

PSYCHOLOGY

LIFE AND THE MODERN WORLD

WHY FOOTBALL
Lures the Nation

Use your Complexes

How to
Find a Job

Be
Yourself

OCTOBER

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NEW BIG MONEY FIELD

FOR
WIDE AWAKE
MEN!



SELLING NEW
SPECIALTY
to
BUSINESS
and
PROFESSIONAL
MEN



Four \$15 Sales Daily Pay \$280 Weekly

When green men, with just average ability, make \$200 to \$400 a week, and up, our proposition *must* be worth investigating. We train you, giving you successful methods of one of the fastest sales forces in the country. If you are looking for a man-size business, free from worries of other overcrowded lines of work, write for full information.

WORLD'S LARGEST

Firms among Our Customers, Sears Roebuck, Larkin Company, Loftis Bros. and Company, LaSalle Extension University, National Radio, Dodd, Mead and Co., Collier's, National Brake Service, Inc., Advance-Rumely Thresher Co., and scores of others nationally known are among our customers. It's a life saver for the smallest merchant who needs it even more than the big firm and he buys quick. 2 sizes—one costs \$2.50—sells \$7.50; your profit \$5, and more, as your sales increase. Other size costs \$5—sells \$15—your profit \$10 and more—every salesman working regularly makes close to \$12 profit per sale on this size! Think of that!

GUARANTEED

To Bring Customer 10 Times
Its Cost in Actual Cash

Customer gets signed certificate of guarantee protecting him, backed by a national organization. Very few business men are so foolish as to turn down a proposition guaranteed to pay ten for one, with proof from leading concerns of the world that it does pay.

Here's What Our Men Make

\$400 Weekly!

Between Sept. 6th and Sept. 20th—just two weeks—E. D. Ferrell, of Atlanta, Ga., cleaned up \$802.50 on his first orders. His sales were all made in three small Georgia towns. His customers are re-ordering, and he is going strong. His sales winning plan is now added to our sure-fire sales manual. Tells where, how and who to sell.



EDDIE FOYER
\$4920 in 3 Months

California rings the bell again! Eddie Foyer starts out April 1st and by July 1st he has 410 \$15 sales to his credit. Multiply 410 by \$12 profit and you've got something to show you the money in this proposition.

ARTHUR FRIEDMAN
\$105 Profit on 1 Sub-Agent Sale

Besides his own profits—\$1,260 clear in 23 days—Friedman, Wisconsin, gets a \$105 bonus on a single sale made by one of his sub-agents! It's all in selling the right thing, boys!

\$165 First Day!

Made by E. H. Walker—Georgia—Made one sale to a Columbus, Georgia, organization, and that sale got him four more sales within a few hours. Met another salesman, and the other salesman bought him out! That's the kind of proposition this is.

Leaves 14-Year Job After Making \$120 in Spare Time First 5 Days

Here's Sidney Rosen-thal, Illinois—This old-timer wired an order for 100 of the \$15 size 8 days after getting our sample. He had cleaned up \$120 as a sideline in spare time, and wrote: "This is the best and easiest proposition I have ever become associated with. Will specialize on \$15 size." One thing's sure—it's just as easy to make real money selling a good line, as to dub along on chicken-feed with a dead line.



\$1500 a Month
clear for M. L. Tardy, California.

\$6,000 First Year
for A. R. Almond, South Carolina. They make good everywhere.

\$60 Per Day
for W. E. Vaughn, North Carolina.
Write for Other Salesmen's Reports

We can send them as fast as you can read 'em. We've got plenty! See for yourself. Mail the coupon for further details.

REFERENCES:
Handwritten signatures
YOU GET PORTFOLIO of LETTERS from WORLD'S LEADING FIRMS
Clinches the Sale!

A handsome, impressive portfolio that contains letters from the World's most famous concerns. Every type of business and profession represented. You have immediate, positive proof of success. They can't say—"doesn't fit my business." Nails 'em right then and there. Sells them on sight.

BE SURE TO READ THIS

Remember, this is no ordinary proposition. You deal with a company that doesn't split pennies, headed by a man who spent twenty years on the road. A company with a record you can be proud of as our representative. Get the facts—see with your own eyes what you can make in this business. Mail the coupon for full information.

SURETY Company's BOND Protects Customer

Your customer is entitled to the service of a national organization bonded by a Surety Company with assets running into the millions. He CAN'T Lose. You are able to show positive safety. This means quick sales and big turn-over for you.

Seeing Is Believing...Mail Coupon for Proof

This is a business with a future to it. Enormous repeat business. Tremendous profits from sub-agents—your sub-agents have more margin than total profit on 99 out of 100 other specialties. You get profit on all mail order business from your territory. Every customer is a prospect for two or three times the initial amount on your second call. Every customer recommends others to you. If you get ready to quit, you have an established route that can be sold like any other business. An opportunity to make \$5,000 to \$10,000 a year is worth while. Just a limited number of openings. Hurry, boys—they won't be left long now.

F. E. ARMSTRONG, Pres., Box 4023-J, Mobile, Ala.

SEND ME FULL INFORMATION, MR. ARMSTRONG
F. E. Armstrong, Pres., Dept. 4023-J, Mobile, Ala.
Without obligation to me, send me full information on your proposition.
Name
Street or Route
Box No.
City
State

In their own words!

I could show you thousands of letters, just as enthusiastic and sincere as the five below, written to me by once disheartened people—people who have found *new life* through powerful *faith* in APPLIED PSYCHOLOGY. You, too, can have the same thrilling experience, the same wonderful rewards.

Names on request.

Courage for Down-Hearted Doubters

"I wish I could reach every hesitating, hopeless person with the message that your lessons will absolutely change anyone's life for the better. You have shown me a clear path to the fulfillment of my highest hopes."

Mrs. J. C., Lincoln, N. B.

Income Doubled in One Month

"In less than one month your Course has doubled my income. Thank you a thousand times for waking me up."

H. J. K., Kansas City, Mo.

Real Results—Not "Bunk"

"I thought your Course would be the old theories, but it contains nothing but real, honest-to-goodness ideas that I can readily use. Am beginning to see exceptional results."

J. N. N., Etters, Pa.

Relief From Suffering

"I suffered with sickness and was very nervous, almost a mental and physical wreck. I could not do anything without my strength giving out, had no energy, nor interest for anything. Now I am not so nervous, have more energy, interest and strength."

"I advise everyone to take this Course and to do what Mr. Pollock says. I could not do without the benefits I have derived from what he has told me to do."

Mr. F. O. H., Bamford, Ariz.

At 65, Beginning to Live

"When I sent for your Course I was in a very despondent mood. I asked for several things. In a personal letter, you told me how to get them. My health improved 70%, my outlook on the future 100%. Things started coming my way."

"Best of all, after each lesson, come your personal letters, which have a wonderful way of clearing up everything. At 65, I am just beginning to live."

A. C., Brooklyn, N. Y.

(Names on request)

YOUR LOVE and SEX LIFE ... the Third FREE Lesson

is not the mysterious, beclouded information offered by many. In this lesson I openly and frankly discuss this powerful influence in your life in a way that banishes all doubt, worry, and ignorance from your mind. Written to help you to happiness, not to sidetrack you in your search for the truth.

FREE!



Send for these FREE lessons NOW!

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THESE Actual Letters prove the power of FAITH!

Read How the Amazing Powers of Applied Psychology Bring Power, Influence, Success and Happiness

If you ever wonder how you can make a wonderful success of yourself—if you believe that wealth, influence, power and happiness are not for you—much as you want them—if you have the idea that any job or any dream is too big for you—then you need the startling truths that are contained in the 3 FREE LESSONS in Applied Psychology which I am ready to send you.

I Have Helped Thousands

Through these three lessons I can show you how to get everything you desire! Do you want proof? Just read the letters on the left of this page. These letters are not meaningless paid testimonials, but five letters out of thousands written to me by people, once *just like yourself* in every way—letters of heartfelt thanks for the *faith* which I gave them—the *faith* that was actually hidden deep within themselves—the *faith* that made them prosperous, fearless, dynamic leaders of men.

The Start to Success

These men and women simply discovered the limitless power of Applied Psychology as taught by the Self-Improvement League. They sent for the three free lessons: "The Great Discovery," "The Secret of Life" and "Your Love and Sex Life." A coupon, exactly like the one below, started them on the way, brought them the wonderful secret of success!

The Way to Success Simplified

These free lessons hold a priceless secret for you, too. You can do all that these people have done—and *more*. As you read each lesson you will see how simple it is to make yourself *what you want to be*—why the vital teachings they contain have brought full, abundant life to thousands—why they can bring it to you.

Perhaps you have found other methods "over your head" or "deep." Then you'll like the clear, simple, easily understood way that I talk to you in these lessons. No high-sounding words, no dictionary-phrasing—just plain, everyday language. Your personal problem is my problem—I can show you how to solve it.

It Costs You Nothing to Test My Teachings

In asking me for these lessons you do not obligate yourself in any way. I only want to show you how you can unfold your hidden *inner self* to get the things you want—to find the path to power and success.

These three lessons may give you the key to change your entire life. Don't delay—opportunity is yours—*now*—FREE for the asking! Your first simple act of FAITH is to mail me coupon below.

Leland W. Pollock

Mail This Coupon -- NOW!

Mr. Leland W. Pollock; A.B., LL.B.
Self-Improvement League of America,
Suite 151A, 75 Westland Ave., Boston, Mass.

3 LESSONS—FREE

Please show me how to change my life by sending your three free lessons, "The Great Discovery," "The Secret of Life" and "Your Love and Sex Life."

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The Standard Publication of Practical, Inspirational and Applied Psychology

PSYCHOLOGY

Life and the Modern World

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Contents

	Page
With the Wits.....	8
The Spirit in Man.....	10
Indian Summer (A Poem).....	12
Thought—Arbiter of Destiny (A Chat with the Editor).....	16
Why Football Lures the Nation.....	18
What's Wrong with Football? (Contest Announcement).....	21
Utilize Your Complexes.....	22
How to Find a Job (An Interview with Edward J. Kilduff).....	24
Confessions of a "Bright Child".....	27
Wasted Words.....	28
Words (A Poem).....	28
Bertrand Russell (An Interview).....	30
What Would You Do?.....	32
Safety (A Poem).....	34
Money-making versus Creating.....	35
Quick Fatigue.....	36
A Salesman Who Sold Himself (An Interview with Coleman Cox).....	38
Pardon My Glove.....	40
My Real Self (An Interview with Katharine Cornell).....	42
Be Yourself.....	44
Personality May Be Changed by Diet (An Interview with Donald A. Laird).....	46
Soaring Wings (A Poem).....	48
Educated Misfits.....	49
Are You a Mental Dependent?.....	50
How Much Food Do You Need?.....	52
What Can We Do for You?.....	54
You, Too, Can Make Money!.....	56

IN NOVEMBER

Marriage Is a Fine Art

Gorham B. Munson discusses the "third element" vital to successful marriage in "A New Chivalry for Married People". A new kind of experimenting in modern love is necessary, believes Mr. Munson, if marriage is "to fulfil itself in the grand style".

Heed That Hunch

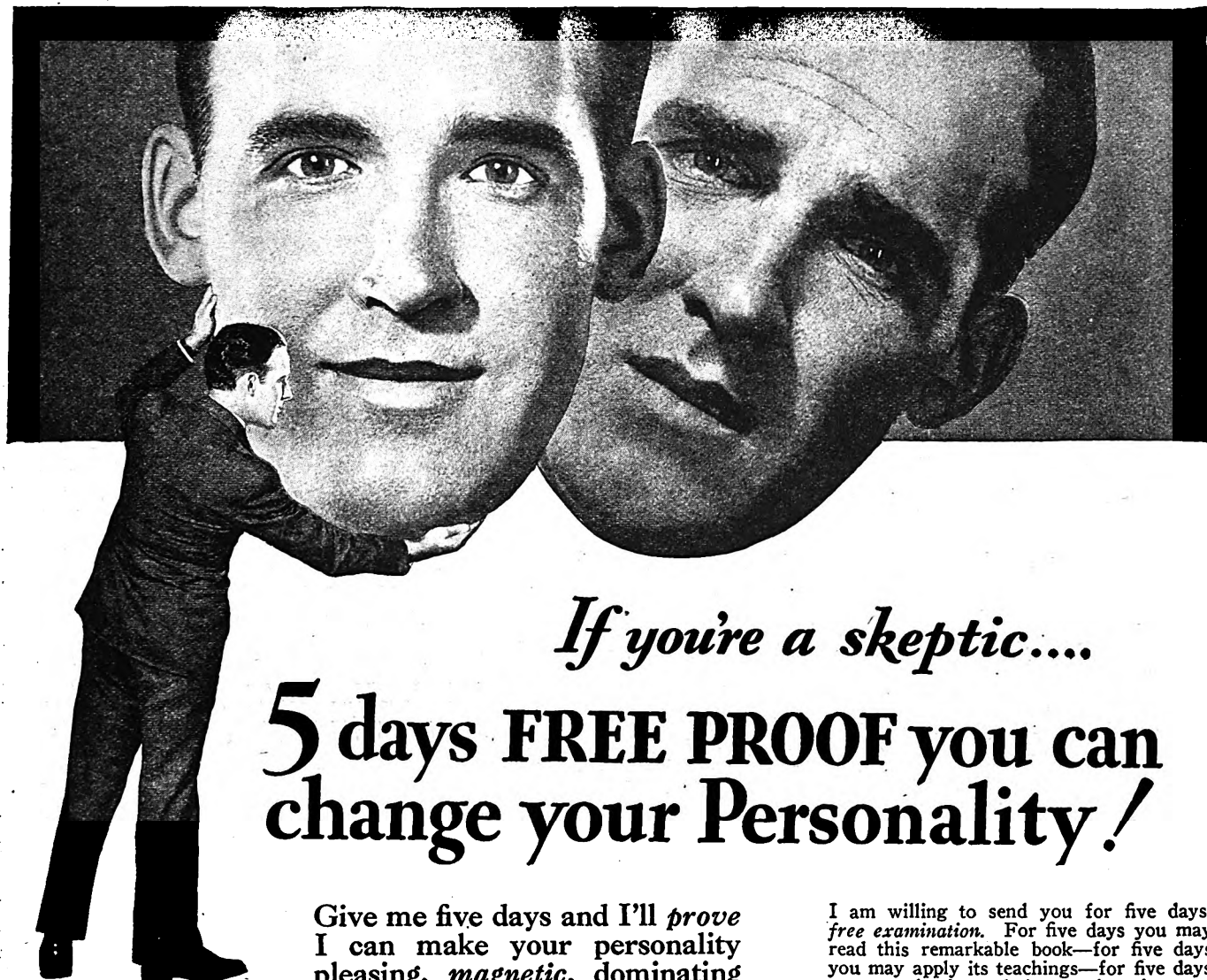
Strange workings of the human mind, these, nudges from nowhere! John W. Harrington cites numerous cases where even the hard-headed scientist has achieved by following his hunch.

Do You Budget Your Leisure?

Thousands of people must buy pleasure when they have two or three hours of spare time. They cannot make their own fun. Every man and woman may live in two worlds: one devoted to the business of making a living and the other devoted to the business of living the abundant life. Weaver Pangburn suggests eight principles for the satisfying personal use of leisure.

Kaye Wheeler, Managing Editor; Charles H. Desgrey, Advertising Manager; Irene Kenney, Circulation Manager; James F. McCarthy, Executive Secretary; Samuel J. Schwartzman, General Counsel.
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If you're a skeptic....

5 days FREE PROOF you can change your Personality!

Give me five days and I'll *prove*
I can make your personality
pleasing, *magnetic*, dominating
—or the test is FREE!

YOU wouldn't put up with the inconvenience of an old, worn-out car—piling up expensive repair bills—if you could get a *new* one by simply exchanging the old.

Yet that is exactly what you are doing when you allow an out-moded, negative personality to cheat you of happiness and progress!

To be a success today, you've got to be *aggressive*. You've got to be persuasive. You've got to be able to *dominate* situations. You've got to have that magic "something" that is possessed by every wealthy man—every successful woman. And that magic something is a *magnetic personality*.

Timid, self-conscious, ordinary personalities are disqualified right at the start. Look around you. Who is it that wins promotion? Not the colorless, shrinking, "afraid to open his mouth" clerk—but the man who knows how to assert himself! Who is it that wins social recognition? Not the shy, self-effacing woman—but the woman of definite *magnetic* charm!

Trade in Your Negative Personality for a Dynamic New One!

If you don't think you can change your personality then listen to this: If, within five days, I cannot prove to you—without one shadow of doubt—that I can give you the secrets of magnetic power that win friends—win promotion—win conspicuous success in any field of endeavor—then I

will not accept one penny of your money.

That's a pretty big claim, isn't it? But I'm not afraid to make it. For I *know* I can develop your present personality—no matter how negative—so that you will be able to reach entirely unexpected heights of achievement.

Think what that means! No longer must you see others promoted to the positions you should have had. No longer must you see others enjoying the fruits of popularity while you are forced to play wallflower. Instead of just "getting by"—contenting yourself with *excuses* instead of *results*—you should find yourself striding ahead to *real* and *lasting* success.

What Is the Secret?

My methods of developing personal magnetism are based upon the discoveries of Edmund Shaftesbury, famous student of the human mind.

Forty years ago, Shaftesbury first applied his theories in his own circle of friends. Results were astonishing. His methods seemed to have the power of transforming people into entirely new beings. His fame spread. Great men came to him. Among his students and friends were Gladstone, Queen Victoria, Edwin Booth, Henry Ward Beecher, Cardinal Gibbons and many others of equal prominence.

Now, for the first time, many of Shaftesbury's most famous teachings have been put into one volume priced *within the reach of all*. This is the volume that

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All right—I'll be the judge. You may send me the volume "Instantaneous Personal Magnetism" for 5 days' FREE EXAMINATION in my home. Within the 5 days, I will either remit the special low price of only \$3 or return the book without cost or obligation.

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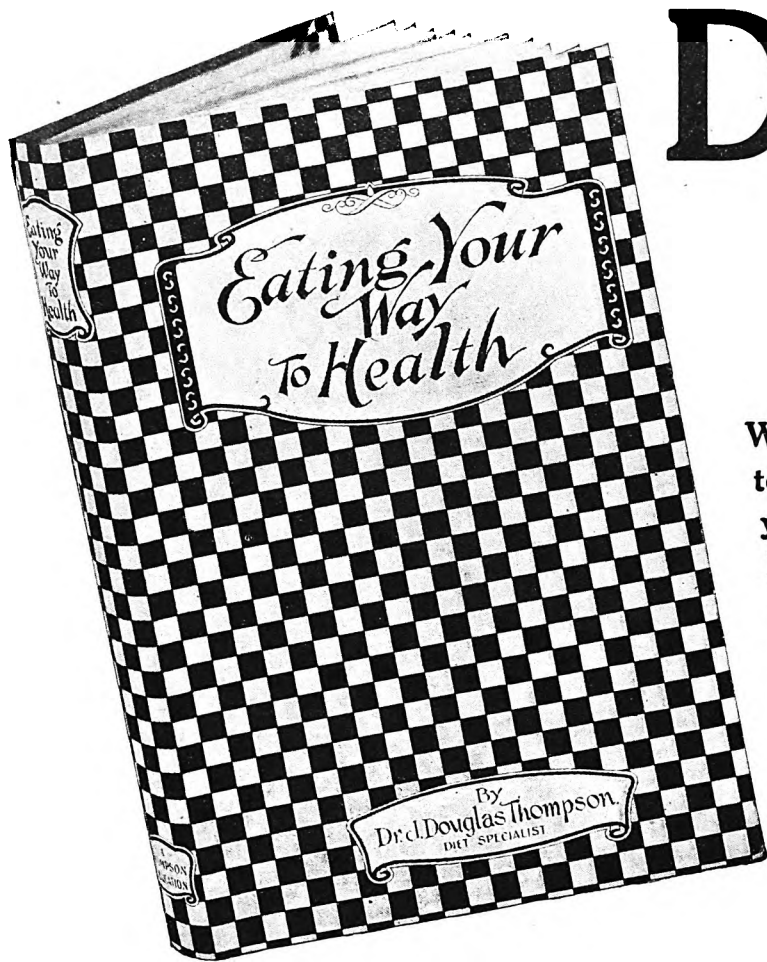
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Why should you suffer when it is so easy to get well? Why should you grow old years before your time? Why not feel like a million dollars? Why not be free from your aches and pains . . . from that tired feeling, and those costly operations? Why not put off old age? **WHY NOT HAVE THAT SPARKLE IN YOUR EYES, AND THOSE ROSES IN YOUR CHEEKS?**

YOU can be well, if you want to . . . by living in accord with nature. Leading doctors will tell you that all disease springs from food reactions. Eat correctly, and disease will give up its fight. You will lose all your worries and that fretful look and your aches and pains will vanish, and once again you will rejoice in **PERFECT HEALTH!!!**

This is not theory. It is a proven fact!! Dr. J. Douglas Thompson, the Pacific Coast's great Diet Specialist, has cured more than 100,000 people of their ills. He has had to build his own building to care for his tremendous practice, and now in order to help **YOU**, and the many millions of others who cannot visit him personally, he has written the greatest weapon of all time in the war on disease, his latest book

Eating Your Way to Health

More than 193,000 copies sold . . . 200 pages of information. Only five years of age and yet this book outsells all others ten to their one. Universities accept it as the standard . . . colleges use it as a text book, and yet **YOU** can understand every word of it . . . every meaning. You'll treasure it, because it will bring back **YOUR HEALTH.**

Do you suffer from anemia, appendicitis, asthma, autointoxication, pimples, back-ache, Bright's disease, bronchitis, catarrh, constipation, dizziness, diabetes, stomach trouble, eczema, psoriasis, headaches, high blood pressure, insomnia, liver diseases, low blood pressure, obesity, rheumatism, tonsillitis, tuberculosis, ulcers of the stomach or intestines????? All of these con-

ditions and many others Dr. Thompson has relieved for many thousands of people. **YOU WANT TO BE WELL.** Here is your chance.

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matter how serious your case is; how long standing it has become, or what you have been told, don't give up hope, don't regard your case as incurable until you have read **EATING YOUR WAY TO HEALTH.** There's a Chapter and a group of Instructions telling you exactly what to do at home and also what to eat as well as a special diet for your own exclusive case. Get this book, read it, follow it and see for yourself just why this great Diet Specialist has become so successful that he has had to build his own building to care for the many thousands that come to him from all parts of the world for treatment.

Dr. J. Douglas Thompson
Diet Specialist

Thompson Building, Oakland, Cal.



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Diet Specialist
Thompson Building, Oakland, California

Dear Dr. Thompson:
Please mail me your latest book, **EATING YOUR WAY TO HEALTH**, for which I enclose \$3.00, or upon receiving same I shall pay the postman the above sum. I understand you pay the shipping charges and that I can return this book in five days and receive my money back if I am not satisfied.

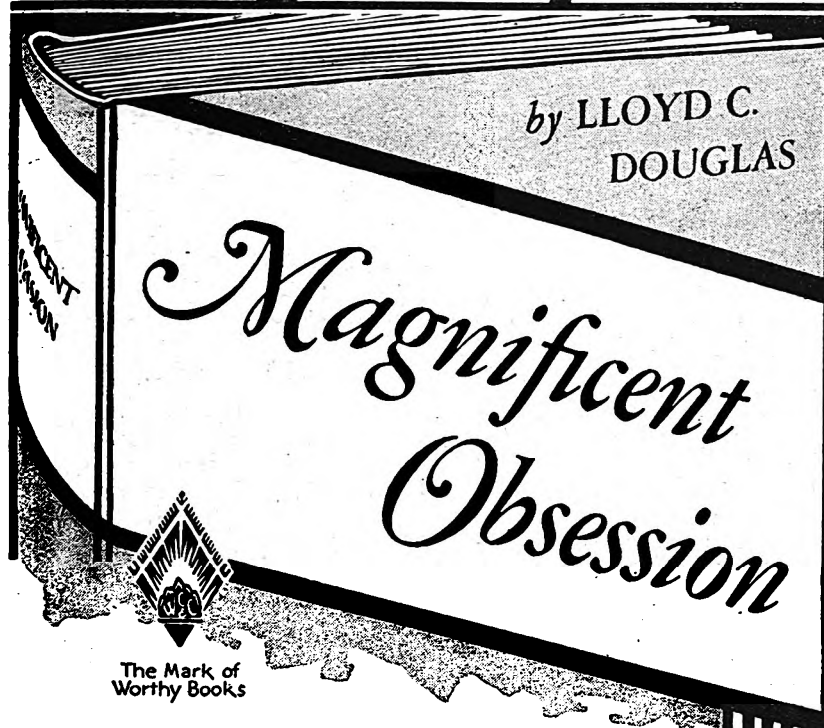
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A Magic Key to Mighty Power



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Coded Diary -
Brings Love and
Triumph to a
Modern "Waster"*

A STARTLING PHILOSOPHY of Personal Happiness

by LLOYD C. DOUGLAS, D.D., formerly of Akron,
Ohio, Los Angeles, California, and now pastor of St. James United
Church, Montreal, Canada.

THE SECRET of abundant, triumphant living lay buried in the pages of Dr. Hudson's diary, written in code. How the code was found, the diary read and what happened afterwards makes a tale of mystery, achievement, romance and travel guaranteed to keep you up nights reading it and, further, to transform your life with its startling philosophy of happiness and personal power.

Young Robert Merrick, heir to millions, of no real use in the world, was saved at the cost of the life of a great brain surgeon. What was he to do with his life given back to him at so great a sacrifice? What would you do with yours under like circumstances? Would you go on living the smug, self-centered existence of the idle rich or would you reach out and grasp the secret of the surgeon's power that had lifted him to eminence in his profession, great wealth in his own right, social distinction, and human service.

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Send the coupon for a copy of "Magnificent Obsession" today. Let the disclosure of its secret answer the great question "How Can I Make My Life Count for Most?"

This engrossing book will lead you to a startling philosophy able to make your wildest dreams come true. Written by a man who has searched the hearts and lives of countless people and who has mastered the art of guiding others to achievement and power.

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NEW YORK, N. Y.

"Dr. Douglas' method is quite different," says the Saturday Review of Literature in a recent review of this book from which the following excerpt is taken "..... an unusual message..... to show how one may live powerfully and gloriously by absorbing other personalities. The story is told with dramatic effect. The idea of achieving a magnificent personality is not new but Dr. Douglas' method is quite different from the personality racketeers and no commercialism spoils it."



From Christian Herald: "A great spiritual theme runs through this engrossing story. To mature and broadminded observers 'Magnificent Obsession' is a book showing great talent."

New York Times: "The fault with many a modern novel is that nothing happens in it. It is one merit of 'Magnificent Obsession' that it really has a plot in the sense that older novelists understood that word. Incident follows incident with impelling force. Love, finance, accident, injury, and death all play their part in depicting a character controlled by a great ideal."

"We recommend it to our readers without hesitation. It is a novel that is most unusual, with a medical flavor throughout. Once you get into the story, you will sacrifice some sleep to stay with it. We congratulate the author on giving the public a novel that is far better than the average."—Canadian Journal of Medicine and Surgery.

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Chicago, Illinois

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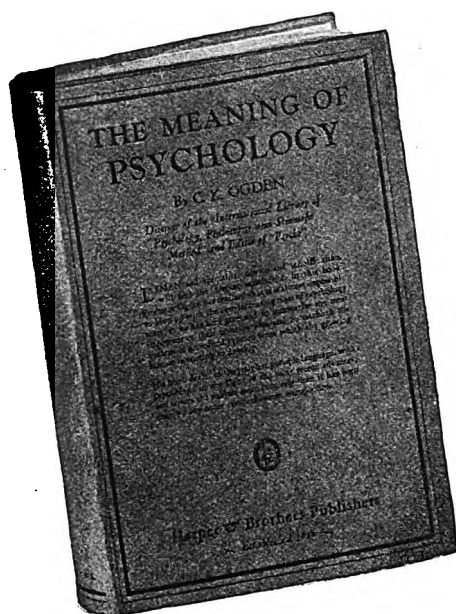
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By C. K. OGDEN

Director of the International Library of Psychology,
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Psychology Publishing Company, Inc., 101 West 31st St., New York, N. Y.

CONTENTS

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

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A Fashion Forecast

"What will the well-dressed man wear in the closing months of 1931?"
—Autumn prospectus of the custom tailors.

How will the stylish gentleman dress
In the Fall and Winter of '31?
I will tell you, tho you can guess;
The fashion, indeed, has already begun.

A nobby, smoothly shiny coat
Cut in the 1930 line;
Trousers whose generous knees denote
The rich convention of '29—

A topcoat such as the tailor showed
In the golden Autumn of '26;
Shoes of the Harding era mode,
Which any cobbler can quickly fix—

A hat with a subtle pre-war flare,
A tie reminiscent of 1920—
That's what the stylish man will wear
This Fall and Winter—and wear
a-plenty!

—L. H. Robbins in N. Y. Times.

* * *

He Passed the Exam

The professor was delivering the last lecture of the term. He told the students with much emphasis that he expected them to devote all their time to preparing for the final examination.

"The examination papers are now in the hands of the printer," he concluded. "Now, is there any question you would like answered?"

Silence prevailed for a moment, then a voice piped up:

"Who is the printer?"

—The Balance Sheet.

* * *

Save the Scenery

Theatrical Agent: Good news! I've booked your performing pigeons for a six weeks' tour.

Ham: Too late. I've eaten the act!

—Everybody's Weekly.

Well Paid

A well-known lawyer was always lecturing his office boy, whether he needed it or not. One day he chanced to hear the following conversation between the boy and the one employed next door:

"How much does he pay you?" asked the latter.

"I get \$2,000 a year", replied the lawyer's boy, "ten dollars a week in cash and the rest in legal advice."

—The Radiator.

* * *

Following Directions

"Where is the manager's office?" asked the salesman.

"Follow the passage until you come to the sign reading 'No admittance.' Go upstairs till you see the sign 'Keep out.' Follow the corridor till you see the sign 'Silence', then yell for him."

—Indiana Telephone News.

* * *

Lusus Naturae

The gentle cow, beyond a doubt's
The queerest creature known,
For tho she's always with the herd
She always is a-lowin'.

* * *

He was sitting reading a newspaper when his wife entered the room.

"George," she said, "what do you think? Mother wants to be cremated."

"Right!" said George briskly, throwing the paper aside and springing to his feet. "Where is she? Tell her to put her things on."

* * *

He hobbled into his neighbor's garden and displayed a tear in his trousers.

"I say, Smith," he commenced angrily, "didn't you say your dog's bark was worse than his bite?"

"Yes," replied Smith.

"Then," said the other, "for goodness' sake don't let him bark. He's just bitten me."

—Answers.

Long-Time Credit

The local church was making a drive for funds, and two colored sisters were bearing down hard on Uncle Rastus.

"I can't give nothin'," exclaimed the old negro. "I owes nearly everybody in this here old town already."

"But," said one of the collectors, "don't you think you owe the Lord something, too?"

"I does, sister, indeed," said the old man, "but He ain't pushing me like my other creditors is."

—The Balance Sheet.

* * *

Lackpenny: I—ah—really want a bed-sitting-room.

Landlady: This is a bed-sitting-room.

Lackpenny: Indeed? I see the bed all right, but, where's the sitting-room?

Landlady: On the bed.

—Illustrated Weekly of India.

* * *

Why the Major Didn't Suit

On a voyage of one of the Cunard liners from New York to Liverpool, a Major H. Reynolds of London was registered on the passenger list. The purser, running over the names, assigned to the same stateroom, as fellow travelers, this Major Reynolds and a husky stockman from the Panhandle of Texas.

A little later the cattleman, ignoring the purser, hunted up the skipper.

"Look here, cap," he demanded, "what kind of a joker is this here head clerk of yours? I can't travel in the same stateroom with that there Major Reynolds. I can't and I won't! So far as that goes, neither one of us likes the idea."

"What complaint have you?" asked the skipper. "Do you object to an army officer for a traveling companion?"

"Not generally," stated the Texan, "only this happens to be the Salvation Army. That there major's other name is Henrietta."

—Union Mutual Messenger.

FEAR!

Is YOUR Worst Enemy

Fear Is The Most Destructive Force in Life

By FEAR I mean FEARS which are attached to self more than fears you may have of outside things. Some of the most easily recognized fears are—Worry, Self consciousness, Overanxiety, Overseriousness, Apprehension, Inability to decide, Fear of expressing initiative, Fear of criticism, Supersensitiveness, and the ability to forget yourself when in certain situations. All this spells—LACK OF CONFIDENCE.

If you are suffering from any of these fears, happiness and true success are impossible. UNHAPPINESS, NERVOUSNESS, and many serious physical disorders originate in FEAR.

Drifting Is Sure to Bring Mental and Physical Agony

Acute FEARS have simple beginnings. Fear, in time, will lead you into a state of MENTAL CONFLICT which ends in NEURASTHENIA and a COMPLETE BREAKDOWN. If you could just come in contact with many who write to me or call in person, and trace from the beginning the suffering and limited lives they are living today, you would see that each case started in a very simple way and the acute condition was merely the result of lack of attention. This would awaken you to a realization of what drifting is SURE to mean in your case, and you would not let a DAY PASS without taking some definite step to correct your present condition.

How Fear Attacks the Nerves

FEAR gradually lowers your vitality and tone, causes functional inaction; decreases the circulation; and your body becomes toxic and perhaps overloaded with acids. FEAR creates a very real poison in our system through a chemical change which takes place. This state is a constant irritation to the Sympathetic Nervous System and overstimulates the nerves until a hypersensitiveness is present.

With sensitive nerves you will experience many alarming feelings and sensations, which frighten you tremendously through your lack of understanding. In these acute forms you may experience a sense of great weakness, dizziness, headache, digestive disturbances, a higher or lower blood pressure than normal, dimmed vision, roaring and fullness in the ears, uncertainty in your movements, and hypertension. And all of this can easily be JUST THE RESULT OF SIMPLE FEARS.

There Is a Sure Way Out of Your Trouble

Your first step will be to acquire a better understanding of your own powers and know JUST how to use them. Then with mental and physical training and a different viewpoint, you will gradually find strength being restored, and later, a normal state will actually be established. It is a matter of building up tone, resistance,

C. FRANKLIN LEAVITT M. D.

Practiced Medicine and Surgery for ten years. For the past twenty-four years has specialized in DRUGLESS METHODS—Psychology, Physical Culture, Dietetics, etc. Author of: The Laws of Self Development, Are You You? and Self Mastery Through Understanding. Contributor to several of the Leading Magazines. Nationally known Psychological Consultant.



vitality, confidence and positiveness. This has been accomplished in *thousands* of cases where the symptoms presented in the beginning were most acute. You can throw off these fears; CAN become a confident—FREE—positive person. Can you think of anything more desirable? I am not indulging in theories or fairy tales, but am presenting to you FACTS which have been tested and proved true through long years of experience.

Here Is Something That Will Be Worth Its Weight in Gold TO YOU

I have written a book, "SELF MASTERY THROUGH UNDERSTANDING," which represents my deductions and conclusions covering 24 years of active practice in directing people suffering from FEARS. 200,000 copies have already been sold. It will tell YOU of YOUR powers and HOW TO USE THEM FOR SUCCESS. It will teach YOU of the wonders within YOURSELF. It will tell you all about these many FEARS and the nerve states which follow. It will show you just what is wrong in YOUR case. It has been pronounced priceless by thousands. It will be a real loss to YOU if you fail to procure a copy. Mailed to any address upon receipt of 25 CENTS in stamps or coin.

To still further help you determine JUST what is back of your troubles, I offer you a FREE Preliminary Analysis with the purchase of this book. There will be *no publicity—no obligation* in any way. Your mail will come direct to MY desk and be opened by ME. I will mail a Complete Question Blank with the book.

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.. His Harvest Years
Made Miserable
Through Failure of the
DANGER GLAND*
That Wrecks Men After 40!

... yet This Little Book Might Have Saved
Him Years of Needless Pain!

DEEP in the body of every man lies a tiny gland—the prostate. Every year, in thousands of men, this gland becomes so seriously swollen and inflamed that the victims, who should be vigorous, healthy men, become physical wrecks. They have been warned by nature that this gland has been failing them. Pains in the back and legs—peculiar headaches they can't account for—frequent need to get up at night all warn them that something is the matter. Yet they fail to heed. They think that night rising is a symptom of "bladder trouble" or "a sign of advancing age." They ignore the backaches, the leg pains, the fits of unaccountable depression.

