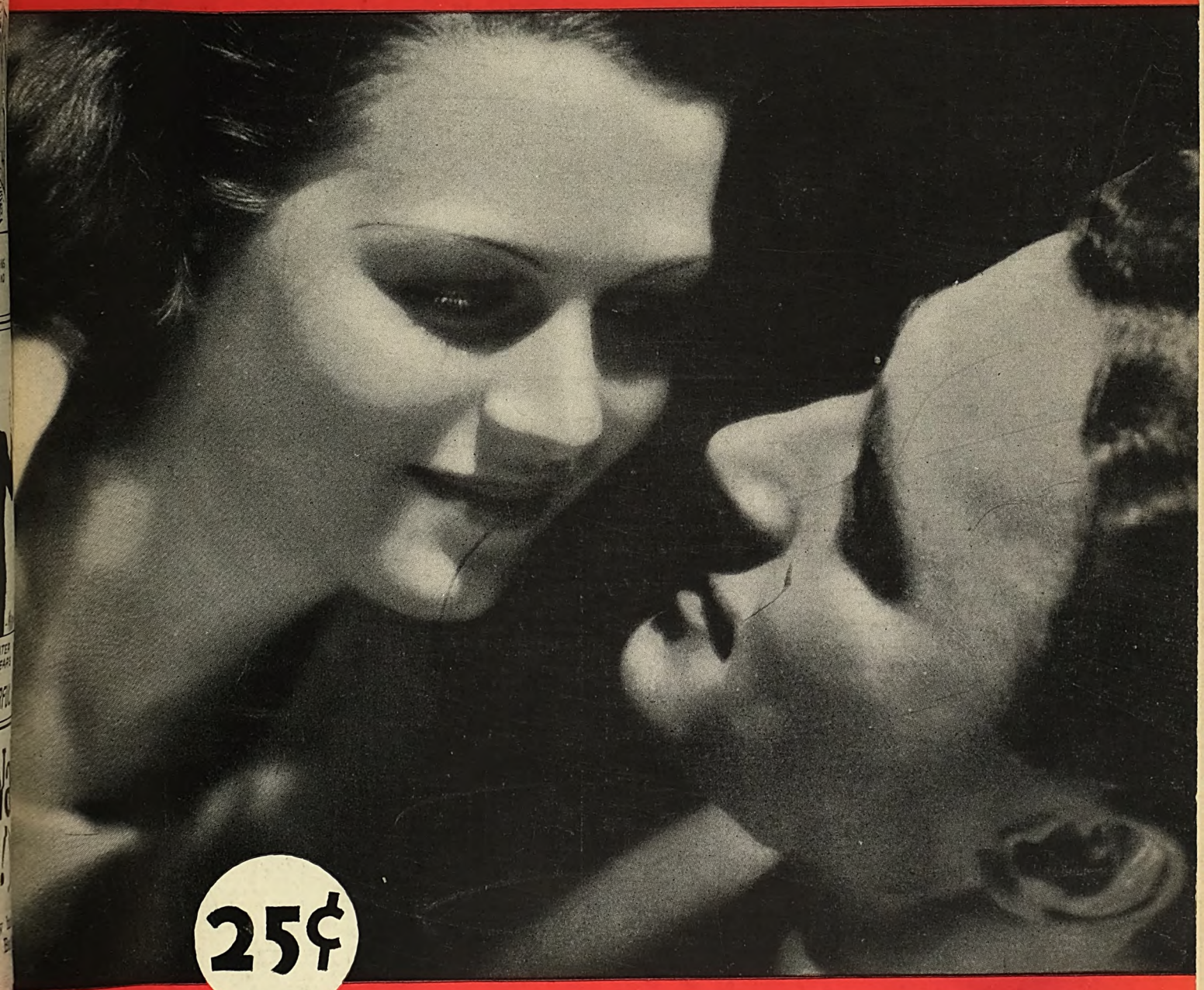
PSYCHOLOGY



25¢

Chivalry in Marriage

I was a Social Misfit

Are Average People Happy?

NOVEMBER

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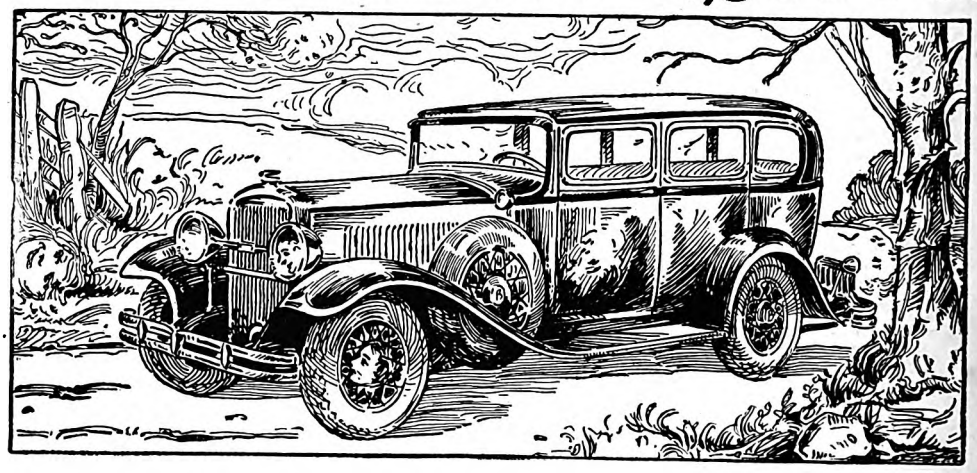
WIN $3,700.00

Or Buick Sedan and $2,500.00 Cash

103 GRAND PRIZES

and thousands of dollars

In Cash Rewards



EVERYONE

who takes an active part

Will Be Rewarded

Can You Find 5 Faces in this Picture?

Sensational money-making opportunity for everybody. You may win this handsome latest model Buick 8 Sport Sedan—delivered to your door by your nearest dealer—and $2,500 or $3,700 if you prefer all cash. This offer is made by a prominent business house for advertising purposes. Someone is going to win $3,700—why not you?

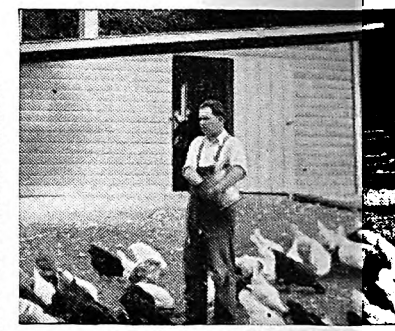
I want to send you this prize. Act quick! Send your answer today and qualify to win.

All you do to qualify for an opportunity in this great cash prize advertising plan is to find five faces in picture.

People riding in the auto above got out of the car. Their faces are shown in odd places about the picture. Some faces are upside down, others look sideways, some look straight at you. If you can pick out 5 or more faces, mark them, clip the picture and send to me together with your name and address. Sharp eyes will find them. Can you?

Indiana Farmer Wins $3,500

C. H. Essig, a farmer, R. R. 3, Argos, Ind., wrote: "I wish to acknowledge receipt of your $3,500 prize check. I thank you 3,500 times for it! Oh, boy! This is the biggest sum of money I ever had in my hands in my life and I am tickled pink over it. When you think of the people who spend their whole lifetime working and in the end never realize such a sum, it is indeed a fortune to win."



MR. ESSIG ON HIS FARM

Easy to Win 103 Cash Prizes

Total Cash Prizes $12,960.00

We will give away $12,960 in cash. You are sure to profit if you take an active part. In case of ties duplicate prizes will be given. You get $3,700 if you win grand first prize. In addition there are 102 other wonderful cash prizes. Grand second prize $1,000 in cash. Grand third prize $500 in cash. Also four other prizes of $500.00 each and many others. All told $12,960 in cash. Money to pay you is already on deposit in the Mercantile Trust and Savings Bank, a big Chicago bank.



