons. When it comes to glands and the endocrine system, we are still in an experimental stage. However, it is reasonably logical to assume that in youth the parents will have greater strength and vitality, and that indirectly the child will benefit. It goes without saying that a reasonably young mother can bear the strain of childbirth better than an older woman, and that her recuperative powers will be greater.

"But quite apart from the physical side of the question, I believe in youthful marriages for psychological reasons."

I could see that the doctor was strongly for the affirmative.

"One of the greatest factors in happy marriage is habit. Young married people form their habits of living together along similar lines. They grow accustomed to the same foods, the same hours for rest and recreation. They grow to like the same pastimes. Probably they'll tune in for their exercises together every morning. They grow alike in character and, sometimes, even in appearance. While sharing the fun of building a home, they are forming a solid-as-rock foundation of similar tastes that will take more than a casual meeting with a pretty flapper or a movie hero to smash.

"Now take older people who marry. Ten to one he's fallen into the habit during his bachelor days of going to the club three or four nights a week. He likes to doze in his chair the nights he stays home. He's used to his spinach a certain way, and his iced tea has to be prepared just so or he can't enjoy his meal. The woman likes her breakfast in bed (a sloppy habit, so

her husband thinks), can't bear spinach and prefers iced coffee. After supper, she's used to going to a movie or playing bridge. It makes her want to throw the ash tray at him when her husband lets out an occasional snore from the depths of the arm chair. And changing one's habits after they have been formed calls for more mutual adjustment than most of us are capable of making. Young married people will gradually develop lots of habits, but they'll be the same habits."

"How about finances? Do you really believe that two people—and one a woman—can live as cheaply as one?"

"Finances! Now you've hit on the one possible argument against early marriage. But, even at that, I'm not so sure it will hold water. To my way of thinking, almost any young fellow can earn enough for himself and his young bride; and if she's the right sort of a girl, she'll take delight in planning and economizing to help him make the grade."

"You're not talking about us, are you?" interrupted a laughing voice. There stood Laurie and young Bennett. We had been so absorbed that we hadn't heard the door open. I guess Doc and I looked sort of foolish—and, of course, our discussion was ended.

But it has been on my mind since, and I've asked the opinion of one or two others besides.

I talked with a woman who married in her teens, has raised a fairly large family and who looks as young at forty-five as she did at twenty, except for the silver in her hair. "Am I glad I married young? Well, once in a while I get an 'off' day when everything goes wrong, and I sort of wish

that I'd had more time to enjoy my freedom. But that's only for a minute. In reality, I'm glad as can be. You see . . . you can't eat your cake and have it too; and if freedom must be sacrificed, it's better in the beginning. It's more natural. Boys and girls need each other when they're young—that's nature's way. If they marry then, it saves a lot of 'wild oats' for the boy, and often a tragic misstep for the girl. They are strong physically and full of hope. They grow close to each other. If they've married before their characters and personalities have had a chance to run too deeply into any particular mold (and, like wax, to harden there), mental adjustments to each other will be easy.

"Then, too, the children are apt to come early and reasonably close, so that they are companionable to one another. The mother and father, being young, are better able to stand the nervous wear and tear that are part and parcel of raising and training a family. Then, along about my age, when you're just beginning to be tired, the hard work and responsibility are over, the children are grown and able to shift for themselves, and you have a few last years in which to live your own life. I know more than one woman of forty-five or fifty who (having raised a family) is starting to make a career for herself. And many of them will succeed, too, for their minds are free for their work. In youth it is harder. Love looms too large. . . ."

Her eyes no longer looked at me—they were gazing far back along the years.

Simmered down, her arguments were pretty much the same as Doc's, allow-

ing for the difference between the medical viewpoint and the purely feminine slant. I was just recently reading an article by Edward Sapir on "The Discipline of Sex". In it he says, "That psychological health demands sex satisfaction at a much earlier period than the general postponement of marriage makes possible is coming to be generally recognized." It all fits in with my own experience and observation.

There's another reason why I want my daughter to marry young. I've noticed that women who wait too long lose something. I don't know just how to express it; but it's a sort of spontaneous youthfulness of manner—a naturalness—that is very charming, and seems to abide with those who marry young, *after* marriage, and to ripen with the years into a graciousness that makes even old age beautiful. The woman who remains unwed past her first youth may have a youthful manner (sometimes it's too youthful), but it is a forced, makeshift affair. She acquires the hard and anxious look of the huntress. She becomes the pursuer rather than the pursued. Nature cannot be denied with impunity. In her heart, I am convinced, every woman instinctively wishes for an early marriage. She needs to feel that she is desired. And, in spite of the fact that convention condones "wild oats" only in a man, she too needs the physical ful-

filment that comes with marriage. I am basing my conclusions on my observation of women whom I have known socially and in business. The woman who remains single past her twenty-fourth or twenty-fifth year is being cheated of something that is hers by right. Perhaps she has never had an opportunity to marry; perhaps the opportunity has not been one she cared to accept; perhaps circumstances have deprived her of marriage, or she may have fooled herself with the idea of a career. In any case, she becomes a disappointed and frightened woman. Her deepest instincts have met frustration. And, even if she marries later, as occasionally happens, something of the glamor of early romance has passed her by. And to that extent, at least, life will always be incomplete for her.

Yes, I want my daughter to marry young—in the glow of first love, I hope. I want to see her stand with orange blossoms in her hair while she is still young enough for it all to seem a bit dreamlike and unreal to her. I want to see her blend her dreams into the fine fulfilment that marriage can be, when two who love in the bloom of youth develop together, each absorbing something of the other, so that the trite old Valentine rhyme, "Two minds with but a single thought, two hearts that beat as one", can become, for her and for her husband, a beautiful reality.

I Do Not Want My Daughter to Marry Young

(Continued from page 27)

enough for it all to seem a bit dreamlike and unreal to her". It is a very beautiful thought, if one's mind can stop there. But my vision travels a bit farther—to the moment when she awakens to realize the aftermath of drudgery that descends upon the young wife and mother. It is significant that in our grandmother's time, when early marriage was the order of the day, the symbolical figure of maternity was one with bowed head, drooped shoulders, wasted form. The death rate among married women in their twenties and thirties was appalling. Whereas, in our modern times, with marriage a somewhat later venture, the mother of several children is for the most part indistinguishable in appearance from her unmarried sisters, and the woman of forty has the figure and the bearing of a girl of twenty.

There probably are, as Mr. Connolly states, women who have found that the sacrifice of early freedom for marriage and raising a family is later compensated by a career in middle age. But these are superwomen. They are in the minority. And argument, to be worthy

of consideration, must be based upon the experience of the majority. The average girl who marries in her teens, before she has the stamina to resist the crushing forces of domestic drudgery and responsibility, becomes one of two things. Either she attempts to shoulder her burden and is in time beaten into the drab, overworked, hopeless figure which we occasionally see and pity, or in self-defense she shifts her burdens onto other shoulders. And, no matter how adequate these shoulders are, something is lost to both parents and children.

I know whereof I speak, because I belong to the latter class. Salving my conscience with the argument that I was entitled to my youth and that my mother could more competently handle the children than myself, I turned my babies over to her care. I am a bit over sixty, now. I can afford to be honest even with myself, because I no longer have anything to lose by telling the truth; and to have achieved a perspective of honest judgment towards one's own life and works is sometimes all one has to make death bearable.