Competent medical authority says that 65% of all men past a certain age suffer from these symptoms—are actively victimized to some degree by this gland. Thousands of men who have finished their working years come to the retirement age, and expect to finish their days easily and pleasantly. Instead, due to prostate ravages, they end their lives in misery—they live out their lives as invalids. Thousands more aren't even allowed to retire—the murderous onset of this gland failure wrecks their earning power, and they end their shortened lives not only in ill health but in poverty. And thousands—yes, millions more, if they are not actually sick, are harassed and kept about half-alive by the nagging, annoying symptoms of prostate weakness—symptoms which, if neglected, may lead to that very same ruined health and shortened life!

Yet it's often so easy to stop these gland ravages! Nature sends out hundreds of warning signals to tell the victim what the swollen, sick prostate gland is doing long before the final attack! Men over 40, who have to get up at night, from two to ten times, have a clear warning. Pains in the back and legs—unaccountable headaches—fits of the "blues" and depression—these all warn of coming trouble with the prostate gland.

And a hundred thousand men today, who heeded these warnings and learned the truth about this danger gland, have found a way to end those painful, sometimes embarrassing warning symptoms and proven the disaster which threatens them. Through a clearly written little book, filled full of sound facts which every man over forty should have, they have learned how a great scientific discovery can now be employed—for the purpose of preserving health and strength, in many cases to prolong life, by curbing the ravages of this

* Prostate

The prostate gland, sometimes called the "sexual brain" lies right at the neck of the bladder. In men over forty it is easy for this tiny gland, which should be about as big as the end of your thumb, to get swollen and inflamed. As it swells, it partially prevents the bladder from emptying itself. Nerves are deadened; poisons accumulate. If not relieved early, it may even cause gland operation of the most dangerous sort. Now, however, Thermalaid, by an amazing application of a well-known scientific principle, acts to reduce the gland, prevent further swelling, and tone up the entire body.

murderous little gland. No drugs, no exercises, no massage, no violet rays—simply the application of an amazingly simple natural force in a new and scientific way. Thousands upon thousands have written, in gratitude—have told us amazing stories of restored health and happiness. In every case they say: "Use my name as a reference, to save other sufferers as you saved me."

Of course, we can't publish all those names here—not one-tenth of them could be put on this page. But we can, and we will—send you the book which showed them the facts about the prostate weakness

and the facts about Thermalaid as this easy, drugless gland stimulation is called. Don't let one of those symptoms go overlooked, if you suffer them—night rising, pains in the legs, back and feet, undue exhaustion, and the mental symptoms of worry and depression.

Mail the coupon today for your copy of "The Destroyer of Male Health," the volume which has showed 100,000 men over forty how to attack this painful and murderous gland failure. It presents the facts and the symptoms—clearly and intelligently, collected carefully from the observations of the world's greatest specialists on this subject. Find out from this book now—don't wait for the sick gland to tell you the details in a more unpleasant fashion. Simply mail the coupon.

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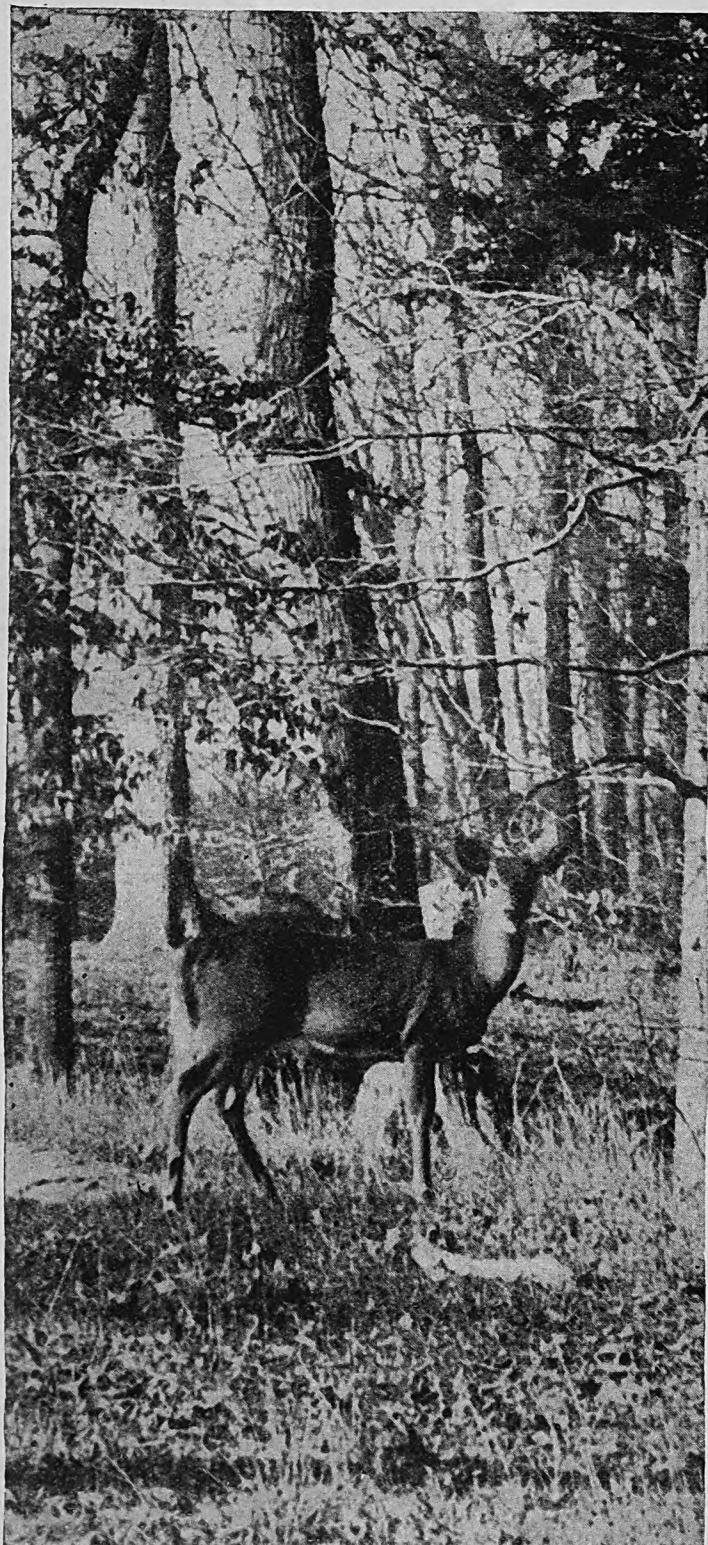
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Indian Summer

By Samuel Harden Stille



Photograph by Canadian National

ON gentle winds
The loves of summer
Wing their way
To autumn's fold.

Violets enjoy
The cooling shade
'Neath buckeye tents
Of green, then gold.

The frost creeps up the hills,
Then the grand parade is on,
A march of green and brown and gold.

Across the fields, the hills and glen
The grand array of color swings—
The robes of autumn to unfold.

Summer winds join in the march
To sing and dance with joy
In the jubilee sublime.

Summer blushes at her art
And in lonely sadness lingers—
We call it Indian summer-time.

Mystic India Acclaims Secret of M.S.R.

Swift as thought itself has the amazing revelation of "The Secret of M. S. R." raced around the world. Thousands have read and profited. Many have written telling of immediate benefits. Most astounding of all has been the response from India, home of metaphysical research, mecca of students and teachers of psychic truths since the beginning of time. I have asked "M. S. R." to write a new message for the readers of PSYCHOLOGY MAGAZINE.—John L. Rogers, Publisher of The Secret.



Sangli, India

July 9, '31

"Dear and Revered Madam:

"I received the *Secret of M.S.R.* some time back and I must say I liked it immensely. It reveals a most valuable secret and the same is calculated to confer untold benefit upon mankind.

"Kindly be writing often and keep me in touch with your lofty humanitarian work.

"I wish you all success in your noble endeavors. With my profound respects."

"M.H.G.," M.A., LL.B.

Also I am pleased to include in this month's message a few interesting letters never before published:

"Thank you for your '*Secret*.' It expresses in an absolutely clear, concise way the key to Happiness, Prosperity. It seems complete and perfect. So I concentrate all my thanks to you for your dear exposition of man's heritage."—K. H. M., Unadilla, N. Y.

"Yesterday I was fortunate enough to be loaned a copy of the '*Secret*' to read. I was so impressed with its simplicity that I wish to own a copy. Enclosed please find \$1. The '*Secret*' immediately simplifies my own private mental work."—Mrs. B.D., Great Falls, Mont.

"I have studied what you say and agree with you."—N. T., New York, N. Y.

"The '*Secret*' has worked for me. I wanted a home that was to our liking and less than one month from the time I started working on it the way was made clear."—Mrs. C. H. T., Detroit, Mich.

"I thank you for your kind and valuable '*Secret*.' Your first sentence is just what I am most in dire need of."—M. S. N., Columbus, Ohio.

"The '*Secret*' of M.S.R., is the most positive force for success I have ever read. Your method is practical and simple to apply and gives immediate enlightenment for personal benefit."—D. S. S., Woodside, N. Y.

out into a thousand pages, and sold anywhere from \$5 to \$25. Instead it has been written in simple words, and set down in 24 pages, and sells for \$1. There is no direct profit in its sale. But I want the message to get to as many people as possible and that's the lowest price at which it can be printed and mailed.

As Easy as Simple Arithmetic

You can prevent getting into difficulties by studying the message in the *Secret of M.S.R.* It comes to you from one who was sorely tried by life's cares and who felt convinced that if others found health, wealth and happiness there must be a law, a plan, a scheme behind the winning of these comforts.

A demonstration followed after three months use of the message in the *Secret*. Later demonstrations followed immediately, like electricity—in a flash. The *Secret* shows you how to solve life's problems as easily as your teacher once taught you how to get answers in simple arithmetic.

As I look at it, and many of my friends as well, the "*Secret*" is something no living person can afford to be without. So many have written "If I could only have known this years ago." Well, there is no Time to those who know the Truth.

Guarantee

I know now just exactly how magically the "*Secret*" works from the testimony of hundreds of cases. And I herewith guarantee that you may have your dollar back if your path to money, love, health and success is not quickly made clear by my "*Secret*."

M. S. R.

Who Is M. S. R.?

Many have inquired as to the identity of M.S.R. Her full name and address are given in the "Secret." Do not delay in sending this coupon. An entirely new idea of life awaits you. Your money will be immediately refunded if for any reason you are not well satisfied.—The Publisher.

John L. Rogers, Publisher, Dept. 10
101 W. 31st St., New York, N. Y.

You may send me the "*Secret of M.S.R.*" for which I enclose a deposit of \$1. I will read and try out this new idea for a reasonable time and send it back for full refund if not satisfied.

Name

Address

City State

(Send this coupon and \$1 to address above.)

No Profit Allowed in Sale of Secret

I have resisted all offers to elaborate or embellish the "*Secret*" so that money could be made from its sale.

The "*Secret*" could have been spread

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Unrevealed secrets of how all activities and interests of life may be brought under complete mental control will be revealed in direct understandable form. These master lessons will reveal the way to larger life. They will be found to be superior to advance courses that have sold at from \$25.00 to \$100.00. The study of these advance teachings should prove the turning point in your life. They are yours—all twelve of them—without money and without price—***If You Can Qualify.*** This is the first time in the history of the psychology movement that such an offer has been made.

2. Free consultation. You will have the right to a free consultation, either in person or thru correspondence, with a staff of trained physicians, psycho-analysts and consulting psychologists, either for your own problems or for the problems of your family.

You, no doubt, often feel the need of expert counsel for yourself or loved ones in questions regarding your health, studies, personal habits, marital problems, love-life, lack of concentration, inferiority, fear, worry or

READ THE BENEFITS

other complexes. You are probably prevented from receiving such expert advice by the high cost of consultation with qualified advisers. The privilege to such consultation is now offered to you absolutely free—***If You Can Qualify.***

3. You will be entitled to purchase any book or course published by the Psychology Publishing Co., Inc., at a generous discount off the regular retail list price. This should help make available to you many books containing priceless information, and inspiration that you have wanted to purchase but possibly felt you could not afford to buy at regular prices. This discount should effect a great saving to you if you are a book buyer and reader.

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5. Advance notice. You will receive advance notice of psychology lectures to be delivered by various prominent lecturers affiliated with the Psychology League of America, when these lecturers visit your locality, for example: Dr. Henry Knight Miller will lecture in California for five nights each, in Los Angeles, San Francisco, Pasadena, and Long Beach. He will then map out an extensive campaign covering the principal cities of the United States.

If you did not happen to hear of these lectures until after this inspired teacher had left your locality, would not you feel a sense of great personal loss in having failed to hear the message in person of the man whose editorial messages in Psychology have transformed all of life for tens of thousands of ardent followers throughout the world. This will be a free service to you,—***If You Can Qualify.***

6. Information on radio talks. Many helpful, stimulating, and instructive addresses are being given over scores of radio stations. Unless your attention is called to these addresses and the station upon which they may be heard, you are likely not to know about them. We will maintain a free service, studying the complete broadcast programs of stations all over the United States and advise you as to what talks you can tune in on, the station, the day, and the hour,—***If You Can Qualify.***

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SECURE THESE REWARDS

DR. HENRY KNIGHT MILLER founded Psychology Magazine in April, 1923, as a great adventure in human altruism. After graduation from a prominent university and several years of post-graduate studies at other universities and ten years of effective work in humanitarian and religious work, he felt that the help for the future of the race was to be found in the application of the principles of scientific psychology to the various problems of life,—in the home, in business and in social activity. *Psychology has a solution for every human problem.* Thru Dr. Miller's popularization of this great science of human life and the highly inspirational note which he has injected into psychology, he has led tens of thousands of grateful followers to the supreme heights of triumphant living.

Tens of thousands of letters have been received, telling of amazing cures and abounding health resulting from the study and practice of the laws of healthful living which he has set forth; of economic success and resulting prosperity; of supreme happiness in place of gloom and depression; of self-control and self-confidence in place of weak, diseased wills and the sense of inferiority.

Dr. Henry Chellew, lecturer on psychology at the University of London, wrote Dr. Miller that, in his opinion, the founding of Psychology Magazine was the most significant event in the history of modern psychology. Truly, it was a great inspiration thru which a new evangel, a gospel of hope and good cheer, a message of transforming life, is being gradually spread thruout the world, having the potential power to utterly transform human life.

Dr. Miller has now received a second great inspiration. Still dreaming in terms of human service, he conceived in his imagination the idea for the establishment of the Psychology League of America. Thousands of readers of Psychology have written to Dr. Miller, expressing a desire for some advanced teaching. He has been faithfully working to develop a great master course of advanced lessons for psychology students. Then he enlarged his plan to include all of the amazing benefits set forth on the opposite page. He then decided that in order for those who might affiliate with this League to get the maximum benefit out of the services they were to receive, they should not be asked to pay for these benefits with money, but to earn them thru service.

If you are one of the vast army of men and women who have derived great help and inspiration from reading Psychology Magazine, think of the service you will be performing by inducing ten of your friends to read Psychology, securing ten subscriptions as outlined above and multiplying the benefit which you have derived from reading Psychology Magazine by ten, thus making ten other lives richer, happier and more successful. In fact, it will mean more than ten because each magazine is read by three or four people. Think of helping to enrich the lives of so many people by the simple act of a little effort, a few hours work, a small amount of persistent application. And you will profit more largely from the benefits you will receive as a member of the League, because of the consciousness that you have *earned* these benefits, that *You Have Qualified!*

Psychology Students

Here Is How You Join

This great league of psychology students and enthusiasts is organized on a basis different from any other society for the promotion of more effective, healthy and happy living. It cannot be joined for money. There is no initiation fee, no dues, no tuition costs, no assessments. It is a league for human service and it can only be joined by those who are able to qualify by rendering a service. And what service is this which will entitle you to all of the remarkable benefits set forth on this page? Simply this. Get ten of your relatives, friends, neighbors, business associates to subscribe to Psychology Magazine at the special unheard-of price, available only to those subscribing thru a person seeking to qualify as member of the Psychology League of America, of \$1.00 for eight issues.

Tell them with great enthusiasm, about the helpful, inspiring, instructive, and entertaining articles, which appear in Psychology each month. Show them that they are helping you to qualify as a member of the Psychology League of America and to gain the valuable benefits of membership. It should be easy for you to get these ten subscribers.

Start to work today. Do not lose any time, be persistent, do not take "no" for an answer. Even if your friends feel that they would not be interested in Psychology, practice a little master salesmanship. Tell them if they are not interested in Psychology, they are not interested in life, because psychology is merely the study of human life in all of its various relationships and activities. Prevail upon them, not only to subscribe as a courtesy or favor to you, but to *read* the magazine and they will see that the investment of this single \$1.00 will derive for them richer dividends than they have received from any investment which they have ever made.

As soon as you have your ten subscriptions, send in the names and addresses, carefully written, together with the \$10.00 to cover the cost of the ten subscriptions for eight great issues, and we will send you a membership certificate entitling you to all the benefits in membership in the Psychology League of America for one full year.



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THOUGHT—*Arbiter*

A Chat with the Editor

YOUR THOUGHTS are the arbiters of your destiny, the creators of your unborn tomorrows. There are other factors that interplay—heredity, environment, chance. But, in the ultimate analysis, what you are and where you are will be determined by the character of your thought habits—not the random, occasional thoughts—but those that prevail with the regularity of the trade winds.

Biologists have long held that heredity is the determining factor of life. Many volumes have been written to establish the inheritance of physical characteristics. It is an old adage that "blood will tell". But recent investigators question this theory. Dr. John B. Watson, noted Behaviorist, claims to have proved that the scope of heredity is limited to physical characteristics, the instincts of hunger, fear at lack of support, and sex. All other traits he insists are "conditioned reflexes" resulting from the pressure of environment upon the growing individual.

Economists have long claimed that environment rather than heredity is the arbiter of destiny. They have pointed out that children of poor and illiterate parents, taken from an unfavorable environment, have achieved distinction on a par with the children of favored parents. Children of brilliant and successful parents seldom measure up to the standards of their fathers and mothers, while the racial leaders largely come from parents of humble origin.

IT is probable that this debate will never be conclusively settled. The factors so largely interact that it is difficult indeed to determine the precise part that heredity and environment play. Just when a convincing case for one over the other has been built up, the adherents of the opposite school upset the argument with a set of facts and experiments which appear equally convincing.

There are those, and some, surprisingly enough, are men of scholarly attainment, who claim that destiny is determined by luck. Because a child happens to be born in a certain period, it is possible for him to become a great leader. Because a man happens to own a farm on which oil is discovered, he becomes a millionaire. Because a man happens to meet another man who furnishes him needed capital, he founds a vast industry. And undoubtedly there are many whose place in life has been largely determined by a chance turn in events.

It is the writer's contention, however, that impor-

tant as heredity, environment and fortuitous circumstance may be in determining the destiny of life, and we gladly concede to each its proportionate place in the scheme of things, the supreme arbiter of human destiny is thought. It is the character and direction of your thinking that in the final analysis determines the character of your life. True, the quality of your thought life may depend somewhat on heredity, much more largely on environment and, to some extent, upon chance. But it is your thinking that lifts you to the heights or plunges you to the depths. And it is my contention, contrary to the opinion of our best thinkers, that, given normal intelligence, thru rightly directed thought you may overcome any inherited or acquired limitations and build for your evolving selfhood a more favorable environment. If the thorogoining determinist is right, and we are products of mechanistic forces over which we have no control, then all incentive to ambition and determination is swept away. We are mere puppets of forces that can elevate us or crush us and we may as well submit to the inevitable.

This is a gruesome, melancholy and devastating philosophy of life. While the theory may seem to be substantiated by painstaking experiments in the laboratory, it is disproved by 10,000 heroic examples of men who by sheer force of will, imagination, unremitting effort and right thinking have surmounted every obstacle, dominated unfavorable environment, scorned hereditary limitations and pushed their relentless way to the summits of achieving life. If heredity gave you a bad start in life, do not cry about it. Compensate for the poor start by striving for a glorious finish. If your environment is unfriendly, refuse to be enslaved by it. Break away. Create a more favorable environment. You are the master, not the slave. The seeds of triumphant life are within you. By patient analysis, clear thinking and unswerving determination, you can overcome the handicaps that environment or chance have placed upon you and rise to sublime heights of self-determination and noble achievement.

This is the thinker's world. Every forward movement of the race from poverty, ignorance and superstition has been conceived by men whose thoughts have been sharper than those of their contemporaries and whose vision has been keener. They have blazed new trails, broken old precedents, discarded outworn dogmas, constructed new formulas, initiated a new advance and have led the race to loftier summits. And the dark and ominous problems of today can be solved only by some great leader or group of leaders, masters of mind

of Destiny

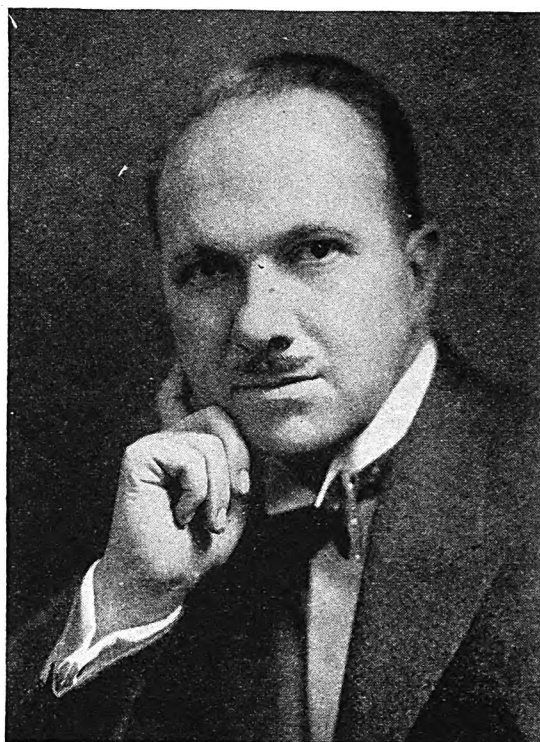
By

Henry Knight Miller

and kindly of heart, who will think thru the maze of present-day injustice, maladjustment and general social and economic chaos. The old order has clearly broken down. Even the most thoroughgoing optimist can see that. Millions are out of work. Millions who only ask a chance to make a living are hungry. Industry, wedded to false gods, governed by standards that fail to stand the test, is paralyzed. Wealth is concentrated in the hands of a few thousand individuals and ruthless financial institutions. The banks lend billions to foreign countries and millions to favored individuals and industries controlled by the economic conspiracy that rules the country and dictates every law, tariff and judicial decree, but they scorn to render assistance to honest men and legitimate business. The politicians of high and low degree bow supinely to this invisible government of concentrated wealth. Nero fiddles while Rome burns. The few make merry, laugh and dance, while millions suffer for lack of work, food and money, trembling as to what the future may bring forth.

We do not believe that communism offers a solution. It substitutes one form of oppression for another. It substitutes for a decadent and outworn system an experimental system whose advantages are as yet not apparent. But some clear mind will unravel the tangle. There must be a solution. There must be some Moses who will lead us forth from the land of bondage before anarchy is ushered in and millions starve in the midst of fabulous wealth and die in horrible, devastating conflict. Meanwhile, those who belong to the ranks of conservative thinkers must discipline themselves for clear thought and constructive action. We must break the bondage of fettered thought. We must free our minds of accumulated rubbish. The old dogmas—religious, social, economic, political—are dead. Confusion results. We cannot go back. We must go forward. We must think our way thru the wreckage of the life that was and build firm foundations for the life that is to be.

One of the foundation stones of the new order is a recognition of the supreme importance of thought as the arbiter of destiny. Present chaos is the result, inevitable as the tides, of centuries of wrong thinking. A new world will be built by clear, unfettered thinking. And this new world will not be created until a new race of mental and spiritual giants has been created thru the power of rightly directed thought. No



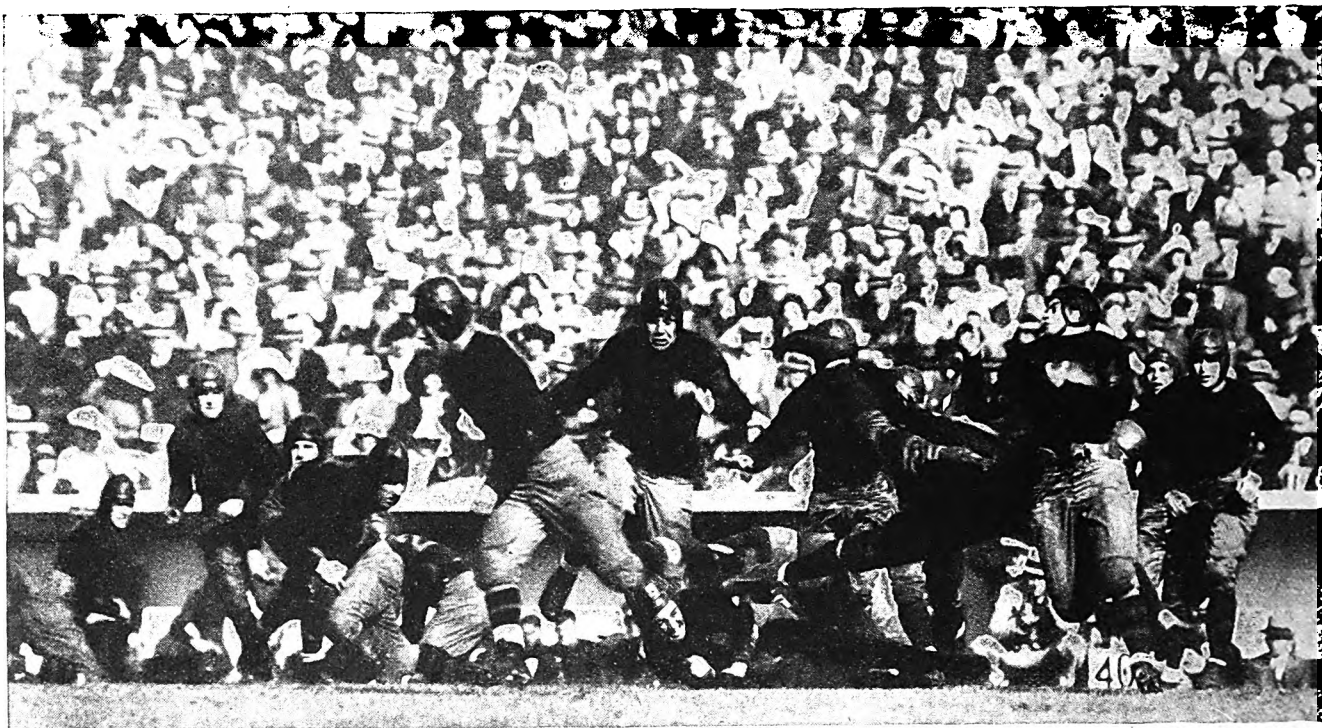
Photograph by Bachrach

DR. MILLER

state is better than the people who make up its citizenship. No government functions with a higher degree of alertness and intelligence than the mental average of its citizens. To build a new social and economic order, we must first build a race of new men. This can only be done thru the power of clear thinking.

Watch the character of your thoughts. Nothing in life means half so much as this. Small thoughts create small people. Your character, personality and position in life are but the crystallization of your prevailing thought habits. You cannot think ignoble thoughts and be noble. You cannot think cruel thoughts and be kind. You cannot think hateful thoughts and be loving or lovable. You cannot think lustful thoughts and be pure. Your character is determined by your thinking. Your personality is an outflowing of what you think—not occasionally but constantly. Your position in life is determined by your character, personality and mental alertness. Sick thoughts make sick bodies. Fear thoughts make cowards. Poverty thoughts make paupers. Failure thoughts inhibit success. You are, in the ultimate analysis, what you think. You are but the reflection of your mental processes. Therefore, guard your thoughts. Think constructively, confidently, wholesomely, healthfully. Think in terms of building up—not of tearing down. Think in terms of power—not weakness. Think in terms of human helpfulness, love and service—not in terms of selfishness, hate and greed. Think health; it is the best form of preventive medicine.

You must not only watch the character or quality of your thoughts, you must watch the direction of your thoughts. Ask yourself, "In what direction will this kind of thinking lead me?" (*Continued on page 58*)



Notre Dame rolled up a score of 26 against the Navy's 2 at South Bend last year.

P. & A. Photograph

Why Football *Lures the Nation*

By Edwin B. Dooley

All-American Quarterback, 1924

A HUNDRED thousand voices split the sky as the elusive wingman snares a bullet-pass and races toward the goal line. The crowd, wild with excitement, describes epileptic contortions and throws perfectly good hats to the wind. Strangers are smacked lustily on the back as tho they were old pals. Pandemonium reigns supreme, and the whole amphitheatre takes on the aspect of the ancient Coliseum on the occasion of a Roman festival.

For nine weeks during the football season, the great drama of the gridiron moves on. Every red-blooded American talks it; every banker, merchant, lawyer and shop clerk has his favorite team, and whether or not a man ever saw the inside of an institution of learning, he feels loyal to his hand-picked alma mater. Every college town is in a state of constant excitement from game to game. Whether or not the team is successful, football is the ever-present topic of conversation.

From New York to Frisco, from Ann Arbor to New Orleans, the colorful spectacle of the cross-barred turf is an intimate and pleasurable phase of community

life. From the days when the East looked to Yale, Harvard and Princeton for its football classics, the game has grown steadily until today every section of the country has its major contests into which the people of the locality enter with intense enthusiasm.

California, where football is comparatively new in point of time, boasts a triumvirate of great teams whose deeds are known thruout the land. The meetings between these elevens surpass in magnitude, color and pageantry the gridiron epics of the East. The Middle West with the Big Ten, and Notre Dame, supplies millions of fans with a gallant brand of football, and the South, with its Southern Conference, whose teams blend the burning spirit of the Old Confederacy with the chivalry of Dixie, holds up nobly the pigskin game. Along the Atlantic seaboard, the Big Three of other days, with Dartmouth, Fordham, N. Y. U., Cornell,

Colgate, Syracuse, Penn and a host of others, keep the fans on edge.

Thousands, even millions, in the course of a single season trek across long trails in endless motor caravans to be present when the whistle announces the start of some important contest. Subway jams, milling crowds, chilling breezes, autumn rains, mean little to the spectators.

Staid old professors toss aside their musty volumes of Kant and Aquinas, Tacitus and Horace, to grab themselves reservations on the special train bound for Sohokus, where their college is playing its old rival. Deans and presidents, livery boys and butchers, neighboring farmers and local cops, all are found in any college football procession. They may not know a touchdown from a safety, or a penalty from a "time-out", but when the old scoreboard flashes 6 points, they know their ship has come in and they'll tell the world about it in tones no one will mistake for an invalid's whisper.

What is it they come to see, with spirits high and eyes agleam with happy light, these millions who jam the gigantic stadia of the land, and rock the very heavens with their thunderous anthems? They come to see what everyone sees in every college football game, youth, idealistic and strong, vital and determined, spending itself against a friendly foe. They see young men playing fiercely, with absolute abandon, for the sheer joy of playing for college and for team; battling away with all the fury of their young strength in order that the fires may burn on their campus that night. The inherent qualities of the sport itself motivate them, the traditions of their alma mater spur them on, and the faith of their teammates and the respect of their fellow students give them the impetus to outdo themselves.

Anyone who has played football, who has lived thru its big moments, who has known the joy that comes to a team when it crashes thru in a pinch and attains its coveted goal, appreciates why football is such a popular sport. The team and the crowd are one, united in an intangible bond of understanding. When the team makes a touchdown, or negotiates an important goal line stand, the crowd roars its pleasure and applause. It is voicing the very joy of the players themselves who, because of the customs of the game, never give vent to their feelings.

Altho the crowd and the team are one in a metaphysical sense, the players are only vaguely conscious of the vast

throne which is cheering them on. Football requires not only physical prowess, but mental concentration. The rival elevens are wrapped up in every play. Scientific tho the sport is, each player gives all he has on every play. There is no holding back in order to last out the four periods. Intensity of effort is drilled into a football man on the practice field, and he realizes that when he can no longer stand up under the fire of the opposition, there will be another to take his place.

No pastime in all history has ever seized a nation so completely as has football. By means of a vicarious experience, the millions who attend the games each year imbibe deeply of those qualities which make the game what it is—those qualities which mankind has long leaned to but seldom attained—loyalty, self-sacrifice, courage, restraint and the willingness to subordinate one's self for the sake of the group. These are the things which I believe make football the glorious sport that it is, and make the public love it so wholeheartedly.

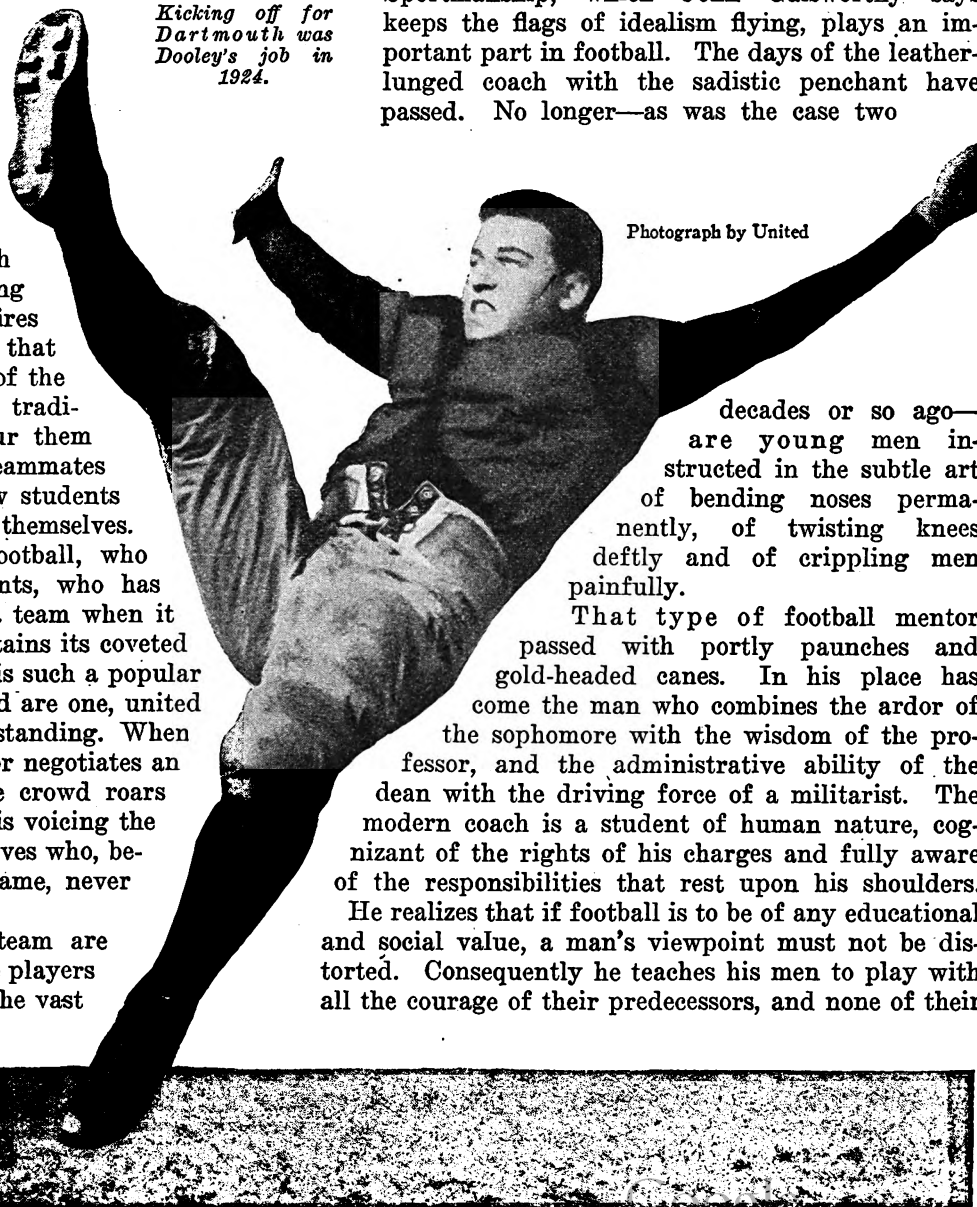
If the pleasures of a nation bespeak its disposition and its ideals, this country has nothing to be ashamed of in its intense affection for the gridiron game. Sportmanship, which John Galsworthy says keeps the flags of idealism flying, plays an important part in football. The days of the leather-lunged coach with the sadistic penchant have passed. No longer—as was the case two

*Kicking off for
Dartmouth was
Dooley's job in
1924.*

Photograph by United

decades or so ago—are young men instructed in the subtle art of bending noses permanently, of twisting knees deftly and of crippling men painfully.