Won $650

S. H. Bennett, Lynchburg, Va., wrote: "I was more than pleased to receive the $650.00 prize check. I am so well pleased with the nicetreatmentgivenme. I found your products all you claim for them."

South Carolina Minister Wins

Dr. S. T. Willis, Pastor of the First Christian Church of Columbus, S. C., won acash prize recently.



Won $525

E. C. Tillman, Berwyn, Ill., wrote: "It is impossible to express my sincere appreciation for your check for $525.00 prize. It came when I was out of work, which makes it 'look like a million dollars'."



Mrs. Kate Needham, of Oregon, won $4,705.00. Miss Serene Burbach, of Wisconsin, won $1,125.00. M. D. Reidman of Minnesota, won $2,560.00. Hundreds of men, women, boys and girls have been rewarded in our past advertising campaign.



Send No Money—Just Mail This Coupon

$1,000.00 Extra Prize for Promptness

Don't delay! Send your answer at once. Make sure to qualify for the $1,000.00 extra given for promptness if you win the Buick Sedan—a total of $3,700.00 if you desire all cash. Tear out the coupon and fill in your name and address now before you forget, or write me a letter.

The main thing is—send in your solution today. You can share in this advertising cash distribution. Hurry! and take no chance of losing the extra reward of $1,000.00 for promptness if you win first prize. Act now! You don't need to send a penny of your money to win! Just find five faces in the picture above and mail with coupon at once for particulars.

ROGER SCOTT, Mgr.
427 W. Randolph St. Dept. 710
CHICAGO, ILL.

ROGER SCOTT, Mgr.,
427 W. Randolph St., Dept. 710
Chicago, Ill.

I have found five faces in the $3,700.00 prize picture and am anxious to win a prize. Please advise me how I stand.

Name.....

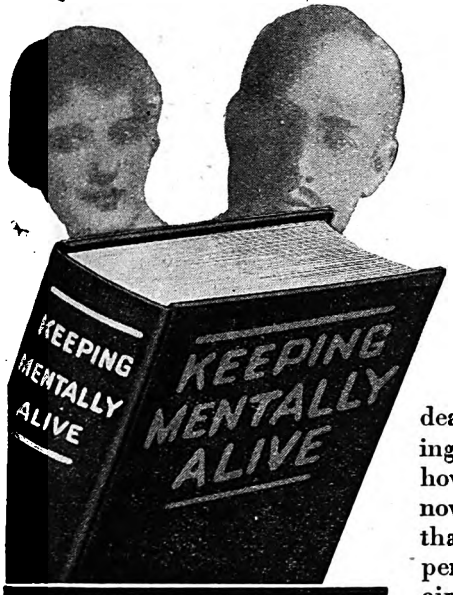
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An Idea That Grew Until It Had Remade Thousands of Futile Lives..



. . . turning failure into success, remolding personality, bringing new personal power and influence, new friendships and popularity, new culture and a richer, bigger life. Basic principles and methods that YOU can use in your everyday life now revealed.

Now in a fascinating book that you may read for five days free!

DO you ever hunger for new activities, new contacts, new friendships? Do you feel dissatisfied because your life is a deadly routine of humdrum happenings? Have you a feeling that somehow, sometime you slid into a rut and now you are only *half-alive* mentally, that you lack the power and dynamic personality to achieve your greatest aims in life?

If this pictures you even in part then this story is for *you*. It is the story of an idea—*and of the power of an idea!*

Ten years ago a person like yourself felt life slipping away—nothing really vital ever happening in either business or social life.

Birth of A Great Movement

But that person had an idea, a plan to try, to make new contacts and friends and from this starting point develop new interests that would make life richer in culture, in achievement, and enjoyment.

With this hope that "maybe . . . perhaps" a more vital, less futile life could be lived, there was developed in actual practice a definite plan and methods. From these beginnings, in the next ten years thousands of men and women, young and old, in all walks of life, joined this movement for keeping mentally alive and getting the most out of life. Leading educators and psychologists endorsed the plan. One enthusiast told another. And so the movement grew. *And in every case the plan worked!*

Now YOU Can Use This Plan

Now, so that new thousands may follow these tried and proved methods, the complete plan has been outlined in detail in a fascinating book.

There is nothing "general" about the recommendations in this book. It tells you in specific terms how to deal with the chief problems and events in your daily business, social, and home life to make them contribute to your greatest progress. The panel on the left of this page suggests the tremendous scope of the contents.

Send No Money—No C. O. D.

Reading this book will be one of the most thrilling experiences of your life. It doesn't call for "studying." You read it as you would a book of fiction or any ordinary book. It supplies principles and methods that you can put into practice within five minutes—*and reap the benefits at once!*

"Keeping Mentally Alive" will be a revelation to you. So certain are we of this that we want you to read the book at our expense. All you need do to receive the book is to mail at once the coupon below. You may read it and use it for five days without cost. If you don't feel that it is one of the greatest things that ever happened in your life return it at our expense. If you decide to keep it, to help you get the things you want from life, send only $3 in full payment after five days.

You can't afford to miss owning this remarkable book. So don't "put off"—mail the coupon at once for your copy. Address: *G. P. PUTNAM'S SONS, (Dept. 3311) 2 West 45th St., New York, N. Y.*

What this amazing book offers you...

There is nothing mysterious about the methods put forward in *Keeping Mentally Alive*. Below are listed just some of the ways the book helps you to get the most out of life. If you lack even a few of these personal qualities you are only *half-alive* mentally, seriously handicapping yourself in both business and social life. Divisions of the book tell you—

- . . how to win mental efficiency
- . . how to talk interestingly and persuasively
- . . how to win and hold friends
- . . how to develop a dynamic personality
- . . how to increase personal popularity
- . . how to put your ideas across to individuals and groups
- . . how to add to your contacts, interests, and activities
- . . how to make your working hours more interesting and resultful
- . . how to bring harmony and happiness into your life
- . . how to get more enjoyment from your leisure hours
- . . how to overcome an inferiority complex
- . . how to overcome mental fatigue, boredom, and indifference
- . . how to overcome abnormal sensitiveness, shyness, and timidity
- . . how to inspire affection and loyalty
- . . how to develop your memory
- . . how to develop your imagination
- . . how to get the most out of your reading
- . . how to direct your will power
- . . how to balance mental, physical, and emotional energy
- . . how to be at ease, interesting, and impressive in any surroundings
- . . how to master and use conversational control in all personal contacts

Accept a copy of this vital book for five days' free reading

Tell us where to send your copy of "Keeping Mentally Alive." Then let it *prove* to you how it can remold your personality and bring out the hidden powers within you—make you the new man or woman you want to be. Tear out and mail the coupon now—before it is too late.

UN MON TUE WED THU FRI SA

5-Day Free Examination Coupon

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YES—send me *Keeping Mentally Alive* for five days' free reading. If I keep it I will send only $3 in full payment after five days. If it isn't what I want I will return it at your expense within the five days. Send to:

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St. and No.....

City and State.....

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The Standard Publication of Practical, Inspirational and Applied Psychology

PSYCHOLOGY

Life and the Modern World

VOL. XVII. No. 5 NOVEMBER, 1931

Founded and Edited by Henry Knight Miller

Arthur Frank Payne, Associate Editor

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IN DECEMBER

What To Do About An Inferiority Complex

Men seem to suffer from a sense of inferiority more than women, says Dr. G. V. Hamilton. Perhaps your marriage is going on the rocks because you or your partner is a victim. Dr. Hamilton and Kenneth MacGowan point out many symptoms and explain how you can estimate your own sense of inferiority.