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Why don't you write?

My mother brought up my children conscientiously and well. Nothing but gratitude belongs to her. The boy became a successful surgeon. I have always been proud of him and . . . afraid of him. Oh, I do not mean physically afraid; but afraid to face the judgment of me that I see always in his eyes. For I know that in his heart he hates me—that he thinks I betrayed my trust. I have never had a voluntary kiss or a tender word from him. He supports me. Once a month he brings me my check, assures himself that I am well, and goes his way. I never meet his friends. I know nothing of his affairs. We are like strangers—worse—for there is always the wraith of the love and sympathy which *might* have been standing between us. In his heart I feel that he is thinking, "My mother neglected her responsibilities. I'll show her that I do not shirk mine." He will never know my pride in him or my bitter grief for the place I gave up in his heart.

My daughter was of gentler mold. A wistful, loving child, she eloped, when seventeen, with a married man, because he gave her the love she was starving for. She has never uttered a word of blame. She is the best and most loving daughter a mother ever had; but I know that the price of my early freedom was my daughter's happiness. And the price was not paid by her alone. It was paid by the wife and children of the man she went to. It was paid by the man himself. He was not the sort to enter lightly into such a relationship. His attempts to spare his wife and children the humiliation of desertion resulted in a double life so overwhelming in its demands that he sought forgetfulness in drink, and died a drunkard—ruined mentally, morally and physically.

As for me—well, I had a few short years as a social butterfly. My husband and I gradually drifted apart. I tried to console myself with other loves. He divorced me, finally, for a woman older, less attractive and in every way my inferior. *They say she made him a home.* I know nothing, actually, except that when he died he left everything

"to Marcia, the best wife a man ever had".

For many years I railed at fate. Then a little child showed me the truth. My daughter's little girl was to be placed in a convent. I had occasionally seen the child, and in a casual sort of way, or so I thought, I was fond of her. She had always shown a certain restrained affection for me. I suppose "restrained" seems a peculiar word to apply to a child of seven; but you see she had been taught that I didn't like "to be bothered by children".

My daughter, her little girl and I entered the convent to make arrangements for her stay there. When the big wooden door with its iron trimmings fell shut behind us, I felt her small hand tighten on mine. As she sat, hands closely folded in her lap, while we waited the arrival of the Sister in charge, I saw her look fearfully from the figure of Christ of the bleeding heart back to her mother's face and mine. She remained quiet while her mother talked with the Sister. I, like a spectator at some drama, watched her face. And watching, I realized the agony of terror that was held in check so courageously. At length my daughter rose. "Then I'll send my little girl to you, tomorrow?" Quicker than the Sister could answer, the child had thrown herself upon me, "Don't let mother send me away—please, please, Grandma!"

I comforted her as best I could; but those last few moments had made me realize the need of a child for its mother. And when "tomorrow" came, my little granddaughter remained with me. During the next ten years I did for her all that I should have done for my own children. I tried to expiate the sins of omission that belonged to my early motherhood. I've tried to make up to her for the train of circumstances which brought her into the world without the right to her father's name. For I know, now, that I have much to answer for. And I know also that if I had been older when I married these things would never have been. I'm not

trying to excuse myself. I've taken the blame, and I've tried in so far as I could to make amends. My little granddaughter is a woman, now, and she loves and believes in me. Perhaps an old lady may be forgiven if she treasures such love as a sign that God will not judge harshly on the last day of all.

I've told my story as a warning. I do not doubt that Mr. Connolly believes all he says. His very thoughtfulness on the matter proves his sincerity. But he doesn't know. No mere man can. No man could bear the monotony of the average housewife's life. It is not for nothing that woman was the predestined child-bearer of the race. But just as we do not expect a small boy to carry the load of a full-grown man, we must not expect a child-woman to bear the burdens of physical and mental maturity.

The girl who marries early is beaten before she starts. If she rises to the demands of wifedom and motherhood, she does so at the expense of her youth, her strength and her happiness.

There is yet another reason why early marriage is disastrous. In her "teens" the girl is getting her first taste of admiration from the opposite sex. She is like a baby turned loose in a ten-cent store. She grabs the first thing that attracts her attention. The baby puts out its hands for the brightest color. It may be for a red ball or a tail light on a Ford car. The girl does likewise. She marries the boy with the "cutest line", the "snappiest roadster" or the latest jazz steps. Not till the sound of the wedding bells has died in the distance does she realize whether or not her choice was wise. But if she can be prevailed upon to wait, there is hope.

If I were the mother of a marriageable daughter, I should want her to wait until she was old enough to consider sensibly the goods that life has to offer, to be quite sure that she knew her own mind exactly and was prepared to pay the price. Then there would be at least a reasonable chance that she and her husband might both "live happily ever after".

Captain Peter

(Continued from page 33)

"When I first read that letter I kept expecting to get to a break and then, 'To read the continuation of this fascinating story, subscribe for such-and-such a magazine.' I can't seem to grasp yet that it's meant for me to believe."

"He says he confidently hopes you're an heir. That means he's pretty sure."

Ray jumped up and paced back and forth with an absorbed, excited air that suggested the need of more than that tiny living-room to stride in.

"Van Kuyler!" He lingered over the name. "Wouldn't it be queer if that was my name, and I was the great something-or-other grandson of this fearless and enterprising captain who helped settle New Amsterdam? Gosh! a fellow could be proud of having an ancestor like that, couldn't he? I wonder how he'd feel about me."

Edith, with her rounded chin propped in a well-kept hand, regarded him with prideful adoration.

"He'd love you, Ray," she pronounced. "I'd like to have had you meet him. Ray, just think, 'in the heart of Manhattan'. That must be billions and billions. Why, you might even be a millionaire."

"One never knows," assented Ray cheerfully, pausing before her to tilt on heels and toes, with fingers interlaced across an exaggeratedly inflated chest. "Wonder what old Grayson would say if I told him to make out my check to

Ray Van Kuyler after this. And in a bold and fearless manner befitting my distinguished ancestor I'd say, 'And while you're about it, add another ten per week'. I bet old Captain Peter could have made him do it. You know I'm all excited about that old fellow. I feel as if I'd have a lot in common with him if I met him."

"You've got an awfully firm chin," said Edith appraisingly.

Ray placed himself before the wall mirror, that was one of Edith's contributions to the house, and studied his features critically.

"And I have a big nose," he supplemented. "I imagine he had. I've always wished I had a slim, handsome face, but now I don't know. Broad and bumpy—that's the kind of faces those old Dutchmen have in the pictures, isn't it?—and I imagine that's the kind he had. Not handsome, you know, but..."

"Full of character," contributed Edith.

"I feel just chuck full of character when I think of his being an eighth or ninth grandfather of mine. It makes me feel like facing Fred Webb or the boss or anybody."

Ray's elation remained with him overnight and lent color to his day. It added briskness to his walk and boldness to his glance. Flicking a finger and a wrist to guide large sheets of paper down to the grippers that yawned for them seemed tame work for the descendant of a bold and enterprising ancestor, but he tried to put into his monotonous task the energy and enthusiasm that should be worthy of Captain Peter. When Joe Kasinski gave the signal, he washed up the press with cheerful alacrity, and when he punched the time-clock he forgot to resent the watchful triumph in Grayson's eye.