That type of football mentor passed with portly paunches and gold-headed canes. In his place has come the man who combines the ardor of the sophomore with the wisdom of the professor, and the administrative ability of the dean with the driving force of a militarist. The modern coach is a student of human nature, cognizant of the rights of his charges and fully aware of the responsibilities that rest upon his shoulders. He realizes that if football is to be of any educational and social value, a man's viewpoint must not be distorted. Consequently he teaches his men to play with all the courage of their predecessors, and none of their



vices. He never bullies, not only because he realizes that modern young men will not stand for it, but because it will avail him nothing, save a definite loss of respect. He is firm, but not stubborn, considerate but not soft.

With the change in the type of coaches in football, there took place, almost concurrently, a decided transformation in the attitude of rival student bodies toward each other, and rival teams toward one another. In the old days, teams looked upon each other as deadly enemies, out for blood. And the same was true of the students of contesting institutions.

Harvard men, especially at the time of the big game with Yale, were not wont to regard the sons of Eli in a favorable light. And Colgate men lost no love on Syracuse's loyal sons. The unsportsmanlike conduct of teams in those days reflected clearly their bellicose attitude.

Rival institutions everywhere had this feeling. Everything went, including the water bucket, so long as you could get away with it, and the dirtier a man played the more he thought of himself. Only a short time ago, a friend of mine, who played the game back in the rock-'em-and-sock-'em days of the late nineties, told me with a twinkle of reminiscence in his eyes how he used to knock down his opponent by smashing him on the chin.

Fortunately for the game, teams of the present day are more intelligent in their attitude. They regard their opponents as friends whom they are eager to beat at a given contest, but with the tacit understanding between them that they abide by the rules. And strangely enough, teams today, tho they battle as hard as teams of old and play better football, seldom resort to unsportsmanlike play. In four years of college football, I do not recall a deliberately vicious act on the part of a rival player or member of our team.

Regardless of how tough the battle may have been, the players are friends. After the game you will find them in the locker rooms or showers, laughing and joking about their mistakes and stupid plays. And yet this saner attitude, this human viewpoint, this sportsmanlike disposition, has not robbed the sport of any of its precious delights.

At this very moment the football fever is raging from coast to coast. Thousands of young men, hardened by weeks of arduous training, are bending every effort toward their respective objectives. Day in and day out, they rush out to the practice field and go thru their paces. Perfection is the keynote of success on the field, and all strive to attain it.

In every institution that has a football eleven, the student body eats, sleeps and lives the sport. They know the life history of every player on the team, they know the idiosyncrasies of each, the scholastic attainments, the mannerisms. In every fraternity house, in every

restaurant and even in the solemn corners of the library, students discuss the prospects of winning the next game or bemoaning the loss of the last one.

By some peculiar twist of fate, football has expanded to the point where it is almost awe-inspiring in its proportions and its interests. To the casual observer it must appear like a mania which has attacked the entire country.

Despite the fact that student bodies repeatedly vote the Phi Beta Kappa key a more desirable distinction than the football "letter", everyone who has been to college knows that even in this sophisticated age students still crane their necks to get a squint at the football star, while they pass Phi Beta Kappa men without bothering to raise their eyes. The days of aping the college hero may have passed, but the man who brings victory to his college on the football field is still the fellow whom everyone would like to tell the folks back home is his roommate.

When one considers football in its comprehensive

sense, the question that comes to mind is this: Is the game really worth the candle? Is it deserving of all the fuss it stirs up? Is the emphasis placed on it consciously and unconsciously by college students actually merited? Is the tendency to idolize the football hero manifest of the rah! rah! spirit, and indicative of a tendency to glorify muscle and brawn over culture and learning? Does it lead to a false sense of values in American undergraduate life—towards a belittling of the serious minded and ac-

complished student, and an elevation of the boy with the strong back and the weak mind? Does it cause a neglect of studies in the pursuit of fun?

We think not. Had the game continued along the path which it was traveling, the answer might be different, but as the sport of football is today, we believe that the answer to every one of the above interrogations is a long, stentorian *NO*. A sport which demands of a man all that football does, which calls forth in him the utmost physical effort and Spartan courage, at the same time requiring of him gentlemanly conduct and a high regard for his opponent, surely must be worth the candle. True, it stirs up a great ballyhoo, a tremendous bustle and furor, but these things only tend to make the game more intensely interesting and thrilling to the thousands who watch it played.

Whether or not football merits the emphasis placed on it by the students is easily answered. The natural tendency of youth is to go to extremes, to be highly jubilant or deeply morose. In football they have a sport which provides just the necessary elements to appeal to their tastes. The game is heroic, no one can deny that. It is wholesome, rugged, intense, vital and stupendous. Everything about the sport itself is directly in harmony with the aims of education—to develop a well-rounded and intelligent man.

There are those who feel (*Continued on page 61*)

DARTMOUTH'S favored son, "Ed" Dooley, has not disappointed her. He is now sports writer for The New York Sun, and during the football season conducts the column "Under the Goal Post." Last year he broadcast the Army and Navy game over WOR for the Sun and the Philco Radio Company. He is a well-known speaker and has addressed hundreds of organizations. Articles of his have appeared in a number of magazines.

Dooley was an honor student in Dartmouth, as well as a football star, and was prominent in social activities. He has received his degree in law from Fordham University.

What's Wrong with FOOTBALL?

EDWIN DOOLEY, All-American star of Dartmouth in 1924, in this issue of *PSYCHOLOGY Magazine* has drawn a vivid picture of what it means to play football. Is there anything wrong with the game or the way it is played in colleges today? Is it the glorious sport Mr. Dooley has pictured? Or are there grave dangers in the way the majority of colleges are handling the football program? Must something be done? Must gate receipts be abolished in order to remove the "price" from football players? Does football tend to encourage brutality and the war spirit? Can the objectionable features of the game be eliminated and the "glorious" part of it retained?

How?

To the college undergraduate answering this question in the most practical and satisfactory manner, *PSYCHOLOGY Magazine* will award a prize of \$250; for the second best solution, \$100; and for the third most effective way of dealing with football in the college program, \$50.

Three competent judges will aid in naming the winners of these awards:

Dr. Thomas M. Putnam, dean of undergraduates, University of California. Dr. Putnam is the official representative

of the president of the University of California on the executive committee of the Associated Students.

Robert Carl Zuppke, athletic coach and professor of physical education at the University of Illinois. For twelve years "Bob" Zuppke has expounded his ideas of football to coaches from all over the country in the summer course he conducts at the University of Illinois. In college Mr. Zuppke specialized in philosophy

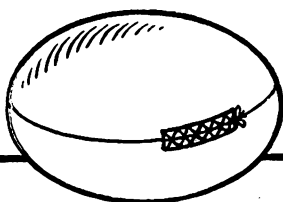
and studied psychology also. He later studied art in New York City.

Heywood Broun, one of the outstanding columnists in America and now columnist for the Scripps-Howard newspapers. Daily Mr. Broun's column appears in the New York *World-Telegram* and numerous other papers.

Every undergraduate student of any college is qualified to send in a solution. The judges, men of wide experience and wise judgment, will select the most practical and helpful ideas. These will be published.

Manuscripts must not exceed one thousand words in length and must be postmarked not later than December 15th.

Address all letters to Football Editor, *PSYCHOLOGY Magazine*, 101 West 31st Street, New York City.



\$250

\$100

\$50

*in Prizes
to
College Students*

Utilize your

By Harry W. Hepner

*Professor of Business Psychology
Syracuse University*

ON A MAY morning of 1920, the puny of body but mighty Junius Dunston, founder and president of Dunston, Inc., came out of his general offices located on the outskirts of a small city and paused for several minutes on the entrance steps. Two young executives stood by his side in a manner that was obviously alert and waiting for any possible command. Mr. Dunston had lost the sight of one eye in his early youth, but he could see far more with his remaining eye than others who have perfect eyesight. He looked over the company's grounds and noticed that on the left of the main office building was a barren hill of about two acres. Several construction companies had used the land in previous years as a temporary storage place for their equipment and materials while they erected new buildings for "Old Junius".

As Junius looked at the barren hill, his brows knit in annoyance and then he spoke to one of the waiting subordinates: "Williams, you see that unsightly hill over there?" "Yes, sir, I do." "Well, that hill belongs to the company and should have been landscaped long ago. By tomorrow night I want green grass growing all over that hillside. You see that it is done." And Williams answered, "Yes, sir, I will."

Williams knew that his employer meant what he said. He knew that "Old Junius" took keen delight in assigning seemingly impossible tasks to his aides in order to test their mettle and develop them. The men who could stand the strain learned much from this industrial monarch and were, in most cases, well paid. Sometimes, too, those who weathered the first few years at the home office were transferred to branches where jobs were good and Mr. Dunston was seldom present.

When Williams was given this prodigious task, he knew that he would be discharged if he failed. Accordingly, he rushed to a telephone and hired all the available teams, trucks and men of the community. He hurried them frantically while they plowed up the ground, leveled it, raked it and hauled sod from near-by farms. When the hill had been sodded, water sprinklers wet down the sod and the next day when Mr. Dunston left his office at the end of the working day, "green grass was growing all over that hillside." Old Junius merely smiled, said nothing to Williams but to himself said: "There's another man who made good when I made the going difficult."

This was the method used by Mr. Dunston in building up his very successful organization. He tested his men by putting them thru the fires of

industry and those who came thru could be depended upon to meet real emergencies as well as the artificial emergencies that he invented for his tests. Some of his subordinates broke under the imposed strains and considered him cruel. Those who understood him learned to admire him. They knew that he had built up his business from its infancy and they could learn much from him.

Many people wondered why he treated his assistants as he did. They did not know that he hated his own



*He knew he would be discharged if he
while they plowed up the ground, leveled*

COMPLEXES

Drawing by Louis Luboff

puny body in childhood and determined to make people respect him even tho his stature did not command their respect. The kids of his neighborhood could lick him physically, but none ever conquered his spirit. Later he lost the sight of one eye and his feeling of inferiority was accentuated. Unconsciously, he learned to compensate for his physical inferiority by achieving mental and managerial greatness. He capitalized his complex. It is probable that ninety per cent of the people of the United States have seen the products manufactured by the true Mr. Dunston, but only a few of his associates appreciate the fact that his strength developed from his feeling of physical inferiority.

Every person has, at some time or other, capitalized

a complex. And he has done so with a full realization of why and how he was planning to win the admiration of others and raise his self-respect. Many a boy is entering college this fall because he recalls daily the pretty girl who laughed at him and told him that she admired "men of outstanding ability". He hopes that some day he may have attained the status that he desires and then he will revel in the pleasure of spurning the same girl or some other girl who reminds him of the one who taunted him.

We must not assume that all complexes are conscious or recognizable to their owners. Quite often the person who has a strong complex has no insight into his own mental state. Very painful or unpleasant experiences and impulses may be repressed into the subconscious and, unrecognized by the host of the complex, influence his behavior. Some of the mild repressions manifest themselves in every-day life by stammering,

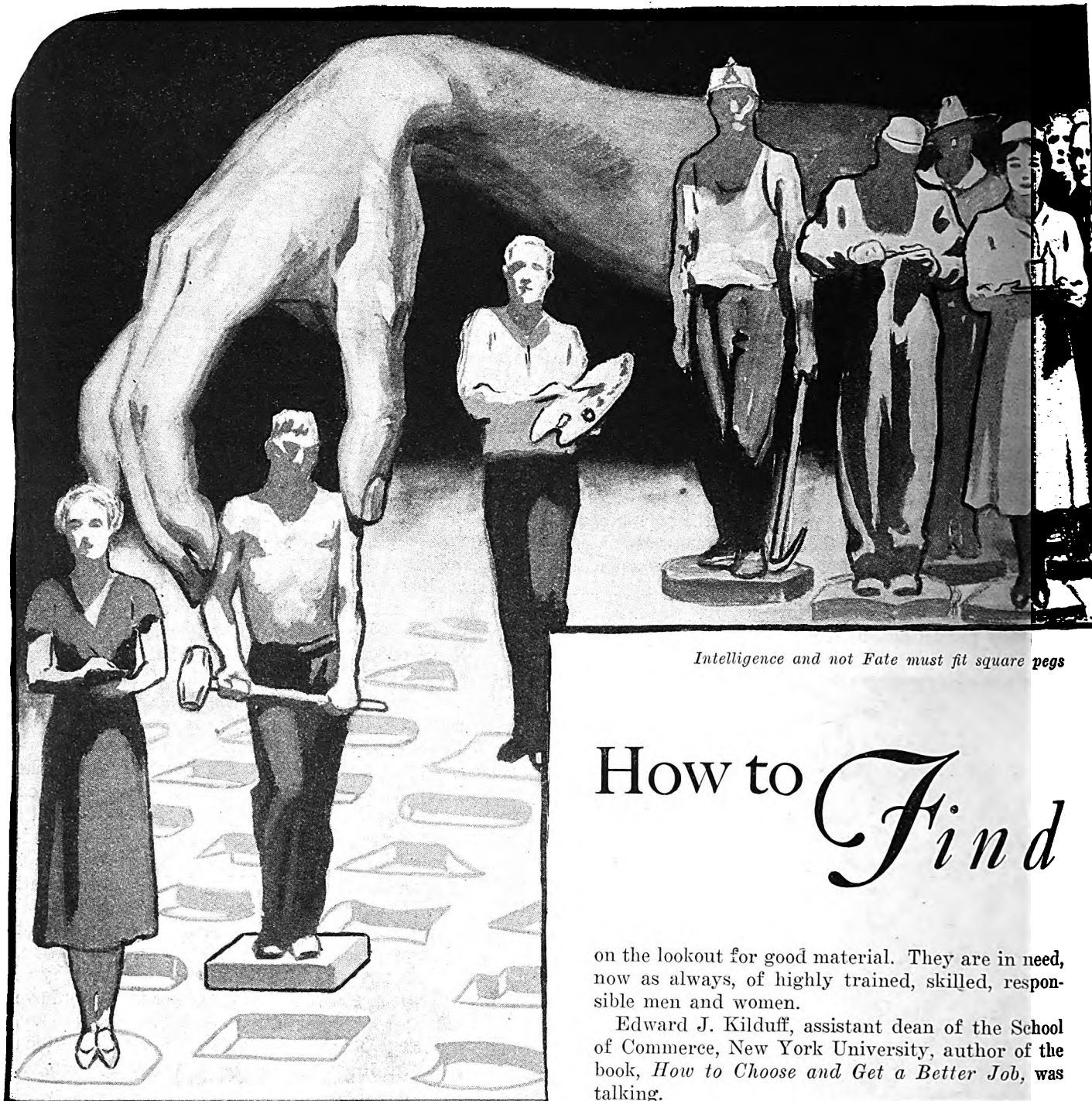
slips of speech, momentary loss of memory, blushing and repeated attempts to carry out some useless or senseless performance such as counting the objects of a room or constantly washing the hands. Complexes that are deep-seated and of certain types may develop in the individual a lifelong urge that may drive him on to great achievements.

Of course, some great men achieve their eminence because of sheer ability, but we must not assume that unusual ability, of itself, will result in unusual accomplishments. We have all met men whose intellectual capacities were those of the uppermost two per cent of the population, but they never accomplished anything worthy of their potentialities. On the other hand, we have met men whose capacities were rather ordinary, but they had unquenchable inner urges which directed their limited capacities into definite, positive channels. Their complexes motivated them to develop their capacities to the utmost by training themselves in college or the school of hard knocks and they applied their energies in forms of expression that had social and economic values. Their complexes resulted in acts that were desirable. This kind of complex may be designated a *positive complex*. A complex that results in undesirable or useless forms of behavior may be called a *negative complex*. Here is an example of a negative complex.

Martha M. developed a "betrothal delirium" because she was jilted by her lover, who left her in a mental state of guilt as well as disappointment. She was beautiful and young and might have earned the worthy love of some other man, but instead of recognizing that her misfortune is likely to befall any (Continued on page 62)



failed. He hurried the men frantically it and hauled sod from near-by farms.



Picture by Stockton Mulford

IT WAS Charles Schwab who said in effect: "Take away and destroy my buildings and machinery, but leave me my organization, and within six months I will have another Bethlehem Steel Corporation." One of the reasons why B. Altman, the late president of B. Altman and Company, of New York, was able to develop such a tremendously successful business was that for many years he personally selected his employees. His successor, the late merchant prince, Michael Friedsam, continued this policy. It is men who build organizations, and no organization is stronger or wiser than the men who compose it. Alert industrial leaders know this, and hence are constantly

Intelligence and not Fate must fit square pegs

How to *Find*

on the lookout for good material. They are in need, now as always, of highly trained, skilled, responsible men and women.

Edward J. Kilduff, assistant dean of the School of Commerce, New York University, author of the book, *How to Choose and Get a Better Job*, was talking.

Incredulous, I asked, "Is this condition true even in these hard times?"

The answer was an emphatic "Yes. There is need, now as always, of good men," he declared.

"But," I pointed out, "thousands and thousands of responsible, hard-working men and women are idle today. They have suffered economically more than at any time in the history of America. Why should this be? What have you to say to them?"

The answer took several hours of talking—and then more talking. I had entered the university building with the sun high in the heavens, and when I walked out it was long past the supper hour, and the building was deserted and the street was dark. But I walked briskly, much encouraged. I had learned a great deal. I had gained an insight into the chaotic and haphazard way most of us search for jobs, as well as an under-



into square holes and round pegs into round holes.

a Job

standing of the intelligent way of doing it. This finding a job—so all-important and usually altogether dependent on chance and accident—ought to be, I perceived, a matter of careful planning and systematic survey. Neither should the objective be finding any job, but finding the particular job suited to one's temperament and interests, and one that will offer the maximum opportunities at the highest obtainable wage.

"Many men in business," Dean Kilduff told me, "are getting more for their services than are other men who are as well qualified, simply because the latter class did not know how to obtain the kind of position in which their qualifications and ability would command their full value. And if you are a good salesman, you can get better opportunities and more salary than can the man who does not know how or where to sell them."

Because of his position, I had imagined Professor Kilduff to be a stern, elderly, forbidding person, but I was delightfully surprised. He is young and energetic, and his talk is saturated, not with the spirit of the academic cloister, but with the realities and the practicality of the every-day world. He has, along with scholarship, a first-hand knowledge of business and the ways

By Edward J. Kilduff

*Assistant Dean, School of Commerce,
New York University*

In an Interview with Samuel Tenenbaum

of business, for he came to the university after successful commercial experience. And withal I found him sympathetic and kindly, and very knowing, with the wisdom which comes from seeing much and understanding more. In that office of his with the clean, wide, glass-topped desk and with an efficient-looking secretary within call, he typified the new and modern

university professor, who does not remain aloof from the world but wrestles with its problems in order to make it a little better place for you and me to live in.

"When you take a job," he pointed out, "you are investing yourself, your time and your energy. Every year to a young person is valuable. A blind-alley job leads nowhere. It only fritters away your enthusiasm and your years, and it makes it more difficult to become well adjusted in your vocation.

"Do not," he warned, "take the first job that comes along. Doing that is as foolish as accepting the first offer for a house. Be careful and deliberate. In the end it will often mean not only a better salary but also better opportunity."

He offered as an instance of intelligent marketing of services the experience of one of his students, a man of thirty-three, who was married and had two children, and who had been working several years with an unprogressive concern which offered him limited opportunities.

"This man," said Professor Kilduff, "could have easily obtained another job with another company. But he didn't want just another job. He wanted to find a position with a company which could provide him with adequate opportunity and would be able to reward him adequately for conscientious service. Neither did he want to risk making a mistake, as each year was valuable. To get exactly what he wanted required thinking and planning.

"After careful consideration, he drew up a list of twenty-five firms that sold technical products similar to those sold by his present company, and that he knew to be solid, progressive and advancing. He even went so far as to look up their credit standing in Bradstreet. Of course, his knowledge of the trade helped him considerably. He then wrote to each a letter of application, typed by a public stenographer. The mailman brought him eleven requests for an interview. He called on each and had ready a carefully prepared sales talk on the value of his services. He received six definite offers. He did not pounce on the first one, but tactfully postponed acceptance, admitting frankly that he was considering other offers. Carefully and cautiously he went over the opportunities offered by each of the companies. Then, and only then, did he make a decision.

That was five years ago. The man is still working for the company of his choice. He has advanced steadily and now is slated for the position of sales manager.

"It is interesting to note," pointed out Professor Kilduff, "that the salaries offered to him at the time ranged from \$35 to \$48 a week. Even if he had considered salary before opportunity, which he didn't, the careful marketing of his services would have meant a difference of \$676 a year.

"It is unusually difficult at present to obtain employ-

ment. But still, men are being hired daily. Jobs are to be had. Don't be ashamed to tell your friends you are looking for a job. Don't ask them to get jobs for you, but to help you get interviews. Throw false modesty to the winds. There is nothing ignoble about wanting to work.

"The lack of employment," he said, "is not nearly as disastrous as the sense of inferiority—'I'm no good,' 'I'll never be able to get a job'—it engenders in the unemployed. This breaks down morale; it crushes individuality; and such is the vicious circle that this feeling of inferiority makes job-finding ever so much more difficult and even impossible.

"Cast aside that hang-dog look," he advised the unemployed. "Never ask for work with an apologetic, hat-in-hand attitude. Go out and sell yourself. Men are being hired every day, so why not you? You're as good as the next man. No salesman can sell merchandise if he thinks his merchandise inferior. Neither can you sell your services if you don't think you're worth something. Breathe confidence. Don't beg for a job. An employer may hand out several dollars for charity, but he won't hire anyone out of pity and keep him on

his payroll. If his organization is to make money, he must have efficient men and women manning it. He doesn't want any failures around. If he suspects you're one, he won't have you. Make him eager to have you, and the way to do that is to convince him you are invaluable to his firm.

"One of the tragic things that the depression has done has been

to destroy a person's confidence in himself. One is beaten only when he acknowledges it himself. No matter how you may show this to your friends, don't show it to your prospective employer. Make him think that in you he is getting an invaluable asset, a find. It is for this reason that persons already having a job find it easier to locate another. They speak up. They look the man sitting at the desk straight in the face. They are conscious that they have value.

"Before going in for the interview, auto-hypnotize yourself. Tell yourself you're good, better than anybody else who wants the job, and mean it when you say it."

"What misapprehension, in your opinion, causes the greatest amount of mischief among the unemployed?" I asked.

"It is," he answered, unhesitatingly, "their slavish dependence on 'Help Wanted' advertisements in the newspapers.

"Remember," he warned, "that the best jobs are seldom advertised. And yet men, and for that matter women, too, persist in buying a newspaper daily, and when they find no advertisement for the job they want, they are under the impression that there are no jobs open and they become

(Continued on page 69)

Ten "Do's" for Advancement

1. Be sure you are in the right job.
2. Constantly strive to improve your personality.
3. Be loyal to your employers.
4. Be scrupulously honest.
5. Be courteous.
6. Try always to improve upon the performance of your work.
7. Save money.
8. Pay more attention to your main business than to outside activities.
9. Take care of your health.
10. Train yourself for the job ahead.

Confessions.

of a

"Bright Child"

By Beulah Holland

I WAS never a prodigy, but unfortunately circumstances led me early to be designated as a "bright child". I went to kindergarten when I was three because it was held in the building next to our house and there seemed to be no way of keeping me home. At five I entered the first grade. I had good health, was rarely out of school, and spent a great deal of time with older people so that I learned quickly. When I had finished the third grade, the teachers put me in summer school and let me take fourth grade in six weeks. I skipped half the sixth grade and was finally graduated from grade school at the age of eleven. My picture was in the papers—it was considered quite a feat—and I was a "bright child".

But that told only half the story. I had a good memory, it was true, and I could get good grades on examinations. I had no brothers or sisters, so I spent a good deal of time by myself. Because of this I did a great deal of reading and developed a vocabulary in advance of my years. But I was still a child when I entered high school, and I was not old enough to adjust myself socially.

The result was that I developed all sorts of queer complexes and substitutions. My classmates considered me a "baby", so there was little association with them outside of school. I felt inferior to them on that account, and to offset it I worked hard to get good grades. I put the emphasis on a final record rather than on the real assimilation of material. Moreover when I had achieved high grades, I made a point to tell everyone, feeling that I must impress upon the world the fact that I was good for something. That only widened the breach because the idea got around that I felt I was much better than everyone else. I wanted to go to



MISS HOLLAND

school parties. I wanted to be "in" with the "front-hall" crowd, but I was just the youngster who got good grades and thought she was "smart". I would have been willing to flunk out of school to change the state of affairs, but I couldn't see any way to do it.

My scholarship gave me an "in" with the teachers, and to one of them I owe the "open door" which gave me a chance to express myself. She was a journalism teacher and, when I was a junior, she put me to work on the school magazine. She published my stories and my verse. She finally appointed me to the editorial board, and before I graduated I had served as an editor on all three of our school publications. That partially assuaged the loneliness I felt—I was one of the "élite" as far as position was concerned, at least.

Another thing I developed was biting sarcasm. My reaction was quick, and I could always think of some "last word" which would be appropriate. It was sometimes clever, but it frequently (Continued on page 72)

Wasted Words—

SOMEbody has coined the expression, "strong silent men," but few of us have pondered its significance and glimpsed the unrevealed possibilities it offers. We admire the type described as strong and silent, but it never occurs to us that strength is the result of silence, an accumulation of *dynamics* that was not dissipated in useless speech. We might ridicule the monk who has taken the vow of silence, call him mad, but there is truly method in his madness. He is utilizing one of the greatest laws of the universe, and aspiring, even tho in an unbalanced manner, to acquire added power and vision. The law might operate much more quickly and effectively if the monk took a vow only to speak when speech is necessary.

We have been taught since the dawn of historical times that the Word is creative. But during all these thousands of years we have misunderstood the teaching, and consequently have failed to glean an idea of the power which the gods could and would place at our disposal if we were wise enough to use it without injury to ourselves and our fellow man.

The Word might be called a spiritual form of dynamite. The wise use it creatively and constructively, the foolish destructively. We know as little on the whole about the deeper meaning of speech and silence as children know about the purifying and transforming power of fire as used by the scientist. If the world is ever to become aware of our individual existence here among men we have to become alchemists in the highest sense of the word, and transform our baser metals into gold, or power. The elimination of unnecessary words

a n d H o w

T h e y A f f e c t

Y o u

By Goya Gilbreth

and conversations is the beginning of this process.

An example of the devitalizing effects of too much talking is observed on women's faces upon their return from tea parties. They sallied forth expectantly, enthusiastically, and returned fagged, irritable, out of harmony. And why? They have indulged in an orgy of talking. They have dissipated more energy and power than their bodies and souls are able to replenish on short notice. Like children they have played with forces about which they are totally ignorant. They toyed with vibration, sound, color, rhythm, the very laws of creation itself. They spent their energy and vitality in the same fashion as a Casanova, except that they lacked the excuse of a great passion or a great love.

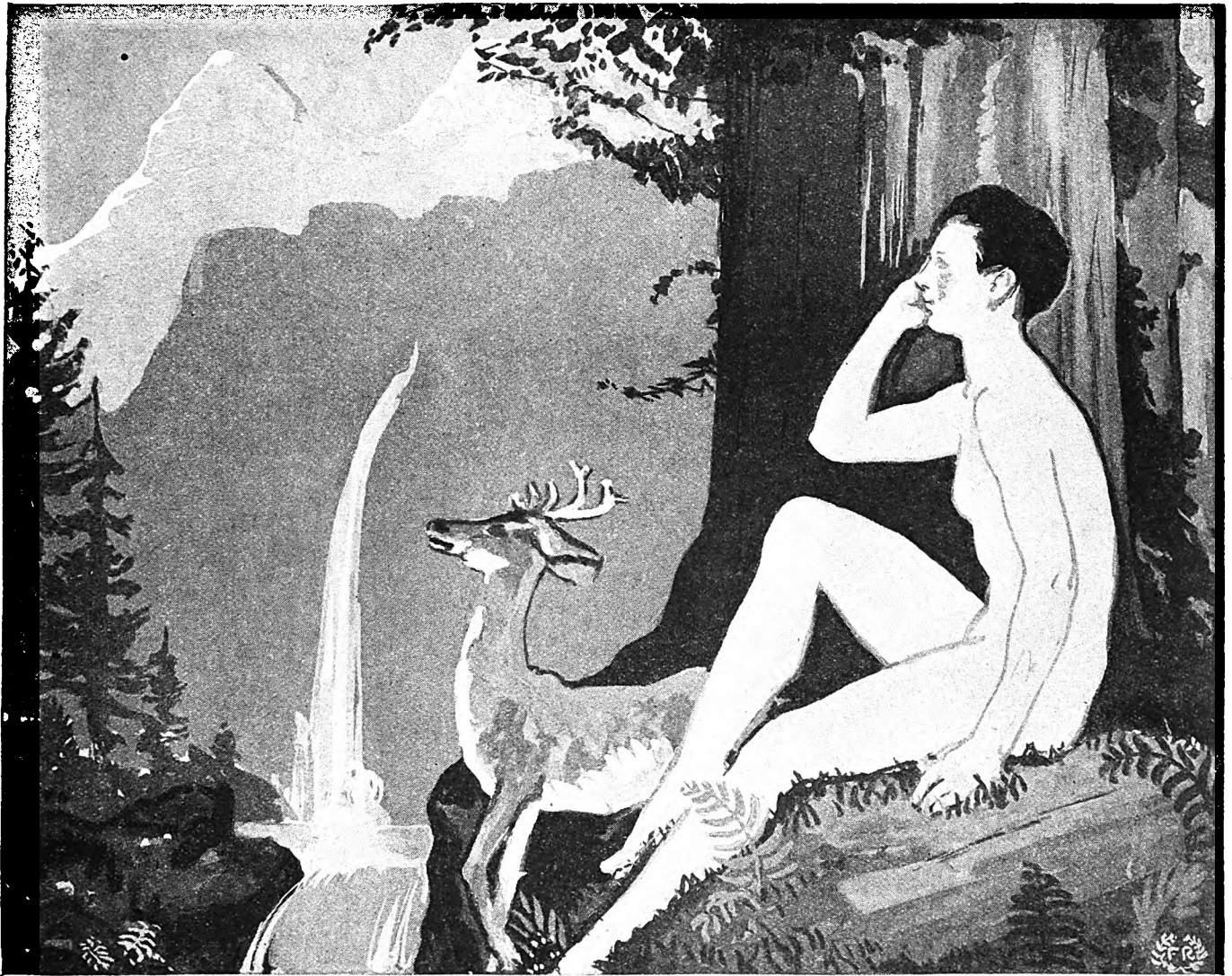
The time may not be far off when useless speech will be as severely condemned as other riotous and wasteful dissipations of the powers which a wise providence bestowed upon us. Nobody hesitates to criticize the person who throws away good food when the world is full of hungry people, nor the man who stays out all night drinking and carousing, disabling himself for the task of wage-earning the next day. But we allow the tea-drinking, gossiping sweethearts, wives and mothers to pursue their course of destruction.

If we are to become a strong race and nation we must sooner or later cease emitting useless sounds. The ear drums of the universe must ache from the impact of cross vibrations and currents set up by

WORDS, words, words, words,
Words that come in endless herds!
Words in print and on the lips,
Words like stately moving ships;
Words of bitterness and pain,
Words that have a selfish strain;
Words of ostentatious show,
Words in never-ceasing flow;
Words that stray like witless sheep,
Words destroying peace and sleep;
Words like an engulfing wave,
Words that harass and enslave;
Words distorted, misapplied,
Words in millions multiplied;
Words, words, words, words—
Words that come in endless herds!

Words, words, words, words,
Words like flocks of singing birds;
Words of myriad types and kinds,
Words that rest our tired minds;
Words as delicate as flowers,
Words that fall like summer showers;
Words as fleet as eagle's flight,
Words that please the ear and sight;
Words like music of the spheres,
Words of scholars, statesmen, seers;
Words on tiptoe secret bent,
Words exhaling rarest scent;
Words that gleam and glow and shine,
Words that breathe of love divine;
Words, words, words, words—
Words like flocks of singing birds!

Grenville Kleiser



Thru tranquil and reflective communing with space and time we lay in a store of force and power.

chattering humanity. Not a word can be spoken without causing a disturbance of the ether, thereby necessitating constant readjustment of all space.

Strangely enough many of our greatest men come out of the silent places of the earth, from the peaceful village and the countryside. There, thru their tranquil and reflective communing with space and time, they lay in a store of force and power which later enables them to conquer in battles, in politics, in finance, even to reconstruct the history of nations. And perhaps it is chance which makes many men great, the fate which allowed them to be born far from the discord and noise of men and cities. The solitudes made them into magicians, geniuses, by pouring down upon them day and night the undiluted cosmic vibrations which energized and vitalized them, made them into dynamic thinkers and forceful participators in life.

Those who dwell in cities cannot flee to the countryside in order to acquire these unique and magnificent gifts, but they may ponder at length upon the laws of rhythm and vibration, and cease indulging in the speech that upsets these laws and invisibly but surely

Picture

by

Fred Reinert

destroys budding power and greatness. The expression of envy, gossip, slander, anger, as well as countless other things, is a drain upon our resources. Each useless and futile word is a tiny poisoned arrow which flies out into the unknown, looks about for a convenient something to destroy, finds nothing so worthy of destruction as the being who released it, and so wisely, according to law, returns home.

For the next hour listen to those about you. Now try to listen to yourself. Are your words merely space fillers? Do you repeat only what a thousand others have said a thousand times? For one day say only those things you know really express your thoughts and feelings. The result will be new stimulation.

It is sometimes an apparently trivial and insignificant detail which alters the course of our destinies, so details are important in the grand plan of the universe. And even tho we imagine our thoughtless words negligible, perhaps they are not so. And perhaps there would be many more truly great and worthwhile people if there were more silent people. For silence brings power, and power brings greatness.

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Bertrand Russell—

without Ritual,

without Creed

By Gladys Baker

FROM a youth whose discontent drove him to the constant thought of suicide, Bertrand Russell, at sixty, can now say: "I enjoy life. With every year that passes, I enjoy life more."

Occasionally so complete a metamorphosis occurs in a man that we are scarcely able to recognize him. Such a figure is the British philosopher. Until less than two decades ago, Russell lived a secluded life, devoting his time entirely to mathematics. Not until the stirring events of 1914 did he begin to show himself as a personality—a warm, vibrant human being with tenderness and concern for the frustrated world and its struggling inhabitants.

Up to this time he was thought of by the layman as something resembling a disembodied intellect; a mystical formula; an abstract idea!

The "reincarnation" of Bertrand Russell is reflected in his way of life, his personality and his writings. We have only to compare *Principia Mathematica*, the result of ten years of study in a treatise which was intelligible only to a few specialists, to his recent *The Conquest of Happiness*, wherein his profound thought is translated into useful, "household" philosophy.

Those years of concentration on arithmetical problems disciplined his mental habits to clarity and precision, ably equipping him to give his penetrating analysis to human complexities. Will Durant cites him as "the most vital thinker of our times". From an expert on such ghostly matters as decimal logarithms, Mr. Russell has come to be recognized as an authority on contemporary affairs which touch us intimately. Tho he has directed his thought of late to such subjects as education, divorce, prohibition, sex and companionate marriage, war is the problem he considers most urgently in need of solution.

Cheerful and winningly humorous during the whole of our interview, the only time he grew wistful was when I approached the possibility of armed conflict in the near future.

"When it does come I know that it will be directed

primarily against citizens. None will be safe." Keen blue eyes lost their customary twinkle as they looked contemplatively beyond the East River bridges and jagged peaks of skyscrapers.

"I have two children of whom I am very fond. I shouldn't care to think their education and training were to serve no better purpose than to be wiped out suddenly by poison gas bombs dropped by an enemy air-raid." Mr. Russell believes that the only possible preventive measures must come thru international government. As an economist he favors limitation of armament. Believing private property to be the principal cause of hostilities, he journeyed to Russia to see if communism could be the cure for such an evil. He announced himself as being indignant at the Soviet regime, despising its inconsistencies as demonstrated in practical application.

He was a relentless foe against war back in the early days of the great conflict and his resentment was vigorously voiced against the most prominent of Great Britain's statesmen. He paid dearly. He was dismissed from Cambridge where he held a chair and ostracized from a society which had catered to him as the second son of the Earl of Russell. Today, when these same rulers of England's destiny are directing their energies toward world peace, it is an amusing reflection on human inconsistency to recall the famous conversation which was quoted around the globe. "The interests of the Empire are at stake!" declared the British statesmen.

"The interests of no Empire are worth the loss of a nation's manhood!" retorted Russell. And I have heard that it was for that utterance that one of the most distinguished men of our generation was arrested on the charge of being a "pacifist". He has changed neither in his attitude or opinion. "To prevent war is the most vital problem facing civilization," he said to me not long ago.