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Published monthly by the Psychology Publishing Co., Inc., Mount Morris, Ill. Executive and Editorial Offices, 101 West 31st Street, New York, N. Y.

Application for transfer as second class matter from the post office at Dunellen, N. J., to the post office at Mount Morris, Ill. Additional entry at New York, N. Y., Post Office.

Subscription price $3.00 per year. Canada, $3.50. Foreign, $4.00. Subscribers may send remittance by check or express money order or registered letter.

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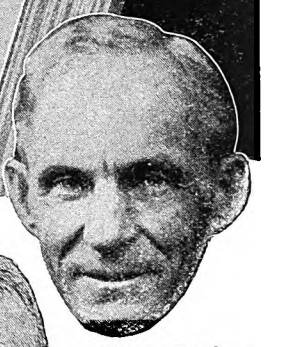


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FREE
To Thinking People!

Like a "Bomb-shell"

It Reveals the Real Truth of What Really Makes Men Successful!

A great thing has happened! In every corner of America, business men, educators, leaders, are discussing an amazing new book called *Strategy in Handling People*. Like a "bomb-shell" it has upset many old ideas about success, money making, personality, personal power and prestige. Already reports from readers tell of increased incomes, sudden advancements, complete changes in their lives. These results are easily understood once you have seen the book. By simply mailing the coupon below you will receive a copy of *Strategy in Handling People* for free reading.



Henry Ford
Is there a far more subtle reason than automobiles for the millions he has made?



Theodore Roosevelt
Did he become a governor, later a president, through taking a dare?



Charles Schwab
How did he trade a Jersey cow for 29 ships?



Herbert Hoover
What trick played on a German general influenced Hoover's whole career?



Abraham Lincoln
How was the man who called him "the original gorilla" made to work for Lincoln's success?



General Pershing
What strange method did he use to tame a vice-president?

According to authorities, not one out of ten people really understands how to get along with other people—how to establish influence over them, win loyalty, admiration, cooperation. Worlds of ability, integrity and ambition go to waste on account of the lack of this knowledge. You may not be attaining one-tenth the success that could be yours if you knew the real secret of handling people. Reading *Strategy in Handling People* brings an exhilaration that comes from the possession of a new power for attracting and influencing people—a power that is boundless in what it may bring you. Mystery that has shrouded the lives of over two hundred of the world's most successful men, has been torn aside. The identical methods they used are now yours.

Great, fundamental truths are always plain and simple once they are understood. But it took years of untiring effort and the help of the best psychological minds in America to make possible *Strategy in Handling People.*

The two authors, Ewing T. Webb, brilliant advertising man, and John J. B. Morgan, Professor of Psychology at Northwestern University, spent more than three years in the search for data and the careful, analytical sifting of facts in the preparation of this history-making volume.

Clear and unmistakable is revealed the fact that invariably the great men of modern times have found in their contacts with other people the true secret of success.

It seems startling, indeed, that such men as Abraham Lincoln and John D. Rockefeller actually used similar methods—and that later Henry Ford cashed in on the same basic idea. Yet all of us, when we stop to think, must realize that great success or great wealth is utterly impossible through the single-handed efforts of an individual. To scale such heights it is obviously necessary to benefit from the efforts of other people.

Strategy in Handling People shows how easy it is to control people, relating incidents that show the methods used by over two hundred of the world's most successful men—men like Elbert Gary, Theodore Roosevelt, Calvin Coolidge, Henry Ford, Benjamin Franklin. The identical methods they used become yours.

David McLain of Milwaukee, a failure in twenty different jobs, when he learned the great fundamental secret disclosed in this book, became a millionaire. No employer of men, no executive or business man needs to be urged twice to secure a copy of this book. The minor employee, the young man starting in business, the man who has stayed too long in one position, the failure—all will find new avenues for accomplishment opened up in *Strategy in Handling People.*

"Already worth $1,000 to me"; "Worth $100 a page"; "Every page profitable"—those are random samples taken from letters of average individuals who have read, and are putting into effect, the principles disclosed in *Strategy in Handling People.*

We are surrounded by people. Our fate is unalterably in their hands. They make us or break us. Whether they are used to advance us to the things we desire, or whether they effectively block our way, depends on our ability to handle them.

Some Astounding Chapters

I	Are Great Men Different From Me?
II	The Secret of Making People Like You
VII	The Knack of Getting Co-operation
VIII	Trading Pennies for Dollars
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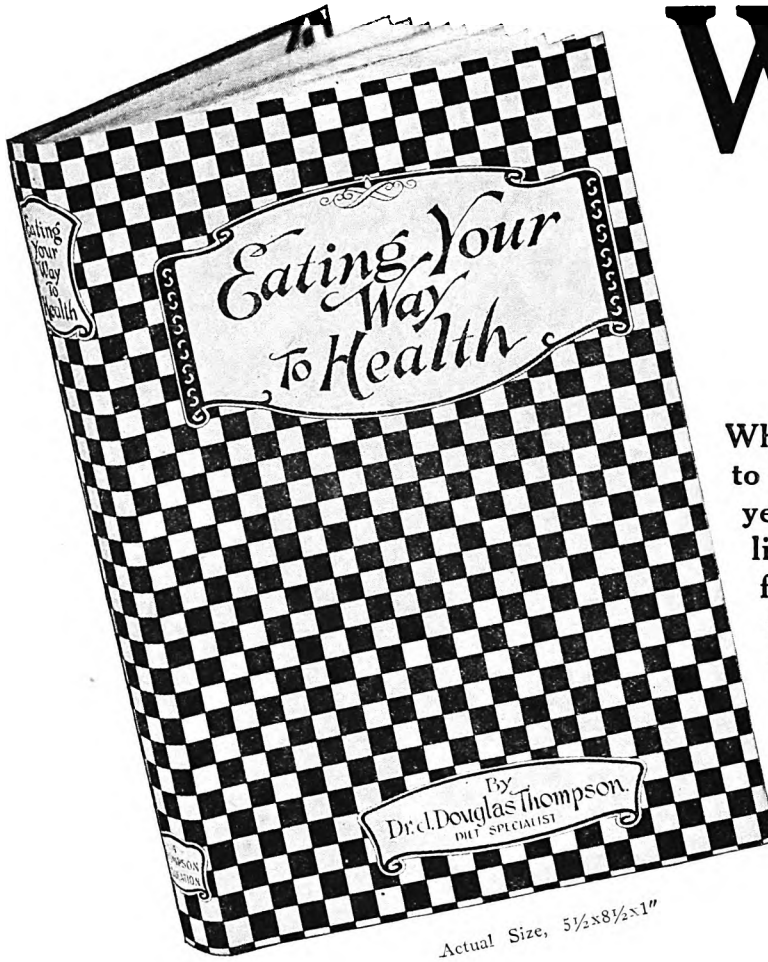
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City..... State.....

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Why Be Sick!