"Grayson's watching again," said Edith, resentful for him.

"Yeah. Poor old grind! If it gives him any pleasure to keep an eye on me, I should worry about it.

"I want to show you a picture I cut out of a magazine," he continued, "that I'll bet looks a good deal like Captain Peter used to. There! what do you

think of that? Doesn't he look like a grim old customer? Can't imagine him backing down for pirates or Indians or anybody, can you?"

The picture, carried about in Ray's pocket, grew to be, for him, an authentic likeness of Captain Peter Van Kuyler. He bought a little frame for it finally, and placed it in a position of honor on his chiffonier.

It was necessary to refer to his parents for the information requested by Mr. Spaulding, and their correspondence was in consequence delayed. Each succeeding day helped to root more firmly in his mind the belief in his ancestry; Captain Peter was a daily topic between him and Edith; and his buoyancy, independence and self-confidence grew accordingly.

It was with satisfaction but without surprise that he read the lawyer's second letter informing him that the data sent by him had served to confirm exactly their previous findings. Thomas Kiler, Ray's great-grandfather, of whose ancestry his parents had no knowledge, was almost certainly proven to be the son of Jacob Kuyler, direct descendant of Peter Van Kuyler. To establish beyond question his identity, however, he was requested to send, if possible, some confirming evidence, a photograph of his great-grandfather, a letter of his or anything that might prove his certain connection with this important link in the chain. When this had been done, Mr. Spaulding wrote, there remained nothing further but to press Ray's claim to a share in the vast Van Kuyler estate. The lawyer hoped he would see fit to retain the firm of Spaulding, Greer & Spaulding as his attorneys in this matter.

Ray gratefully replied that he should be glad to do so, and sent them a tin-type of his great-grandfather, with the stern stipulation that it be returned. He had perceived at once a striking likeness between his gaunt ancestor and the imagined Captain Peter. Before he sent it away, he showed the tin-type to Edith and bid for her enthusiasm.

"Well, I guess I didn't do so bad, picking out my ancestors," he boasted.

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"Here stands Ray Van Kuyler, he of the glittering eye and the iron hand. Bosses and foremen quail before him, bookkeepers fade and die."

"And stenographers love him. Ray, if the boss could see you now, he would immediately promote you because he'd be afraid not to. Of course, now it won't matter whether he promotes you or not when you get all this money."

"No . . . o," agreed Ray thoughtfully, "but I just wonder what Captain Peter would do about it. It seems to me he'd make them promote him."

He smashed one ink-stained fist emphatically into the other, while his gray eyes flashed handsomely in his ruddy face.

"Hold that!" commanded Edith, "till I get the camera. I think the boss ought to know what you can look like when he isn't around."

They both laughed and Ray's beligerency subsided. There was enough left of it by the next morning, however, to give him the impulse to approach the foreman again.

"Fred, I'd like to go back in the composing-room," he said directly. "There's no future in this job, and I want to get ahead. I have to get ahead."

He began boldly, but ended breathlessly and with a faint red tinging his cheek. Fred shifted his tobacco and spat viciously.

"You better be thankful you got a job at all," he returned darkly. "If it ain't good enough for you, you know what you can do."

He spat again and walked off. For a burning moment Ray's impulse was to rush after him and tell him he was quitting at once. He had an instantaneous vision of Fred offering him the job he wanted, offering him a raise, begging him to stay. But before he could move a muscle his arrogant mood had passed and his shoulders sagged impotently. Fighting a bitter self-contempt with the frail, time-worn excuses he had often used before, he slouched back to his press. But his self-contempt would not down. It jeered and pointed derisive fingers; it scourged him with stinging whips; it lacerated his spirit and poured vitriol on the gaping wounds.

"You a descendant of Captain Peter! You! you!" it mocked with every revolution of the giant cylinder below him. "You're a worm! You're a fish! You're dust for him to walk on. I'd like to see him go back to his press like a kicked puppy. He'd let 'em know a Van Kuyler was around here. He'd smash this thing thru, he would, and he wouldn't waste his time on Fred Webb, either. He'd make the boss himself sit up and listen."

Flaming with the spirit of Captain Peter, Ray brought the big press to a protesting standstill, and flung himself

from the stool. Without a word to big Joe Kasinski, who came lumberingly to investigate, or to Fred Webb, who shouted angrily as he sped by him, he ran down the front stairs, thru the office, and into the door marked "Private". He had a fleeting glimpse of Grayson, outraged and glaring, of Edith at her typewriter, paling with apprehension, but he stopped for neither of them. Mr. Sterling, the manager, who had removed his overcoat and hat and was adjusting his glasses and smoothing his dark, graying hair with a firm hand, turned calmly at Ray's abrupt entrance.

"Well?" he said interrogatively.

As his calm gray eye met Ray's heated glance, the boy felt that here was a man whom Captain Peter would have valued.

"Mr. Sterling," he began, forcing

Ego

By Warren Ariail

*I AM I because I had to be I;
Why I am I is a mystery to me.
But since I am I, it is my business
To be the true I that I should be, I hold.
And since I am I, I feel it my purpose
To leap into vastness, not fearful of
odds,
And work out my bidding, using such
tools as
Stars at their highest and dust at its
lowest,
Error and truth, despair and faith,
Because I am I, and the I is God's I
With which He bids anything that I
would attain.
With this I, He has started another
sentence
In the book of the World, with this I
that I am,
And the I is the subject, the universe
the object
And my purpose the predicate; and I
must be
A proverb of God in the scrap-book of
time.*

himself to speak collectedly, "I want to talk to you about my job. I've worked here for two years on the presses, and started in the composing-room about three months ago. Then work got slack and Fred put me back on the presses. I just asked him to let me go into the composing-room again, but I guess there isn't much chance."

"Well?" repeated Mr. Sterling.

"Well, it seems to me two years is long enough to wait for promotion. I'm just marking time up there. I'm not getting anywhere and I'm getting sick of it."

"What do you want me to do? Go over Fred's head? I can't do that, you know. He's foreman."

At that moment it seemed to Ray that a hard, pugnacious fist prodded him in the back, and a husky voice

whispered, "Now, boy, now." Captain Peter! Ray took a deep breath.

"In that case, the sooner I quit the better," he heard himself saying, in almost the husky tones of his mentor. "I'll go up and tell Fred I'm thru."

The other man stopped him with a gesture.

"What's the use of being so hasty?" he inquired mildly. "Just because you can't have your own way is no reason for getting mad and doing something you'll be sorry for."

"I'm not being hasty. I've had plenty of time to think this over. And the only way I can get up spunk enough to quit is to do it while I'm mad."

In boyish appreciation of his own absurdity, he flashed on Sterling the smile that had endeared him to Edith. The other man looked at him with interest.

"Sit down," he commanded. "I want to have a talk with you. Now just what is it that you want to do? Why the composing-room? There's chance of promotion in the press-room, too."

"But I want to learn everything about printing," explained Ray, with sweeping enthusiasm. "I like to plan a job and see if I can't set up one letter-head better than the one before. I believe I'd like to have a little country shop where I'd do the planning and the work and everything."