IN appearance Bertrand Russell is slight of build and small of stature. A thick shock of white hair falls over the high forehead. He has heavily ringed eyes and a florid complexion. His hands are short and capable, with spatulate fingers.

He was wearing a custom-made blue serge suit, evidently seeing its second year of service. Black socks wrinkled over plain black evening pumps, with rusty crumpled bows. Across his vest stretched a wide gold watch-chain—such as I have observed on railroad conductors—the sort which you know instinctively holds at one end an old-fashioned time-piece and at the other a lodge emblem.

Dr. Russell is no Beau Brummell. Putting on a

dinner jacket annoys him beyond measure. "I only keep such togs for America. I never think of putting them on at home."

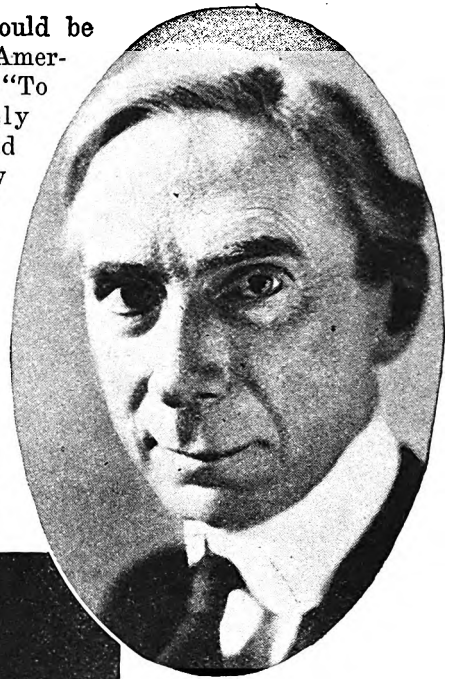
As to his daily routine, I discovered that the Twentieth Century Pythagoras devotes his leisure to those pursuits which please his fancy. He begins the day by early rising, but permits himself an unhurried breakfast, during which he peruses the morning papers. He takes no regular exercise, particularly disliking walking. Occasionally he goes for a swim. "Why should I go in for sports which do not amuse me?" he demanded. "As a matter of fact I am fifty-nine years old and never felt better."

One cannot but be impressed with the philosopher's courageous attitude on those volcanic subjects which less radical thinkers handle with the sugar tongs of good taste and conservatism. Tho I plied him for the better part of the morning with questions on subjects which have made him the storm center of controversy, not once did he attempt to cloak his opinions in euphemistic or ambiguous phrases.

Touching on trial marriage he stated, "It would do away with a good deal of the confusion and resultant unhappiness among young men and women whose emotional lives are at sixes and sevens." I asked him to be more explicit. "The theory is not mine," he explained, "it has been put forth most intelligently by many of our modern thinkers. Because of present day conventionality, marriage often has to be postponed for too long a time on account of financial difficulties. If public opinion allowed men to marry at 21 without incurring heavy financial burdens, many men would avoid the habit of being driven into pleasures which wear out the nervous system," Dr. Russell declared.

On the question of divorce he was equally outspoken. "There should be more tolerance among married partners. For example, there are persons whose temperaments demand more freedom, but who realize and respect the advantages to be had from a normal, marital relationship. Realizing and meeting the needs of the individual, I am convinced, would do away with some of the looseness with which the marriage bond is dissolved, especially among mature persons and where there are offspring. I have found the happiness of parenthood greater than any other that I have experienced."

Asked what would be an ideal day in America he replied: "To be left entirely alone so I could talk with a few friends. These friends," he said, "are excellent conversationalists." The three men whose company he would most enjoy are Sherwood Anderson, novelist; W. W.



DR. RUSSELL



"I have found the happiness of parenthood greater than any other that I have experienced."

Norton, publisher, and Judge Ben Lindsey. "All," he declared, "have new and stimulating ideas, with the courage and ability to express them." In what regard he holds the opinions of the Denver jurist is evident from this statement: "Judge Lindsey has suffered vilification, in spite of a long and honorable career, solely for his earnest desire to save young people from the misfortunes they incur as a result of their elders' bigotry."

Tho he is interested in the great objective drama of humanity, Dr. Russell has drawn to himself few intimates. Sharing a rare

congeniality with his wife and being intensely interested in the development of his two children, he prefers to live quietly at "Carn Voel", located in the beautiful county of Cornwall in southwestern England.

Here is conducted the much discussed, but little understood, Beacon Hall School, an experimental institution for boys and girls conducted strictly in accordance with both Dr. and Mrs. Russell's advanced ideas of child psychology.

The school is located on 230 acres of pleasantly varied scenery. It is the chief hobby of the British educator and his wife, Dora Russell, and is supported by their writings and lectures. (Continued on page 60)

What Would You Do?

Twenty-eight
Questions to Measure
How Self-Assertive
You Are

MANY letters come to me stating that the writers are self-conscious, shy, timid, do not seem to get along, are afraid to go out into society, blush easily. I shall explain these symptoms by dividing people into two classes: submitters, who have little initiative, and natural born leaders, whom we shall call ascenders.

I want to help you to measure yourself. Find out whether you have initiative, whether you would make an executive, whether you are a good follower. On a sheet of paper draw two columns. At the top of one column put an "A"—for ascender, and at the top of the second put an "S"—for submitter. Under the column "Ascender" put down a mark if your reaction is such, or if it belongs under "Submitter" place it there. At the end of the test add the marks and you will know your classification. When you find out what you are, then "To thine own self be true". Face the facts, control and adjust yourself.

I shall give you twenty-eight situations and you must note carefully what you would do in each. None of you will get everything in the ascender column nor everything in the submitter column.

1. At a reception, lecture or tea, do you usually seek to meet the important person present? Do you push forward and meet the celebrity or the person giving the lecture? If you usually do, place a mark in the ascend-



At a lecture, do you push forward to meet the important person present?

er column. If you do not, put a mark in the submitter column.

2. At church or lecture or entertainment, if you arrive after the program has commenced and find that people are standing but also that front seats are available which might be obtained without "piggishness" or discourtesy but with considerable conspicuousness, do you take the seats? Or do you remain in the back of the group and stand? If you take the front seat, mark

By Arthur Frank Payne

Director of Personnel Bureau
College of the City of New York

Drawings by Walter Van Arsdale

the ascender column; if not, mark the submitter column.

3. A salesman takes manifest trouble to show you a quantity of merchandise. You are not entirely suited. Do you find it difficult to say no? If you do find it difficult, put a mark in the submitter column. If you do not, put a mark in the ascender column.

4. A professor or lecturer asks someone in an audience of twenty or more persons to volunteer an idea to start discussion. You have what appears to you to be a good idea. Do you speak out? If you do, a mark goes in the ascender column; if you do not, mark the submitter column.

5. You have heard indirectly that an acquaintance has been spreading rumors about you. These rumors are not likely to be serious in consequence but are nevertheless unjustified and



*If you are dining with
a young lady you wish to impress,
do you verify your bill before paying it?*

distinctly uncomplimentary. The acquaintance is an equal of yours in every way. Do you usually have it out with the person or do you let it pass without any

feeling, take revenge indirectly? If you go up to the person and have it out, mark the ascender column; if you let it pass, mark the submitter column.

6. Some one tries to push ahead of you in line. You have been waiting for some time and cannot wait much longer. Suppose the intruder is of the same sex as yourself, do you usually remonstrate, "look daggers" and make clearly audible comments to your neighbor or do you decide not to wait and go away, do nothing about it? If you remonstrate or "look daggers" at the intruder put a mark in the ascender column; if you decide not to wait, put a mark in the submitter column.

7. Some possession of yours is being worked upon at a repair shop. You call for it at the time appointed, but the repair man informs you that he has "only just begun work on it". Is your customary reaction to upbraid him or do you express your dissatisfaction mildly, smile and go out? If you blow up and upbraid him, put a mark in the ascender column. If you smile and say nothing about it, put a mark in the submitter column.

8. You are at a mixed party where about half the people are friends of yours. The affair becomes very dull, and something should be done to enliven it. You have an idea. Do you usually take the initiative in carrying it out or do you pass it on to another to put into execution or just say nothing about it? If you take the initiative in carrying out the idea, mark the ascender column. If you say nothing about it, mark the submitter column.

9. When you are served a tough steak, a piece of unripe melon or any other inferior dish at a high-class restaurant, do you complain about it to the waiter? If you do, put a mark in the ascender column. If you don't, put a mark in the submitter column.

10. Have you ever crossed the street to avoid meeting some person? If you do that fairly regularly, put a mark in the submitter column; if you have never done it, put a mark under the ascender column.

11. Have you haggled over prices with tradesmen or junk men? Is it distasteful to you? If you have, put a mark in the ascender column; if you haven't, put a mark in the submitter column.

12: You are with a group of people in the woods, and altho not certain of the path, you probably know as much about it as anyone present. Do you take responsibility of guiding the group? If you do, put a mark in the ascender column; if not, if you prefer to follow another leader, put a mark in the submitter column.

13. If you feel a person is dictatorial and domineering, do you make it a point to avoid him? If you do avoid him quite generally, then put a mark in the submitter column; if you do not make any attempt to avoid him, but enjoy meeting him, put a mark in the ascender column.

14. When you see some one in a public place or crowd whom you think you have met or known, do you inquire of him whether or not you have met before? If you

do, mark one in the ascender column; if not, mark the submitter column.

15. If an accident occurs where many people are present, do you usually take an active part in assisting or do you take the part of a spectator and leave the scene without offering aid? If you take an active part in assisting, mark the ascender column. If you merely are an onlooker, put a mark in the submitter column.

16. When the clerk in a store where you have been waiting for some time overlooks you and waits on a customer who arrived after you, do you as a rule call his attention to the fact or do you wait silently, tho perhaps with an injured air, and then go out to another store? If you call his attention to the fact, put a mark in the ascender column; if you go out to another store, mark the submitter column.

17. Have you, largely on your own initiative, organized clubs, teams or other such groups during the past five years? If you have and been a member of committees and such things as that, put down a mark in the ascender column. If you avoid doing such things and try to get out of committee work and feel quite nervous about it, put a mark in the submitter column.

I know that all of you are trying to be precise. You have to make these decisions yourselves, and if you have not been in some of these situations do not mark either column.

18. You are dining with a young lady whom you are trying to impress. The waiter presents a bill which is slightly larger than you expected it to be. Do you verify the bill before paying it, or do you pay it anyway? If you verify it, put a mark in the ascender column; if you pay it without checking it, put a mark in the submitter column.

19. A friend with whom you are not particularly intimate has some article such as a tennis racquet, skates or skis which you would like very much to borrow for an afternoon. Do you hesitate to make the request or do you just breeze in and say, "Barbara, can't I borrow your skates?" If you would act that way, put a mark in the ascender column; if you would not consider doing such a thing, put a mark in the submitter column.

20. Do you as a rule return articles to the stores where you purchased them if they are unsatisfactory. Do you feel that it is all right to do that, or do you hesitate and keep a disagreeable purchase and try to be satisfied? If you take the article back, put a mark in the ascender column; if you don't, put a mark in the submitter column.

21. Have you ever been asked to solicit funds for some cause such as a church, club or political party in which you are interested? Would you go out and solicit the funds or would you prefer to give the money yourself. If you solicit funds, put a mark in the ascender column; if not, in the submitter column.

22. Have you ever worn knickers just because you wished to wear them, even tho you knew the practice would cause comment? If you usually follow your

own ideas about dress, regardless of what other people might think, put a mark in the ascender column; if not, put a mark in the submitter column.

23. Have you ever performed as a lecturer or entertainer before groups of more than ten persons? If you have or would like to, put a mark in the ascender column. If you never have and would not want to, put a mark in the submitter column.

24. Have you ever made purchases at a second-hand store? Would you mind your friends knowing about it? Would you tell them about it? If you would brag about it, put a mark in the ascender column; if you would conceal the fact, put a mark in the submitter column.

25. When you break or lose an article belonging to another person, do you tell him about it and apologize? Or do you say nothing about it and delay mentioning it as long as possible? If you would tell him right away, put a mark in the ascender column; if you put off telling him, put a mark in the submitter column.

26. If the majority of your friends have new clothes for a dance, are you disturbed by having to wear the old clothes which you know will be recognized? Does it bother you very much? If it does bother you very much, outside of the disappointment, put a mark in the submitter column; if it does not bother you, put a mark in the ascender column.

27. Do you find it difficult to ask one of the opposite sex to accompany you to a dance, a lecture, a concert or to take a

walk? Would you go up to one of the opposite sex and ask if you might walk with him or her? If you would, put a mark in the ascender column; if you do not, put a mark in the submitter column.

28. In a mixed social group where many people are strangers to each other, do you break the ice and begin conversation? Do you think "These people do not know each other and I know they would like to," and say, "My name is so and so"? If you take the initiative in introducing yourself and start conversation, put a mark down in the ascender column; if you don't, put a mark in the submitter column.

If you are a submitter and are happy in so being, let it go at that. Do not resent it or resent the ascender who might be in your group. Do not be jealous of him. You people who are ascenders, do not trample on the sensitive feelings of others. There is need in the world for modesty and gentleness. If there should be any one hundred per cent ascenders among you, watch out. Over-aggressiveness is a weakness.

The big thing is to try and understand yourself and then be tolerant of those who are different from you. Do not belittle yourself because you compare yourself with other people. Parents, try to understand your children; don't try to make them like yourselves. Please remember that they are different from you and different from each other. Don't try to force your opinions on anyone. Understand yourself, be proud of yourself in your own way and be sympathetic with others.

Safety

By Elinor Lennen

BBETTER one wave of the fathomless sea
Than all of a measured lake.
Better to shipwreck hardly
For a voyage's high sake
Than cautiously to refuse the test
When unknown harbors lure.
Oh, better to perish in any quest
Than to waste away, secure.

Money-making vs. Creating

An Interpretation of

Motives and

Edward H. Harriman

By Lincoln Steffens

ONE EVENING in New York, at a dim little dinner party in a private house, the conversation turned upon Edward H. Harriman, the railroad genius. He had just died.

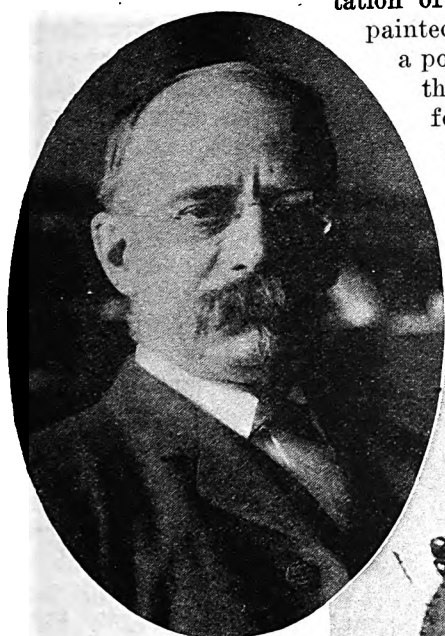
An associate of Harriman's was there, a banker, who had worked intimately and long, as a partner, with Mr. Harriman. He let the editor, the writers, the reformers and even the Wall Street men in the party have their way and their say as long as he could stand it. Then he broke his apparent resolution to say nothing. It was our turn to be silent and listen, and we did indeed listen. He was bringing Harriman to life.

There was something artistic in the banker's presentation of his friend. He

painted him as he would a portrait and he had the stuff for a perfect likeness. Out of his experience with Harriman he drew stories, acts, policies and implications, more damned mor-

spective in the composition. It was impressive.

"Harriman was an artist," he said and paused, as a practical man will, to give time for his artistry to take effect. "He had insight, vision and constructive imagination. He worked. He killed himself working. He saw things to do, so he did them with all his mighty might. Some of his acts seemed destructive. He had to break up the old works of older men to get room and the stuff with which to fashion his new works of art. I say 'art'. Yes, and some of his performances were really destructive. To drive a railroad thru a state it had to cross, he tunneled not only mountains, but courts and legislatures, too. He bought locomotives and steel rails and hired engineering talent as an artist would buy clay or canvas and (Continued on page 65)



Photograph by Brown Brothers

MR. HARRIMAN

ally than the few rumored scandals any of the rest of us could cite. But the banker sketched Harriman's crimes upon a background of actual conditions; he laid them out in their order; he put them in their places. There was per-



Photograph by New York Central

To drive a railroad thru a state it had to cross, Harriman tunneled not only mountains, but courts and legislatures, too.

Quick Fatigue—

and its Cure

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

Former Associate Professor of Educational Psychology, Columbia University

THE WORLD is full of people suffering from quick fatigue. Were it not for this undue and often complete exhaustion which lays so many men and women low, oftentimes after only slight exertion, it is safe to assume that a good third of the population would not find their daily, routine duties quite such a drudgery and a bore.

For to work under the handicap of chronic and devastating tiredness takes courage, fortitude and a will; to push thru when even to think is an effort, when every movement one makes is like lifting a ton, and when, in addition, the bones ache and the muscles feel like lead simply because one has exerted himself to write a letter. This, to be sure, is picturing an extreme case, yet in all varieties and degrees they are prevalent aplenty.

Mr. V., for instance, is thirty-five years old. Quite in the prime of life, one would say, just at the age when vim and vigor should be at their best. But listen to his story.

"Ever since I was a boy, but even more pronouncedly of late," he says, "I have been a sufferer from fatigue. Not the ordinary and natural fatigue, mind you, which one should expect after a hard day's work, or a strenuous game of tennis, or after staying out late several nights in succession.

"In fact, I am incapable of doing any of these things. I must have been that proverbial 'tired business man' that Ziegfeld had in mind when he began glorifying the American girl. Only a musical show doesn't help me much, or

any other kind of entertainment or distraction. The truth of the matter is I get tired trying to overcome my tiredness.

"Doctors told me that I needed exercise and ought to walk to the office each day. I tried that. The trouble was that the walk of less than a mile knocked me out so completely I could hardly concentrate enough to get thru my mail.

"Then several of my friends advised a trip abroad—a complete change and relaxation from the every-day grind. 'What you need is new scenes and new activities so as to rest your jaded brain cells,' they suggested. 'Use nerves you have neglected,' they argued. 'Play, laugh, have fun, and soon you will forget you even could be tired.'

"Well, it sounded all right and I tried that, too. Nor did I neglect such well-known remedies as baths, electricity, massage and tonics. Within twelve months I must have swallowed enough medicine to fill a country drug store!

"All, nevertheless—every bit of it—was no use. Then one day . . ."

Here, however, I shall interrupt the story of Mr. V. I shall refer to him again presently and explain how he got well. First I would like you to hear a woman's complaints on this same subject of quick fatigue. For women may be subject to this complaint as much as men despite their reputed possession of greater endurance.

"Miss W., the young lady in question, is unmarried and twenty-three. One would class her as belonging to that group popularly designated as the 'idle rich', and I have selected her case for that very reason.



"I'm all in after the first dance."

For why should a young girl like Miss W., with absolutely nothing to do, not even society if she doesn't want to, happen to be a quick-fatigue victim?

That very thing, as a matter of fact, puzzled Miss W. no end. "If I had to work hard in an office or was forced to stand on my feet all day like the salesgirls in the shops, I might see some reason for this tired feeling," she said. "But I sit around most of the time or just amuse myself as fancy dictates. I don't go out much because it lays me low. At a dance I'm all in after the first number. Even cards make me tired. And, of course, as people are getting to know what a mistake I am, I'll soon hold the championship for the world's most charming wall-flower."

And the best of it is that neither Mr. V. nor Miss W.—nor the thousands of others in a similar quandary—should have been allowed to suffer like that at all!

For not only is quick fatigue, as such, a preventable malady, it is also, as you already have guessed, a *curable* one. To be sure, both the persons whose cases I have summarized above were cured and completely so. Scores and scores and scores likewise have been completely relieved from fatigue that is unnatural and exaggerated.

The trouble being, as you may likewise have surmised, that the treatment these two patients had received was simply not of the right kind. For had attention been centered on the real source of their difficulties they could have made a quick job of it. As it was, they, like so many others, attacked the problem of quick fatigue at the wrong end.

The place to look for the causes of quick fatigue or of any of the tired feeling variants is in the *mind*!

It is in the mind—in the thought processes—that the solution of the fatigue puzzle can *always* and invariably be found.

Now that I have made this categorical statement I want to modify it slightly, at least in one particular. When I claim that all quick-fatigue cases are caused by psychological disturbances I am omitting those where actual organic bodily disease is present.

For it stands to reason that tuberculosis creates a chronic tired feeling. So does kidney or heart disease. So can prolonged failure of elimination from the body such as constipation or the absorption of toxins into the system from decayed teeth or tonsils, pathology in the nose or throat, etc.

No, such organic cases are in a class by themselves and the cure of the fatigue here lies in curing the disease of the tissues or whatever is responsible.

On the other hand, the types of fatigue we are considering in this article appear in perfectly healthy and normal individuals, of both genders, and at all ages.

These are the persons, too, who suffer the most from fatigue. For on the surface there would seem to be no good reason why they should become exhausted over practically nothing.

Enter into their psychology, however—examine the mental mechanisms which lie in the deeper recesses of their thinking, their unconscious thinking—and at once it becomes both clear and logical why they should be the way they are.

To be sure, no two individuals are exactly alike and therefore an analysis of the minds of any two persons would not bring to light identical mind disturbances.

Just the same, in every case that I have analyzed where the quick-fatigue symptom was prominent—either by itself or in combination with other complaints—there has always been revealed the same mechanism so far as essential aspects are concerned.

And this mechanism or cause, if you will, for these cases of quick fatigue may be boiled down to three words: *flight from reality*!

To sidetrack for a moment, let me ask whether you have ever observed in yourself a tendency to oversleep mornings whenever you had troubles to face or the day was likely to present special difficulties?

Or have you noted, perhaps, how children will say they are tired when they don't want to play or run an errand or do anything that seems disagreeable to them?

In the first instance sleep protects you, of course, from grappling with disagreeable reality. In the second the child uses the excuse of fatigue for a similar reason.

Now then, in all cases of quick fatigue, it means that the patient simply doesn't want to *fight* reality. What he wants to do is *flee* from it. And since he cannot ex-

actly do *that*—his work, his obligations, social standards and restrictions preventing—a substitute outlet, really a substitute flight, is to feel so tired, so completely worn out and exhausted, that he is *excused*, by others as well as himself, from making an attempt to conquer reality as would be expected of him were he completely normal.

That, in a nutshell, explains quick fatigue. By the same token it explains also how persons overwhelmed by fatigue of non-organic origin can so often and so readily *cure themselves*!

For should you happen to be a victim, try and find out what it is you are afraid of in life, are side-tracking or are trying to run away from.

Mr. V., whom I mentioned in the beginning, simply didn't like the work he was engaged in.

His father had built up a big wholesale business and the son was compelled to continue his father's business policies of which he did not (*Continued on page 59*)

Pictures by Jon L. Blummer



"A walk of less than a mile tired me out so I could hardly concentrate enough to get thru my mail."

A Salesman

IS A MAN ever too far gone to make good?

Coleman Cox, who has been called "The Man Who Came Back from Hell", says "No!"

Twenty years ago Cox was a complete failure, a down-and-outer roaming the streets of San Francisco without a friend or a penny to call his own.

Today he is one of the leading business writers and speakers in the country, with an income averaging \$100 a day, and he numbers among his friends numerous celebrities.

His writings are quoted probably by more wide-awake business men than any ever printed. His friendships run the gamut from men foremost in the nation's esteem to lifetermers in San Quentin Penitentiary. The late Luther Burbank was an ardent admirer of Cox and Taft was a personal friend. Those prominent in the field of science, industry and politics whom he numbers among his friends include such world figures as King Albert of Belgium, Lloyd George, Coleman Du Pont, George Parker, Hudson Maxim, Edison White, Henry Ford, Thomas Edison, Roger Babson.

His books have done much toward establishing harmony between employer and employee thru their sound analysis of values and unity-promoting principles, and their pungent truths and sound philosophy have proved to be an inspiration to men in all walks of life. They have been translated into foreign tongues and distributed over the entire world.

TWENTY years ago, when Coleman Cox came staggering out of a cheap barroom into the bleak rain of a San Francisco night, he had touched the lowest rung of the social ladder. A common drunkard, a pauper, a man without home or human ties, he was one of that vast tide of human jetsam that washes over the surface of the city from dusk to dawn, lodging in dim alleys and deserted back streets. Coleman Cox was that most ironic of life-failures, a might-have-been.

Encountering a figure emerging from a swinging doorway, he begged the price of a drink. The figure turned with a curse. "I'll see you in hell," was his reply. He wheeled and, goaded perhaps by the bitterness of things in his own breast, touched Cox with a trembling forefinger. "And furthermore," he snarled, "if you've got a friend in this world, you owe it to that friend to measure the depth of the ocean tonight."

Coleman Cox turned his ragged collar about his ears and slunk into the shelter of a deserted doorway and thought. . . .

If ever a man seemed deep in the mire, Cox was that man. The path he had chosen was lined with the graves of wasted opportunities. The ghosts of his misspent talents mocked him from every side.

He had begun life forty years before in Fox Creek, Kentucky, a town with a handful of inhabitants. The son of poor parents, a plucky little chap, he made money by doing chores for neighbors. He was the sort of youngster one sees plugging along after school hours, and for whom one prophesies great things.

At the age of twelve, Cox left school to become a printer's



Mr. Cox

who Sold Himself

devil. From then on, life seemed to be his for the asking. His industry, perseverance and level-headedness assured his success. He was a brilliant salesman. In the early days of his career he arrived in Idaho with \$2.00 in his pocket and without a single acquaintance. Within twenty-four hours he was able to finance a news weekly which became a tremendous power for good.

In those days the West was wide open. Cox began to drink. In those days, too, an editor was measured by the amount of liquor he could consume. And in liquid measure, Cox stood high.

His life during that period was one extended spree. As reporter, editor and sales manager, Cox came in by the front door and went out thru the back of more papers than he can recall. As publisher, he reduced to liquid form and consumed four country newspapers.

He drank the roof from over his head, the clothes from his back. He drank up the good will of his friends. And when there was nothing left to drink, he begged on the streets in order to buy more drink.

Twenty years of life had been literally swallowed up.

From the unsavory hallway that sheltered him, Coleman Cox stared into the rain-swept night and thought.

Was it too late? . . .

He asked a friend, a kennel owner, for a night's shelter.

Cox lay on the kitchen table in the leaky little shack. His covers were rags that had covered sick dogs, but never a sicker soul. There, with the whining of the dogs in his ears and the rain beating down outside, he reviewed the spectacle of his life and determined that it was not too late to mend.

Next morning his friend gave him fare to Oakland and there he got a job as advertising solicitor on a newspaper at \$12 a week.

For a long time it was an uphill pull. After twenty years of following the path of least resistance, it was not easy to make a complete change in his mode of living. There were moments of temptation, of darkness and discouragement. But Cox's determination never flagged. He brought to the task of regeneration the same persistence and thoroughness which had distinguished everything he had undertaken hitherto—including drink.

Passing a fine new building on his way to work one morning, Cox observed some one, evidently the manager, in the doorway, and stopped. "That's a fine-looking building you have. It has a good front. A good front pays. That's what a man is judged by. Take me, for example. I'm a first-class salesman, but you would never know it because I haven't the front." The store-owner was so interested that he took Cox in and clothed him in a complete new outfit. Whereupon Cox sold his services to a manufacturing firm for

The Story of

C o l e m a n C o x

By

M a r i e P a k e

\$250 a month. A few days later he was married to the woman who had promised to be his wife when he stopped drinking, and who has ever since been his staunch helpmate.

Getting established took time and courage. One does not salvage the wreck of twenty years overnight. There were debts right and left, obligations to be met, cumulative expenses. When his wife once asked him, "Do you know so-and-so?" his reply took the form of a saying which became a family byword, "If I know 'em, I owe 'em."

Shortly after his marriage, he took a position with a street car advertising company. From then on, promotion was rapid.

It was about this time that, asked to give a talk before the Sales Managers' Association of San Francisco, he assembled thoughts which he had jotted down as they occurred to him and read them to a delighted audience.

For years, Coleman Cox had observed and taken notes. From his experience of life and the contacts he had made as salesman, salesmanager and employer, he had learned to know human nature—its strengths, weaknesses, absurdities, its traits, lovable, exasperating or mirth-provoking. The conversational oddities, the small vanities, the quirks of thought, the hidden qualities on which depend success or failure had come under the scrutiny of his shrewd and analytical mind, and the summary of his observations he had incorporated into homely little phrases, each neatly turned off and finished with a smile. Good-humored, all of them, but their good humor was the dressing with which they were served. Imbedded in each was the kernel of a worth-while thought.

No wonder his talk created a furor.

Into those brief sayings he had not only packed his shrewd observation but also his hard-wrested philosophy, his faith and his courageous attitude toward life:

(Continued on page 72)

Pardon my Glove

By

James R. Crowell

CARLEEN gazed intently at the vital little girl with roguish eyes fox-trotting with the young telephone linesman in the smoky atmosphere of "Good-by" Jack's roadstand. She told Roy to look. Roy, sipping his beer reflectively, looked.

"She's different," said Carleen. "A type. Look at the way she wears those black gloves. Look at the way she has her hat pushed back on her head. Isn't it comical? Cutely comical. The girl's a natural born comedian. Given the right opportunity, she'd undoubtedly be a headliner on Broadway."

His wife's estimate caused Roy to watch the girl with renewed interest. Perhaps her lithe little figure and saucy little face embodied material for fiction. Hadn't he found his inspiration for that last four-part serial right here in Jack's—that stark and stunning story of sinister gossip which the intolerant clique in his own town were guiltily sure was aimed at them? Roy laughed at the remembrance. He loved torturing the intolerants.

Now that Carleen had spoken about it, the girl's black gloves fascinated Roy. Unconsciously she gave the impression of being all gloves. Roy got a mental picture of elfins going thru pantomime with funny gestures of the hands. There was expression in the gloves, personality to them—the queer way she had of letting her hands droop from the wrists. Perhaps it was the piquant face, delicately tinted with pink—Roy couldn't say whether artificial—and the rakish tilt of the hat which contributed to the illusion.

"Good-by" Jack came from an adjoining room to replenish the nickel-in-the-slot phonograph with fresh fuel. Roy called to him to replenish the drained beer glasses, his and Carleen's, with fresh fuel. Jack walked over to their table. Favorite customers of his, these two. Nothing snooty about them. Reg'lar fellers. Jack was always saying that to patrons of his little oasis on the state road.

"Everything under control, Roy?" Jack asked. It



was his stock question. Meant nothing.

"Will be if you tell us who the little girl with the black gloves is," Roy answered. He nodded in her direction. Jack said she worked down at the hosiery. Expert on one of the stocking-making machines and clicked \$70 a week when times were good. Jack went off for the beers wondering why Roy and Carleen were interested. The girl was like any other of his circle.

In the middle of the next dance the girl stopped at their table. "Don't mind, do youse?" she asked. Roy, standing up, said by no means. He pulled up a chair for her. Everything about the girl seemed to say she appreciated that. Her gloved hands made grotesque motions. Her pushed back hat nodded in acknowledgment. Her merry eyes were brimful of good nature. She giggled, displaying white teeth.

"Say, I seen youse two here lotsa times. You're a story writer, ain'tcha? Jack was tellin' me the other

Picture
by
Edward
Butler

A look of terror spread over Marie's face. She tottered forward with outstretched arms.



night. I sez you're a swell couple. You know what I mean, always together and never gettin' mussy with each other or nothin'. Geez, when I get married I hope I'm like that. I'm Marie."

Carleen said, "How do you do, Marie." Marie shoved one of those restless hands forward. "Pardon my glove," she said. Roy said, "How do you do, Marie." "Pardon my glove," said Marie. She shook hands as tho she meant it.

"I'm a Canuck," she confided. "I come from Sault Sainte Marie. That's why they named me Marie. You know where it is. Up in Canada—up in Ontario." She pronounced it phonetically—Salt Saint Marie. Roy blinked.

"A bright little girl like you ought to know how to pronounce the name of her birthplace correctly," he said. He pronounced it correctly.

"Geez, that's the first time I've heard any one say it

right since I've been in the States. You say it better than they do up there."

"You don't mind because I spoke about it?"

"Not me. Me, I'm always glad to learn things."

Carleen said, "If you really mean that then I'll tell one."

"Sure I mean it. Shoot."

"Well, when you shake hands with a gentleman never say, 'Pardon my glove.' Ladies don't have to pardon themselves for anything."

"If I stick around youse folks long enough I'll be gettin' ritzy. It's oke with me. I like being ritzy."

When she rose to go a little later she stuck the expressive little paw toward Roy for a farewell shake. "Pardon my glove," she began, but caught herself. "No, don't bother about it. I just forgot," she laughed.

It was nearly midnight, closing time. The four gunmen crashed the entrance in a body. The leader, a young, powerful fellow, told everybody to stick 'em up. The purr of their running motor could be heard above the dance piece on the phonograph.

With a swift movement Carleen swept the flashing rings from her fingers and tried to hide them in the tips of her gloves. The swarthy little rat gathering up the loot from "Good-bye" Jack's startled customers spotted the movement. "Nix, lady, nix," he rasped. One of the gangsters snatched the gloves away from her and stuffed them in his pockets. "Them sparklers of yours is the main thing we called for," he confessed. He moved to the table where Marie and her boy friend, the linesman, sat.

A look of terror spread over Marie's face. She rose to her feet, swaying with emotion. She tottered forward with outstretched arms and momentarily grasped the robber about the waist as she sank to the floor. He shook her off roughly. "Leave me alone," he snarled. She lay huddled in a heap. Out from fright. Roy was disappointed.

The leader of the gang yelled for speed. "Come on, fellows, beat it. We got what we came for."

His three companions hurried thru the door into the waiting car. The leader paused. "Nobody move for five minutes or you'll get plugged full of lead," he warned. He joined the others outside.

Marie got up as the car moved away and walked over to where Carleen and Roy sat. "Pardon the gloves," she said—and tossed Carleen's gloves containing the gems on the table. "I found these in his pocket when I fainted." Carleen gasped. Roy laughed. "I thought you said she was the perfect comedian. I'd call her the perfect emotional actress."

My REAL Self

KATHARINE CORNELL has confessed.

She isn't blasé and worldly-wise. She isn't sleek and sophisticated. She isn't the siren whose subtle wiles make schoolgirls gape in envy.

On the stage—yes. But the Katharine Cornell of the stage is not the real Katharine Cornell. The real Katharine Cornell is the exact antithesis of the exotic, erotic type she has become identified with in the theatre.

Thurston himself could hardly effect a more complete transformation. For when Katharine Cornell emerges from the cocoon that is the theatre, she might be you or I. Simple in her tastes, even in her temperament, unassuming and spontaneous. That air of ennui, suggestion of surfeit so perfectly projected on the stage, is nothing but make-believe. The real Katharine Cornell is a vital person, sparking to sincere enthusiasm over clothes and lovely rooms and the weather—and a host of other ordinary, everyday happenings. The sight of her name in

electric lights still has the power to thrill her. Box-offices draw her like magnets. But in a peculiar way.

She has a habit of going to the box-office of her theatre fifteen or twenty minutes before

curtain time—every night without fail. She sits quietly in a corner watching, fascinated, the stream of people who come to purchase tickets. If you peer thru the window-grating you can see her, a tense, eager figure, hands locked in her lap, eyes riveted on the faces just outside. She sits there until the last possible minute (her secretary always has to call her) with eyes and ears for nothing but the transactions going on. She even refuses to talk business with her manager at these times, and he declares she would actually like to sell tickets if she didn't think it would cause too much consternation.

"I don't quite know why the box-office has such a fascination for me but it has—particularly now, during hard times," she confessed. "It's as exciting as a play to watch the different people bid for seats—see the expressions on their faces as they debate whether or not they can stretch a dollar to a dollar and a half or two dollars to two and a half. Just now they don't seem to be able to."

She likes to play pranks occasionally, just for the lark of them.

Most unbelievable of all, she is "terribly shy", to use her own words. Off the stage, her superb poise gone, she is as self-conscious as the schoolgirls who stare open-mouthed at her performances. Her self-assurance is nothing more than a clever mask, made perfect by years of experience and contact with the world of the theatre; a hard, shiny shell under which the real Katharine Cornell hides.

"These roles that I play are just things I throw on and off, but really I'm terribly shy. Funny, isn't it?" she commented. "Every time I go on the stage it's a nightmare. It's the same way at parties. I hate them—I never know what to do at them—and so I rarely go out. Even as a very young girl I was painfully timid.