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

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Do you suffer from anemia, appendicitis, asthma, autointoxications, pimples, backache, Bright's disease, bronchitis, catarrh, constipation, dizziness, diabetes, stomach trouble, eczema, psoriasis, headaches, high blood pressure, insomnia, liver diseases, low blood pressure, obesity, rheumatism, tonsilitis, tuberculosis, ulcers of the stomach or intestines?????? All of these conditions 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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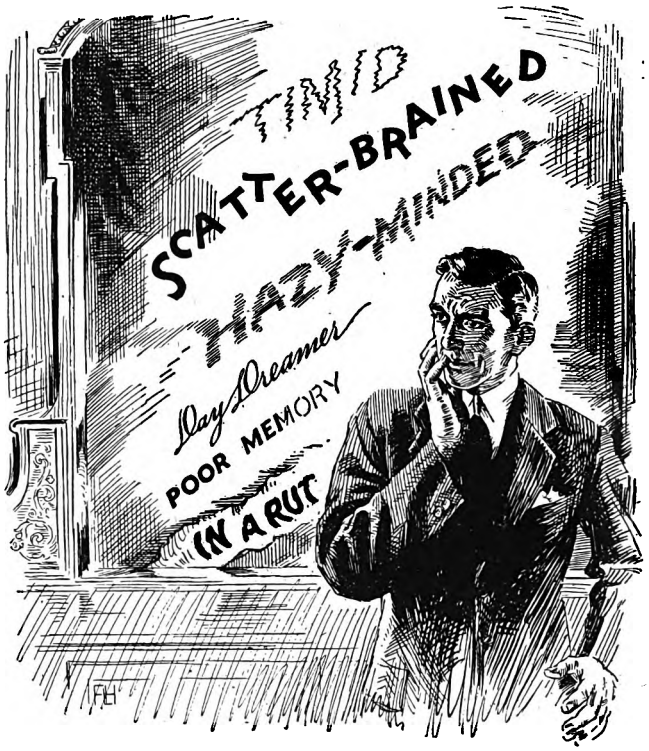
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THIS BOOK IS SOLD WITH A MONEY-BACK GUARANTEE

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Afraid to face the TRUTH About Himself!

What most men would hear if their mirrors could talk



HIS own conscience **TELLS HIM** how miserably he has fallen below what others had expected of him—and what he had **DREAMED** for himself.

If a mirror reflecting his daily life could **TALK** it would say, "You're **BOUND** to stay in a rut. You are **SCATTER-BRAINED** and **GRASSHOPPER-MINDED**. You nibble at everything and master nothing! Your thoughts are always **HAZY** and you can't **THINK THINGS THROUGH**. You just **DAY-DREAM** and hope you will get 'some lucky break' And, deep in your heart, you **KNOW** that these **ARE** your faults. That's why you're **TIMID** and self-conscious—afraid of your **JOB**, of your **ABILITY**, of your **JUDGMENT**, of your **FUTURE**!"

At a **SHOW-DOWN** like this the "**BIG**" man **FACES** the truth, and **DOES SOMETHING** about it.

But the "**LITTLE**" man **TURNS HIS BACK** on his shortcomings, **FINDS EXCUSES**, and **DOES NOTHING**.

A certain task finds him **LACKING IN THE PERSISTENCE** to carry it through. So he says that his employers "want too much work for what they pay me!"

A splendid opportunity **FINDS HIM UNPREPARED**, and another seizes it. Then he says "some fellows get all the breaks!"

Some circumstance shows up his utter **LACK OF PURPOSE IN LIFE** (so plainly that even **HE** cannot escape admitting it). So he **COOKS UP AN ALIBI** about having been "unable to go to college!"

You don't need to be told that this "**LITTLE**" man fills a "**LITTLE**" job—is paid a **SMALL** salary—and has **INSIGNIFICANT** future prospects. These are the rewards of **THE MAN WHO FOOLS HIMSELF!**

But this man's **REAL TRAGEDY** is that he is almost always a fellow of great promise and fine **POSSIBILITIES!**

If he would only use his ingenuity in **FINDING OUT** what's wrong with himself, instead of **WASTING** it in **ACCOUNTING FOR HIS FAILURES**—he would soon discover that he has the makings of a "**BIG MAN!**"

What is the one important difference between "the Failure" and "the Success"? It is this priceless ability that "the Success" has of **FACING** his mental **HANDICAPS** and replacing them with definite mental **ADVANTAGES**.

You know by instinct that this is **AS TRUE AS GOSPEL**. And you can **PROVE** it right now in **YOUR OWN CASE** by what you **DO** about sending for a remarkable free book called "Scientific Mind Training."

It is the story of the world-sweep of Pelmanism. It shows in fascinating detail how Pelmanism has helped over 700,000 men and women to **FIND THEMSELVES**.

Before these people learned about Pelmanism they were using only the **ONE-TENTH OF THEIR MENTAL POWERS THAT THE AVERAGE MAN USES**. (This is a scientific fact—vouched for by the world's foremost psychologists.) The other **NINE-TENTHS** remained **ASLEEP—DORMANT—UNAROUSED!**

This great reserve of mental power, almost wholly lost by the average person, is capable of making his life more **SUCCESSFUL, HAPPIER, MORE SIGNIFICANT**. Right within the mind of the average person is contained the ability to **ACCOMPLISH** his aims—whenever a **GREATER PERCENTAGE** of his latent but unused mental power is **HARNESSED** and directed through scientific mind training. Any person who wishes to **DO** more, to **HAVE** more, and to **BE** more, must put into his life a **PRACTICAL PLAN** to bring together the natural powers he already has, strengthen them, and **PUT THEM TO WORK.**

To over 700,000 people in all parts of the world **PELMANISM** has been this **POSITIVE SYSTEM**. For thirty years, in almost all lands and languages, it has been **HELPING MEN AND WOMEN** answer this world-wide **URGE TO GO FORWARD.**

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Through Pelmanism **YOU** can bring into being **YOUR OWN** unsuspected self—in full **COMMAND** of the powers and accomplishments **HIDDEN** within you, waiting to be developed.

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

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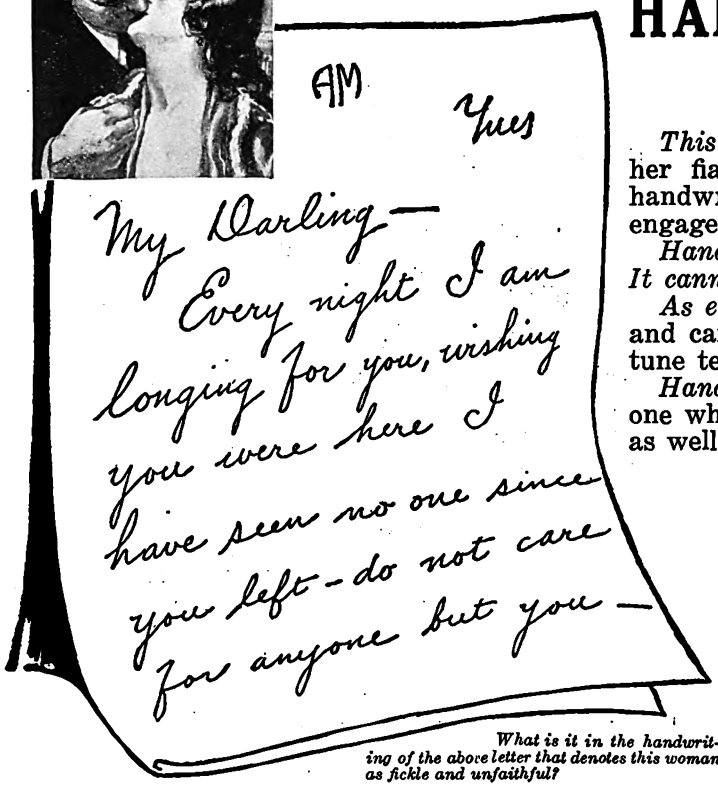
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She LIES and He KNOWS It!



She Says She is Lonesomely Waiting, But He Knows the Truth



What is it in the handwriting of the above letter that denotes this woman as fickle and unfaithful?

HANDWRITING *CANNOT* BE DISGUISED!

This young lady's letter reads sweetly enough—but her fiancé knows graphology! He has studied her handwriting and *knows* that she is deceiving him. The engagement will be broken off.

Handwriting is an accurate reflection of character. *It cannot be disguised!*

As everyone knows, palmistry, phrenology, astrology and cards are of doubtful value in themselves, in fortune telling. They are uncertain and unproven.

Handwriting, however, is the mind on paper! To one who knows a few simple facts it reveals the truth as well as if a full, honest confession were made.