He paused abruptly, feeling that he was growing, under the influence of this man's calm interest, as boyishly loquacious as when he talked to Edith.

Another question, and he was off again, pouring out his ideas and enthusiasms, while his employer quietly appraised him.

"The fact is," said Sterling thoughtfully, "that at present we have more help than we need in the composing-room, and we'll have to go by Fred's decision as to that. There is another department, however, in which we might use you, if you're able to do the work. Do you think you could sell printing?"

Ray gasped.

"I . . . I hadn't thought of it," he stammered.

"We can use a young man just now who is willing to learn, who is ambitious and who is enthusiastic about the printing business. Do you think you're the man we want?"

Ray grew dizzy with the rush of blood to his face and a trembling attacked his knees. A sudden fear that he was going to cry shocked him into self-control. Again that pugnacious fist in his ribs, and he found himself saying shakily,

"I'll do my best, Mr. Sterling."

The other nodded.

"We'll try you. It's up to you whether you make good or not. Fix it up with Fred and we'll send you out tomorrow morning."

Ray did not dare look at Edith as he

retraced his way thru the office, but he dashed up the stairs and met Fred Webb at the top.

"Whadda you mean, running off like that without a word?" he demanded. "If you don't like your job, there's others that do. You're fired. Get that?"

Ray laughed joyously.

"Oh, I knew that about ten minutes ago," he retorted, and went buoyantly to get his coat and cap.

From a near-by drugstore, he telephoned Edith and invited her out to lunch.

"Think up some classy place to go," he told her. "No cafeteria stuff this time. This is an occasion."

She responded heartily enough, but when she met him there was a troubled excitement in her face. He thought she had been crying.

"Creamed chicken with mushrooms, lemon cream pie, coffee," ordered Ray, while Edith smiled tenderly at his boyish exuberance.

When the waitress had gone, he blurted out his good news.

"And do you know," he added, "every time I felt myself weakening, it seemed as tho Captain Peter stood back of me and egged me on. If it hadn't been for him, I wouldn't have had the nerve to take the job."

Edith lifted tear-filled brown eyes.

"But, Ray," she faltered, laying a caressing hand on his sleeve, "supposing there isn't any Captain Peter, never was any Captain Peter. Ray, I've been so blue all forenoon. I found this in the morning paper."

Anxiously she watched the jubilation die out of his face as he read the clipping:

A man giving his name as Spaulding was arrested today on a charge of using the mails to defraud. Representing himself as a member of a firm of attorneys, he gained the confidence of his alleged victims by claiming to be possessed of evidence proving his correspondent to be one of the heirs to a vast estate in New York, which by a peculiar will made by its founder had been left undivided up till this time, the name of the founder varying according to the person addressed. When requests for a one-hundred-dollar retainer fee went out to the "heirs", suspicion was aroused and the case was reported.

Edith, watching him solicitously, half-rose from her seat with a smothered exclamation as the look on his face

altered from dull disappointment to startled, helpless fear.

"Ray, dear," she pleaded, "don't mind like that. It doesn't really matter, you know. We're no worse off than we were before. It would be nice to have a million, but most people don't, you know, and we can get along as well as they."

"But Captain Peter, Edie," cried Ray, desperately. "What can I do without him? He's been a real pal to me. He's prodded me on and bolstered me up . . . Why, if it hadn't been for him I never would have had nerve enough to talk up to Fred Webb or to tell the boss I'd take this new job. How do I know I'll make good in this job if he isn't there to help me?"

"I wish you could keep him, Ray. It's been so wonderful lately. You've been so wonderful. But, Ray," she went on timidly, "you know he never really did exist."

"He did to me," returned the boy brusquely. "You don't understand, Edie, but he was just as real to me sometimes as you are."

"But he was in your mind, Ray. Just yours and mine and nobody else's. Then why can't you keep him there just the same?"

Ray leaned heavily on his rough, red hand, freshly manicured in honor of his new position, and stared gloomily at the clipping.

"No, I don't think I can," he said finally. "It's just as if I was at his funeral right now. I don't think he'll ever be real to me again."

"No, you're not at his funeral," she said softly, "but you're killing him now. Nobody else could hurt Captain Peter. He never lived for anyone but you and me. He wouldn't die for anyone else. Ray, let him live," she pleaded. "He's such a friend to you."

She paused, as if half afraid of what she had said. Ray looked at her long, his boyish faith struggling thru his discouragement, like sunshine trying to break thru a thick wall of cloud.

"You know him as well as I do," he said at last, "or you couldn't talk like that. And you'll help me keep him alive. We'll not let anybody tell us there isn't a Captain Peter. I'll show them there is," and he brought his doubled fist down with violence on the clipping. "I'll show them there must have been a Captain Peter, or how could his descendant of the tenth generation have inherited his nerve?"

How to Capture Ideas

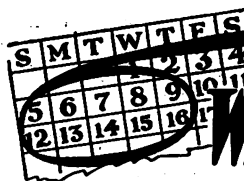
(Continued from page 23)

would certainly land it on the rocks. And the boys who played their "sure hunches" are now selling "unemployment apples".

Fifth Rule: Make a list of the ideas

for solving the problem. If you will patiently set down three ways of solving your problem the very list made will help you go on to five. How many good ways of solving the prohibition

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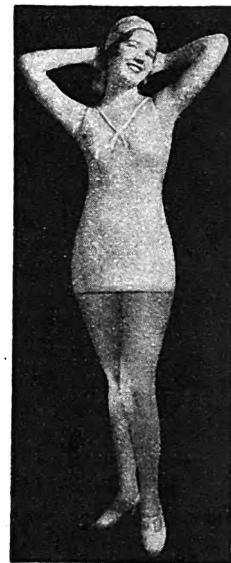
HOW many pounds do you want to take off? How many inches do you want to reduce your neck, bust, waist, hips, arms, legs, calves? In just 10 days you can have the **proof** that my personal methods will give you a slender, graceful figure. It was through these methods that I developed "the body beautiful" and won fame as "the world's most perfectly formed woman." And by these same methods I have kept my weight and figure without change of one pound or one inch for over ten years.

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problem are there? Make a list. Extend it. How many ways are there by which you can increase your earning capacity? Start a list and keep it up. A young man going to a large university to study made a list of ways to earn his living and that of his wife and children. Nearly thirty ways were finally found, and a combination of several of the best made the perfect solution. The "shopping list" should be a good introduction to this method for a woman.

Sixth Rule: Do not be ashamed to get others to help. Use authors, living and dead, for good suggestions. We have doctors of medicine to suggest cures for diseases, lawyers for our legal troubles and a host of other specialists. We have recourse to books, encyclopedias, magazine articles, government bulletins, handy reference guides and many other printed sources. A man is about half educated when he knows where and how to find the right information. Many people are helpless when they have used up their

meager little "bag of tricks". Be independent; think for yourself; but be wise enough to use the much larger experience of the race also.