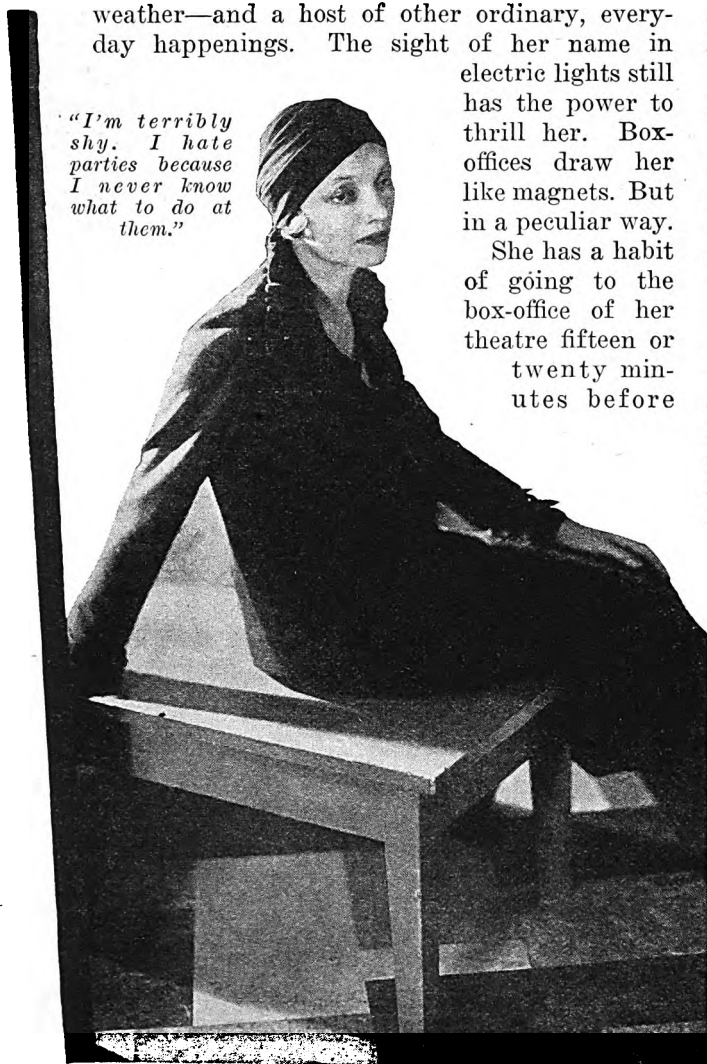
It's something I've never been able to conquer entirely. Of course, the stage and acting give one a certain poise and confidence—that's inevitable. But it's all artificial, at least with me. Inwardly, I'm always aware of myself."

She leaned forward toward the mirror to ply powder puff and lipstick. Her reflection looked back at me—broad, low brow, high cheekbones, full, pouting lips.

Because of her diffidence, as well as because of the strenuous demands of her profession, Katharine Cornell's personal life is as uneventful and commonplace as that of the prosaic stenographer, only its rhythm is staccatoed and its meaning deepened by the ever-present need to express herself in terms of the theatre.

When playing in New York, she lives a tranquil existence in her home on Beekman Place

"I'm terribly shy. I hate parties because I never know what to do at them."



An Interview with **Katharine Cornell**

By Syril Lee

which she shares with her husband, Guthrie McClintic, the producer. She has a small, intimate circle of friends, rarely appears at public affairs, never serves on committees if she can help it. She spends most of her time reading—she reads four or five books a week. She loves music and gets in as many concerts as her schedule will allow. Plays she shuns when appearing herself in productions—"they take too much out of me when I'm working, but in between-times, I always manage to get in at least three or four.

"I'm really a very dull and uninteresting person," she declared, giving a final pat to her sleek black hair. "My life has none of the glamor it suggests on the stage. I'm the sort of a person who can even cook my husband's breakfast.

"I'm also lacking in the traditional temperament of a star. My husband has all the temperament, enough for both of us. He's always the one to flare up when anything goes wrong. But then, he has genius," she added simply, "and temperament usually goes with it. I, on the other hand, am more the stable, phlegmatic type. That probably explains why we get along so beautifully together. We balance each other."

Katharine Cornell is not ambitious in the ordinary sense of the word. Rather there is that in her which must be expressed and she seeks acclaim primarily as the symbol of effective expression.

"I'm not tired of these 'bad woman' roles I've been playing the past few years—as a matter of fact, they've each been a different kind of 'bad woman'. Rather, I would like to get away from type parts. I don't want my reputation to stand on a few outstanding roles I've portrayed. I want to build a name for all-round good acting.

"I suppose I've always wanted to act. Father was always appearing in amateur performances and grandfather had a little theatre fixed up in the attic of his home where he put on plays," Miss Cornell told me. "John Drew once said my father would have made one of the greatest actors America ever had if he'd gone in for it professionally."

She organized a dramatic society at the Merrill School in Mamaroneck while she was a student. She returned the year following her graduation to coach dramatics. Feeling the need for assistance in the production of a play she had written for school presentation, she got Edward Goodman, director of the Washington Square Players, to help her. When he left, he promised her a part as understudy with the Washington Square Players whenever she might want it. She



In "The Barretts of Wimpole Street" Miss Cornell portrays a great emotional role.

took him up almost immediately; packed bag and baggage and left for the big city.

Her self-consciousness and timidity almost killed her chance before she got it.

"They were putting on the Chinese play *Bushido*, and when I applied to Mr. Goodman he gave me some lines to read. I was horribly nervous. I didn't know what to do with myself. I was so scared I couldn't even control my voice—it was just a thin, squeaky pipe. It was too awful—I was too awful."

She stumbled thru the lines somehow—somebody finally grabbed the script from her hands—and she stumbled out of the theatre. Her career seemed ended and home loomed big. Instead, however, she determined to go back to the theatre and use her eyes. She sat in on every rehearsal, from early morning to late at night. She watched the way the actors read their lines. She watched their gestures and their facial expression. She even got hold of the various parts and understudied them, until she knew them letter-perfect. She also persuaded one of the old-timers to rehearse her several times a week.

It worked. Just a one-line part, to be sure, but a part in a professional company. Katharine Cornell made her first public appearance in 1915 with the few brief words: "I am the son, (Continued on page 66)

Be Yourself

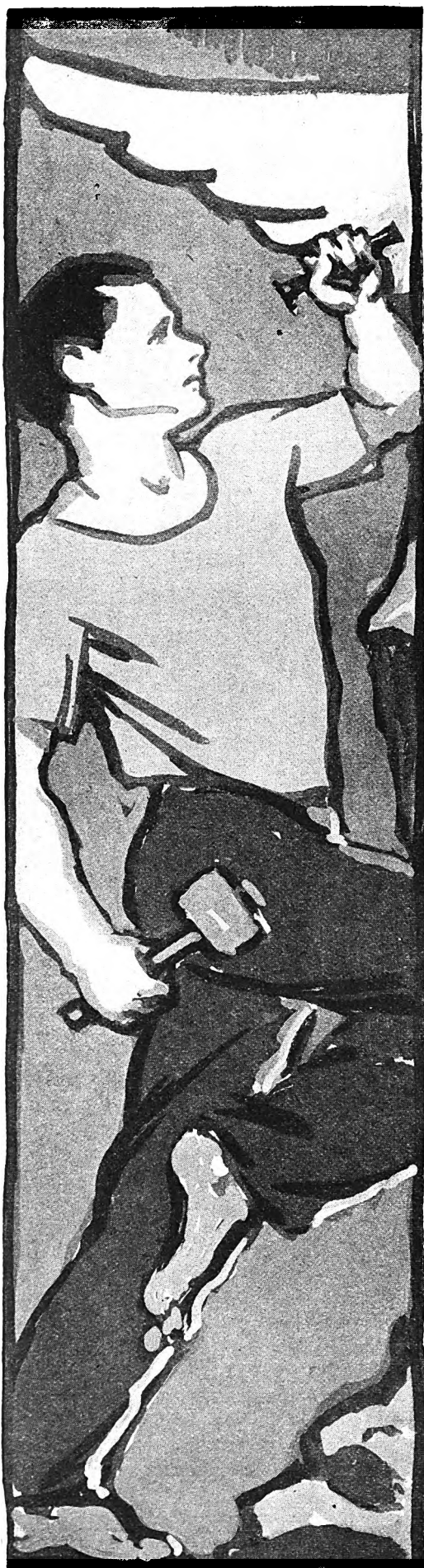
THE ADVICE frequently given, sometimes sagely and sometimes with a spirit of jocularly, to "be yourself," requires qualifying before it is of any actual value. "Self" is a development, not a permanent condition of being. If one looks back along the past years and takes a careful review of his or her life, it will be seen very quickly that the only constant thing, enigmatical as the statement may appear, is change. Not one of us, mentally or physically, possesses exactly the same individuality that was ours twenty, fifteen, ten or even five years ago. Of course there are certain traits of character, such as indolence, bad temper, good temper, diligence, kindness and so on, which cling to some of us all thru life; but even these characteristics become modified as time goes on and we grow older. They do not remain the same in either quality or quantity; they grow or they diminish; they become finer or they become coarser; they become affected and sometimes controlled by other traits acquired in later life.

This change in ourselves is, of course, more rapid in youth than in age, but change we do, even unto the end.

How then, with this constant mutation in process, can we follow this sage advice or jocular exhortation to "be ourselves" with any degree of success? Shall we be ourselves of the past, or of the present, or of the future? Shall we act the part of a child, or of a mature man, or of an older man?

Just take stock of yourself at the present moment, and write down what your present ideas are, your present aims, your present ambitions. Are they *exactly* the same ideas, aims and ambitions which were part and parcel of your being a few years ago? Or have those things become modified and qualified of late? "When I was a child, I spake as a child, I thought as a child," said Paul; "but when I became a man, I put away childish things." But that same man, not long before he wrote those words, had been a very different kind of man. He had been a persecutor of Christians, and now he was a defender of them. And there is hardly a shadow of doubt that certain of his old-time acquaintances said to him at divers times, "Paul, be yourself." They would be possessed of the same idea which largely prevails amongst the unthinking, that a man must of necessity have an unchanging ego, be always the same, be always acting from the same viewpoint and basing his philosophy of life on the same premises.

Character is growth, and what we are today by no means prognosticates what we shall be tomorrow. Man changes with and is changed by his environment. When he steps from the ranks of celibacy into the ranks of matrimony his views of life immediately change; when he forms a new circle of acquaintances or friends his character becomes changed or much modified; yes, let him make even one new friend and his character will become modified



Cultivate a passion for the achievement of some good thing

By

Fred A. Barrow

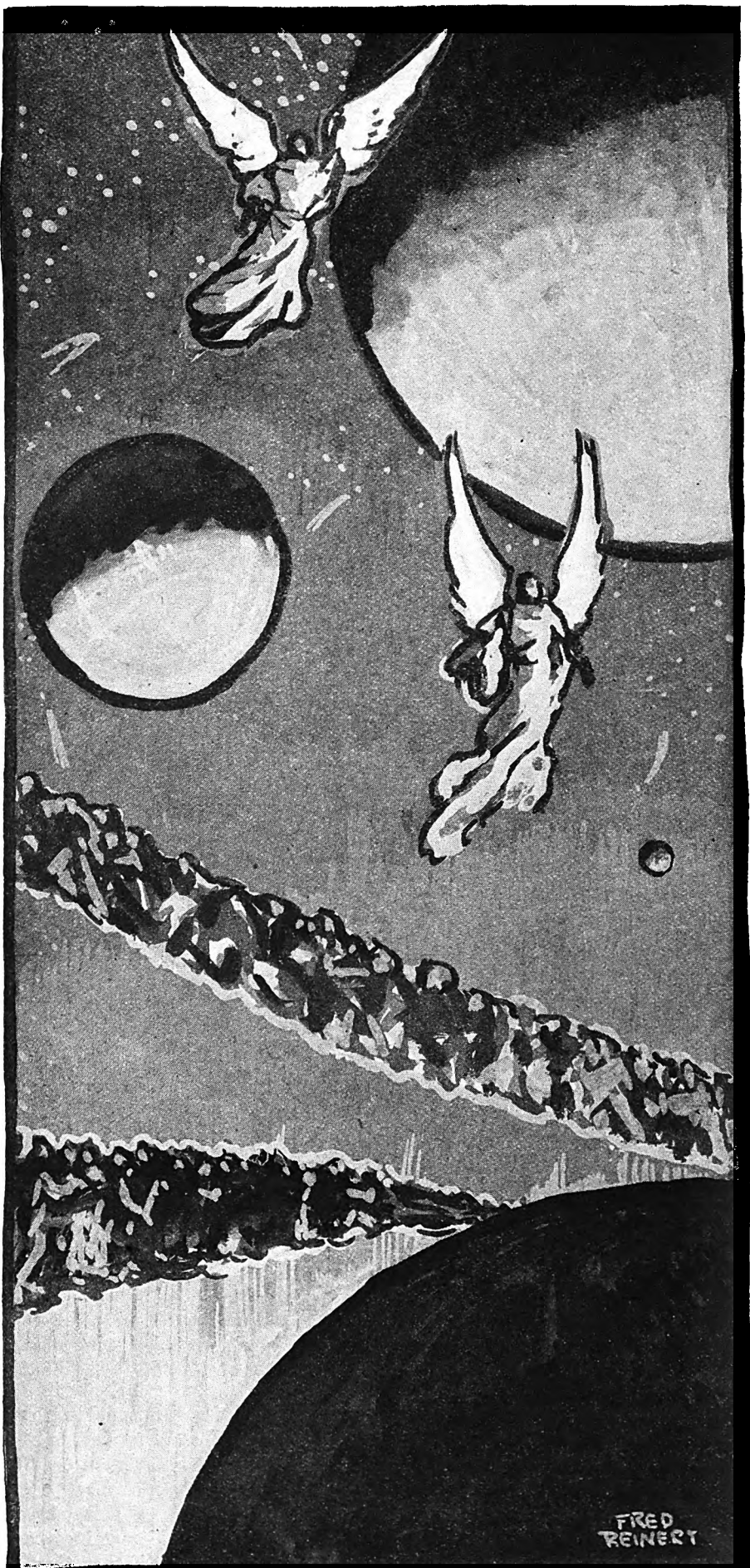
Picture by

Fred Reinert

by that association. He was a wise one who made the remark, "I am a part of all that I have met," for, unquestionably, we are affected by everything, animate and inanimate, with which we make contact. Friends, acquaintances, the locality in which we dwell, our home surroundings, the pictures on the walls of the home, the books on the shelves, the music we hear, even the color of the wall-paper—each contributes its influence to character development. And according to the frequency of the change in these things does our character alter.

The writer once attended a party that proved to be a somewhat "wild" affair. He met there a man whom he had always considered a staid and somewhat sober-minded individual. Influenced by the general hilarity surrounding him, this man developed into a regular buffoon, and clowned for the assembled intelligentsia. It is extremely likely that on the following morning he regretted his foolish antics of the night before—if he remembered them. But how many such contacts would it require to change him—from a wise man to a clown? Was he, while engaged in his fool antics, being *himself*? Yes, he was. For the time he was at that party he was what he represented himself to be, a buffoon.

You are what you are at the present moment. Tomorrow you may be something else, for you are in a world of change, and you are part and parcel of this world of change and partake of its nature. In life your body changes. It is renewed, according to what I have read, every seven years; and this change is gradual, not immediate; so even the physical body you now call part of yourself is not the same self that (Continued on page 61)



and at once you become an individual; without it
you are a creature of constant change.

PERSONALITY

May be *Changed* by Diet

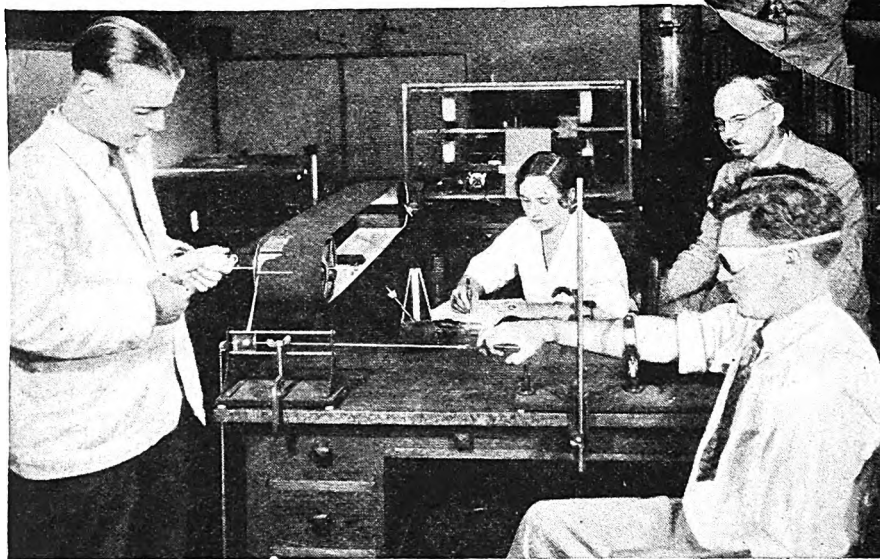
Says Donald A. Laird

Director, Psychological Laboratory
Colgate University

In an Interview with Mary Pepper



A blindfold test to determine the effect of various food odors on the flow of gastric juice. Dr. Laird is at the right.



Part of the research into the psychology of nutrition was to determine how well muscular effort can be sustained under various conditions and degrees of nourishment. The subject is blindfolded and his arm is clamped in a fixed position while he pulls the weight up and down with the middle finger of his right hand. The kymograph records the muscular fatigue.

WILL THERE come a time when we can change our personalities thru diet? When the wall-flower can eat shrimp and other foods rich in iodine—and become the life of the party? When the morose and surly, merely by the judicious use of candy, can be transformed into optimists? When diets can be prescribed to make us peppier, more adaptable, more attractive, more kind?

This is not so fantastic as it sounds. In the psychological laboratory at Colgate University, Dr. Donald A. Laird is conducting a series of experiments to determine the effect of common foods on personality.

Colgate students have assisted him, subjecting themselves to a great variety of tests. The conclusions show, by graph and chart and factual data, that there is a definite relationship between what we eat and what, mentally and emotionally as well as physically, we are.

Dr. Laird, head of the psychology department, is young, enthusiastic, engrossed with this subject which may affect life so vitally and so widely. While he has probably done more exhaustive research in his line than any other man, he disclaims credit for originating the theory.

"There are some two hundred detailed research reports by psychologists and biochemists which indicate encouragingly that body chemistry and the foodstuffs which enter into its maintenance have a profound relationship to many personality characteristics," says Dr. Laird. "Both abnormal and normal personality traits appear to come under the sway of diet in many instances.

"This, of course, raises the question of whether mind determines body or whether body determines mind, or whether they are merely different aspects of the same thing known as an individual. But this is a question

to interest the philosopher and its final answer—if there can be a final answer to posers of this sort—will not change the rather startling facts which research has established.”

A partial answer to this “poser” was advanced recently in a very citadel of conservative science. The American Medical Association heard a report from Dr. Walter Freeman, of Washington, D. C., chairman of the association’s section on nervous and mental diseases, which told of experiments establishing a relationship between insanity and the chemical content of the body. Dual personality, he said, may be only lack of oxygen in the nervous system, while other forms of insanity probably result from a deficiency of sulphur and iron in the brain. In experiments at St. Elizabeth Hospital, Washington, Dr. Freeman actually relieved cases of insanity by administering the needed chemical elements.

“The energetic, vivacious, lively personality associated with an active thyroid gland is dependent upon a food supply that has adequate amounts of iodine,” Dr. Laird says. “Sea foods are rich in iodine, and so it may well be that the gay, likable person, popular at parties, is so because he eats heartily of shellfish and not because he learned to play the saxophone in ten easy lessons by mail.

“Persons with an excitable make-up have been found by Dr. Gilbert J. Rich to have an alkaline reaction in both their blood and saliva. Can we indulge our imaginations a bit and wonder if the younger generation is becoming more excitable and wild from eating an excess of alkaline foods? Or whether the excitable person would have his personality tempered in this quality if he followed a base-forming diet of eggs, red meat, oatmeal, wheat, bacon and rice?

“These conjectures deserve to be taken in all seriousness, for the work of Dr. Rich is confirmed in one way or another by work of Dr. H. E. Starr at the

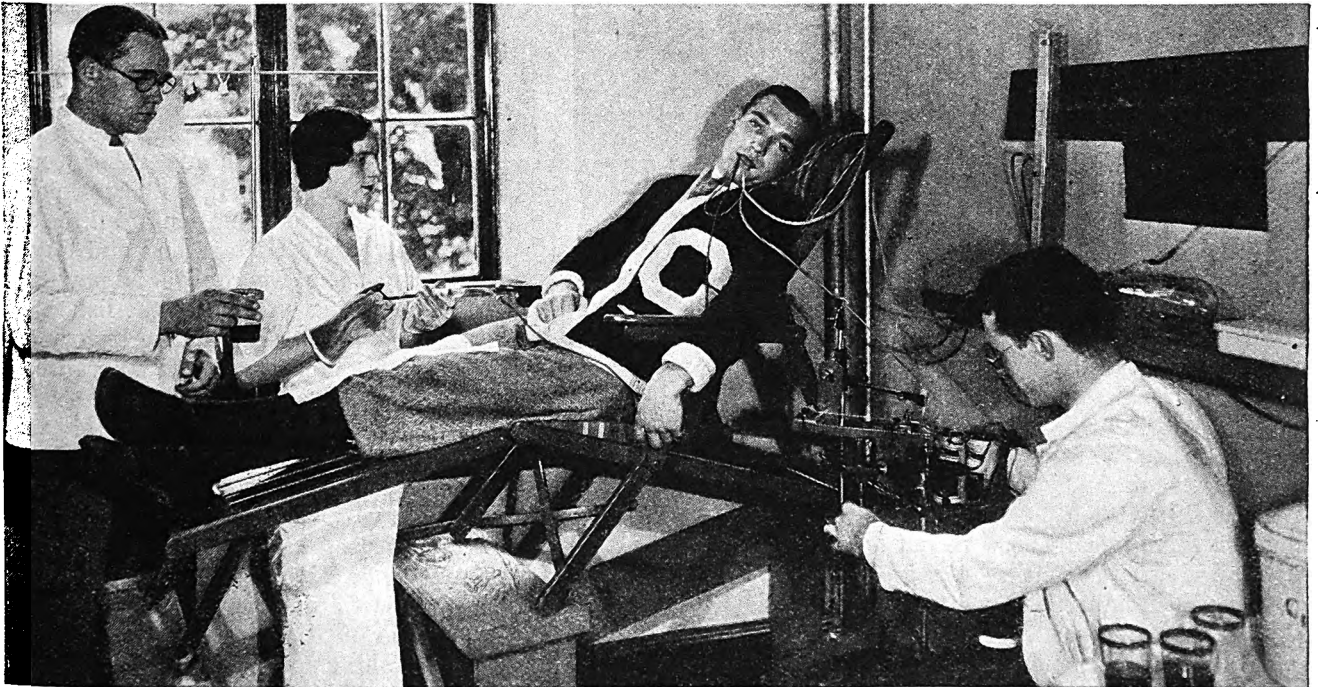
University of Pennsylvania and Dr. John William Rauth at the Catholic University of America.

“Both here at Colgate and in other laboratories where the psychology of nutrition is being studied, probably the most positive and interesting results have been obtained thru experiments with sweets. Physiologists and dietitians had already blasted the old prejudice that sweets are bad for us and taught the public that sweets are not only a beneficial but a necessary part of diet.

“Our experimentation has gone still further. We have found that sweets exert the most pronounced stimulation on the gastric juices, thereby promoting good digestion, soothing nerves frayed by fatigue and so making the individual happier and better adjusted to life. Carlyle and Schopenhauer, two historical pessimists, might have been turned into radiant optimists by a periodic chocolate cream.”

Dr. Laird’s experiments with diet and fatigue proved beyond question the advantage of having a box of bonbons or a candy bar at hand for every emergency. One experiment dealt with fatigue from ordinary stair climbing, an activity which consumes fifteen times as much bodily energy as covering the same distance on the level. Twelve healthy and vigorous young men were used as subjects. Forty minutes prior to the test they were given drinks, half of which contained a carbohydrate in concentrated form and half of which did not. Only one laboratory assistant knew which drinks were loaded with the carbohydrate and the tastes were identical.

The boys were given an examination before and after climbing the stairs. The second test showed that the speed and accuracy of coordination of the eye and hand, general muscular coordination, body sway, “lag of attention” and speed of mental addition, were all impaired to a greater or less degree by this exercise—in the young men who had not received the carbohy-



To determine the effect on the digestion of the taste and smell of various foods, Otto Hubbell collaborated with Dr. Laird for more than a year. At the other end of one of the tubes, which the testee has in his mouth, is a small rubber balloon which was inflated after swallowing. The second tube made it possible to retrieve the food at various intervals for analysis.

drate cocktail. But in the others, all these effects were found to have been offset by the effect of the sweet.

"For most of us," Dr. Laird explains, "lag of attention and coordination mean little. We simply know that at times we are awkward and find it difficult to keep our minds directed toward what we want to do. The scientist knows that these are manifestations of fatigue—and that easily assimilable carbohydrates such as those found in good candy will prevent or relieve them."

Another experiment conducted by Dr. Laird was an eight-mile hike taken by ten young men—an exertion which, under normal conditions, produces about the same feeling of fatigue as going without a night's sleep. On some hikes, the hikers ate generously of an assortment of candies rich in carbohydrates, while on others they used synthetic candies with the same taste as candy but lacking in carbohydrates. One-third fewer feelings of fatigue appeared after the hike when the carbohydrates were munched than on the other hikes.

The manifestations of "that tired feeling" were carefully analyzed. Some of the symptoms were itchiness or creepiness of the skin, difficulty in relaxing, faintness or "haziness", jumpiness, difficulty in remembering well-known things and an aversion to talking. A little thought will show us that "jumpiness" or "lag of attention" or any of the other symptoms, if they become chronic, become personality traits and that they are barriers to a full, effective life at work or play. Not one of these symptoms was present after the hike on which candy was eaten.

"Feelings of fatigue are often imaginary," Dr. Laird explains, "and it was therefore an important part of the experiment to see that the carbohydrate foods could not be distinguished from the others. Such results as were obtained came unquestionably from the food itself and not from the imagination of the subject. Women in the process of drastic reducing diets have given ample proof of the sad effect on personality which results from the removal from the diet of all carbohydrates. They are irritable, nervous and chronically tired—and the second week or so of a reducing diet is one of the greatest possible strains on the family tie. Such results were tabulated by the Nutrition Laboratory of the Carnegie Institution of Washington in the case of squads of young men who were put on a typical reducing diet for several months—purely for science and not for that girlish figure.

"Their heroic experiment showed that the body will stand a lot of punishment, but that it does not exactly take it gracefully. The complex psychological functions are the first to rebel, to slow up, to lose accuracy. While on the reducing diet, these young men lost in

hearing keenness, became less sensitive to electrical shocks, slowed up in speed of addition, but were affected still worse in accuracy of addition. They lost the ability to draw a straight line and their strength of clenching a fist decreased. The speed with which their eyes could be moved from left to right suffered a reduction of some five per cent. In short, their personalities underwent a quite definite change."

To translate the technical terms of the laboratory into every-day words, these young men, under the influence of their diet, would be described as "dull, awkward, listless and pessimistic", while normally they would impress strangers as bright and able people. On such distinctions the thing called personality is based.

Diet probably has a direct bearing on world history and the nature of the nations, Dr. Laird believes. He says:

"While we do not wish to agree entirely with those who see in the history of the natural supply of food-stuffs the reasons for the history of a people, it is never-

theless plain that we find in carbohydrates at least a partial explanation of the energy and activity and ordinary resistance to fatigue which characterizes localities and even nations. The fish, meat and blubber diet of the Eskimo, and the tropical diet of fruit, nuts and milk may throw some light on the typical lassitude of both peoples—if we can for the moment disregard other factors. •

"More specifically in the case of the United States, we may find some parallel between the hustle, activity and pep and the increase in the consumption of carbohydrates." Last year, 1,335,617,903 pounds of candy, or 12.59 pounds per person, were consumed in this country—this being a larger per capita consumption than shown by figures from any other country. Nevada had the largest per capita consumption of all the states, with Utah second and Colorado,

Arizona and other states where life is particularly rugged and virile ranking well up in the list.

The silent role of food in shaping the history of the world may be far more important than we realize, Dr. Laird believes. He says:

"The Civil War offered a rather dramatic example of the relationship between nations and nutrition. The South strengthened its military resistance and prolonged the conflict two years thru the skill of Stonewall Jackson in replacing lactic acid with glycogen or blood sugar in the muscles of his ragged, barefoot men when he marched them with unexpected speed across the Potomac in defense of Richmond. The old general, knowing little or nothing about the science of nutrition, knew enough to have his men halt and lie flat on the ground at intervals of an hour or so while they were given sugar syrup." (Continued on page 67)

Soaring Wings

By Earl D. Platz

UPON the green and glistening lawn

The red-bird lingers; then is gone
To challenge the vast reach of sky;

And as I watch I wonder why

The flight of such a tiny thing,

With pulsing heart and flaming wing,

Bestirs within my heart and mind

A feeling as if left behind—

A feeling as if somehow all

My inmost spirit heard the call,

A gentle urging sweetly soft

To spread my wings and soar aloft

Beyond the confines of my years

Into eternal sunlight spheres

Of wisdom and of love divine.

If only such a power were mine!

But I must wait till life has brought

Much knowledge and a mellowed

thought

Thru patience and the molding strain

Of lost desires and bitter pain;

Then can I fly to greater things

On understanding's soaring wings.

Educated Misfits

A Plea for Better Understanding of Our Own Potentialities

By Arthur H. Ruggles, M.D.

Lecturer in Psychiatry, Yale University

ONE OF the crying needs in our educational system is for a real research into what vocational guidance means. Mental hygiene aims to understand the individual, and if we can gain a better understanding of the individual, we may then hope to come somewhat nearer our goal of fitting round pegs into round holes.

Our attention was attracted to the college as a mental hygiene field by the relatively large number of men and women who broke down in college or soon after, and again by the number of those who gained an education but were later able to do little with it—those men and women who used to be called "college failures". With their college degree earned, they were working at a ribbon counter or in humble clerical positions, and they were pointed out as evidence that a college education ruined one for a productive career. In those individual cases there was some truth in the statement.

There has been in the past a great deal of material turned out of our colleges without any knowledge as to what the world was all about; without any understanding of their own potentialities, and without understanding of the meaning of certain biological drives. Therefore these individuals, diploma in hand, went out into the world to flounder about and all too often to fail, because they sought the first position that offered economic security, and in this position they remained, without understanding or courage to go on to other fields that their own education and their own personality might have enabled them to fill. And if mental hygiene were to do nothing but to give such individuals



Courtesy National Committee for Mental Hygiene
DR. RUGGLES

a greater understanding of their own inhibitions and to provide them with the tools of insight, emotional stability and the courage to venture, it would make a most worth-while contribution, and would prevent a certain percentage of the army of failures and mediocre people with a college education.

That the psychiatrist should be an integral part of the college or university organization is, as far as I know, an American idea. Mental hygiene has existed in such institutions in this country for about ten years. During the academic year of 1925-26, it was my privilege to undertake mental hygiene work at Yale, and the work in New Haven has now developed to the point where there are four full-time psychiatrists doing college mental hygiene, teaching in the medical school, and conducting some of the

community clinics. Moreover, this year the Institute of Human Relations at Yale will include not only the men doing mental hygiene work, but also a group of psychologists, sociologists, neuro-physiologists, and others who will approach the whole problem of human relations as an intensive research problem.

Not that the best point of attack is at the college level, because I am sure we would all agree that the place for the initial attack is in the home and during the early years of the grade schools, but it just happens that the colleges and universities are highly organized—many of them sufficiently endowed to undertake this work—and that the various groups in academic circles make it easier to carry on an intensive, cooperative study of the problems of behavior.

(Continued on page 73)

Are You a Mental Dependent?

WHO OR what runs your brain?

Does heredity, or environment, or public opinion, or family custom, or bigotry, or laziness, or anxiety, or folly, or the pay envelope? Then you are a mental paralytic.

The average man's brain is warped, clogged and begrimed; warped with selfishness, clogged with other people's ideas, begrimed with coarse and ugly thoughts. The average woman's brain is feeble, rusty and spasmodic; feeble with diffidence, rusty with disuse, spasmodic with emotional stress.

How many persons do you know who are capable of thoro, clear, unprejudiced, systematic, original, constructive, energetic thought?

A few ages hence, when the world has tired of its mad absorption in externals, our descendants will look back on this, our alleged civilization, and smile in pity and disdain, remarking, "What a barbarous race—they could not even think for themselves!"

What are the modern uses of the mind?

Those which enable the user to handle himself in all the crises of human experience.

Run your own brain and you are bound to be great. Genius is only a mind in command of itself.

Go to our most progressive institutions of learning, and what do you find? Laboratories of applied psychology where thoughts and emotions are measured and compared; social service methods by which the everyday problems of ordinary people are solved rationally; departments of manual training that give the ambitious youth a working knowledge of actual wage-earning power; mental clinics devoted to the regaining and maintaining of health by establishing a wholesome state of mind. Many leading educators are now literally absorbed in activities of this kind. There is no field of study so fascinating, so productive, so rich in manifold possibilities. Learn how to think and the world is yours.

Some of the conclusions of modern psychologists are briefly stated below. They may be entirely correct and they may not. They will be valuable to you in proportion as you challenge their correctness and proceed to discover the truth for yourself.

There are two wise attitudes of mind toward pain. You can suffer gladly, as a repentant sinner; or endure calmly, as a proud stoic. The subject in a hypnotic trance is unconscious of the existence of pain. You should learn to hypnotize yourself into forgetting your ailments. And when you stop nursing them they are

Picture by A. E. Carmen

likely to go. Physical habits make or unmake health. But physical habits grow from

heredity, environment, association, example—all mental influences. So health starts in the mind.

The revival of instinct cures the body, the stimulation of inspiration heals the soul. Neither of these is physical force. Hence the final refuge for the invalid lies in the subconscious realm—not in the world of pills and potions.

Relaxation makes a long life, concentration makes a strong one. Keep the balance and you gain both longevity and prosperity.

A clear conscience is the greatest health preservative. A clear conscience makes you sleep soundly, breathe deeply, stand straight, eat with relish, smile often, maintain composure, love your neighbor, govern yourself and forge ahead.

Vocational training is the coming form of education. Every child was born to be unique. To recognize personality traits and to assist in their full development is the real work of a teacher.

Genius is extremely individual. Be careful in judging a backward or wayward boy; he may be a fool or an imp—and he may be a genius.

The science of play is quite as important as the science of study. A child's recreation is a physiological and psychological form of activity. Play with your child if you would possess his heart.

Real education alternates mental exercise with manual work. It is better to give a child something to do and nothing to study than to give him something to study and nothing to do. For action produces thought, while thought does not necessarily produce action.

In many cases memory is at war with originality. Stuff a child's mind with facts and you leave no room for ideas. The questions children ask, not the books they quote, are the true educators. Answer your pupil's query before you make him recite.

A sensible way to examine a student would be to grade him not on what he can recall but on what he can use. Examine your student's daily life, not his term papers, if you would gauge his development wisely.

Emotions are more powerful than thoughts. Why do not our schools and colleges equip the young for life by training them to express emotions, understand instincts, voice desires and attain ambitions?

The danger of pedantry lurks in all education. No boy or girl should be allowed to go thru college without

Or do you Run your Own Brain? asks Edward Earle Purinton

earning some money, mixing with common people and seeing the world as it is outside of books.

The personal life of a parent or teacher is what the child really studies. Some day, parents and teachers will be trained in the crucial science of setting a good example. Then, and only then, will our schools mold character.

The highest form of education is emulation. Give your boy a hero to study, give your girl a queenly woman to admire, give yourself a personified ideal to embody. Thus will you gain the unfoldment which is the purpose of education.

The science of parenthood is greater than all other sciences combined. Nothing is taught of this in our schools and homes. Why?

Unless you feel at one with the flowers and the stars; unless you are able to help the weak, lift the fallen and cheer the broken-hearted; unless you love the whole world and see good in everything; unless you dare be yourself at any cost, your "education has been neglected".

Every church should be open every day in the week for meditation, music, teaching, healing and comfort-

ing. As time goes on we may expect less preaching in the sanctuary and more loving service.

Goodness void of greatness is not goodness. Life is either growth or decay. And he who fails to develop greatness, tho he observe the forms of goodness, shrivels in his soul.

Character means suffering, suffering means erring; erring means trying and not knowing how. There is no saint but the saint who loves sinners. Not thru forced punishment, but thru wise and glad self-expression, is the criminal to be reclaimed.