EASY TO KNOW THE TRUTH ABOUT FRIEND OR ENEMY

"Character Analysis from Handwriting" teaches the science of applied graphology. The 300 examples, rules, tables and alphabetical index make it easy for anyone to learn this amazing new science. After 10 minutes reading you can begin to know the truth about people from the way they cross their "t's" and dot their "i's."

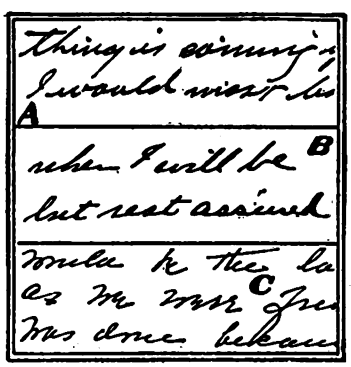
EASY TO UNDERSTAND

This handy volume (200 pages, 6x9, cloth bound, gold stamped), by the world-renowned expert, Albert J. Smith, is described by literary critics as "the most thorough and authentic—yet, the simplest and most easily-understood book on graphology ever published."

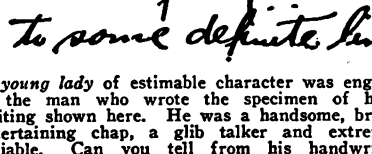
EARN MONEY ANALYZING CHARACTER

Employers want the truth. Lovers, husbands, lawyers, business men, mothers—*every* one has a problem that *you* can solve and for which you can earn a fee if you know the simple science of graphology.

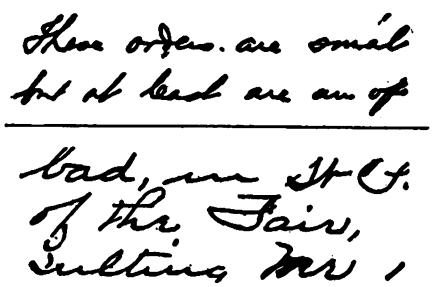
TRY YOUR SKILL ON THESE SPECIMENS



The three specimens of handwriting shown above were clipped from the original letters of applicants for a position of trust. One is a crook and thief; another is insane; the third is an intelligent and capable person who was engaged and is regarded favorably. Which one would you engage, if they all applied by letter for a position of trust?



A young lady of estimable character was engaged to the man who wrote the specimen of handwriting shown here. He was a handsome, bright, entertaining chap, a glib talker and extremely sociable. Can you tell from his handwriting why she felt obliged to cancel the engagement?



A New York firm advertised for a good road salesman. Two men applied for the position by letter. One was a "crook" and thief and the other was thoroughly reliable, and as capable a salesman. The firm selected one of the two men, because of his appearance. After three months' service, the firm discovered treachery, dishonesty and dissolute habits in their choice. Which of the two men would you have selected, judging them by their handwriting?

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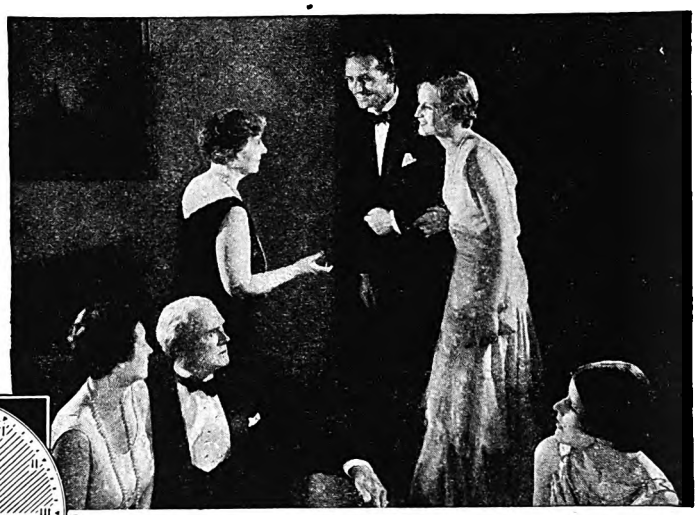
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Now—quickly, easily, in only 15 minutes a day of your leisure time—you can check and correct the errors you unconsciously make. You are invited to accept free trial membership in the 15-Minutes-of-English Club and discover this amazingly simple new way to quick mastery of every phase of spoken and written English.

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Already 20,000 others have discovered and used this new method. The method is simplicity itself. Membership in the 15-Minutes-of-English Club brings you the 5-Vol. Club Set pictured in this announcement. With these five volumes, without tiresome study, without the drudgery of learning rules, through a plan supplied, you check and correct *your* individual errors.

This Club Set covers *all* your needs. One volume is devoted to *English* and corrects the mistakes you may now unconsciously make. Another checks your errors in *Pronunciation*. Still another gives you "power of words"—adds thousands of new words to your *Vocabulary* and helps you to express your thoughts clearly and most effectively. A fourth volume shows you how to prepare and answer *Social Letters* of all types, and gives you over 100 actual letters for your use. A fifth volume shows you how to influence others through effective *Speech-Making*, preparing you for your big opportunity, when you are asked to get up and "say a few words," at a business conference, banquet, club or lodge meeting, or debate.



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Why Teachers Get Married

What are glaciers?

Guys what fix windows when they are broken.

What is a peninsula?

A bird that lives on icebergs.

What is a volcano?

A mountain with a hole in the top. If you look down you can see the creator smoking.

Why does a dog hang out his tongue when running?

To balance its tail.

What is etiquette?

Saying "No, thank you," when you mean "gimme".

—*Balance Sheet.*

* * *

One Good Turn Deserves Another

A naval officer fell overboard. He was rescued by a deck hand. The officer asked his preserver how he could reward him.

"The best way, sir," said Jack, "is to say nothing about it. If the other fellows knew I'd pulled you out, they'd chuck me in."

—*Printalk.*

* * *

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.*

* * *

Painless Worker

"I am sorry," said the dentist, "but you cannot have an appointment with me this afternoon. I have eighteen cavities to fill." And he picked up his golf-bag and went out.

—*Juggler.*

* * *

Warp and Woof

Ethelbert: I say, old chappie, could you take that blue rag with the orange spots out of the show-window for me?

Salesman: Certainly, sir. Glad to take anything out of the window for you at any time, sir.

Ethelbert: Thanks, awfully. The beastly thing bothaws me every time I pass. Good mawning.

—*Postman and the Mailbag.*

Two truck drivers were snarled up in the traffic of a busy street. One of them, losing his good nature, yelled out: "Why don't you look where you are going, you pie-eyed, blankety, blank, blank?" The other replied politely: "You're nice looking too."

—*The Life Aetna-izer.*

* * *

Just As Good

A man went into Cohen's Store and asked for a copy of *Who's Who and What's What* by Jerome K. Jerome.

"Haven't got dot book," said Cohen, "but we haf *Who's He and Vot's He Got* by Bradstreet."

—*Balance Sheet.*

* * *

Genesis: Whut did yo' wife say when yo' got in at two las' night?

Exodus: She neber said a word. Ah wuz goin' to have dem two front teeth pulled out anyhow.

—*Exchange.*

* * *

During a terrific thunderstorm the young parents thought their child might be awake and afraid, so they visited the nursery.

The boy was a bit restless, and presently opened his eyes and said: "What's daddy doing with the radio now?" and dropped off to sleep again.

—*Magazine Programme.*

* * *

Indifference

Son: How can I recognize temptation when I see it?

Father: Be indifferent, boy, you don't want to see it!

—*Catalina Islander.*

* * *

An Alaska Morning

Doctor: You'll be dead by morning.

Eskimo: H'm, three months more, by gosh.

—*Wisconsin Octopus.*

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She Became Her Husband's Mistress!