Seventh Rule: Criticize your ideas. Don't be a person of foregone conclusions. Get others to test your suggestions before you adopt any of them. By weeding out the poor ideas, you are forced to find better; and this constant and critical attitude of inspecting the credentials of every one that knocks at your door will help you to keep out all but the best guest. *Good thinking is largely a slaughter of ideas*—the survival of the fittest. It is not a mere vague feel of the right direction and way to act in our complex changing civilization. Instinct does well for animals in a simple environment, but man's environment is new, and daily more complex and challenging.

The difficulty in thinking thru a problem lies in the fact that our schools have trained us in the apprehension and comprehension of information but not in deliberation or reflective think-

ing. We face the problematic future with only the habits of thinking which we have somehow built up by hit and miss. We have to break old habits and build new ones. This double process demands long and careful training; and there is no escape from this.

But we can demand training for our children that helps them to gain the art of thinking and the skill of finding, testing and selecting the best suggestions for the difficult situations which face them, as children, in the real world and the hypothetical situations which face them in their school subjects. The problem method of teaching is growing and is bound to become the final form of training. If you have children in the home you can teach them to think; and if you are a teacher in the schools, in spite of the Gradgrind requirements of filling the pupils' memories full of stuffing with information, you can raise real problems and cultivate real minds for a real world.

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Is Your Business Nervous?

(Continued from page 35)

The solution clears as this man has the opportunity to realize how and why he makes such an error in judgment. He sees how he is fooling himself by misplacing values. Of course this is only possible if he is willing to study the problem.

Consider another example of a business man who found himself in a state of discouragement on certain days without any apparent reason. He could not fathom the mystery. Arriving at his office in the morning he would feel cheerful and optimistic. Business cares did not seem to affect him. Suddenly a cloud seemed to cast its shadow over him and he could not shake off the feeling until he left the office. Nor did this occur every day. Several days might pass without a recurrence of the feeling.

Fortunately, this man was intimately acquainted with a professional psychoanalyst and to him the problem was submitted. Out of a mass of forgotten incidents appeared an old love affair with a girl whose favorite color was pink. This girl threw him over for another man and he brooded long over the humiliation. For some time anything colored pink reminded him of the painful experience and started a train of morbid thoughts.

Finally he believed that the matter was completely erased from his mind. He continued the regular course of his life until this time. The analyst surmised that something in connection with his business had stirred up the old feeling. Following this train of thought

it was discovered that this man's stenographer wore a pink dress once in a while. Checking carefully, he found that the depression appeared when the stenographer walked into his office wearing pink. On days when she did not wear this color he was entirely unaffected.

He was both surprised and amused with such a discovery. It was all a mistake. The girl wearing pink was reacted to as the girl who disappointed him and thus brought on the old humiliation. Of course he had not realized the influence of his memories. Facing them clearly forced an adjustment that prevented any return of his trouble. He won't be caught with the same trick a second time.

Business men are often the victims of habit in the disguise of what they call system. Rigidly they adhere to a set mode of action, allowing for no exceptions. They may decide to do certain things at certain times and feel outraged if any attempt is made to break in on their schedules. This is a mild form of monomania characterized by what is known as the "fixed idea".

Such devotion to system cost a business man a large profit on one occasion. He had his time divided into two rigid periods. From nine in the morning until five in the evening he attended to business only. He would allow nothing pertaining to friendship to occupy his attention during these hours. Even his wife could not come to his office. His business manner was severe, curt, uncompromising, his voice sharp.

At five o'clock his personality changed radically. He became the hospitable, genial, good-natured gentleman, kind and considerate. Business thoughts or talk were banned. Pleasure was in the foreground and his friends his chief consideration. Now he was the hale-fellow-well-met and a delightful companion.

How typical this is of the well-known double personality. In a milder way, of course, it is the copy of Conan Doyle's famous character type, Dr. Jekyll and Mr. Hyde. The humanitarian by day; the cruel monster at night. Our business man was cruel by day and altruistic at night.

It was in the midst of an evening's festivities that our host was called to the telephone. The voice at the other end offered acceptance of a business proposition that had been made that day. Thousands of dollars were involved but not quite enough to overcome the force of habit. Without waiting to hear the complete details he interrupted with, "Call me in the morning; I have no time for business now," and hung up the receiver.

Much to his chagrin the offer was withdrawn the next morning. The system had failed to work. It did not fit the demands of reality. It suited him but not the people with whom he did business. He had to admit that the world cannot be run to suit one person.

Tracing his peculiarity back to its roots in his past experiences, he found it resting on a substructure of childish fear. His mother gave him a strict

definition of duty as contrasted with pleasure. "When you work you must not think of play. When you play there should be no work to be done." This was pounded into his young brain until it became a habit of fanatical proportions. On one occasion when he was reading a book, someone asked him a question about a picture in the book. He answered: "I am here to read, not to look at pictures."

As innocent as these childish habits appear, they possess possibilities for exaggeration that lead to unfortunate results. Human beings accept well-meant advice but carry it to extremes. A habit of thought as it gathers force may be compared with the making of a rope. The first few strands are easily broken. As more of the same strands are added, the rope becomes so strong that it takes a great power to break it.

The greatest power available is the light of rational understanding. Mere determination is not enough. We must trace our inadequacies back to their beginnings in our past history. "As the twig is bent, so it grows." The gullible victims of influences that we have long since forgotten, we must realize the necessity of knowing ourselves better if we are to work out our des-

tinies to the advantage of ourselves and our fellow men.

Business life is the great laboratory in which our personal peculiarities are made especially conspicuous. It "shows us up", to use a crude phrase. The people with whom we are associated sense our weaknesses and we sense theirs. But, sad to say, we fail to sense our own. It takes a shock of some sort to pull us up short and make us realize that something is going amiss.

What a pity that we cannot have the privilege of forestalling disaster on the basis that "an ounce of prevention is worth a pound of cure". The idea is being promoted in the medical field where "keep yourself well" is the keynote of preventive medicine. No doubt we will develop to the stage where examination of our feelings and actions will be accepted as a wise precaution. The means are at hand. All we need do is convince ourselves of the benefit.

Out of the fabric of the past is the present made, a fabric of fine texture and many patterns with mysterious strands of unknown origin. To understand one's own past experiences, the forgotten influences affecting present-day judgments, is to command resources of great value in the business of living.

Shall I Change My Job?

(Continued from page 41)

gentleman, a homeopathic physician, drove up behind a decrepit gray horse. He had, I soon discovered, one of the largest collections of useless information in the world, a keen mind and a marvelously retentive memory. He knew all the issues in the McKinley campaign and every campaign since. He could tell the price of flour forty years ago and could quote long passages from Euripides. But his medical library was dusty and out of date. His energies were too diffused to make for success. There are certain exceptional people like John Erskine, the writer and musician, who combine several vocations. But in most cases the path to success is charted in a straight, ascending line, with only such by-paths as are necessary for recreation and mental balance."

"Granted that a man has asked himself the questions you suggest, that he has tried to concentrate on his own job but feels irresistibly drawn to another for which he appears to have some aptitude, what should he do?" Dr. Sanford was asked.