First lesson for parents: your child is not your property, but an independent soul needing guidance as the plant needs a trellis. Would you scold or whip a rose bush if the bloom were not perfect?

Never correct a child in the presence of another lest resentment supplant regeneration.

"Breaking a child's will" is breaking a parent's influence; making a child's will is proving a parent's power. A headstrong baby makes a life-size man; add heartsweetness to headstrongness and your man is complete.

Homes make goodness but (Continued on page 76)



Genius is only a mind in command of itself.

How Much Food do You Need?

FEW realize what happens to food after it leaves the mouth. That subway of yours, approximately thirty feet in length, is one of the greatest of mysteries. It is not enough to know what to eat or when to eat. It is a matter of extreme importance to know what happens to food during the process of digestion.

The mouth acts as a digestive mill. It grinds the food by gradual reduction process, softening it by mixing it with saliva. The chewing of food sets in operation the entire process of digestion. When the movements of the jaw begin, the salivary glands in the mouth pour out the saliva; the gastric glands in the stomach begin to secrete gastric juices, and all of the other food laboratories prepare for the work they are expected to do. The movements that carry the food to the stomach, while depositing the food-stuffs in this chamber for further attention, send on beyond the stomach contractive waves, known as peristaltic waves, which reach the colon with such great vigor that its contents move forward four times as fast during the eating of a meal as in the intervals between meals.

Very little, if any, absorption takes place in the stomach itself; it is nothing more than a receptacle for food. However, its action upon the proteid foods is most important. The contractive movements of the stomach materially aid in churning up the food, thus preparing it for the final process of digestion before it is fed to the blood stream and sent to all parts of your body. It is in the small intestine that the chief work of digestion and absorption takes place.

Quantity in eating is largely a fuel question. Large automobiles naturally use more gasoline than smaller ones. An engine pulling a heavy load requires more coal than one that is lightly loaded, and so it is with the human body. The amount of food that you require depends upon the amount of work that you are doing. The amount of work done with the muscles is the chief factor in determining the food requirements of the individual; therefore, a farm laborer requires twice as much food as a banker.

It is the amount of energy in the fuel that determines its value. A pound of wood will produce less heat than a pound of coal or oil. The energy content of coal, wood or oil is found by burning it and noting how much water it will heat. The amount of fuel that will raise the temperature of one pound of water one degree is called a heat unit. Four times this amount is called a calory, which is the French heat unit now recognized as the standard. Food being fuel, we are also able to determine its energy content. As every food has been tested in food laboratories, we know its exact energy content or caloric value, or, in other words, its quantitative food value.

The individual should be fed according to his occupation. The total amount of calories required by your body depends upon six things—sex, age, height, weight, the amount of work that you do, the season of the year.

By J. Douglas Thompson

To determine the amount of calories that your body needs to rebuild broken down tissue and restore bodily strength, the following table can be used:

CALORIES REQUIRED DAILY

<i>Men</i>		
Height Inches	Weight Pounds	Calories required
60	120-130	1900-2000
62	124-135	2000-2150
64	131-143	2100-2250
66	138-151	2200-2400
68	146-162	2300-2550
70	154-174	2450-2750
72	165-185	2600-2900
74	176-192	2800-3050
<i>Women</i>		
59	111-126	1775-2000
61	115-132	1850-2100
63	120-140	1900-2250
65	125-148	2000-2350
67	132-155	2100-2450
69	140-165	2200-2600

If your weight for your height is ten per cent more than the figure shown on the table of weights, decrease the number of calories eaten from ten to twenty per cent until the desired reduction has been made. If your weight is ten or more per cent less than the average, increase the total number of calories from ten to twenty per cent until the desired weight has been gained, and then reduce to that of normal again.

The following table shows the total amount of food required by persons of different occupations:

Occupation	Calories of Metabolism per day
Stenographer or Housewife.....	2440
Salesman or Outdoor Work.....	2510
Banker or Professional Work.....	3100
Metal Worker or Carpenter.....	2900
Painter	2950
Stone Mason.....	4200
Farmer	4800

The following table states the number of calories per pound in various kinds of food:

Bread: whole wheat bread—1190; (Cont'd on page 78)

A FRANK STATEMENT ABOUT YOUR JOB

and your chances of holding it

A LOT OF EXECUTIVES are patting themselves on the back these days because they have managed to hold on to their jobs during the business depression.

This is a dangerous attitude.

Corporate Management has had its eyes opened during the last two years. Scores of men have been let go. Thousands of dollars in salaries have been saved. Yet the necessary work got done just the same because the men who were left worked harder.

This discovery by Management is going to have far-reaching effects in the next few years. Expressed in a few words, here is the situation:

1. Corporations will have to strain every nerve to show a net profit.
2. To show a net profit, overhead must be kept down.
3. Overhead can be kept down by paying nobody \$5,000, let us say, when a \$3,000 man could do the work.

The bubble has burst. The men with nothing but high-sounding titles, good salaries, and years of service to their credit are out of luck.

From now on it won't be enough to be merely a useful cog. Too many useful cogs are going from office to office offering their services at half price.

Today a man must be more than useful. He must be indispensable. He must be so important and so vital that the business would be handicapped without him.

For the last twenty years the Alexander Hamilton Institute has had marked success in making men indispensable. Here are a few samples, selected from hundreds, showing how Institute men automatically step up to the more important positions and salaries:

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.

Recently the Institute announced a new Course and Service expressly designed to meet these new conditions. This Course is new from start to finish, so new that the latter part is barely off the press. Today's foremost leaders have contributed to it. Among them are:

FREDERICK W. PICKARD, *Vice President*, E. I. du Pont de Nemours & Co., Inc., THOMAS J. WATSON, *President*, International Business Machines Corporation;

M. H. AYLESWORTH, *President*, National Broadcasting Company; COLBY M. CHESTER, JR., *President*, General Foods Corporation, and JOSEPH H. APPEL, *Executive Head*, John Wanamaker, New York.

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

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.

If you want to know how you can make your job secure, send for it.

**A WARNING TO
MEN who want to
be independent five
years from today.**

ALEXANDER HAMILTON INSTITUTE
547 Astor Place, New York City

Send me "WHAT AN EXECUTIVE SHOULD KNOW," which I may keep without charge.



Signature _____
Business _____
Address _____
Business _____
Position _____

In Canada, Address the Alexander Hamilton Institute, Limited, C. P. R. Bldg., Toronto

What Can We Do for You?

Conducted by C. Franklin Leavitt, M.D.

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

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

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

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

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

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

If you wish to consult him in a very personal way thru correspondence, we assure you that your confidences will be sacredly guarded.

THE EDITORS

QUESTION:—R. A. E. writes:—

I am the mother of two small children and I am worried sick at the possibility of an epidemic of infantile paralysis. Is there any form of preventive I can use, and what are the chances of my children getting the disease?

ANSWER:—

There has been something of late in the papers about infantile paralysis, but it is not likely to become epidemic, as it is starting too late. Infantile paralysis is a summer disease, and along about October it seems to lose its power. If the disease should start early in the summer, it would then have time to become a real epidemic. You need not worry about the disease in connection with your children. Keep them away from children who are in any way ill. The present cases are confined to certain areas, and unless there are cases in your own neighborhood there is little ground for fear.

QUESTION:—A. M. writes:—

Can a person form the habit of smoking cigarettes even tho he does not inhale the smoke? I smoke occasionally, and am wondering if such smoking does one any real harm.

ANSWER:—

Nicotine, which is the harmful part of cigarette smoking, can be absorbed by the tissues even tho you do not inhale the smoke. To continue smoking means that in time you will probably form the habit of inhaling. This would develop more or less unconsciously. If you were to smoke only on special occasions you would not be likely to form the habit, if you could hold yourself to such a course. But why take the

chance? It cannot do you any good, and if you do form the habit, you will find it difficult to break unless you are a very strong-willed person.

QUESTION:—I. D. writes:—

I was recently operated on for a fibroid tumor. The surgeon told me that he was obliged to remove a part of the uterus and the tubes entirely. I am engaged to be married and have tried to learn whether this operation will mean that I cannot have children, but as yet am not sure. Will you please tell me?

ANSWER:—

If both your tubes were removed you will not have children. This need not keep you from marrying, for it will in no other way interfere with your married life. You must adjust yourself to the idea that there will be no children. If you are very fond of children, you could adopt one or two after marriage, and you will learn to love them quite as much as tho they were your own. Don't grieve over this, but simply accept the fact and be happy in spite of it. Give just that much more love to your husband. You might not have had children even if you had not had the operation.

QUESTION:—M. M. L. writes:—

I am terribly worried about myself. I find myself counting everything that I do, my steps, cracks in the cement pavement, the number of strokes I make in stropping my razor, et cetera. I believe I am going insane. Has any such case as this presented itself to you before? Any information you can give me will be gratefully received.

ANSWER:—

Your case is quite a common one in

my practice. You are not going insane, I assure you; this is just a habit you have formed thru being sensitive and too conscious of yourself. Keep your mind occupied as much as possible, and when you find yourself counting, either ignore it or, under your own direction, count until you are good and tired of it. There is nothing to fear in connection with this. Just try to forget it. It is only a habit you have formed, which persists because you have become afraid of it. Anything you fear impresses itself on your mind deeply.

QUESTION:—A. H. L. writes:—

What connection is there between the voice and the stomach? I find that when there is a good deal of gas on my stomach my voice is choked. I also find that it is more difficult for me to speak. Is it possible that gas can be a direct cause of this?

ANSWER:—

People speak of gas on the stomach, but as a rule it is not found there. It is stated by authorities that only the gas that is swallowed can lodge in the stomach and that the gases from intestinal digestion do not get into the stomach. The crowding of the stomach by intestinal gases is what causes the feeling that there is gas on the stomach. Gas pressure lifts the diaphragm and thus your breathing space is a little more limited in area. And, too, with gas there may be mucous which would make speaking more difficult. A part of your trouble, however, is surely due to nervousness and tension. Nervous people are usually troubled with gas.

QUESTION:—Bernard writes:—

I am twenty-two years of age, and have the habit of worrying. I am also too quiet. I love to have a lively time

and go with lively people, but they notice my condition and I cannot feel comfortable. I am lost for words in company, and tho I really wish to mix with the others I am just a stick; yet I love to read good books and am not uneducated. Could you tell me how to overcome this humiliating difficulty?

ANSWER:—

Yours is just a case of self-consciousness. You are too much concerned over what others may think of you, and you try too hard to impress people with your ability. When we are over-anxious, too serious, and try too hard, we always make a mess of things. It means that you are unable to forget yourself. If thru practice you can reach a point where you have developed the power to ignore yourself, you will find everything changed. It isn't so much what the other fellow thinks of you that counts in life, as what you think of yourself. You have an inferior opinion of yourself, and we are only as big and strong and fine as we believe ourselves to be. Get out among people in spite of your fears; try to concentrate on what they are saying instead of yourself and what you are going to talk about when they are thru, and you will gradually develop more and more confidence.

QUESTION:—Bill writes:—

Are cold baths harmful? I am told that they will reduce one's resistance and perhaps develop tuberculosis. Is there any truth in this statement?

ANSWER:—

Cold baths or showers are not harmful in any way if one reacts properly to them. If you find yourself looking somewhat blue and colorless after such baths, they are not helping you. If, after a cold bath and a good rub, your skin glows, you may be sure that they are stimulating. A good plan is to take first a warm bath, and then gradually turn the cold water on or the warm off until only cold water is running. Morning is the best time for this. It is a good habit to form.

QUESTION:—A. P. A. writes:—

I am becoming more and more irritable and find it difficult to be among people. In consequence I am alone much of the time and feel very lonesome. All this has depressed me to such an extent that I feel at times as tho I would burst from tension. I frequently have long crying spells and realize that I am developing a case of self pity. What shall I do?

ANSWER:—

To begin with, you are not directing your life, but you are permitting feel-

(Continued on page 78)

How do you *know* you can't WRITE?



"I want you to rejoice with me. I have sold my first manuscript—a crime story—and the check is \$180. It's the real thrill that comes once in a lifetime. All this I owe to N. I. A. training—and I consider myself a beginner of rawest type. I got back far more than the N. I. A. tuition fee in my first sale."—Mrs. C. E. Scott, 660 N. Market St., Shawnee, Okla.



"My first big thrill came last month. An acceptance slip! The check that followed was not large, but I got a real kick out of it just the same, for it proved that I can write printable stuff."—L. A. Emerton, Jackson Street, Hanover, Pa.



"I have enjoyed the course very much indeed and wish to report that I just sold a feature article for \$40.00 to the Hearst Newspapers' Sunday Supplement—the American Weekly Magazine."—Mrs. Cherry Bommer Smith, 2315 Cherry St., Vicksburg, Miss.

"You can imagine how thrilled your over-fifty-year-old cub was when she opened her mail early this week to find a fifty-dollar check for a description of a trip which she took last August."—Mrs. Drusilla Crankshaw, 28 Irving St., Cambridge, Mass.

Have you ever tried?

Have you ever attempted even the least bit of training, under competent guidance?

Or have you been sitting back, as it is so easy to do, waiting for the day to come some time when you will awaken, all of a sudden, to the discovery, "I am a writer"?

If the latter course is the one of your choosing, you probably *never will write*. Lawyers must be law clerks. Doctors must be internes. Engineers must be draftsmen. We all know that, in our times, the egg does come before the chicken.

It is seldom that anyone becomes a writer until he (or she) has been writing for some time. That is why so many authors and writers spring up out of the newspaper business. The day-to-day necessity of writing—of gathering material about which to write—develops their talent, their insight, their background and their confidence as nothing else could.

That is why the Newspaper Institute of America bases its writing instruction on journalism—continuous writing—the training that has produced so many successful authors.

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Many people who *should* be writing become awestruck by fabulous stories about millionaire authors and therefore give little thought to the \$25, \$50 and \$100 or more that can often be earned for material that takes little time to write—stories, articles on business, fads, travels, sports, recipes, etc.—things that can easily be turned out in leisure hours, and often on the impulse of the moment.

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You, Too, Can Make Money

Says Pauline Cleaver

Mrs. Cleaver has long been known to radio listeners, newspaper, magazine and book readers, women's clubs, business clubs, correspondents, students and warm personal friends by the thousand, all over the United States. In the midst of financial and economic uncertainties, she keeps insisting—"You, Too, Can Make Money," and showing how it is to be done. Her ideas and advice are fruitful because they are fundamentally sound. Talent, expressed in Service, means Income! That is her message.

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

MOTH-PROOF BAGS

A CLEVER woman, instead of buying ready-made moth-proof bags of standard size, made several for her own use. She bought stiff paper in which she wrapped her furs, bedding, et cetera, and basted the open ends of the packages. To each bag she attached a descriptive label. Then she treated the bags with moth-proofing fluid. Some of the bags were put away on shelves; others hung in the attic from two stout loops to save floor space.

This work, first done for her own convenience, became a business. One of her friends expressed regret at not being able to do such clever things, and the alert housewife offered to make moth-proof bags for her for a small fee. The friend cheerfully paid her. Other friends and acquaintances asked her to do the same for them. To make a long story short, every spring this woman makes the rounds of her customers in her little Ford with the necessary equipment to pack away household goods and personal effects safe from the ravages of moths. She occasionally advertises for new customers. Some of them are satisfied with inexpensive paper bags; others prefer unbleached muslin bags which can be redipped in the fluid and used several seasons.

SILVER, BRONZE AND NICKEL CLEANING

ONE of my readers has told me of a woman who makes a regular business of cleaning and putting into proper condition all the nickel and bronze in several stores in her small town. Some time ago I wrote of a young man who has steady customers for whom he cleans household silver and fixtures at stated intervals. This is a rather arduous way of earning money—but it is a way.

FROM SAD BEGGING TO HAPPY SELLING

LAST week at a New Jersey beach I saw a lame man with dark glasses playing melancholy hymns on a violin. A card hung on the front of his coat which said, "Please Help Me". I counted the number of passers-by who

gave this beggar a coin. Out of one hundred there were only two.

I asked him why he played such doleful tunes, and reminded him that people came there to forget cares, to rest and relax the mind, to be happy and frivolous. Why couldn't he play something with a happier vibration? He could not see my point. He was convinced that he had to appeal to the sympathies thru depressing notes. To please me he tried, "East Side, West Side", an old tune that everyone knows. At once people smiled and dropped money in his tin cup.

I asked him if he really wanted something for nothing. He replied that he gave "music". I suggested that he would do much better if he sold some little thing. I went with him to the ten-cent store where we bought a few souvenirs of the resort. I told him not to set a price on them but to permit people to give whatever they wished.

He is now doing well, selling souvenirs which passers-by enjoy mailing home. Many vacationists put twenty-five cents in the cup, instead of ten.

I believe this man is beginning to think, and next year I hope he will be in a worth-while business. Altho he is a cripple, there are many things he can find to do. His sleeping imagination needs to be aroused.

SUMMER AND WINTER HOMES

A WIDOW who lived in a summer resort town decided to rent her home during the season. As soon as she found a tenant she went to a popular winter resort. There she interviewed the real estate men of the town and obtained statistics on winter residents. She asked them whether they thought that a small cottage, artistically furnished but inexpensive in the main outlay, would satisfy their clients. Their reply encouraged her.

She made a first payment on a modest place. Unaided, she tinted the walls with cold water paint and bought second-hand pieces of furniture which she painted with bright enamel. Each room was a thing of real beauty. She rented the completely furnished house at a generous profit.

She is now arranging a third house.

Think this over—it can be made into something big. There are some who flock to the seashore, lakes or mountains during the summer, others who go south during the winter. Many of these persons prefer living in a cottage to taking a room in a hotel. Out of season, the owner can enjoy the property. There are "natives" in every resort town. Also this is something that gives variety to one's life.

A CANDIED NUT BUSINESS

WHEN Mr. Thompson lost his splendid position, Mrs. Thompson analyzed her money-making abilities. She decided that the most clever thing she could do was to sell the candied nuts which were so highly praised by her guests.

She prepared several pounds of almonds and Brazil nuts and packed them in one pound boxes of unusual attractiveness. She gave a good trade name to the candy and inserted a price card in every box. Then she wrote her friends, far and wide, of her new undertaking. Later she increased her orders by judicious advertising. A few years later Mrs. Thompson sold her business for a good sum to a large firm.

Today Mrs. Thompson is still in business. She designs boxes and baskets for candies. They can be used for odds and ends when the candy is gone.

She fills orders for delicacies for weddings, special occasions and dinner parties, and offers suggestions for interesting and unusual decorations. She has initiative and imagination and has made them pay.

KITCHEN SLATES

JIM YOUNG, an intelligent boy of twelve, was looking thru his mother's magazines. He noticed an advertisement of a memorandum tablet for household use. He thought of how often he was asked to trot to the grocery store just before dinner for things his mother had forgotten. He wanted to aid his mother's memory and save himself a few steps. He found an old school slate in the attic, neatly painted it and attached to it a pencil on a colored cord and hung it in his mother's kitchen.

The mother admired it and found it very useful. She asked Jim to make one for his Aunt Sally's birthday. Aunt Sally lived in a large western town. She took her gift to the Women's Club to show to her friends. They gave orders which Aunt Sally, without consulting Jim, immediately booked. Jim was pleased, and this simple "memory tickler" started him on the road to earning and doing. He has an active and practical imagination, and month by month he adds to his savings account.

There is something every boy can do to make money, if he is willing to think and work.

AN ARTIST TURNS PRACTICAL
DO you remember my writing some months ago of murals on velvet and silk, the work of William Alexander Macdonald? I told you that many of Mr. Macdonald's works sold for four and five hundred dollars. The depression made it difficult for him to sell these luxurious wall decorations. Realizing that there is always something that people with money will buy, he put his brain to work.

One evening he suggested to a fashionable acquaintance that he decorate her bathroom. She wanted something unusual. Today, if you could peep into this bathroom, you would be surprised to find white monkeys playing on a silvered wall. One is powdering another's back. Another is squeezing the toothpaste over the bath brushes. A third, a vain little creature, is admiring herself in a large hand mirror. A primitive male has caught his tail in a door and is screaming for help. All meddle with things meant to cater to human vanities. The curtains, mats and other bathroom accessories harmonize with this unusual setting.

Mr. Macdonald's client, who could afford anything her heart desired, asked him to decorate the salon and the hall. His work was most original. He even made a handsome screen with broken egg shells!

DO NOT SEND ARTICLES
NOT long ago a reader of this department, a man from Mexico, sent me two lovely bedspreads which are quite valuable. I had answered and destroyed his letter before the articles arrived. I should be grateful if he would write me. I keep no record of the names of those who write.

Occasionally I receive a gift from a reader or a sample of his or her work to be criticized and returned. Please, readers, do not send me your lovely things—either as gifts or for criticism. Last month I had to rewrap, weigh and post twenty packages which had been sent me for criticism. A month ago I received by express a wooden box containing numerous articles. I had to make a special trip to the post office and hire a man to lift the box in and out of the car. I appreciate your interest, but it is impossible for me to handle such a service.

"PSYCHIANA"

THE NEW PSYCHOLOGICAL RELIGION

A new and revolutionary religious teaching based entirely on the misunderstood sayings of the Galilean Carpenter, and designed to show how to find and use the same identical power that He used.



Frank B. Robinson, D.D.

Founder of "PSYCHIANA."
 Author of "AMERICA AWAKENING"—"THE GOD NOBODY KNOWS," etc.

"PSYCHIANA"

Believes and Teaches as Follows:

FIRST—That there is no such thing as a "subconscious mind."

SECOND—That there is, in this universe, a FAR MORE POTENT and DYNAMIC POWER, the manifestations of which have been erroneously credited to some other supposed power called the "subconscious mind."

THIRD—That this INVISIBLE, DYNAMIC power is THE VERY SAME POWER that JESUS USED when He staggered the nations by His so-called "miracles," and by raising the dead.

FOURTH—That Jesus had NO MONOPOLY on this Power.

FIFTH—That it is possible for EVERY NORMAL human being understanding spiritual law as He understood it, TO DUPLICATE EVERY WORK THAT THIS CARPENTER OF GALILEE EVER DID. When He said "the things that I do shall YE DO ALSO"—He meant EXACTLY WHAT HE SAID.

SIXTH—That this dynamic Power is NOT TO BE FOUND "within," but has its source in a far different direction.

SEVENTH—THAT THE WORDS OF THIS GALILEAN CARPENTER WENT A THOUSAND MILES OVER THE HEADS OF HIS HEARERS 2,000 YEARS AGO, AND ARE STILL A THOUSAND MILES OVER THE HEADS OF THOSE WHO PROFESS TO FOLLOW HIM TODAY.

EIGHTH—That this same MIGHTY, INVISIBLE, PULSATING, THROBBING POWER can be used by anyone—AT ANY HOUR OF THE DAY OR NIGHT.

NINTH—That when once understood and correctly used, this mighty Power is ABUNDANTLY ABLE, AND NEVER FAILS TO GIVE HEALTH, HAPPINESS, and OVERWHELMING SUCCESS in whatever proper line it may be desired.

Dr. Frank B. Robinson

one of the keenest psychological minds this country has ever produced, and one of the most earnest, intense searchers into the spiritual realm believes, after years of experimentation and research, that there is in this world, today, an UNSEEN power or force, so dynamic in itself that all other powers or forces FADE INTO INSIGNIFICANCE BESIDE IT. He believes that this power or force is THE VERY SAME POWER THAT JESUS USED. He believes further that the entire world, including the present church structure, MISSED IN ITS ENTIRETY the message that He came to bring. He believes that

The world is on the verge of the most stupendous spiritual upheaval it has ever experienced.

FREE ... FREE ... FREE

Every reader of PSYCHOLOGY is cordially invited to write "PSYCHIANA" for more details of this revolutionary teaching which might very easily be discussed the ENTIRE WORLD ROUND. Dr. Robinson will tell you something of his years of search for the truth as he KNEW it must exist, and will give you a few facts connected with the founding of "PSYCHIANA." NO OBLIGATIONS WHATSOEVER. Sign your name and address here.

NOTICE

The requests for this course of instruction and information concerning it have broken all records. We expected the course to be a success, but we did NOT anticipate the overwhelming number of replies which we have to date received. In one year some part or other of our teachings has gone into 67 different countries. There is a good reason why.

P-10-31

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Send this to "Psychiana," Moscow, Idaho

Thought—Arbiter of Destiny

(Continued from page 17)

"What kind of person will these thoughts make of me?" "Where will these thoughts put me?" For your thoughts lead somewhere. Do you want to be led to the summit or to the abyss, to health, or to infirmity, to happiness or despair? Every thought tends to create energy which propels you one way or the other. It is up to you. Which way do you want to go? Your thinking is the rudder which guides the bark of your life over life's tempestuous sea. May it lead you past all dangers, shoals and jutting rocks to the harbor of aspiring hopes, to the land of golden dreams realized, to the port of triumphant life.

You can control your thoughts. You are the master. Your thoughts are the servants of your will, imagination, interest and desires. People often say, "I can't help the way I think". But they can help it. The following suggestions will prove helpful in gaining complete thought-control.

1.—*Volition*. Mental control depends largely upon power of will. The great thinkers, the racial leaders, have been men of iron will. There can be no concentration without the aid of a powerful will, and there can be no dynamic thinking without concentration. Subject your thoughts to your will. Concentrate. Force yourself away from negative into positive thought channels. Each time you do so, you strengthen your volitional power and make the next victory more easy and more certain.

2.—*Emotion*. Our thoughts are largely influenced by our emotions. In an early issue of *PSYCHOLOGY*, the editor stated twelve ways to control negative emotions. These included such devices as shifting the attention, getting a perspective, cultivating opposite emotions, rationalizing, that is, thinking thru your emotions. You can completely control your emotions. When you do, you have achieved powerful heights of self-control. If you supinely give way to negative emotions—fear, worry, anger, jealousy, depression, hate—these destructive negative states will dominate and color all of your thinking and turn your thoughts into negative and destructive channels. If you cultivate emotions of love, happiness, courage, confidence, your thoughts will reflect these emotional states.

3.—*Interest*. To a very great extent, thinking, like attention, follows interest. You naturally tend to think of those things which interest you most. So if you would build up a strong, noble thought-life, you must shift your attention away from base and ignoble interests. Build up a great world of splen-

did interests. Read worth-while books, the biographies of great men and women, history, the writings of literary masters. Learn something of art. Hear good music. See worth-while plays. Enjoy wholesome recreation. Make something. Create. Invent. Study the sciences. Seek to make the acquaintance of interesting people with fine ideals, noble ambitions and splendid attainments. Enrich your life with worth-while interests and your thoughts will largely reflect these interests.



4.—*Imagination*. Imagination is the soul of genius and of all fine attainment in life. Seek to develop your imaginative power. Visualize. Form mental pictures. See things with your eyes closed. Create new forms. Imagine situations and ways of meeting them. Do not let the imagination run riot. Control it or it will rule you with a rod of iron and possibly destroy you. But use it to quicken your thinking. It is the very genius of creative thought.

5.—*Habit*. We think as we do largely because we have formed certain habits of thought, and we unconsciously follow those grooves. Each time we think in a certain manner, the habit becomes more deeply impressed upon our minds. Most of us have negative and destructive thought habits. Each time we refuse to think in the established groove, by sheer force of will, by shifting the attention, by using the imagination or by any other method, we tend to weaken and destroy the habit. Jot down on paper as many of your negative thought habits as possible. Start in deliberately to break these up. At the same time, start to form habits of constructive, rational, wholesome thinking. When rich thinking becomes habitual, your mental life will be transformed and triumphant.

6.—*Auto-suggestion*. When you find yourself indulging in negative thoughts, use strong, contrary auto-suggestion. For example, if you are thinking in terms of fear, say, "I am afraid of nothing. I am courageous, confident, determined. Nothing can upset me. I will face this situation bravely and calmly. I will win out". Then shift the attention and think of something else that has compelling interest for you. Use auto-suggestion constantly. It registers impressions in the subconscious mind that tend, in turn, to control the conscious. Constructive auto-suggestion persistently used, reeducates the subconscious mind and transforms our entire consciousness.

By these means you may control your thoughts, eliminate negative thinking, build up constructive thought habits and achieve a purposeful, noble and productive life. Remember that your thoughts determine your character, what you are and where you are. If you do not like what you are or where you are, change your thinking. It is up to you. There is no easy and royal road. It means constant self-discipline. It means unrelenting combat. Victory will crown your efforts and the fruits of victory are worth the effort. Your destiny is in your own hands. Visualize the man or woman you would like to be. Then start from this hour to realize that vision glorious. Think in terms of the ideal. Let nothing discourage or defeat you. The way, at times, may be dark, the road rough, the battle savage. But fight the good fight. Be true to the vision glorious. Become the person you yearn to be. If the transformation takes years to perfect, it is worth the price. And the future years of life transformed by the alchemy of right thinking should be glorious and all-conquering.

Quick Fatigue

(Continued from page 37)

wholly approve. Not courageous enough to give up the business, because he was accustomed to living with a big income, yet not courageous enough to become the real head of the business and supersede the father, a compromise was effected by the mind—quick fatigue—which made it impossible for him to spend much time at his desk, yet permitted him to draw a munificent salary.

Regarding Miss W., a mental analysis revealed another variant of the flight mechanism.

Actually she was not a pretty girl and, despite her wealth, she felt she could not compete with the other girls in her set. To be continually tired meant she would be excused from entering reality, competing, and court- ing failure. Hence, you will note her final remark about becoming the "champion wall-flower".

It must be emphasized that persons suffering from unusual fatigue do *not* consciously know that the unconscious mind is forever motivating them to flee from reality. Nor do they realize the many modes of conduct, apparently remote from the original and keystone flight cause, that may follow in the passage of years from such a single, summary source.

Yet if such individuals are made to see that all their over-fatigue symptoms flow from an unconscious wish to flee from reality they can often, and readily and *successfully*, trace the connection and overcome the fatigue bugaboo *themselves*.

When self-help fails in the removal of fatigue an orthodox and complete mental probing or psycho-analysis is indicated. Before this method, when conducted by a neurological expert in this field of medical psychology, even a stubborn and long standing case of quick-fatigue must needs capitulate.

In this connection it is interesting to note that the so-called adrenal glands—these endocrine or ductless glands situated one on the top of each kidney—have a lot to do with the fight-flight mechanism here brought out.

These glands secrete a chemical agent known as adrenalin. And adrenalin raises the blood pressure and otherwise prepares the body for attack or for increased strain. Most quick-fatigue sufferers run a low blood pressure due to the fact that in their long-continued mental struggle of whether to flee or fight their adrenals have become more or less depleted.

Merely administering adrenal gland substance—the basis of which is obtained from sheep or hogs—does not, however, permanently remove exces-

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LECTURES

in

CALIFORNIA



The series of lectures to be given in California, and in other western states, by HENRY KNIGHT MILLER, founder and editor of PSYCHOLOGY Magazine, has been postponed until the early part of November. Date and place will be announced later.

Watch for further announcement

sive fatigue, altho it may for a time ameliorate the symptom. The reason for this, of course, is simply that treating results will not do. What is essential is that the fundamental causes must be arrived at and corrected. The taking of adrenal glands is merely like whipping up a tired horse when the trouble is that the horse is tired because he needs new shoes or is imperfectly hitched to the wagon.

Besides it is decidedly dangerous to

take adrenal glands or any other glands or medicines for fatigue without a physician's advice and supervision.

Yes, be suspicious of yourself if you are overwhelmed by quick fatigue. Don't be afraid to question yourself, to dissect yourself, to have a straight and truthful analysis of yourself.

For, in truth, we are not always what we seem. The mind can play us many queer tricks. Often we are victims of unconscious ideas that do us

no good, but much harm, merely because they are repressed and we do not honestly realize they exist.

Get at the *true facts* about your character, about your real desires and wishes in life, which are buried somewhere in your unconscious mind, and your reason will at once dictate that it is high time you faced about and, instead of running away, gave reality a few good body blows and watched for the count.

Bertrand Russell

(Continued from page 31)

Briefly the visitor outlined some of Beacon Hall's most original features. Believing first of all that attention should be directed to a child's physical development, the entire afternoon at the school is devoted to outdoor activities. The Russells do not look favorably upon sports that involve hurting human beings and animals. For increasing bodily strength, courage and endurance they prefer recreations in which the children are "pitted against the forces of nature". These include swimming, rowing, diving, climbing, running and jumping. For physical grace there are eurythmics, acting and dancing.

Discipline at Beacon Hall, naturally, follows the theories of psychology expounded by its founders—ideas which are considered so radical that on her last visit to America certain groups cancelled Mrs. Russell's lecture engagements.

"Above all, we try to answer every question put to us by the children to the very best of our ability," declared Dr. Russell. "A child of three whose questions have been patiently answered knows more about the sun and stars, the direction of the winds, the seasons, behavior of plants, animals and machines than the average adult. A child, every child," he repeated, "ought to know about the growth of crops, the breeding of animals and human beings, the movement of the tides, the colors and habits of birds, flowers and trees."

Such knowledge, according to Dr. and Mrs. Russell, paves the way for exact learning in physics, biology, chemistry and medicine. They are of the opinion that the study of physiology should begin early and that artistic expression should be encouraged thru such mediums as music, dancing, acting and painting.

It is not surprising that Dr. Russell breaks with the ancient systems. "It is nothing less than a scandal," he announced, "that Euclid" (whose text is the oldest school book in the world) "should be taught!"

Twenty pupils are enrolled at Beacon Hall. Among them are Dr. and Mrs.

Russell's own son and daughter. The ages range from two to nine and half the number are Americans. All are instructed in science by a master from Oxford and Dr. Russell showed deep satisfaction when he told me: "The more advanced ones chat easily of such things as hydrochloric acid!"

Education to Bertrand Russell is at once his philosopher's stone and his universal panacea. "If people were educated toward better humor there would be no wars. As it is, human beings fundamentally hate each other. This can be overcome by proper training."

He criticized modern systems of education. "They are producing job-lots of men and women as standardized as so many gum-vending machines." I asked him to point out some of the errors at the root of American institutions. The alacrity with which he pounced upon the subject proved that it was one which he has given much analysis and observation.

"The school children of the United States are ridden by propaganda. They are taught *what* to think instead of *how* to think. Education must be taken away from the management of influential business men and religious organizations and placed in the hands of learned men. Your young people are not trained to robustness in facing hard facts. This is due largely to the scarcity of men teachers. Women are too much inclined to mix sentimentality with instruction. They have little respect for the scientific attitude toward life."

He criticized the standard of values which accords more honor and prestige to business ability than to scholarly attainments. He glimpses some small ray of hope in the vision of a future when the accumulation of wealth in America will be more difficult, at which time he believes people will have more respect for education.

It is a profitless and silly effort to inquire of any person the fundamentals of his philosophy. A man who has given most of his life to a search after scientific truths can least of all be expected to sum up his findings in a few pat formulas.

There is, however, in his voluminous writings sufficient elucidation of his credo to justify the wide reputation he has earned as one of the greatest living philosophers.

In *The Conquest of Happiness* he not only presents the definite technique by which he, himself, attained a generous measure of contentment, but, with beautiful simplicity offers suggestions that are equally applicable to you and to your neighbor. It is here he tells us:

"A man should be able to achieve happiness, provided that his passions and interests are directed outward, not inward. It should be our aim to acquire those affections and those interests which will prevent our thoughts from dwelling perpetually upon ourselves. It is not the nature of most men to be happy in a prison and the passions which shut us up in ourselves constitute one of the worst kinds of prisons." He cites as self-centered such emotions—fear, envy, the sense of sin, self-pity and self-admiration.

Again and again he pleads for such external interests as "the state of the world, various branches of knowledge, individuals for whom one feels affection". To have a hobby is of far more importance in the pursuit of the good life than to have a religion. So persistently does he advise against subjectivity that one might easily imagine future generations referring to "The Sage of Cornwall" as the expounder of objective philosophy.

Further exploration of his more erudite works reveals concretely the quality of his thought. For example, optimism, balanced by stoicism, rings clear in his *A Free Man's Worship*.

"By death, by illness, by poverty, or by the voice of duty, we must learn that the world was not made for us, and that, however beautiful may be the things we crave, Fate may nevertheless forbid them. It is the part of courage when misfortune comes, to bear without repining the ruin of our hopes, to turn away our thoughts from vain regrets."

In the temple erected by Dr. Russell there is neither ritual nor creed. He

finds sufficient inspiration in "the realm of the imagination, in music, in architecture, in the untroubled kingdom of reason, and in the golden sunset magic of lyrics, where beauty shines and glows".

That the logician has retained the essential ethics propounded by all great spiritual teachers is evidenced in his noble concept of man's duty towards man. This is the key to the graciousness, the kindly sympathy and vivacious friendliness of his own character.