FORCED into an unwilling marriage, he had vowed never to live with his wife until she could show him his prized ring on her finger—and present him with a son begotten by him. Passionately in love with her husband, she faced this baffling problem with all the ingenuity of her sex. How could such results be brought about without his agreement and cooperation? Read how this lovely woman used brains and beauty to lure her husband to her embraces, believing himself to be in the arms of a mistress! And how her cleverness awakened his admiration and love! Read this and twenty-nine other deathless love tales—told only as the immortal Boccaccio alone could tell them—now sent to you for five days' free reading!

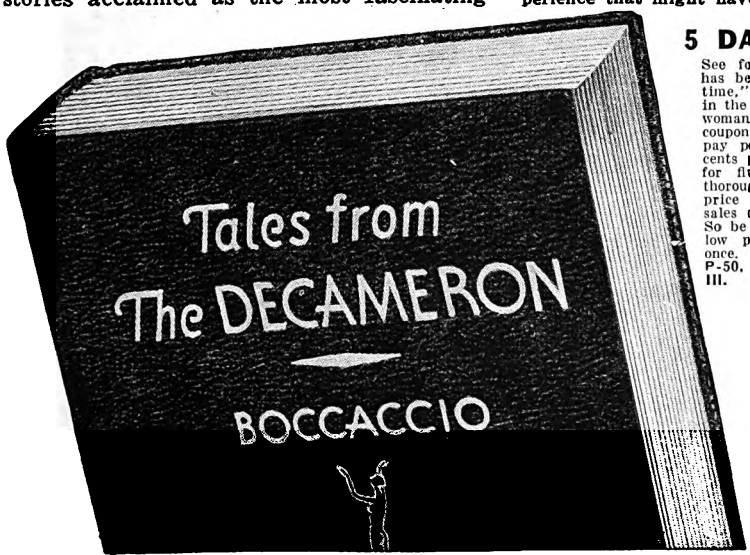
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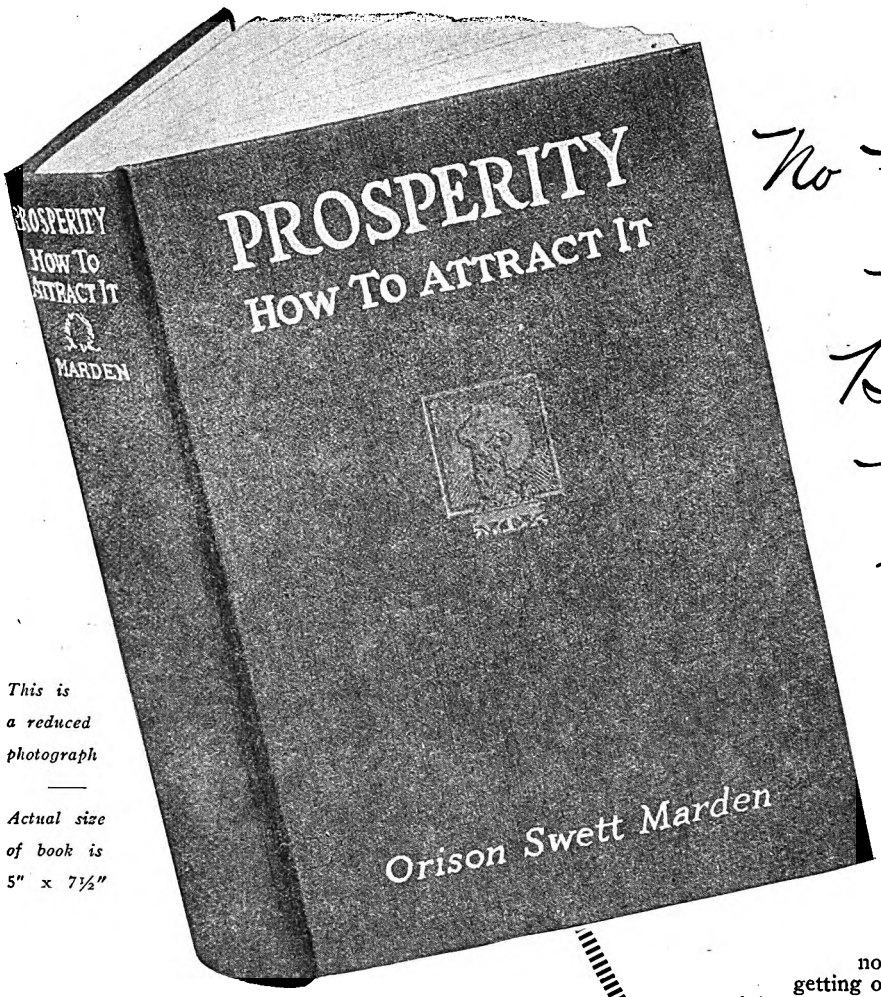
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No Newly-hatched panaceas But basic laws any man or Nation may follow

Man With the Hose

A great majority of people are in the position of a man who went out to water his garden, but inadvertently stepped on the hose, shutting off the water supply. He had a big hose and was very much annoyed, very much disappointed, because he was getting only a mere dribble of water when he had every right to expect—and should get—a liberal flow. Water was at the source in abundance, ready to supply his needs; only one thing was at fault, the man himself was pinching his supply, limiting it to a miserable dribble. He was standing on the hose and didn't know it.

That is literally what men and nations are doing today. They are pinching their supply by stepping upon the hose through which plenty would come to them. They are stopping the flow of abundance that is their birthright by their doubts, their fears, and their lack of faith.

PROSPERITY
HOW TO ATTRACT IT

Contents

I Look Like a Success
II Thrift and Prosperity
III Where Prosperity Begins
IV Driving Away Prosperity
V The Law of Attraction
VI How We Limit Our Supply
VII How to Bring Out the Man You Can Be
VIII Establishing the Creative Consciousness
IX The Master Key—To Be Great, Concentrate
X "I Can't Afford It"—The Habit of Going Without
XI How to Make Your Subconscious Mind Work for You
XII What Discouragement Does to You—How to Cure It
XIII Thinking Health and Prosperity into the Cells of Your Body
XIV Fear and Worry Demagnetize the Mind—How to Get Rid of Them
XV If You Can Finance Yourself
XVI How to Increase Your Ability
XVII How to Make Your Dreams Come True
XVIII How to Make Yourself Lucky
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XX Good Cheer and Prosperity
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Nervous and Mental Breakdowns!

They tell you . . . "Your troubles are only imaginary . . . FORGET THEM!"

The Psychology of Your Fears

NERVOUS and Mental Breakdowns are primarily due to FEAR. These FEARS are due to your possessing a sensitive, emotional, impressionable nature. Such people are known as introverts. No one who has never experienced such a state can conceive of the suffering and torture which is possible. These FEARS become very real and intense in character—to the point perhaps of one becoming panicky and even hysterical. You feel "trapped" and know not which way to turn. Your relatives tell you it is all foolishness, your physician tells you—"to forget it," and you are ashamed to tell your friends of your trouble for fear they may think you queer. Thus you suffer in patience and wonder what the end is to be. Deeper and deeper into the mental mire you sink and inwardly cry—"Oh, what shall I do?"

What Your Imagination Can DO

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

Your Fears as a Neurasthenic

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



C. FRANKLIN LEAVITT, M.D.

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

You Ask—"Is My Mind Weak?"

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

You Are Wasting Your Energies

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

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A Vacation Without *Time Off*

By Maurice C. Moore

YESTERDAY I met a man who told me that he hadn't had a vacation in five years, and he looked wonderfully fit.

"Tell me how you do it," I said, "and keep from getting stale."

His answer was, "I believe I get more rest and recreation than most people. I'm far from being a machine, and if I didn't strike the right balance between hard work and comparatively easy going, I'd soon crack."

"Then what's the secret?"