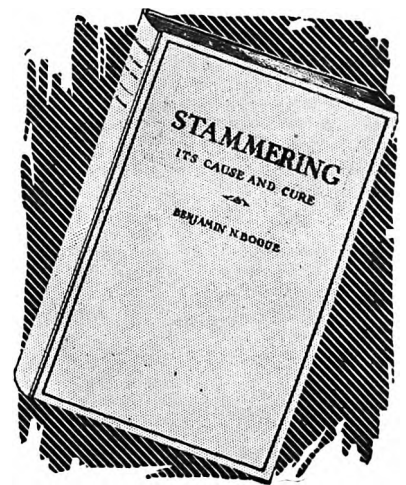
"If humanly possible, he should acquire training for his new work and begin over again if necessary in order to find his true *métier*. If the urge to do the new work is strong enough, the chances are he will find a way to do this without being told. He will study

law at night school while working in a bank or he will sit up far into the night reading and writing until his urge to express himself on paper finds fruition. These activities will seem to him far more interesting than golf or poker.

"He will find his best effort rewarded, for he will be the man whom Carlyle eloquently describes: 'Blessed is he who has found his work; let him ask no other blessedness. He has a work, a life purpose; he has found it and will follow it.'

"If he is truly a misfit so that he can never love his work, never give his best to it, he owes it to himself and society to find his niche if possible. We all know 'square pegs'. The teaching profession has an especially large number of misfits because so many people become teachers by accident, when, on finishing school, they find themselves adrift with no vocational plan, with no specific fitness for any vocation. The ultimate cure for this evil is, of course, more complete vocational guidance programs in the schools so that each boy or girl will have an opportunity to find himself vocationally in time to direct the remainder of his education toward the desired end."

But it is futile to talk about self-expression—or even the good of society—to a man who is having the utmost difficulty supporting a large family at



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any kind of job at all. Desirable as it may be, psychologically, for a man of thirty-five, for instance, to retire from the electrical business and take up the study of medicine, this is not always economically possible. What can he do to make his lot happier, more successful?

"It was for him that the story of Jeremiah and the potter was written," Dr. Sanford says. "Breaking the vessel he was shaping on his wheel, the potter did not throw it aside, but fashioned, as Jeremiah watched, a 'vessel of lesser beauty'.

"I know a man who was graduated from college and then prepared himself for the ministry. He had a brilliant mind and a particularly good memory, being able to quote enormous quantities of poetry. Immediately, as he entered on the career he had so eagerly planned, he realized that he was never to succeed in it. Because of some quirk which he could not overcome, it was impossible for him to speak in public. His training was highly specialized and he was not fitted for any other vocation. He is working now as a laborer in a gun factory in New York State. He has accepted his limitations and is happy. The knowledge and training with which he enriched his mind during his school days are of no use in his work but they are a source of the greatest satisfaction and joy to him in his leisure.

"I have often thought that an unskilled laborer has a keener personal need for a college education than has the professional man. If his work is not stimulating, it is ten times more important that he find stimulation on the outside—from books, from music, from

an avocation. The avocation or 'hobby' is playing an increasingly important part in the American scheme of things since hours of leisure have been extended. It offers the 'open sesame' to development and interest-in-life to the man whose work is distasteful or dull. And until the vocational millenium, when every man will sing perpetually at his work, millions of unexciting jobs must be filled.

"Until then, the man with a hobby is a wise and happy man. From folk dancing to wood carving, from bee culture to the study of Greek tragedies, the whole world of science and art and enterprise is his to explore. Nor, unless his taste in hobbies runs to yachting or the collection of emeralds, need he have money to gratify his need for an absorbing side line. Public libraries, art museums, little theater movements, night schools, public golf courses, government extension work and a hundred other organized interests invite him to refresh his mind after the day's work. The adult education movement is designed for him, effectively opening up new and fascinating avenues.

"One rule he should make for himself in this process of adjustment, an unalterable rule against 'talking down' his job. This is one of the most destructive of weaknesses, reacting badly on the crêpe hanger himself and all who hear him. Rather he should exalt his job in his own mind, dignifying it with his own respectful attitude.

"He would do well, too, to meditate on the deep, psychological significance of Carlyle's words: 'Even in the meanest sorts of labor, the whole soul of a man is composed into a kind of real harmony the instant he sets himself to work.'"

Are Famous People Happy?

(Continued from page 30)

finds his happiness thru fame and riches and the man without these has no chance.

A foolish attitude! Many a man who has attained fame and riches considers them as handicaps in the pursuit of happiness. I asked my question of Bernarr Macfadden who has attained fame as the foremost exponent of physical culture, and riches as one of New York's leading publishers. He answered:

Happiness is a state of mind that comes to us largely by comparing one day with another, or one experience with those that might have preceded it.

I am inclined to believe that what we call the medium or even the lower class, who struggle for long periods for the rewards they earn, get more actual satisfaction and happiness out of life than those who are famous. There are of course exceptions, but the calm content that comes with satisfying happi-

ness is rarely attained for a very long period by those who are driven by dominating ambitions. Such people are happy until they reach the goal they are seeking and then they set another mark, find another goal, that drives them onward in the mad race for success.

Mediocrity is probably more closely associated with happiness than either of the extremes—the famous or the obscure.

Mr. Macfadden's attitude is one that those who long for fame should seriously consider, for many a man has started after fame and fortune because he believed that in them he would find the greatest happiness, and not until the flower of life had begun to fade did he realize that he had so completely spent himself in their pursuit that he had robbed himself of his chance to be happy. If happiness is your aim, you will do well to consider more direct routes before starting on a marathon

race for fame which may end at some altogether different goal.

Often, while men of ability are arduously seeking fame and failing to attain it, others who do not want fame, but are making some form of happiness their goal, incidentally attain much greater heights of fame and fortune than those who seek it directly. Perhaps something of this kind happened in the life of Bernarr Macfadden, for the goal of his life was to help the world find happiness thru increased vitality by physical improvement. In doing this, he became both famous and rich.

But as for his own personal happiness, would you imagine that Macfadden, with his fortunes tied up closely with a number of large magazines and metropolitan newspapers for which he is responsible, could find it as easily as one of his unknown employees whose salary is sufficient and whose greatest worry is to give the reasonably good service necessary to hold his job? If a tranquil mind and peaceful life are prerequisites to happiness, then certainly the job-holder has the advantage.

Having considered the advice of these eight famous men, what are we to do? Are we to struggle to crowd into the very limited bit of space covered by the spotlight of fame, so that the public can alternately praise us and stick their inquisitive noses into our business; or are we to forget what the public thinks and proceed with our efforts to accomplish worth-while things and bring happiness to ourselves and others, con-

tent in the knowledge that we are playing well our part, whether the world knows it or not? My conclusion would be that the latter course is better, for while fame is nothing for an honest man to fear or avoid, it is not worth going far out of one's way to achieve.

However, the desire for fame is nothing of which to be ashamed. It is a form of human pride which usually makes people do good things. The desire for praise inspires many a noble deed. Thruout the entire history of the human race persons have wanted the praise of their fellow men and to get it have done praiseworthy things. Those with such pride have always been the best element of human society.

If you want fame, go right ahead in your efforts to attain it, but be careful that you do not let these efforts interfere with your privilege of being happy, or that of others.

The desire for fame is so strong in some that many a respected pillar of his community would be willing to become a tramp if he knew it would bring him the fame of Jim Tully, or a gangster if he knew it would bring him the fame of Al Capone. Such an attitude is as senseless as if your desire to get to Europe made you attempt to swim the ocean.