"The life of man," he declares, "is a long march thru the night . . . where none may tarry long. One by one as they march our comrades vanish from our sight. Very brief is the time in which we can help them. Be it ours to shed sunshine on their path, to lighten

their sorrow by the balm of sympathy, to give them the pure joy of a never-tiring affection, to strengthen failing courage, to instill faith in hours of despair".

He continues: "Let us not weigh in grudging scales their merits and demerits, but let us think only of their need—of the sorrows, the difficulties, perhaps the blindnesses, that make the misery of their lives . . . and so when their day is over, be it ours to feel that, where they suffered, where they failed, no deed of ours was the cause, but wherever a spark of the divine fire kindled in their hearts, we were ready with encouragement, with sympathy, with brave words in which high courage glowed". This, then, is Bertrand Russell's ideal of human relationship.

Be Yourself

(Continued from page 45)

existed seven years ago. You lose weight, flesh; where does that flesh go? You gain flesh: where does that flesh come from? Change, change, change continually. Even after your physical death your body continues its change, dissolving into the constituent elements of which it is composed—water, carbon, lime, iron, phosphorus, iodine, sugar and other things. And after that these very things which were "you", or the physical part of you, again combine to form other substances.

"Be yourself". But how can one be oneself in this world of change? How can I know what is "me"?

The reply is this: You are what your great desire makes you. The man or woman with a great passion, a grand desire, becomes as close to being a permanent entity as it is possible to become in this world of change. The person without a fixed desire, passion or intention is as unstable as water, as devious as the wind; and such persons are as prevalent as the waters and the winds. A great desire is a controlling force, not a barrier. Nothing can stop mutation; but a great desire can direct and control it. The river will flow seaward regardless of what you may do to prevent it, even as the river of life flows toward the ocean of eternity; but you may build a dam in the course of the river, compelling it to perform useful work, even as you can build a dam of desire which will control and direct the ceaselessly flowing transmutations of your life.

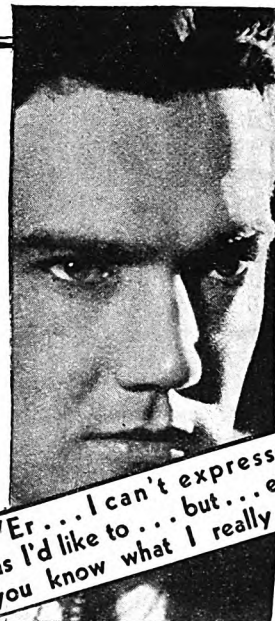
"One man in his time plays many parts," wrote the world's greatest playwright. And it must be confessed that most men play their parts indifferently when uninfluenced by a great desire. The part played best by the great majority is that of "the lover, sighing like a furnace, with a woeful ballad made to

his mistress' eyebrow". Desire animates and controls—or affects to a greater or lesser degree, depending upon its intensity, every faculty: and the man affected by this "sublime passion" may be depended upon to act with consistent erraticism. Needless to tell him to be himself, for he is most truly himself while his passion sways him. He changes in other matters: his attitude toward his daily occupation will not be the same; his appetite will change; his bearing toward his family, his friends and associates will alter, but toward the object of his passion he will remain devoted—until the fire has burned itself out. Man is most truly himself when he is "the perfect lover".

There are other controlling desires. A grand passion for music controlled the great composers, and it swayed them thru all the changing scenes of life—Mozart in his poverty, Beethoven in his blindness. Pasteur was swayed by his love of chemistry and his love for humanity. Nathan Hale's patriotism was dominant in his character, even unto death. John Brown was swayed with one great desire, to free the slaves. Michelangelo's passion was to portray the human form. Napoleon, Washington, Lincoln, Galileo, Darwin—all the colossal figures of history were great because of their great desires. Indeed, they were "their desire".

But see that your desire is a desire worth while, a desire that will be productive of good. One of the most damning influences in the world is the insatiable desire of certain individuals for piffing popularity. A desire to gain the good will of the mob, if that desire is simply for self-aggrandisement, is an ignoble passion; but if it has for its ultimate object the mental and spiritual elevation of the mob, it is a desire worth while. "What is a man profited

The Man who Fumbles for Words



HE is not a happy man when he tries to talk. There is a look of real distress and embarrassment in his eyes.

The right words always elude him. His mind scrambles wildly after them, while he hesitates, stammers and gains time by using "er, er"—"I mean to say" or "You know what I mean." Other people misjudge him—think he lacks ideas, education, or ability.

On the other hand, the man who can talk and write fluently and correctly knows his own language-power for what it really is—a new force, a new ability, a new self-confidence.

Such a man becomes, in a large measure, a new person. His hesitancy vanishes. He gains assurance. Everyone who meets him feels that he is a man of ideas because he expresses his thoughts so pointedly and clearly. He never gropes for words, never stumbles over their correctness, never fails to make his words vivid and persuasive. He is sure of HIMSELF and thus wins the confidence of OTHERS!

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if he shall gain the whole world and lose his own soul?"—for that, certainly, is the end of the self-seeker. Sooner or later he will become merged with the mob, and his identity will be lost. He no longer will "be himself". How can one retain individuality by veering and shifting to meet the whims and desires of the mob?

"Be yourself." Yourself, your only permanent self, is your great intention. Cultivate a passion for the achievement of some good thing and at once you become an individual; without it you are a creature of constant change. It does not matter particularly what your grand desire is, if it affords opportunity for self-expression; if it, indeed, *compels* self-expression. Follow the dictates of that good and powerful desire which can force the steady permutations of life into useful channels, enabling you, despite these changes, to be your true self.

It is an exceedingly difficult matter for the individual to live his, or her, own life because of the many surrounding deterrent, influential factors. The mob-mind would have all other minds conform to one pattern, its own commonplace mentality, and it decries any attempts at individualism, at innovation, at personal achievement away from the path of custom. Rising from the ground, taking off from the common level, is a ticklish job. It presents the same difficulties as those confronting an aviator who wants to "take off" from a field crowded with curious spectators. The aviator would start his plane heavenward, but he is blocked by the onlookers. This temporary frustration of his attempt comes, of course, not from maliciousness but from ignorance and stupidity; and it is frequently this same ignorance and stupidity which obstructs the take-off of the one

who would stand out above the multitude as an individual. But once you are away, once your wings raise you above the multitude, then the multitude acclaims you and their praise will rise to your hearing.

An erroneous idea prevails in the minds of certain fond mothers and fathers in regard to the self-expression of their offspring. They believe that their children should be encouraged to display their proclivities rather than their abilities. They are in the right church, but in the wrong pew. Almost every normal child likes "to show off", if not before its elders at least before other children. "I encourage my children to be themselves, to express themselves," said a doting mother, and she thereupon called upon her small son to "show the ladies and gentlemen how well you can blow the bugle". And as "son" was not at all backward he entertained the guests with brassy gurglings and shrieks which, if they were evidences of the child's self-expression, indicated that the little chap was suffering torture. Certainly he made the guests suffer. This exhibition did the child no good; it simply encouraged him to show what he could not do while leaving the impression in his mind that he could do it. Its tendency would be to make a braggart of the child rather than a proficient bugler.

Showing off proclivities is one thing, and displaying abilities is another. One is mere boastfulness, the other is self expression. Usually we can do best what we like best to do. The child with an ardent desire to "make real music," *if it displays ability*, should be encouraged. And it might be stated that, often enough, if the desire is strong enough the ability will be developed. But on no account should a child be encouraged to develop that thing to-

ward which he has no natural bent, no matter how great the youngster's desire may be to "show off". To find out in just what direction a child's talents lie should be one of the first duties of a father or mother. This discovery having been made—and it will not be made very early in the child's life—the next duty will be the inculcation and fostering of a desire in the child toward attainment of perfection along the line of its talents. Then it must be taught that what it makes or produces along those lines reflects itself, even as does a mirror, whether that production be an essay, a poem, a picture, a musical composition or a column of figures: it must have pointed out to it that slipshod work betrays a slipshod workman, mediocre work a person of mediocrity, finely-finished work a finely-finished character.

This has just as forcible a bearing on adult development, for it must be conceded that "children of an older growth" are often inclined to accept the will for the deed, to be satisfied with the labor involved rather than with what the labor has produced. Adults are prone to forget that a man is known by the fruits of his labor rather than by the effort expended to produce. "It is results that count," is a cry heard from the heavens and from the earth.

"Be yourself," a self individualized by a great desire, a great and good desire, for without desire a man or a woman becomes commonplace, one of the constantly changing, oft-lovable, but never distinguished, crowd. It is no sin to be commonplace; but not to try and rise above the commonplace is reprehensible.

"Be yourself." Be your biggest and best self by forgetting yourself in your great desire for great accomplishment.

Utilize Your Complexes

(Continued from page 23)

woman, she remained at home, brooded over her loss and ignored the overtures of new seekers of her love. Finally, she became a patient in a hospital. She imagined that she had been reconciled to her lover, made preparations for the wedding, went thru the ceremony and lived in the wedded bliss that every normal girl desires. Her breakdown was caused partially by the teachings of her maiden aunt who convinced her of the terrible fallacy that every person can love but once and that the lover who has been lost cannot be replaced by an equally satisfying lover. Our commendations go to the modern sophisticated girl who, when she has been disappointed by a delightful sweetheart, merely flips the ashes from her cigaret and goes forth to seek a new

man. She knows that fate does not give us only one love. Fate gives us as many loves as we can win. This is the response of the normal, well-adjusted individual. The experience does not develop any repression in the unconscious or disconcerting complexes.

An example of the positive complex of the betrothal variety is that of the sweet little seamstress of a New York State city who had the same kind of disappointment that Martha M. had. She did not retreat from the ordinary world of other people but compensated for her loss by specializing in making beautiful wedding gowns. Unconsciously, at first, she found that the making of a wedding gown gave her inner gratification. In a short time, she had a profit-giving reputation among the

wealthy people of her community for her ability to design the perfect trousseau. Brides knew that she put her soul into her work and that her dresses were creations worthy of a master artist. Her complex gave her a vocation that was worthy of an able and noble personality, was satisfying to her and was socially very desirable. The avenue of expression of the complex resulted in positive conduct.

Why does one person develop a negative complex when responding to a given situation whereas another person develops a positive complex in the same situation? No one knows all the factors that cause an individual to adjust in one form rather than in another that seems to be just as easy. Perhaps heredity, early training, unusual

difficulties of the environment, feelings of emotional security, past accomplishments, all cause us to react thru one type of channel rather than thru opposite avenues. However, we are certain of one factor in setting the pattern of the response and that factor is the personal influence. The personality of the parent, teacher, executive and friend often unconsciously molds the lives of others. The patients of the psychological clinics give more eloquent proof of this than the sermons of the polished pulpit orator. This fact means that the young man and woman should associate with positive personalities.

Some young people say that they cannot find any so-called positive personalities. This is really not true. What they mean to say is that the easy adventures of the poolroom, public dance hall and the salacious movies, require less mental effort than positive contacts. Every community of any size has available in it interesting and worthwhile persons who can influence our behavior patterns. These persons may not be listed in *Who's Who* or in a social register but they can be found.

Every youth would do well to consider the kind of personality that he wishes to influence his own. Perhaps his mother or some friend is already filling his needs admirably. If he has no friendly counselor to whom he can go in time of emotional strain, he should try to find one. If he chooses wisely, his "most important friend" will be sympathetic toward his personal problems even tho they happen to be acute love affairs or so-called silly ideas. At school we frequently find the desired confidant or "father confessor" in some member of the faculty. Many faculty members are not nearly so "crusty" as they are thought to be or even appear to be. Many professors like to become acquainted with their students and meet them on a man-to-man basis where sound friendships grow and flourish for years.

The most important part of the mental equipment of the young is not his books but his confidant. The right kind of personality influence not only prevents mental wrecks but also builds stronger individuals. When Herbert R. was in school he had the ideal type of counselor because the counselor managed to force Herbert to accept his influence in an emergency situation. When Herbert entered college, he found college life very enjoyable. His first year was a great success. The successfulness was caused partially by "Old Prof. Simpson" who liked boys, especially freshmen. He admired students and the students in turn worshiped him. He alone made college worth while for as some one said, "An education is what you have left over after you've forgotten what you learned." Many an alumnus forgot all that he learned from his books, but he always

had the memory of Professor Simpson's personality as evidence of a valuable education.

In his second year of college, Herbert suddenly became morose, sullen and uninterested in his studies. At first, Professor Simpson said nothing because he thought that the boy might have been disappointed in one of the short-lived love affairs that afflict many students at irregular intervals. Herbert's attitude did not improve and Professor Simpson asked him to come to the office for a chat. After some probing he discovered that Herbert's father, who had been a respected banker in his home town, had absconded with some of the bank's money and took with him a noted paramour. Herbert was able to continue in college but the experience embittered him against mankind in general because he had admired his father and could not adjust himself to the unexpected emotional emergency. He wanted to live alone, be left alone and take favors from no one.

After some maneuvering, Professor Simpson was able to present the unpleasant situation as an exceptional opportunity for Herbert to demonstrate his manhood. The whole affair should not even be thought of as a turning point where he might go to the devil and spite only himself but as a chance for him to take his place in the affairs of able men and prove himself a man who "could stand up and take it on the chin."

Herbert withdrew his energies from self-pity and forced himself to utilize the situation as a means of proving his adulthood. The negative complex was changed to a positive pattern of behavior and it was brought about thru the influence of a self-imposed counselor.

A warning should be given of the danger of being too greatly under the influence of another. Some persons develop *identifications* that are handicaps rather than assets. In identification, we become *psychologically* the person whom we admire. We experience his joys, sorrows and ambitions as if they were our own. We become a part of his personality and live a part of our life in him—just as when we attend a thrilling moving picture show we identify ourselves with the hero, fight his battles, suffer his hardships and win the heroine whom he loves. Identification is likely to take place among employees who have an admirable boss and among students who have an inspiring teacher. The effects of such identifications when well-balanced are often helpful in developing stronger personalities but may be, at times, detrimental.

Gene Adams was a quiet, nervous, neurasthenic-like student who had never done any art work in high school or at home. He never cared for art until he sat in the classes of Miss Parton who taught American art. She



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loved her art as most women love their families and she thrilled Gene with her vivid teaching. Gene admired her to so great an extent that he, too, wished to be an artist and enjoy the emotions of the trained artist. Accordingly, he set his plans for art, took a course in sketching, but failed the course. His instructor found that he was partially color-blind and had little real artistic sense. Finally, after a series of failures in art courses he decided that he could not become an artist. He never fully accepted the disappointment but always felt that nature had given him a "raw deal" in giving him a desire to paint but not the necessary talent. In after years he recalled his art failure with painful regret, whereas he might have utilized the complex by working in an occupation that involved art but did not require artistic judgment. Or, better still, he might have recognized that his interest in art was largely a chance identification with the personality of a teacher. The energy generated by the identification might have been directed into channels just as worthy as the field of art.

Persons who develop various kinds of complexes would be greatly benefited if they could have insight into the origin of their complexes and their forms of expression. Young men and women are apt to think only of intellectual capacity, financial resources and a pleasant social life. These are important, but they are obvious and tend to take care of themselves. It might be well to consider the fundamentals of our personality also and ask ourselves the following questions:

1. What emotional experiences have I had that developed complexes in my mental life?

2. How do these complexes influence my behavior now?

3. How can I direct the energy from any negative complexes into positive forms of expression?

Old Junius Dunston's complexes unconsciously gave him a strong urge to build able men who admired him. The disappointed seamstress became a successful maker of wedding gowns. Their complexes enabled them to accomplish more than they would have without their impelling emotional drives. The lack of such drives is one reason why some men achieve and others fail—even when their abilities are equal.

Many young men and women who have pleasant working conditions and easy jobs of a temporary nature fail to develop themselves to their highest abilities because of the lack of inner stimulation to train themselves by further schooling. Annoying associates and unreasonable bosses stimulate many young men to study in order to master the hated difficulties. George W. was twenty-five years of age, had worked in a meat shop for several years, and knew that he did his work well. However, his boss had several irritating complexes that were satisfied by finding fault with George's work. The boss liked to show his importance by mentioning George's defects in the presence of customers. These annoyances, even tho George recognizes their triviality, have stimulated him to improve himself. He has determined to study economics and management, and become the head of a chain store company where he can hire and fire the kind of men who are now his business superiors. His present boss may eventually prove to have been a blessing in disguise.

We must not assume that all our emotional impulses of this type can be satisfied by directing them into increased education. Sometimes such complexes can be utilized in the de-

velopment of a more pleasing personality. David D. is a college graduate who has been doing accounting work in an automobile factory. He likes the work and believes that he is doing well. His superior is just as hard to please as George's boss. David cannot answer his problem by taking more training because he is married and prefers to remain in his present location. He might quit his job, but that would be running away from the difficulty, and so he has decided to remain where he is but improve his ability to influence others, raise the boss's ego and conquer the situation.

Some of our daily emotional difficulties can be solved more easily thru strategy than by running away from them or evading them. Many a husband has learned to love his wife again because it was cheaper to do so than to get a divorce. Similarly, many a wife has learned to appreciate an ordinary husband because it was easier than to earn her own living. These more or less forced adjustments probably have greater value in strengthening our personalities than evasions of quitting jobs, divorce or flight into artificial pleasures. The new school, the new job and new friends merely release us from one set of difficulties but give us another set in exchange. No matter where we go or what we do, we are bound to have some experiences that may develop within us positive and negative complexes. Whenever we find that we are emotionally disturbed over occurrences that do not disturb others, we should try to locate the reason within our own past experiences. The energies from negative complexes may be directed into positive channels and, so directed, may have beneficent effects. When we learn to utilize our urges we can be of greater value to ourselves and society.

Why Football Lures the Nation

(Continued from page 20)

that football glorifies muscle rather than brains. At the present time, almost every institution in the country has scholastic standards which every man must meet and maintain in order to compete on a representative team. If he falls below that academic level, he is immediately dropped.

The football player who is both athlete and student is becoming more the rule than the exception. Because a man can hit a line no longer means that he can't hit the books. Many a Phi Beta Kappa man or the equivalent has carried the pigskin with distinction.

The student body of the average American institution of learning admires the man who acquires high grades in his studies, but it does not feel for

him as it does for the football ace. What matters it if students have a tendency to celebrate athletic victories rather than the announcement of new lecture courses, and to cheer the gridiron hero rather than the "book worm"? Human nature is such that the man of action will always be lionized in preference to the man with an unusual supply of brains. For the latter to gain the spotlight he must create, invent or discover something of great importance, and thus appeal to the imagination of the people. In so doing he resorts to action. It need not be physical, but it must be concrete or tangible. But undergraduates do not feel that because a man is an athlete, he should have privileges which they have not, or that he is

entitled to neglect his studies or his obligations.

There is no way of telling precisely whether the excitement and interest of the football season result in a letdown in studies on the part of the players and the students. This much, however, may be said: If there is a decline in interest in studies in American institutions of learning during the football season, it is more than compensated for when the gridiron campaign is over, for the students, refreshed by the thrills and delights of the health-giving pastime, plunge into their work with renewed vigor.

• If time spent on studies were the essence of college life, such an absorbing sport as football would be destructive

of the true purpose of education. But as it is, with four years to acquire the learning requisite for a degree, and with well-rounded development the aim rather than scholarly excellence, football has a well deserved place in the scheme of college life.

Viewed in its entirety, the sport still has defects. These are fast being remedied. Proselytism by alumni, who are more enthusiastic than they are circumspect, is now being eradicated by the institutions themselves. Having been made cognizant of the ills of college football by the Carnegie Bulle-

tin No. 23 and other investigations, they are endeavoring to clean house.

Athletically and academically, the game is in admirable condition, and merits the attention that is annually showered upon it. No pastime in the world offers more in the way of intangible and tangible benefits to those who participate in it, and no game provides the spectators with more thrills, more spectacles or more wholesome enjoyment. Let us rejoice in the fact that the country has so splendid and admirable a pastime in which to submerge itself so wholeheartedly each fall.

Money-Making vs. Creating

(Continued from page 35)

color, and hire a model. His job was to create, to recreate. He was ruthless. He scrapped and financed one railroad to build another. And thus also he made crooked the ways of legal justice to straighten the path of transportation."

He stopped talking, and bent down under the shaded light of the table to look up into our faces. We were still; we were balked, and when he was sure of that, he said again:

"Edward Harriman was an artist."

Then with a bold stroke, he challenged us all:

"Who is there that will call my friend a criminal?"

No one accepted the challenge and so, with a light laugh of triumph, the banker drew up his face out of the light. And the conversation, too, went up out of the light. It wandered unguided, uninspired, because everybody was thinking over what the banker had said so brutally, and so well, about the railroad magnate and art.

AND the train of his thought came to the surface in the next subject upon which the whole table reluctantly concentrated—the Social Problem. We were trying to put into a few words what we thought was wrong with organized society. The banker was out of it, as before. He took no part till I began making my diagnosis. Then his hard face and sharp eyes clearly indicated that he didn't like my statement. I felt his impatience and irresistible desire to say something. He couldn't stand it; he burst into expression.

"You're wrong," he said, so harshly and so positively that we knew he had something which he thought was right. I especially was curious to hear what a banker thought was wrong with society.

"Very well," I said to him. "What do you think is the trouble?"

"One simple thing," he answered. "Men like me are overpaid, and men like—well, men like you others here are underpaid."

I was amazed at his answer, and it seemed I could feel the impact of it bump around the table. But it was not the import of it that astonished me. What jarred me was to get it back from a banker.

"But," I said, "men like you tell men like me that men like you wouldn't do what you do except under the incentive of high pay." His face jerked up out of the light, and I bent low to follow it. "Now don't answer me personally," I said. "Take your friend Harriman. Let's state the question as for him:

"Would Mr. Harriman have done what he did for a fixed, average wage?"

The banker's hand shot out across the table, and his finger pointed, like his eyes, at me.

"Mr. Harriman," he almost shouted, "had to do the good that he did. He would have done it for nothing, for a living wage. Only the evil that Mr. Harriman did was done under the incentive of high pay." And I thought of the people who build their whole philosophy of life on the idea of high pay and big profits. Here was a man, one of their very own, a banker, dynamiting the foundation of their established order.

"Then," I said, "as I understand you, there are at least two motives for big acts by big men, the desire for profit and the lust to do well some difficult thing?"

"Right," he snapped.

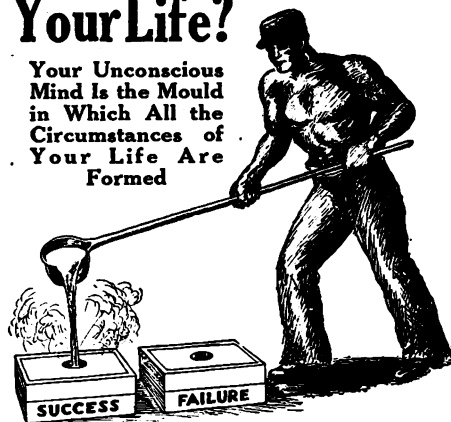
"And the incentive to make money is destructive; it causes results which we call evil, whereas the artistic incentive is constructive; it produces results that are good or useful or beautiful."

"Right," he snapped.

"No," I objected. And I hurried on to say that his was the idea which runs thru all the radical theories. The perception that the art instinct exists in Man, that it is creative, and that it is degraded and finally overwhelmed by the destructive impulse to get, to cash in, take profits and, in the end, to play safe.

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"What the radical proposes," I wound up, "is an order of society in which the profit motive is reduced to a minimum and the art motive given free play to expand."

He was nodding; he knew all that, but he was an ally now, not an opponent, and a swift, smiling glance around the troubled faces told me he realized the mischief he was making.

"I think you are right," I said, "but I think your theories are radically inclined, also."

"What do I care?" he shot back. "I'm a practical man," he grinned, "and I'm telling the truth as I see it."

"Well," I tempted him, "why not go on and illustrate, using Harriman?"

He did so willingly, with pleasure and with malice. He reviewed Harriman's reorganizations, one after another, showing how the first motive was to reform or rebuild; his second to ex-

plot, to "finance" the improvements. He cited the Union Pacific, a road built originally as a land speculative scheme. The company was to get every other section of land along its line, so it curved and twisted in an effort to get all the good land the corrupt law would allow. Then Harriman had the artist's urge to straighten this physically and financially crooked road, and he did. He jammed thru short cuts, saving in distance, time, grade and power. He made a good railroad out of a bad railroad, and after it was done, looking around for capital with which to seize control of more roads in the western railroad system, he saw an opportunity of financing the economics of the Union Pacific; to keep them from going entirely to the consumers and stockholders, he took the principal for himself and his crowd.

"And so it was in all he did," the

banker went on. "First a good thing done for its own sake, and second, high finance, for the profit, for what he could get, for the—graft."

"And so it is with most men and most business," I said. "Just as Harriman first built, then exploited, so most men first function naturally for the joy of creating something; and afterward become interested in the profit."

"Ah," he said, "that's true of all artists generally. Artistic at first, then, under the incentive of high salaries, they become professional."

We rose and went out into another room, and the banker joined me as we passed.

"My broker friends," he laughed, "feel as if I had taken away from them the incentive to go on stealing, gambling and profiteering."

"And I and my reformer friends," I said, "we feel the same way."

My Real Self

(Continued from page 43)

the son—I am the son, the son."

For the next two years—1915 to 1917—she appeared in various productions of the Washington Square Players, without pay and without recognition.

In 1917 she joined Jessie Bonstelle's famous stock company, first in Buffalo and then in Detroit. Her success in London in *Little Women* with the Bonstelle Company failed to impress American producers when she returned here. The period of waiting for good roles which ensued was of no avail, so back she went again to the Bonstelle Company, playing alternate leading roles. Eventually she landed on Broadway for good.

Her superb performance as "Iris" in Michael Arlen's *The Green Hat* while on tour—her first starring production—made her popular. It was also the beginning of her personal success in such plays as *The Letter*, *The Age of Innocence* and *Dishonored Lady*. Her role of Elizabeth Barrett in *The Barretts of Wimpole Street* has ranked her as a truly great emotional actress. This play has also introduced her to Broadway as a producer. She bought the rights to the play before it was produced in London by Sir Barry Jackson. Her husband directed it.

Katharine Cornell believes that persons who really want to go on the stage and have confidence they can act will not have the patience to spend several years in a dramatic school. They will go straight into a stock company and get their training first hand.

"When young people come to me for advice, there's little I can tell them except to get a job in stock and go into it with all their hearts. Be serious! And act! Act all the time. That's the

important thing—to do actually what you want to do instead of thinking about it. I've had some grilling times touring these little by-ways and high-ways, but it's been good experience. I don't believe you can get much out of books as far as acting is concerned. You either have the ability or you haven't, and it's simply a matter of application and practice. It's like writing, in a way. Muddling thru lines in the first attempt, then going over them again and again, refining and polishing until the desired effect is achieved.

"Of course, no two actors do the same thing in the same way. There are some who are continually acting, offstage and on; they carry over the glamor of the theatre into their daily lives, but I could not do that. It would wear me out. Again, there are those who, while they are on the stage, lose all consciousness of self and actually become the character they are playing.

"That's not my way of interpreting a role. I never lose myself in a characterization. When I go on the stage, I don't feel that I am a certain woman—I know what she's like; I've thought her out and decided what sort of a person she is and what she would do under certain circumstances, and that is how I give her to the public. But I never forget myself for an instant. It's as tho I were standing right besides myself all the time, telling myself that such a pause or such a gesture is necessary here and that such a pause and such a gesture is necessary there."

It is such little tricks of technique—a pause, a lift of the eyebrow, a half smile—which she firmly believes are part and parcel of all really effective portrayals. Obvious facial expressions

she cannot see at all; hers is a more subtle art.

"Particularly in those bits of 'business' where 'listening' or reacting to the lines of another actor is required, facial expression is taboo," she declared. "The vital demand on the actor is to convey his reaction to what is being said, and that can't be done by making faces or throwing your arms about. You don't even have to look at the other person. What is necessary is to think the scene or situation—focus all your brain power on it to the exclusion of everything else. In this way you create a sense of response more potent than words or gestures. And somehow your audience is aware of it.

"As for these little tricks of the trade, you have no idea what they can do for weak or insipid lines. In *The Green Hat* I had some terrible lines—'He was a beautiful boy, so pure!' If I had said it as it was written, an audience laugh would have been inevitable. Merely by pausing between 'boy' and 'so'—this way: 'He was a beautiful boy—so pure!' I eliminated that laugh. The pause and the changed inflection were as good as saying, 'Well folks, this is an impossible line; you know it and I know it, so let's get it over with.' It's perfect. It works every time."

Miss Cornell's success in the theatre is due to something more than a real talent and a mastery of stage technique. She has, first of all, known what she wanted and gone after it. She has been willing to work hard, with little recompense, and to give up the things that interfered with her progress. Above all, she has steered clear of the so-called "bohemian" groups and their endless, futile chatter.

"This sitting around and talking, talking, I can't see," she insisted. "You can't talk and do things at the same time. You have to make up your mind what you want and where you're going, and give up the things that interfere."

Playing in the same role, month in and month out, gets terribly mechanical, she admitted.

"Sometimes I don't think I can go on, and when I do I wonder why the people don't walk out. I get on the stage and it seems as if the very words I utter are meaningless. It's a physical effort to work up enthusiasm for the role. And at the end of a 'run' I feel as if I'll never be able to carry a part again.

"Being the star of a production has its drawbacks. It's grand to see your name in lights, but there is so much responsibility connected with stardom sometimes it frightens you—particularly on first nights. So much depends on your performance. In fact, the show either stands or falls on it. And while you're on the stage the thought of failure keeps popping up. You think of all the money put into the production that will be lost and all the members of the cast who will be out of jobs—and goodness knows when they'll get another one. It's that feeling of suspense and fear that detracts from the thrill of stardom," she ended with a grimace.

Marriage, she thinks, is one of the greatest experiences a woman can have, and one that is worth as much to her as a successful life in business or a profession. Actresses particularly should marry in order to have a life other than one of constant play-acting. Miss Cornell has no children. If she did, it would probably alter her views

on the subject of marriage and a career for women, because she strongly believes women should raise their children personally and be with them as much as possible.

And yet, one wonders if any outside factor—even children—would lure her from the theatre.

"If something should happen so that I couldn't act—I mean a physical misfortune—I'd try directing." She leaned forward, eager and intent, her thin, long fingers locking and interlocking.

"I'd take up directing because my life is in the theatre. I adore it. And if I couldn't be part of it in one way, I'd have to be part of it in another. Of course, I'd much rather act, but I can coach, altho I can't teach people how to act. There's a difference, you know. But if I did go in for directing, I'd like to have a place rather similar to Eva Le Gallienne's, Repertory Theatre, altho she has far more organization ability than I have."

Katharine Cornell is not beautiful, but she inevitably conveys a sense of beauty. There is sheer poetry in the way she walks across a room; in the way she flings an arm across the back of a chair. Slow, suave, effortless motions, as tho she moved not of herself but by some inner force. In a way, this is surprising in a person of her height and build. She is a tall person, big-boned, barely missing thinness.

And then there is her voice, that isn't a voice at all, but color and light and music all in one with that same effortless quality. Its warmth is like a caress, with a slight husky note that gives fibre. And always there is that hint of sadness, a sombre overtone almost imperceptible.

Personality and Diet

(Continued from page 48)

This is Dr. Laird's explanation of Stonewall Jackson's successful scheme: "The primary food on which muscles work is a form of sugar known as glycogen. Muscles can use this glycogen without outside aid. They contract at our will, and use up some of the glycogen which they transform into lactic acid and other products. The lactic acid tends to remain in the vicinity of the muscle. It is home loving, unless too much of it accumulates when it may spread, and thus heavy work with the right arm may tire the left leg. But our body so prizes blood sugar that three-fourths of the fatiguing accumulations of lactic acid are converted back into the useful glycogen. Increasing lactic acid and decreasing blood sugar are the real causes of fatigue.

"A brief rest gives the oxygen in the blood a chance to remove the lactic acid, and attention to foods will pro-

vide a readily available supply of glycogen to sustain the machine. Glycogen is a carbohydrate, and muscular efficiency is highest on a diet predominately carbohydrate, especially the quickly assimilated carbohydrates such as sugar. And since the oxygen-carrying power of the blood to remove lactic acid seems to be dependent upon the presence of iron, such foods as eggs, figs, raisins and even spinach have a role in preventing tired personalities. Stonewall Jackson, knowing all this in addition to what he did know, might have gotten eighty miles a day out of his forty-mile men, tho his shoe repairers might have died of exhaustion. By the time of the World War, the science of nutrition had progressed much farther and sweet chocolate was regarded as a vital part of a soldier's rations, particularly on long marches or under great strain."

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The act of looking at tempting food produces certain physical reactions which prepare the system for successful digestion, Dr. Laird and his classes found. Smelling or even thinking about good food showed similar effects.

"Mankind eats food, not chemicals," Dr. Laird points out. "Since people have emotions, likes and dislikes, cooking is to be considered as well as food. The disturbance of digestion by grief or fright is well known. Even mild emotional states, such as a fit of 'the blues', are known to have unfavorable influences. Just a few months ago, Dr. Harvey William Cushing reported cases in which stomach ulcers seemed to be caused by the between-brain, now recognized as the clearing house for emotions.

"But his theory is negative. On the positive side, we have proved that the sight and smell and taste of delightful foods 'make the mouth water' or in other words stimulate the flow of saliva. In like fashion, the flow of gastric juice can be facilitated by messengers carried along the nervous system from our eyes and taste buds. These secretions from the salivary glands and the stomach are as indispensable as food, which they cause to break up into forms that the body can use. A perfectly planned menu is perfect only if these processes are unhampered.

"The attractiveness of food to the eye has been found, in several laboratories, to affect digestibility. A leaf salad, which is mostly indigestible cellulose anyway, does not have its usefulness helped if it looks like Harpo Marx's old green wig."

Taste, however, according to the experiments, has by far the most pronounced effect on digestive processes. This sense, it appears, little understood as to its psychological aspects, can be used to relay beneficial messages to the mind, the stomach and lungs—and so contribute its part in the building of personality, just as what we see or hear makes us more or less what we are. Dr. Laird thus describes his exhaustive research into the mental and physical effects of taste:

"Our work so far has been principally with the elementary tastes of sweet, sour, salt and bitter. There are no other taste sensations. Odorless and colorless liquids were prepared in our

laboratory to give these four simple tastes. They were standardized for equality of strength. That is, the sweet was no more sweet than the bitter was bitter.

"Our first question was, 'How does the simple quality of taste affect the outpouring of saliva?' To answer this, a platinum-plated, collecting disc was placed over the principal discharging duct in the human guinea pig's mouth. It was held firmly in place by a vacuum. As saliva was secreted, it flowed thru a small tube which led to a sensitive electrical recorder, which charted the saliva flow automatically on strips of smoked paper. After a ten-minute record with no taste being used, the subject was given a sip of the colorless taste solution to hold in his mouth for half a minute.

"By and large, salt and bitter tastes produced no definite or consistent increase in the flow of the digestive juice. Sweet and sour, however, brought an increase of about 30 per cent in the flow of saliva. The sour taste produced a sudden rush of saliva which was temporary and followed by a decrease, as the nature were trying to wash away or dilute an unpleasant substance. The sweet taste produced a moderate increase which was still in effect five minutes after the taste had been removed from the mouth.

"The next question was, 'What effect do these simple taste qualities have upon the flow of gastric juices?' This was found out by giving the human guinea pigs a standard test meal of rather simple nature, following which they were given a unique dessert in the form of a small rubber tube which they swallowed. At intervals of ten minutes, samples of the test meal were obtained thru this tube and analyzed to measure the amount of gastric secretion. Our generosity in giving the subjects a free meal was somewhat misleading, since a large portion of the meal was soon retrieved in this fashion.

"It was found that salty tastes stimulate to a slight degree the gastric juice flow while bitter or sour tastes have no effect. Sweet tastes are by far the greatest stimulators of gastric juices and of all sweets a chocolate bar was found to have the greatest effect.

"From our records, we learned that between one and two hours after eating a normal dinner, the natural flow of gastric juices reaches a vanishing point. But unfortunately for ourselves, all the food in the stomach has not been completely digested in this short time and more gastric juices are needed. We had already learned that the sweet taste acted as the greatest stimulator and in order to bring the gastric flow back somewhere near the level it attained during the meal, further sweets were given. The results were immediately obvious."

Thus originated Dr. Laird's theory of

the "second dessert" which has been hailed by dietitians and doctors as an interesting and original idea. Even the etiquette authorities have championed it, advising the hostess to pass candy an hour after the meal in order to insure the well-being of her guests.