"Circumstances compel me to keep at my job six days out of the seven—if I want to stay in business. But I have found out how to refresh and restore myself in a simple way. I have learned how to switch my mind off affairs, and this I think you will agree is much more valuable than mere physical removal, transporting yourself bodily from the scene of operations. I think of having glorious leisure, with nothing in the world to do but idle and take my ease—and then I work on. It is a question of not running too much in one channel. You can get away from the grind while still to all intents and purposes at it by training your mind.

"Too much thinking over business is a mood that is responsible for much modern trouble. You can become confirmed in a certain state of mind and be unaware that it is mastering you and shutting you in, even in the field of business itself, when you might expand. Check the concentration on one subject and set up an opposite mood. It is difficult, I know, because affairs may be in such a state that there is real cause for worry and you feel that it is ill-advised to divert your attention from them even for a moment. You think that a way out of trouble may occur to you if you keep the problem uppermost in your thoughts. My experience is that this is not the most likely way of finding a solution. Try to acquire the trick of flinging a problem right out of your head, even when the outlook is blackest. Give a new mood its full chance, let it run its whole course. Then when the other mood comes back you are ready, physically and mentally ready, with energy waiting to be spent, and hope, confidence and poise re-established. And thus renewed and re-created you will see the way out if there is a way out, or you will know definitely that the difficulty cannot be overcome, that you must put up with it, and that your splendid new strength must be constructively directed elsewhere.

I am fresher to-day than five years ago. And I know that my business has benefited, not suffered, thru my refusing to be obsessed by it, yet always I have been personally at the helm to steer my business thru its long crisis, at my best and ready for great matters and small."

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NERVE END it *or it may* end YOU!! TORTURE—

The greatest Danger to health lies in the NERVES

Think of a drug that can cause instant death by paralyzing the heart or bursting blood vessels, a drug that can make you too weak to stand, a drug that can cause your face to pale or may cause it to turn red with blood-pressure — can cause your stomach to throw off its contents in an instant and can keep you awake even though you are dead tired, a drug that can thrill you with happiness or may cast you into the lowest depths of despondency—a drug that can drive you insane, and may drive one to suicide.

Arthur T. Schofield, M.D., the noted British medical authority, says:

"It is my belief that the greatest single factor in the maintenance of health is that the nerves be in order."

As Dangerous as Dynamite

"A terrible, marvelous drug," you would say, "a drug that should be handled only by an expert." Yet there is an ever-active force within **you** that may **right now** be undermining your vitality. It is **Nerve Force**, that is, **Nerve Action.**

The nerves can do all that this imaginary drug can do. Great excitement can cause sudden death. Nervousness paralyzes digestion, depresses the heart and lungs and other vital organs. All undue nerve action is **highly dangerous** and, unfortunately, the nerves of most people are unduly strained.

How About YOU

The question is—how about your nerves? If **YOU** are not what you should be, physically or mentally, ask yourself if your nerves are not at fault. Have you overworked or abused your nerves? Are they calm and normal? Has the dangerous force that lies within your nerves injured **your** health and lowered **your** vitality? Symptoms of nerve exhaustion and unruly nerves vary according to individual characteristics, but they may be grouped as follows:

FIRST STAGE: Nervousness, restlessness, sleeplessness, lack of energy, poor circulation, and other symptoms of low vitality.

SECOND STAGE: Nervous indigestion, belching, sour stomach, gas in bowels, shallow breathing, decline in power of the reproductive functions, high or low blood-pressure, hot or cold flashes, heart palpitation, mental uneasiness, irritability, undue worry, despondency, self-consciousness, etc.

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

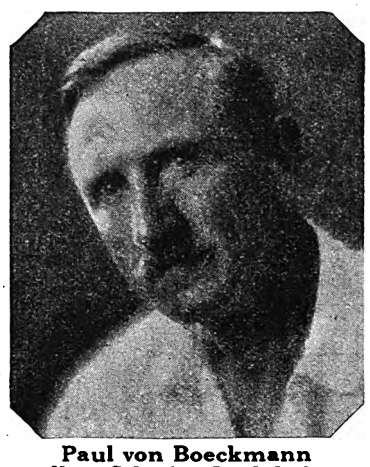
If only a few of the symptoms mentioned here apply to you, especially those indicating mental uneasiness, you may be certain that your nerves are weak and deranged. Fight this weakness as you would fight for your life. **Conquer it, or it will conquer you.**

There is nothing more terrible than **nerve exhaustion,** unless it is its kin—**Insanity.** Only those who have passed through a seige of Nerve Exhaustion can understand the true meaning of this statement. It is **HELL**; no other word can express it. At first the victim is afraid he will die, and as it grips him deeper he is afraid he will not die; so great is his mental torture. He becomes panic-stricken and irresolute. A sickening sensation of weakness and helplessness overcomes him. He becomes obsessed with the thought of self-destruction.

Valuable Book on the NERVES

Read my 64-page book, **Nerve Force.** It explains **WHY** you're nervous—and when you know **WHY** you can **STOP** it. You will be able to **RELAX** and control your nerves, and with this control your self-confidence will grow and grow—Unhappiness will be dispelled. You will have a finer and larger view of **LIFE.** Nervous-mental Torture will **END.**

The book will be sent postpaid in plain wrapper on receipt of 25 cents (coin or small denomination stamps.)



Paul von Boeckmann
Nerve Culturist—Psychologist
Lecturer and Author of many works on Nerve Culture, Psychology and kindred subjects relating to Health.

Your Children's Nerves

The aforementioned book is of inestimable value to parents. Proper care of a child's nerves is as important as his mental training, for education is of little value unless backed by **sound nerves.**

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

This book is not an advertisement of any courses of instruction I may have to offer which is proved by the fact that it is on file in many public libraries, and the National Medical Library, at Washington, D. C.

Unconditional Guarantee

I guarantee this book from cover to cover. If after applying the advice it contains, your nerves do not feel 100% calmer and better, your money will be refunded and better, your money will be refunded PLUS your outlay for postage. There is no time limit to this offer. Over a million copies have been sold, a record never before reached by any other book on health.

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

What readers of the book Nerve Force say:

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

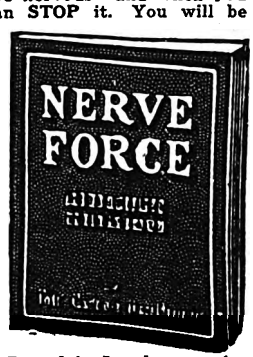
"I have gained 12 pounds since reading your book, and I feel so energetic."

"Your book did more for me for indigestion than two courses in dieting."

"Your book has helped my nerves wonderfully. I am sleeping so well and in the morning I feel so rested."

"The advice given in your book on relaxation and calming of nerves has cleared my brain. Before I was half dizzy all the time."

A prominent lawyer in Ansonia, Conn., says, "Your book saved me from a nervous collapse, such as I had three years ago. I now sleep soundly and am gaining weight. I can again do a real day's work."



Bound in Leatherette (no title on cover) Cost 25 cts. (coin or stamps) Postpaid in plain wrapper.

Paul von Boeckmann, Studio 1470
Cellini Bldg., 48 W. 48th St.
New York City

Dear Sir: Please send me your book Nerve Force subject to guarantee. Enclosed find 25c.

Name .....

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New!

Patented

Just A Twist Of The Wrist

Banishes Old-Style Can Openers to the Scrap-Heap

and Brings Agents up to $6 and $8 in an Hour!

Here is a truly revolutionary invention. It is something that every woman has been waiting and hoping for. Now, all the danger and wastefulness of old-style can openers is ended. Now, every home in the land can open cans the new, simple, safe, easy way by a handy little machine. Now, no man whose present income is less than $60 a week can afford to ignore the amazing new opportunity for real money, full time or spare time, that this novel invention has created. Read the generous FREE TEST OFFER below. Then act at once.