American people are lovers of fame to such an extent that the fame of a Lindbergh can popularize aviation and the fame of a Bobby Jones can popularize golf, but as for happiness, it is well to recognize the fact that there are better ways of pursuing it than by seeking public praise.

Dreaming and Doing

(Continued from page 51)

stature and robust physique; with a broad face, a tough skin, a somewhat coarse disposition, a powerful abundance of self-assurance, a gratifying reputation for getting things done.

Why, we should ask, are the dreamers and the doers often opposed to each other? Because they are so different and seldom even try to understand each other. When they do get harmonized, both are increasingly effectualized. Perception and action are interdependent. To see ahead, then go ahead, is to get ahead. The people who go ahead are many, the people who see ahead are few; and a gait without a goal is folly or danger. So the dreamer is the type of man to study and emulate first. A prophet should guide an executive. Sight precedes action.

Do you know a dreamer? If so, be glad. Invite his confidence. Appreciate him. Respect him. Consult him where you need vision perhaps clearer than your own. Get his viewpoint. Borrow his illumination. Realize the worth of

his mental superiority. When you hear people ridicule or disparage him, silently pity their obtuseness and let not your faith in him be disturbed.

Are you a dreamer? If so, follow a somewhat different line of action. Do more and dream less. Build up your vitality. Strengthen your nerves and muscles. Smile at your sensitivity. Be gently stern with yourself. Locate, then dislocate, your faults and weaknesses likely to hold you back. Make friends with busy, practical, successful people. Find how to earn more money and so be financially able to put your dreams into effect.

Now for a conclusion both ideal and practical, in deference to both dreamers and doers. Immediate application of the truths outlined above may start by means of a personal questionnaire. The query below that seems to you most vital may well be answered first, other queries to follow in the order you may choose.

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Who is your dearest friend or relative? Could you not somehow make that person an active partner in the realization of your dream of betterment?

What hindrances have prevented the accomplishment of your most cherished ambition or aspiration? How can you remove, negate or surmount them?

Are you thoroly trained in modern efficiency methods required for the certain actualization of ideals? If not,

where will you get that training?

Whose official advice or cooperation would specially aid your efforts toward enactment of the crowning achievement of your life? Can you not think out a mutually desirable plan to obtain such help?

Do you belong to a local or national association of people in your line of work? If not, could you join such an organization for self-improvement and self-advancement?

Who are some of the national leaders in your vocation or occupation? Have you studied their records, statements or products with a view to learning how they brought their life dreams into effect?

Only a dreamer would have the desire, yet only a doer would have the power, to answer all these questions. Your answers to even a majority of them will certify you a rare combination of dreamer and doer with elements of real greatness.

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What Can We Do For You?

(Continued from page 56)

panionship from you. Learn how to play and you will live longer, be happier and be a source of real pleasure to the rest of your family.

Q QUESTION:—P. O. writes:—

Some months ago I was examined by a physician and he told me that I had an ulcer of the stomach. I have not had a good appetite, have felt rather weak, am quite nervous and all in all life has been rather a trying thing for several years. I did not follow this doctor's suggestions, but have been trying to live more of a physical culture life. Each day I take at least three, and sometimes four, glasses of orange juice, have kept away from all foods that are hard to digest, and have taken light forms of exercise daily. But still I believe that this ulcer is present, for my stomach in spite of all of this care still feels uncomfortable. Have you any suggestion to make?

ANSWER:—

To begin with, you have no ulcer. If you had an ulcer you would find that orange juice would distress you considerably. Orange juice is acid until converted into an alkali thru the chemical action of the digestive fluids, and this acid when it first strikes your stomach would cause distress. Unknowingly you have stated a very good reason for your not having an ulcer. Ulcer of the stomach is a pet of the medical fraternity today. Certain distressful symptoms are now called "ulcer".

You are probably suffering only from nervous indigestion. You have worried over your condition, have pampered yourself too much, have probably removed some of the foods that your sys-

tem needs for health, and by eating only easily digested foods you have taken away from the stomach a form of exercise that the muscles require to maintain a state of health and development. Forget yourself, begin to eat more nourishing foods, get the thought of ulcer removed from your mind, and I am sure you will begin to show marked signs of improvement.

Q QUESTION:—M. M. T. writes:—

For the past three years I have suffered considerably, especially before my period, with considerable pain in one shoulder and an extreme soreness of the breast on that side. I can at times feel a little lump in this breast, but this goes away for sometimes weeks and is only present when the condition becomes acute. I am frightened and worry most of the time, fearing that I am suffering from cancer. I have been examined by two physicians who state that there is no indication of cancer present, but I fear they are just trying to make me feel better. What is your conclusion?

ANSWER:—

It is my opinion that you are suffering from congestion of the glands of the breast, along with inflammation of the nerves in the shoulder, which extend down to the breast. You know cancer is progressive in nature and if you had suffered from it for three years you would be in a very bad state, or perhaps dead, by now. There is very little pain in cancer, where it is located in the breast, until the last stages of the disease. The lump you feel would not disappear at times if it were cancer. It is more than likely that you

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have large breasts with somewhat of a narrow attachment, which interferes somewhat with the circulation. You are probably in a toxic state too just at this time. Exercise, diet and a calm, confident mental attitude will help a lot.

QUESTION:—L. E. writes:—

I had my urine examined sometime ago and found that it contained quite a bit of sugar. I have not been a sugar eater, none of my family has diabetes, so why should I have it?

ANSWER:—

Had you signed your name in full and given me your address I could have written to you personally and given you more information than I can in this column. I never use one's name in connection with this department.

It is quite possible that you are not suffering from diabetes. The mere fact that there is sugar present in the urine is no proof. Sugar can be present where there has been mental strain or a shock. This is also true of albumen. If you are a great hand to worry—have the habit—you are catering to a state of diabetes, if you have such a tendency. Probably as high as 80 per cent of those suffering from diabetes have developed it thru some form of emotional unbalance. Wrong thinking, of course, will create just such a state.

A Gold Mine

(Continued from page 48)

to get him off, and he was 'sent up' for six months. Just before leaving town I went to the jail to tell him goodbye and express my regrets. He accepted the situation in a very philosophic manner and said, to my surprise:

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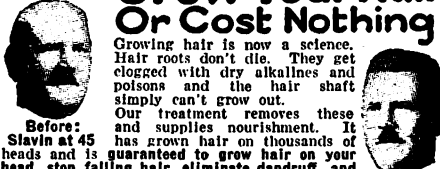
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We left her on her doorstep. We had seen a rounded life, barrenness and beauty, ceaseless routine, stars in heaven—scars on nature's face.

"I Think"

(Continued from page 61)

"Well, now," grinned an official, "if you go along to the end of the platform you will see a door leading to a stairway where there is a notice which reads 'Nose Paint'. I expect you'd better go down there." My uncle went and got all the brandy he wanted.

I am an "Old Contemptible" and crossed over to France early in August, 1914. Right thru that first winter and, in fact, the whole war, there was a tremendous outcry from the temperance fanatics about the rum ration issued to our troops. I still hold, without fear of contradiction from those who know, that that rum ration saved thousands of lives during the winter of 1914, including my own.