The whole result of Dr. Laird's experiment with taste may be summed up in the rather refreshing theory that, in foods at least, what we enjoy is good for us.

"The old Puritan notion that things were good for the development of our souls if we did not like them seems to have carried over to influence the average person's attitude toward scientific eating," he says. "But these recent laboratory studies as well as the observation of many nutritionists suggest rather that wholesome foods are wholesome in proportion to the pleasure we derive from their taste. Good foods may be good for us only if we like them. Foods are not used by test tubes or white rats, but by people with complicated likes and dislikes.

"There are undoubtedly some individual differences in likes and dislikes in taste. Just what and why these are is yet to be accurately determined. There are also 'freakish' psychological reactions connected with food so unusual and strong that they are extremely interesting, tho sometimes unfortunate for the person concerned. Such is the case, observed by Dr. Walter Alvarez, of the woman who did not marry because whenever she fell in love her digestion was completely upset.

"The tendency in diet work the past few years has been to neglect taste to a large extent. This is due probably to the fact that psychologists have only recently interested themselves in the psychological phases of nutrition. Altho the study of diet has been largely from the viewpoint of its effect on growth and resistance to disease, we now have abundant data to show that diet has psychological effects, and a beginning has already been made in push-

ing back this frontier of ignorance. "The field of psychological values in diet has a tremendous distance to cover before it can begin to catch up to the purely chemical studies, but there are indications that this gap will be rather quickly breached. The psychologist should follow the trail blazed by the biological chemist and revitalize physiological psychology. In the meantime, we can indulge our personal preferences in food and know that we are doing ourselves a definite good, rather than harm.

"Dr. Lafayette B. Mendel, of Yale, has said that 'the psychology of nutrition is a factor all too often overlooked. It influences the physiology of alimentation; in particular the action of the digestive glands. Dislike of food may bring digestive distress; enjoyment of a meal promotes digestion.' Alonzo Taylor, a keen observer, has pointed out that as one ascends in the scale of civilization, the laws of the physiology of nutrition do not lose their validity, but the psychology of nutrition assumes constantly greater importance until finally, with the average individual of our age and country, the psychology of diet, from the standpoint of the individual and the community, is as important as the physiology of nutrition. It is no longer sufficient that the diet contain the denominated protein, fat, carbohydrate, vitamins, mineral matter and so forth. The appearance of food and its palatability have a determining influence so profound that they actually prevent the digestion and utilization of a particular foodstuff."

And so while laboratories are busy with this interesting new field which may develop to nobody knows what extent and exactness, and scientists argue among themselves as to the physiological and psychological reasons for these new findings, any of us can use the proved facts that candy sweetens in more ways than one—and that the gourmet, whose hobby is the joys of the table, is wiser than he seems.

How to Find a Job

(Continued from page 26)

discouraged. The man stays home, sulks, and the family looks on him askance. They make him feel he is a failure. The man is pretty far gone already. Finding the home not a congenial place, or perhaps disgusted with himself, or perhaps tired of doing nothing, he sneaks off to a movie during the day. He gets himself out of workmanlike, efficient habits. He soon develops a 'what's the use, there's no job anyway' attitude which is more dangerous than not having a job. The young man, in all probability, wants to work. He is not lazy. If he heard of a job, even

in a place he could reach only with great inconvenience, he would try for it."

"But what should a person do who is job hunting?" I asked.

"The better way," he said, "is to list the firms that can use him. One young man I know consulted the editors of trade journals in order to locate the best and most progressive firms in the field in which he wanted to make his lifework. Mr. Unemployed should make a frank and honest analysis of himself, so as to discover what he has to sell in the form of education, experience and

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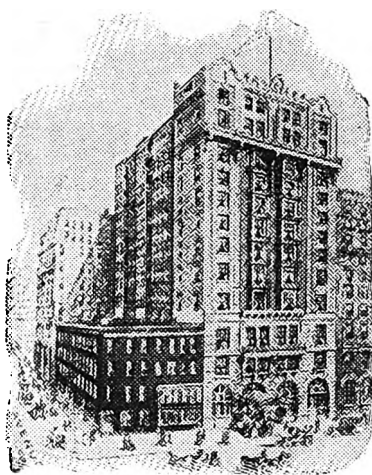
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personality which the other fellow can't equal. And then he should write to the firms asking for an interview."

"I notice," I told him, "you always emphasize the interview."

"Yes," he agreed, "personal solicitation is a wasteful and inefficient way of looking for work."

"What about the well-meaning men and women who awake even before the sun is up and wait in outer offices for hours?"

"I sympathize with them. They are conscientious, desirable and good-enough people, but yet they are not doing a wise or sensible thing. Getting to see the big man, the man you want to see, is a difficult matter. The office boy usually shunts applicants off to the personnel manager, who is a \$3,000 a year man and has the intelligence of one. But Mr. Unemployed ought to aim to see the chief. The personal letter offers the best and speediest entrance."

He told of a recent college graduate who came to him much discouraged. He was seeking work in an exporting house. He had been watching the newspapers steadily, but no exporting house seemed to need anyone. I advised him to get up a sales letter stressing his education and experience, particularly his knowledge of foreign languages. He wrote to about fifteen houses, six of which granted him an interview. Within three weeks he was working in the position he wanted.

The writing of the letter is the most important weapon in finding employment. But in normal times an advertisement for help receives about two hundred responses. In times like these the number is even more. But this should not discourage the applicant.

Professor Kilduff analyzes the situation as follows:

"To begin with, let us assume that the average number of letters of application received under normal conditions for an ordinary job in a large city is 200. Are your chances, then, 1 in 200? No, they are better than that, provided you have the right qualifications. At least 50 per cent of the applicants either do not possess the required qualifications or do not stress them in their letters. That fact brings the chances down to 1 in 100. The next point to consider is that not 10 men out of 100 can write a good letter of application. Most of these 90 men do not know how. Some don't realize the keenness of competition, and accordingly write careless and indifferent letters, and some are so discouraged at their chances that their letters are only half-hearted attempts to sell their services. So if you can and do write a good, strong letter of application, your chances, instead of being 1 in 200, are actually 1 in 10, or even better."

To clarify and make concrete the explanation, he told of an acquaintance,

the advertising manager of a nationally-known roller bearing company, who wanted to obtain a technically trained man to act as his assistant. "In order to get in touch with such a man," said Professor Kilduff, "he advertised the position in *Iron Age*, a technical journal. He received approximately 300 applications. He did not read any of the letters until ten days had elapsed and until he was sure that he had heard from everybody who might be interested. Then, he sat down at his desk with all these applications in a pile before him and began to read them. He did not read every letter thru. A glance at this one showed that the applicant was inexperienced; at that one, that not enough details were given; and so forth. Those letters that showed that the applicant could not be considered were placed in one pile; possibilities were placed in another. After he had finished this preliminary sorting, he discovered that he had about twenty-six possibilities. These he carefully re-read, and by comparison eliminated seventeen. There were only nine left and, strange to say, each of these was typewritten. To those applicants he sent a letter with a request that they come to his place of business for an interview, traveling expenses to be paid by the company. After he had interviewed each one he finally chose the man he wanted."

From this incident the following facts—facts that hold true in most cases—stand out:

1. The letters of only 9 applicants out of 300 received serious consideration.
2. Those 9 applicants were selected for interviews thru their letters alone.
3. The 9 letters were typewritten.
4. The letters secured interviews—not the job.

The letter, then, should first attract attention; second, arouse the desire of your prospective employer for your services; third, convince him that you are the right man for the job; fourth, stimulate him to action.

How can you attract attention? One way is to have your letter typewritten. For clerical and bookkeeping positions, the request is sometimes made for handwritten letters. Typewrite the body of the letter and at the end append several sentences in your own hand. This will let your prospective employer see how you write. Do not use social stationery. If you have no business stationery, use business-size sheets. Begin your letter in an interesting style. Avoid such hackneyed beginnings as, "Having seen your advertisement in the *New York Times*, I . . ." Neither begin in an apologetic or pleading tone. It injures the effectiveness of the impression by making the reader feel that the writer lacks ability, energy and backbone. Such weak impressions include: "I apologize for tak-

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ing up your valuable time, but . . .”
 “On account of the fact that my health is not very good, I wish to change from the hard work of the shipping department to some inside clerical work. Give me a chance.”

Neither be too egotistical. Examples of this beginning include: “Some lucky concern is going to grab me up in the next few days, so you’ll have to speak up if you want me.” “I am just the man you want and the sooner we get together the better for both of us.” “I am an A-1 live-wire bond-salesman and know the business from A to Z and then backward. You won’t make any mistake if you hire me.”

“A proper use of assertiveness is shown,” Professor Kilduff pointed out, “by the following illustrations. Note how the writer backs up his statement:

I know that I can sell space for your magazine. And here is how I know: For the last two years I have sold space for the Blank Magazine and I can show you at the interview that I have substantially increased my sales on every trip. Since both magazines are in approximately the same field, my success with one magazine surely ought to indicate that I shall be successful with yours.

This is another beginning:

I am confident I can handle this work to your complete satisfaction. I am confident of this because I have been manager of a similar department at The Turner Company during the last three years.

“The stronger and more assertive the letter, without becoming offensive, the better the impression it will make; and the meeker and more humble the letter, the poorer the impression it will make.

“Now, to convince your prospective employer that you are all that you say you are is a problem that requires thought. If you were a salesman selling merchandise, you would carry along samples of it and show it. The same principle is involved in selling services. Send along a sample of your work. If you are a bookkeeper, send a sample page of your ledger book; if an advertising man, a sample of an advertising campaign; if a writer, an article. And, of course, send references, as many as you can get, but not the originals. There are unscrupulous men who advertise for persons to fill responsible positions, requesting references. In several instances, unscrupulous individuals have used the references to obtain positions, and then used the entry to make away with valuables.”

In your letter, warned Professor Kilduff, do not ask for the job. No employer hires anyone without seeing him first. Instead, make a strong request for an appointment, for an interview. The interview should be your objective. It is advisable to follow up the interview by a letter, thanking him for his

courtesy in seeing you, and then listing in writing the points you made in the interview, as well as including the things you left out and which you remember on second thought. This clinches matters. It also refreshes the employer’s recollection when he is making his final choice, and shows that you have stick-to-it-iveness and that you keep going after the thing you want.

Remember there are jobs to be had. He told of the advice he gave a graduate of New York University who asked whether he ought to delay searching for work. His answer was an emphatic, “No!”

“Since he was of the salesman type—well-dressed, good looking, a ready talker—I suggested that he ought to try to join a firm selling iceless refrigerators, for that industry is new and on the upgrade. Industries have their heydays. The wagon has been replaced by the automobile, gas by electricity, the phonograph by radio. In making a choice of a career, the young man should choose a growing industry, otherwise he will have to meet almost insurmountable obstacles and his rise will not be nearly as rapid. The young man picked out the leading dealers and sent letters to them, mentioning as experience the fact that he had sold *The Saturday Evening Post* while going to school and had done so well that he was made district manager. Out of fifteen letters he sent out, he received six appointments for interviews. He is still working, and doing well, on this job.”

Summarizing the pitfalls of Mr. Unemployed, the dean listed as follows:

1. He does not make an intelligent effort nor does he plan a purposeful campaign to locate a position. He waits for a job to come to him. It rarely does. Or depending on advertisements; he comes to believe that no job exists because he finds none advertised. He forgets that the best jobs are almost never advertised.

2. He becomes discouraged too soon. Constantly told that there is nothing doing, he comes to believe that either no job exists or that he is pursued by a jinx. He begins to feel that any effort is futile. Having nothing to do, he begins to drop into movies, or worse, into pool parlors instead of continuing his search.

3. All too often he is made uncomfortable at home. The family makes matters worse by calling him lazy, ne’er-do-well, good for nothing. This increases his feeling of frustration and lack of confidence. Parents should be sympathetic. The person without work is miserable enough without being made more so. What he needs is to have his courage bolstered up.

The dean concluded: “Keep your head high. Look your prospective employer straight in the eye. Realize your own worth and make him realize it. Why shouldn’t you get that vacant job?”

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Confessions of a "Bright Child"

(Continued from page 27)

made me enemies. I was not aware of it at the time, and not until I was almost thru college did a well-meaning friend bring it to my attention. Perhaps because I have found my niche at last I no longer have to fight the desire to be sarcastic.

At any rate, I finished high school when I was fifteen. There were honors which I clutched like a lifeline, but I hadn't learned to keep still about them, and they were but empty consolation. There was some talk of sending me to prep school before college, but as it seemed evident that I could do college work, I didn't take any time off.

I could do college work. My memory stood me in good stead, and by a process of cramming and talking to the professors, I was able to bring home a goodly number of A's, but it was just so much rote memorizing. I didn't know enough to evaluate the material. After examinations it meant nothing to me. I went thru three years of college with a record of high scholarship, but socially I was still a nonentity—still an infant. I found that my schoolmates might admire my yearly report, but it didn't raise me in their estimation.

Three years have passed since then; they have taught me a lot. No longer

do I discuss grades and achievements. I have learned that assimilation and integration of ideas are far more important than a perfect examination score; that, after all, normal human beings are more interesting and far more popular than tin gods. If I had stopped going to school when I received my bachelor's degree, I should never have realized these things; I was too young mentally then. Two years of graduate work gave me more real pleasure than my four undergraduate years. Now I am ready to forget my degrees and lead a satisfactory and interesting life.

My regret is that I did not learn this sooner. If I had graduated from high school at seventeen instead of at fifteen, I should have been so much better equipped to make a success of college. Whenever I hear the glowing description of a child who is far ahead of his years in school, I wonder if those who laud him realize what he is up against. It is one thing to be able to learn history dates and sentence structure and correct punctuation, and it is quite another to be able to live contentedly with people whose two or three additional years of social experience have given them a different outlook on life. Pity the "bright child".

A Salesman Who Sold Himself

(Continued from page 39)

"A college education is supposed to fit you for a position, not entitle you to one."

"There is only one man living who can make a man out of you—and that's you."

"It is not every man who knows how to handle dynamite, authority, T. N. T. and prosperity."

"It's a good idea not to believe more than half you hear, and less than that of what you think."

"A good thing about telling the truth is that you don't have to remember what you've said."

"When a man knocks a town he makes a confession he was a failure in it."

Thousands of persons have observed the same things, at counter, desk or workshop, but few have taken the trouble to collect and analyze these tremendous trifles.

At the insistence of his friends, Cox had 250 of his best paragraphs printed in an attractive little thirty-two page booklet entitled *Take It from Me*, and sent a thousand copies to friends, business acquaintances and sales prospects.

The result was astounding. Each

person to whom he sent a copy seemed to have a dozen friends to whom he wanted to send it; and each of these dozens, a dozen more. Requests came pouring in from all quarters of the globe; an order for 20,000 copies was received by wire and other orders came in a deluge of letters, wires and telephone calls. An edition of 10,000 was soon exhausted—one of 200,000 was insufficient to meet the demand.

There began for Coleman Cox the sort of thing that a starving author in a garret might dream of for a lifetime, and dream in vain. Without advertising, bookstores or salesmanship, his books sold themselves around the world. The first book was followed by *Listen to This, Believe It Or Not, Think It Over, More Than Likely* and *Best of All*, each enthusiastically received.

They were discussed by thousands of business executives who approved of their man-building value and their practical adherence to the Golden Rule. They were distributed by salesmen because of their stimulating common sense. They were read by individuals for comfort, counsel and inspiration.

Because he had learned to think clearly and express himself concisely, Coleman Cox's epigrams have helped millions to clean-cut thought and decisive action.

His experience as a newspaper man gave him a valuable hint. Persons who will not read a paper thru devour headlines. He wrote headlines, and let the individual fill in the story.

"I am not a writer. I am a business man," he says. And he talks as a business man in simple, straight-from-the-shoulder sentences.

Today, Cox owns a beautiful home in what is now a fine residential district, on almost the identical spot where he once slept in a shanty thru the generosity of his friend, the kennel man. His name today is known from coast to coast. As writer, sales authority and inspirational speaker he occupies a unique place in the sales world. His books may be found in college, business, public and private libraries.

He has talked to audiences from Maine to Florida, addressing record crowds at meetings of credit associations, retail trades bodies, Rotarians, advertising and service clubs, Y. M. C. A.'s, and representative conventions. "America's Peptologist", he has been called; and no one who has ever experienced the impact of his

amazing personality will question his right to the title.

He has addressed several thousand prisoners in the country's large penal institutions, and social miscreants of every kind gave him ringing applause. Paragraphs from his books hang framed from the walls of twenty penitentiaries because his words, "sage sayings, sugar-coated with wit and wisdom," are calculated to make a man think right. His words have been a powerful influence to set the derelict on his feet, to restore faith to the hopeless, to give to the handicapped courage to fight his destiny. Admitting no handicap himself, he frees the spirit of others. His lack of early education, his twenty years spent in the gutter he brushes aside as non-essentials with, "It is easier to excuse ourselves into failure than it is to make a success." One of the real satisfactions of his success has been the knowledge that his words have brought new light and extended old horizons to men in the crucial periods of their lives.

The buoyancy of spirit, sound philosophy and indomitable courage that have inspired his success are best expressed in one of his own favorite maxims: "Profiting by experience is using the knowledge you have gained thru failures. In other words, it's converting failures into success."

Educated Misfits

(Continued from page 49)

What sort of conditions do we meet in the college man and woman? We meet the same sort of problems that we meet in ordinary public life, but there is also a factor that has special bearing on the mental health of the students, and this is the competitive side of the educational program. The tremendous numbers who apply for admission, the selection of what is supposed to be the best material, and then the competition of the first few years, make for a strain on the student. In a class of 800 having 100 casualties in the first year, the competition is rather severe. We also have many problems that are peculiar to a particular college.

One type of problem that is very common, and yet simple and worth a solution, is evident in the first year of college. A boy comes from a small country high school where he has known everybody, where he has been at the head of his class, and has had all he wanted in the way of social honors. Going into the big city college, immediately he becomes lost in the shuffle. A great adjustment has to be made to change from being the leader to being at the foot of the social scale, when he finds that nobody knows him nor cares whether he is there or not there,

has to weigh for himself the relative value of the strictly educational program, and to decide whether he is to enter any extra-curricular activities or not; when he finds that he has barely a passing mark and has to write home and tell his family that he is on the ragged edge. When he left home he was a good deal of a hero; in November, at the time of the mid-term marks, he must write home telling them that his marks are low and that he is on warning, with a consequent trauma to his ego. Is it any wonder that some of these boys and girls begin to lose sleep, to have a failing appetite, to find difficulty in concentrating on their lessons, and so get into a panic? This represents a very common picture.

A wise counselor, a doctor back home, a wise upper-classman, may be able to explain the situation, and thus the help needed may come from some one outside of the mental hygiene organization. Many times, however, there is no one to whom such students can turn who has an understanding of the emotional upheaval that is going on in that individual. The usual advice is to forget it or buck up. But the student does not know how to forget it. It is not until it is explained to him that he is

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Do you know why the drinking of too much water is harmful?

Do you know the dangers of eating nuts?

Do you know which of the NATURAL FOODS are CONSTIPATING?

Do you know the harmful effects of using artificial aids to move the bowels?

Do you know the TRULY NATURAL way to REALLY CURE Constipation?

Do you know why many vegetarians DO NOT enjoy the good health they should?

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I have written a booklet that covers my 25 years of experience and results in the use of MAGNETISM. This book will open your eyes to certain TRUTHS about this law and yourself that it may be the first step toward a NEW LIFE and HEALTH. It will put you in touch with yourself, and THAT WONDERFUL HIDDEN POWER WITHIN. It will make you MASTER of disease—make you sought by your friends—because of your power over pain and suffering, make you independent, give you an honorable profession, stop you from slaving for others and make you BIG MONEY. It will enable you to treat your own family and friends, prevent suffering, operations and large hospital bills. IT PUTS A REAL DOCTOR IN YOUR HOME.

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days such a boy, if his marks were below passing, was dismissed from college and went home in disgrace. When you add such disgrace to a pathological depression you have created a very serious situation. And when we read in our daily papers of three suicides among college men in one day, we must realize that either our college material is not well selected or that some of the well-selected material is put under too much stress and strain to maintain a reasonable degree of mental health. So it would seem to be a much more constructive policy, from an educational and a health point of view, not to deal with failures from a disciplinary point of view, but to search for the causes most carefully, and when these are definitely related to nervous illness to deal with them directly on that basis. We have learned that many depressions, as well as many excitements, when properly studied and when the individual is given better health tools to work with, prove not to be recurrent affairs that lead to continued ill health, but rather that they can in many instances be cured, and their recurrence prevented.

WHAT THE PSYCHIATRIST DISCOVERED

A student in one of our eastern colleges had successfully completed two years of his course and was known by the dean and by his fellow students as a stable, industrious fellow who was a "good mixer" and in some of the group activities a leader. In his third year he failed in every subject. The dean felt that some difficulty of adjustment had arisen that might involve the boy's ability to do his work. He therefore sent the student to the psychiatrist, with the warning that he could not return to college until the dean had word from the mental specialist that he was able to do his work with some assurance of success.

Upon the first interview the only explanation that the student could give for his failure was that he had not studied enough. Even to those uninitiated in the subject of mental adjustment this is hardly a satisfactory reason, for even such conditions as laziness and failure to study do have causes—though they may not appear on the surface. Therefore a brief review of the student's personality and previous adjustments was made during this first visit. But the true situation did not appear until a subsequent visit, when the student, upon being requested to think over carefully the details of the vacation following his second year, told the following story, adding, however, that he did not think that it had anything to do with his failure to study: During the summer vacation our patient went sailing with his chum and the chum's father. A severe storm came up, the boat was capsized, and the three men clung to the upturned boat, unable

to right it. Our patient's chum was a rather delicate fellow with a diseased heart, and because of the physical and mental strain that he was under and the exposure of clinging to the upturned boat for many hours, he died during the night. Then the father and our patient, in addition to clinging to the boat themselves, had to hold the dead body on the boat, and they were not sighted and picked up until the afternoon of the second day. Our patient, exhausted and suffering from this tremendous emotional strain, then went to his own home, and his family, with the best intentions in the world, advised him not to talk nor to think of the experience. They would not even let him attend the funeral of his chum. And so, added to the physical strain, we have a boy endeavoring to repress his tremendous emotional trauma—and we have definitely learned that the repression of severe emotional traumata may cause serious mental upsets.

This boy spent the rest of his vacation trying to forget, but of course he was unable to do so. He returned to his work in the fall, and the reason that he did not study was because he could not. When he picked up his book it was to find that he was unable to concentrate on the page before him, because of the constantly recurring memory of his most unhappy experience. When he went to bed at night, again it was to think of the tragedy, and if by chance he went to sleep, the whole experience would come up vividly in the form of dreams. So this boy did what any of us would do under similar circumstances—altho various people accomplish it in different ways: he tried to repress the memories by thoughts of experiences that would help him to forget. And so too he sublimated, not as some do in alcoholic or hysterical manifestations, but rather by taking charge of his fraternity activities, by being constantly with groups of fellows who were discussing various problems of more or less importance, and by taking part in every social activity he could reach. Very truly he did not study, but simply because he could not. When this perfectly recognizable mechanism was brought to light and carefully explained, it became quite evident to the student that after he had talked the whole matter out from beginning to end he experienced, what we all experience in like situations, a sense of release of pent-up uncomfortable emotional material, referred to by the psychoanalyst as a mental catharsis.

COOPERATION OF FAMILY NECESSARY

This relief alone, however, would not have equipped our patient to resume his studies successfully. His family were talked with, and it was explained to them what the harmful effect of the family policy had been, and cooperation

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was gained as to talking the whole matter over frankly whenever it came up naturally. The boy was encouraged to read light fiction, in divided doses; to take up an active outdoor program. Thus, progressing gradually, by the end of that summer he was able to concentrate for two or three hours at a time. He resumed his college work and graduated a number of years ago. An interesting sidelight on this case is the

fact that he stated to the psychiatrist that had he been dismissed from college he had planned not to return home, but rather to disappear in the West until he had made good, or to commit suicide. You will probably think that this is an unusual and dramatic case, and I believe myself that it is, but I have used it because it shows some of the common mechanisms of an upset mental state, and in lesser degree sim-

ilar causative factors are at work in many of the cases that we meet.

I believe that college mental hygiene is worth while because we can prevent a certain number of evident mental diseases, but it is also worth a great deal more because it presents us an opportunity in our educational program to help men and women toward a better understanding of themselves.

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Are You a Mental Dependent?

(Continued from page 51)

not greatness. The chronic family vice is smallness. Form the habit of discussing at home the great events, great individuals, great discoveries and great possibilities that lift human life above the horizon and extend the vision to the realm of the superman.

The rights of the unborn child are these: to be equally desired by both parents with ardor, unselfishness, idealism; and to be prepared for with all the scientific knowledge to be had.

Pity the day when the mother eclipses the wife, or the father outruns the adorer. What is parenthood for but to strengthen and lengthen the light of loverhood?

Things every child should be taught: to work easily, rapidly, joyously; to do unpleasant tasks with a smile; to earn money, save money and spend money; to be kind to dumb animals; to learn from those called inferior; to regard no difference in birth as important; to acquire strength of body, but to respect only the force of right; to find the best in everybody; to share all pleasures and sympathize with all sorrows; to plan a great lifework and persevere to accomplishment; to combine modesty and self-reliance, tact and independence, gentleness and will power, tenderness and courage.

The end of both thinking and feeling is knowing. And the joy of knowing is a joy supreme.

Knowledge and pleasure are identical. We cannot learn what we fail to enjoy. A brief course in trigonometry may totally ruin the mind of a poet; while a forced parley with the Elizabethan wordsters may divert a natural-born astronomer from his mission in life. This is the paradox of education: that the supreme wisdom lies in the choice of what we learn, but we do not know it until we have chosen wrong.

The sauce piquante of pleasure is curiosity. And what is curiosity but eagerness to know? If we look back to the joys of early childhood, we realize that the source of this charm was in the dew of mystery that lay upon them. The virgin thrill of expectation that ushers enjoyment into our lives is perhaps the sweetest thrill of all. We are then on

the point of knowing, radiant with the glamour that shines across the enchanted threshold of a wider experience. Innocence, or understanding, lifts pleasure from the realm of the earthly into the domain of the spiritual. Innocence would know, understanding does know.

Anticipation is held more ecstatic than possession. Why? Because the former is a continuation, the latter a cessation, of our human desire to know. This should not be. Pleasure of itself never palls, but only the impurity that we ignorantly mix with pleasure. In the dregs of the cup of joy lies the proof of its righteousness. And to be sated with anything is to be unsanctified.

Pity the man who mourns the lost delights of his youth; he has merely stopped growing. Happiness is more than effervescence. Happiness is a clean and brave progression into larger fields of knowledge.

The joy of knowing is evidenced in a homely illustration that every old-fashioned child will recognize. Didn't you sometimes tell your mother what you liked best for dinner, and then beg her not to let you know what you were going to have until you came to the feast? Surprises are lovely because they contain many sorts of knowledge given all at once.

Doctors claim that stiffened blood-vessels are the first mark of advancing age. Don't you believe it; old age first appears not in sluggish arteries but in sluggish anticipations. It is a vain exertion to get up in the morning unless a feeling of buoyancy pulls you out of bed and into work. The elixir of life is expectancy. Those who have gained approach to this font require no other stimulant. Never scold the child who gets into "mischief". He is an original investigator, temporarily side-tracked. The goodness that is all grace and no gumption belongs on a tombstone under the weeping-willow tree. And the boy that never makes trouble never makes anything else.

There is a tragedy, however, in our unappeasable thirst for knowledge—the ghastly price of it. What would a man

not give for the generous impulse, fond hope, tender fancy and bright illusion that he has paid, little by little, for his worldly wisdom? Life grows worse than empty with the passing of the dream from our eyes. So much of our painfully acquired wisdom is false; and I would that every teacher, every minister, every physician, every parent, might learn first of all to distinguish the real. Youths being trained by rote with the hideous object of making a living because they fear to die, lads and lassies marrying, wholly unprepared, entering the great sanctuary of life with a jest on their lips and the dust of the highway on their garments; women bravely suffering and men grimly slaving that their offspring may have the mere chance to grow; babies dying by the tens of thousands for lack of proper care and wholesome nourishment; nations devoting vast fortunes to the equipment of armies, while the poor cry for bread; society worshiping titles and riches, leaving the man of genius to work unaided and perish of want; whole communities buried in gossip—and countless worlds holding out their mysteries for man to explore; schools teaching everything but how to live; prisons made to punish instead of reclaim; who can dwell on these pitiful things and not burn with eagerness to make the truth known? The poor, the miserable, the sick and the hopeless are merely untaught. Instruct and you reform; inspire and you save.

"I know I can do and be what I will!" This is the foundation of true education; what college, in all the world, is built thereon? Rather, in proportion as a man is highly educated, does the soul too often become unknown and unknowable.

The mysteries of creation from which our vital forces directly proceed—who knows aught of them? Birth; death; sleep, genius; affinity; imagination; such themes constitute the genesis of life. Yet how many books in the average "well-ordered" library provide real instruction on these fundamental points?

The supreme folly of a common education is to cram the brain with dead facts that have no relation to the needs

of ordinary life. Knowledge that fails to become instant action must always remain hearsay, myth or speculation.

The brain is to the soul what the telegraph instrument is to the operator. The brain receives and transmits impressions—that is all. Whence these impressions shall come, what they shall be, how they shall be carried out lies with the soul to determine.

There are four kinds of human wisdom: that of body, that of brain, that of heart, that of soul. Each is indispensable to character. No man is educated until he has been taught equally of instinct, intuition, inspiration, intellect. Yet in the school curriculum, we have made intellect absolute monarch, instead of humble fourth in a balanced oligarchy. Education is all-roundness. The scholar, the monk, the poet and the pugilist are equally uneducated. Each has idolized one teacher, while spurning three. Each is one-fourth of a man. Each deserves pity.

Most children, many women, and a few sensitive men are anchored on the heart-plane. They know how they feel and that is their gauge of life. They subsist on thrills. They idolize affection. They seek adoration. Their Bible is the mood of their friend. When their friends disappoint—as friends always do—they plunge at a breath from their mount of elation to a chaos of gloom. Now, every disappointment is an interrupted lesson. And the clinging nature must learn that it cannot depend on aught save its own ideal. The heart illumines, but the heart cannot empower. And what we miss in our friendships is what we have never given to them.

Instinct is the voice of nature in the forest, intellect the voice of man in the school or shop, intuition the voice of woman in the home, inspiration the sea, the sky, or the dream of a loved one. Can we fully join in the chorus of joy, or have we neglected some primal note in life's harmony?

Should you ask me how to grow very learned, I would answer only this: Be somebody else for a while. Give your body, brain, heart and soul a rest from the habitual and a pleasure jaunt into the extraordinary. Whatever the opposite is, do it. Change your studies, activities and amusements. Make friends with people you never cared to know. Read the books too silly for any use, or too abstract for you to waste your time on. If you are a miser, observe how gracefully money sails away. If you enjoy smashing things, cultivate silence and meditation; if you exalt the conventions, do something breathlessly

free.

Briefly, the whole matter comes to this: he is educated who can see both sides of a question, yet not be on the fence. To live one's own faith with the utmost enthusiasm, but to welcome and respect every man's opinion—this is the heart of wisdom; not how much we know but how much we are willing to be taught proves our line of access to omniscience. Not the trivial things we do but the great things we attempt hold us heirs of omnipotence. Life is an attitude; and a thinker a god, for he makes his own.

Mind is the fate-maker. Every man who has reached a great height first thought himself there. To change the map of the world, engrave an ambition on your own brain.

Civilization is the embodiment of what man declared could never be. The telephone, the telegraph, the steam-engine, the photograph, the airship, the hundred-story building, are the projections of the human mind into the realm of the impossible. Nothing desirable is impossible. A miracle is the scientific handling of the mind.

Napoleon thought of conquest, Newton thought of space, Mozart thought of melody, Emerson thought of peace, Lincoln thought of justice. These men thought so hard, each of the thing he loved most, that they plowed their way into the consciousness of the race. What we think for ourselves makes us invincible, what we think for others makes us immortal.

Which brain-story in your life-house needs building up? Are you all soul? Strengthen your base. Do you worship intellect? Finish your tower. Have you sought overmuch the pleasures of life? Spend yourself in recreating the social part of your edifice.

The great secret of the efficient man is this: he has learned to think sanely, swiftly, clearly, intensely, on every crucial point in his experience. When he works, his thought is all in his brain; when he plays his thought is all in his body; when he loves, his thought is all in his heart.

We can think our way thru all obstacles to our utmost desire. And to be a tower of help thru the ages, we have but to build our minds into beauty, symmetry and strength. Every man's brain is the map of his own future. Somewhere, today, the leaders of tomorrow in scholarship, science, business, finance, beneficence, religion, are slowly, painfully, silently and bravely forcing themselves to occupy, use and command the powers of mind undeveloped by their fellowmen.

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Food

(Continued from page 52)

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Canned Fruits: peaches—200; pineapples—700.

Dried Fruits: apples—1370; apricots—1300; prunes—1550; raisins—1650.

Fresh Fruits: apples—275; bananas—450; grapes—500; oranges—200; peaches—200.

Fish: fish—450.

Legumes: baked beans—600; string beans—100; lentils—1900.

Miscellaneous: egg—700; chocolate—2900; maple syrup—1400.

Meats: beef, lamb—1000; mutton—1375; bacon—2700; chicken—500.

Vegetables: beets—150; cabbage—160; carrots—cooked 240; raw 700; onions—200; potatoes—baked 500; boiled 350; squash—200; tomatoes—100.

Dairy Products: milk—condensed 1500; cow's 300; butter—3700; ice cream—800.

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A person who has eaten heartily at night may go to sleep readily enough, but may awaken at three in the morning to find further sleep impossible for many hours. The reason for this is that the heavy evening meal has acted as a stimulant to the overtired brain and nervous system.

What Can We Do for You?

(Continued from page 55)

ings and sensations to rule you. This has thrown your emotional life out of balance and your nerves are now in a hypersensitive condition. Your crying spells represent a mild hysteria, and unless you carry yourself thru a mental training and become master of self, you will find yourself growing worse and worse. It is time you were calling a halt. Stop catering to feelings; get out among your friends even tho you are tense and feel that you might possibly collapse. Do what reason dictates and trample fear under foot. There is nothing to fear in your case and you can master the condition you have described. You may need some outside

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help to do this, for you have now formed a strong habit and you may not be able to muster the necessary faith, positiveness and determination to overcome it alone.

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I have wanted to write to you before this, but haven't had the courage. I am a foreigner and had very little schooling at home. I am a woman thirty-seven years young. Every time I sit down to write to you, a fear comes over me and I have to give it up. The fear seems to say, "You can't write to Dr. Leavitt; you don't know how to spell the words." And that is the end of the letter. While reading this month's issue of **PSYCHOLOGY**, I seemed to sense a voice which said, "Now is the time to write your letter to Dr. Leavitt"—so here it goes. I want to know what's wrong with me. I am studying English and I find it very hard. First of all, I don't seem to understand the parts of speech, and that makes me very unhappy. Sometimes I feel like ending it all. The will power is there, and I love to study. I can sit for hours at a time studying my lessons, and the next day I do not know them. Is there any hope for me?

ANSWER:—

I would feel mighty proud of myself if I could write a letter in some foreign language as well as you have written this letter in English to me. You just haven't a good enough opinion of yourself, are over-anxious, trying too hard, and have become confused and afraid. You are doing very, very well, and I think you have every reason to feel proud of yourself. You just have the wrong mental attitude toward yourself and your studies. If you will be a little patient, ask for help when you do not understand something, and do this without fear or self-consciousness, you will find yourself improving still more rapidly. Some things are difficult to acquire, more so for some people than for others, but when once you master these things you will retain them. Fear breeds confusion, and while confused you are unable to concentrate fully; and if you are unable to concentrate fully, your studies fail to make much of an impression on your subconscious self, the seat of memory, with the result that you think you have a poor memory. If you wish to write me at any time do so without fear.

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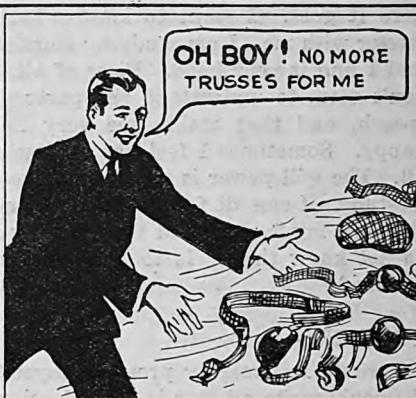
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