Prohibition must on the face of it make people seek out alcohol. I would suggest to those who favor such methods that they read Tom Sawyer (perhaps it savors rather of 'carrying coals to Newcastle' for a Britisher to recommend Mark Twain to an American), especially the closing part of the second chapter and the beginning of the twenty-third chapter. This aspect of psychology is put into a few words.

Your liquor solution is the first psychologically sound solution to the question that has ever been offered. I wish you success in your campaign.

With many thanks for much help in the past in the solution of life's problems,

J. R. Cleland, D.D.,
Cantray,
Edenbridge,
Kent.

May you reap an abundant harvest of that greatest of all rewards—that keen satisfaction which comes only with the accomplishment of something worth while.

R. H. Walters,
2749 Palmetto St.,
Columbus, Ohio.

I HAVE bought and read every issue of PSYCHOLOGY since its beginning. I haunt the book shop where I purchase it from one month to the next and if it is a little late in coming the proprietor will say, "Not yet. Guess we will have to go after it for you." Then sometimes when it is in early she will call to me as I pass thru the store, "Book's in". I fork out my quarter and almost snatch the book from her hand so happy am I. I know that that evening will be one of solid comfort with a book worth while. Dr. Miller, if you only knew how some of us who read your magazine enjoy it you would to a certain degree feel repaid for all your struggles to make it a success.

Maude L. Owen,
212½ Blanchard St.,
Seattle, Wash.

Dr. Miller replies to a reader who asks that his letter be withheld:

I HAVE read your problem with extreme sympathy. It is a tragic case where a mother's love has demonstrated itself in a perverse form and taken a form of persecution. I think you should arrange to be away from her as much as possible. It is entirely proper, of course, that you should support her, but not that you should permit her to dominate and run your life. I would have a frank talk with her and say that while you are eager to fulfill your duty as a son in the matter of her support, that your life thus far has been completely ruined by her persistent in-

PSYCHOLOGY has let its light shine. PSYCHOLOGY has started something. "May it go places," and "do things."

Other solutions of the liquor problem may be offered; other solutions may be tried; but your solution will ultimately be—the only solution. The world will look upon Uncle Sam then, in truth, as a leader among nations.

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terference; that you are now a grown man and are going to live your own life and she must leave you completely alone so far as telling you what to do or what not to do is concerned; that you are going to do as you please and unless she completely changes toward you you will be forced to leave her.

Henry K. Miller.

The Years

By Mattie Lee Wadsworth

YOU look at my hair as white as snow

And guide my footsteps halt and slow,
And gently ask with springing tears,
"Dear, you have lived how many years?"

I answer, "What tends to make a year?
Does the width of a smile or the weight
of a tear?"

Or the whirling circles of black and white

On the swinging worlds, called day and night?

"If you count the years, by the heart's glad beat,

By the friends which make a life complete;

By the many joys that have come to me

My years outnumber the sands of the sea.

"If you count the years by the pulse of pain;

The aching heart, and the weary brain,
The tired hands, when the day is done,

You have shared my burden, my years are none".

I HAVE found much help and inspiration in your magazine.

I have just finished the October copy and I am at a loss to understand how such a thin article as "Nagging Wives" came to be printed in such a wonderful magazine. It looks like a very "catty" thing to me. If there is a Jane Burr the poor woman would be forty-three years old and would have allowed her whole life to be colored by an unfortunate experience with a very weak man.

A man who wins a girl's love without letting her know he is married has proven himself weak, unmanly and deserving of anything he gets. A girl of eighteen has some excuse on account of her youth, even if she did make a mistake of meeting him later and even allowed him to talk of marriage to her. But at forty-three she should see how foolish she had acted and should burn with remorse and shame to think that she allowed herself to enter into an affair like this and go to his wife and offer her such a supreme insult.

I am very curious to know if the story is real and if so why she was

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I have in my possession the following back issues of PSYCHOLOGY containing articles of priceless worth. For financial reasons I am forced to offer these for sale. 1928 issues—May, September, November, October, February, December—\$1.00 each. 1929 issues—January, February, March, April, May, June, July, August, October, November, December—75c each. 1930 issues—January, April, May, June, July, August, September, October, November, December—50c each. Or I will sell all issues to one purchaser for \$10. Leonard Hayden, 1710 22nd St., Niagara Falls, N. Y.

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allowed your pages? I think we are all a part of the one life and need to be uplifted and have the way pointed out to help and uplift each other. There are enough people ready to quit on the job now.

A man's or a woman's real reason for trifling is an inferior complex covered with vanity, or sometimes an extra appetite for praise. There is usually a remedy for all inharmony and discord and what we need is help to find the way to grow and help our companions grow so that we may overcome faults and cultivate the good in each other.

What I am trying to say is that I found nothing helpful in the article and I do not think it was worth printing in your magazine. It seems more like an article written by a woman who has spent her life condoling with whining husbands and envying and censoring wives.

You Can Make Money

(Continued from page 59)

friends of these two, were added to the group. The six girls leased this house for a year. Each girl contributed furniture from her home, curtains and other necessities. Cards were sent to the girls' friends telling of their new venture. The house was soon occupied with busy minds and hands.

Today twelve girls run the house which is a home and shop. The lower floor has become a tea room and renting library. Box lunches are beautifully packed and advertised. One may get a cup of coffee and roll—or a full dinner.

The second floor has several little shops. One young lady makes tams and soft hats to match costumes. Another girl designs and makes fancy-dress costumes. Another dresses dolls. One young woman paints old bits of furniture artistically. The Home and Shop is fast becoming known.

This venture is similar to the one begun by the Prosperity League which I wrote about last month. It could be done in every city. In addition to the work of those actually residing in the home, the work of others may be sold on a fair commission.

Many towns already have exchanges for women's work. I receive many letters of complaint, however. Too frequently the methods are unbusinesslike. But when such a place is handled with girls of enthusiasm and pep it should be a great success.

Think the entire plan out carefully first. Know exactly the abilities of each girl. Place them properly. When the expenses are shared by a number who know the value of the word "co-operation" the place should become a big money maker. This department is to

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Twenty Maxims
(Continued from page 21)

else has. You must feel economically secure if you expect to be healthy mentally.

16—*Do not become a hermit.* Develop your social life. If you are lonesome, remember that ninety per cent of other people are lonesome too. Make friends, join clubs and organizations of all sorts. Belong to as many different groups as possible.

17—*Do not be afraid of love.* No one can be happy without love. Love people, love beauty, love all that is lovely and good. Give a certain portion of every day to love. It is just as necessary to good mental health as fresh air is to good physical health. Above all be lovable yourself.

18—*Help others but do not dominate them.* After you have started to develop yourself to the utmost, there is no greater source of good mental health than to begin to help others to develop themselves. This you must do carefully. Do not dominate them or they will fight back. Do not allow them to develop into leaners.

19—*Have courage.* If you find yourself in an intolerable situation, get out of it at all costs. If necessary, smash it. Break it, but do not submit to it. Do this tactfully if you can, but do it anyway.

20—*If none of these maxims seems possible for you, console yourself with the thought that no matter what your trouble, you will never know the difference one hundred years from now. So cheer up and start right now to live fully, freely and daringly.*

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