AGENTS!



FULL TIME

$265 in a Week!

"Here is my record for first 30 days with Speedo: June 13, 60 Speedos; June 20, 84 Speedos; June 30, 102 Speedos; July 6, 288 Speedos. I made $265 in a week."

M. Ornoff, Va.

SPARE TIME—$9 First Half Day

"The first afternoon I received my Speedo outfit I made $9."

Mrs. R. Spain, Kans.

PART TIME—$20 in 3 Hours

"I worked about three hours and took 25 orders. This brought me a profit of $20."

O. C. Gregg, Wyo.

WOMEN universally detest the old-style can opener. Yet in practically every home cans are being opened with it, often several times a day. Imagine then, how thankfully they welcome this new method—this automatic way of doing their most distasteful job. With the wonderful little Speedo can opener you just put the can in the machine, turn the handle and almost instantly the job is done.

A "Million Dollar" Can Opening Machine

The Speedo holds the can—opens it—flips up the lid so you can grab it—and gives you back the can without a drop spilled, without any rough edges to snag your fingers—all in a couple of seconds! It's so easy even a 10-year-old child can do it in perfect safety! No wonder women—and men, too—simply go wild over it! And no wonder Speedo salesmen sometimes sell to every house in the block and make up to $8 in an hour either spare time or full time.

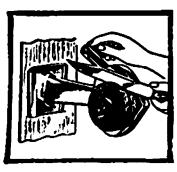
READ!

One of my prospects told me she could get along with the old can opener she had been using for years. Two weeks later her husband ordered a can opener from me saying that his wife had cut her hand badly with her old can opener—W. L. GODSHALK, Pa.

Mail the Coupon Today

All I ask you to do is to fill out and mail the coupon below. You do not obligate yourself in any way whatever. I'll rush you the details. Get my free offer while the territory you want is still open. I'll hold it for you while you make the test. I'll send you all the facts about some others making up to $100 and even more in a week with Speedo. I'll also tell you about another fast selling item in the Central States line that brings you two profits. All you risk is a 2c stamp—so grab your pencil and shoot me the coupon right now.

CENTRAL STATES MFG. CO.
Dept. P-1085, 4500 Mary Ave., St. Louis, Mo.



New Kind of Sharpener

Another amazing knock-'em dead, household specialty. Every housewife needs it. Puts a razor edge on anything that cuts—knives, tools, etc. The queerest thing you ever saw. A real money maker. The coupon brings full details.

Generous Free Test Offer

Frankly, men, I realize that the facts about this proposition as outlined briefly here may seem almost incredible to you. I'll grant you that the profit possibilities are so tremendous that it's impossible to give more than a mere hint of them here. So I've worked out a plan by which you can examine the invention and test its profit possibilities without risking one penny of your own money.

SPEEDO

Central States Mfg. Co.,
4500 Mary Ave., Dept. P-1085, St. Louis, Mo.

Yes, rush me details of your FREE TEST OFFER

Name .....

Address .....

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

☐ Check here if interested only in one for your home.

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ARE YOU *Adjustable?*

A Chat With the Editor

HOW ADJUSTABLE are you? Can you readily adjust yourself to new circumstances? Are you flexible so that you can fit into any environment in which you may be placed, or are you so fixed and brittle that you are unable to adapt yourself to changed conditions?

In these difficult times when every aspect of life is changing so drastically there is no question which more vitally affects your welfare than, "Can you with a minimum of effort adjust yourself to any new set of conditions in which you may find yourself?"

For the old order is gone never to return. Accepted traditions have vanished. Ancient dogmas have been exploded. We live in an epoch of constant change, of breathless suspense and general uncertainty. Revolutionary changes take place with such suddenness as to baffle the imagination.

Who a generation ago would believe that China would depose its ancient monarchy; the entire world be thrown into the insane cataclysm of the most destructive war of history; Russia overthrow its Czar and set up a communistic republic; Spain banish its king; the United States go dry; Mexico expel its priests; the Church of England approve birth control; the Methodist Church abolish its restrictions against amusements; Britain abolish the gold standard; influential Republicans (shades of William Jennings Bryan) advocate a 14 to 1 silver standard? Who could foretell the shifting social standards as touching problems of sex, marriage, divorce, nudity? Who could imagine the economic debacle which has thrown seven million men out of work and reduced their families to the verge of starvation in a country which boasts of its wealth, power and enlightenment and which presages the possible collapse of the entire capitalistic system, not because of the promulgation of communistic doctrine, but thru the utter selfishness, heartless cruelty and inadequacy of the present system to provide "life, liberty and the pursuit of happiness" to millions of our citizens?

Amid this panorama of constant change we are faced with a dual necessity: first, to guide the changing conditions so as to preserve such elements as are worthy of preservation and help create new conditions as nearly ideal as possible; second, to adjust ourselves to constructively meet the new conditions as they arise. The first belongs to the fields of sociology and economics; the second is the domain of psychology.

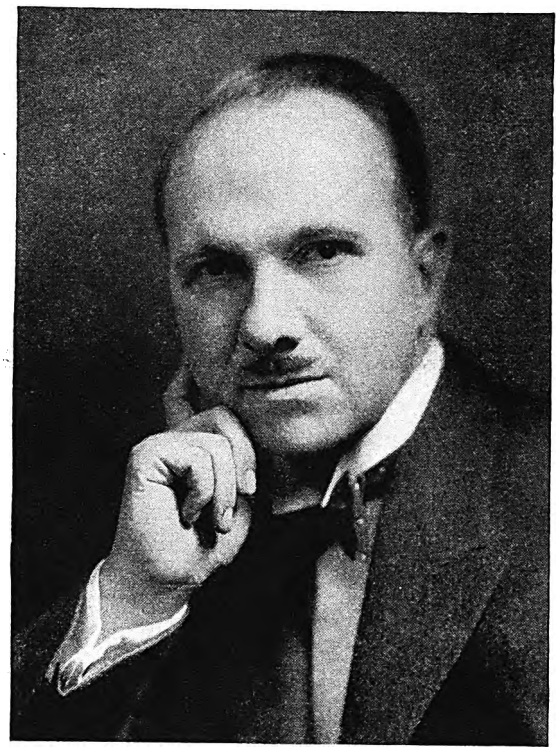
Recently I met a dear friend who long held a responsible executive position in a great industry which is now completely demoralized. From a position of wealth and security he has been reduced to poverty, the mortgage on his home foreclosed, his means of making a living ruined. Hearing of his tragic reverses, I expected to meet a crushed, broken, ruined man. Instead, upon recently meeting him, I found a man looking like the proverbial million dollars. Never had I seen him look better. There was a flash in his eye, elasticity in his step, the ruddy glow of perfect health on his face, a happy smile played about his lips, his grip was like steel, his carriage erect and confident.

He told me a remarkable story of adjustment. Bankers took his home. He could not get a position of any kind. He finally determined to get back to nature—the great healer of broken bodies and distraught minds. He tramped for days the shores of a great mountain lake, found a man with several thousand acres of shore front property with which he did not know what to do, offered to survey this land and lay it out for summer bungalows, clear it of superfluous trees and underbrush, and undertake to sell the sites in a somewhat distant but accessible city. He acquired a half interest without its costing him a dollar, surveyed the property, worked for several months chopping down trees, clearing undergrowth, making paths. He worked in the wilderness like our hardy ancestors. Enough lots were sold to provide the necessities of life for the partners until next summer. They raised and preserved enough food to carry them thru the winter. My friend is in perfect physical condition as a result of his healthful outdoor toil. His mind is at ease. He is happier than he has been for twenty years. Instead of crying over what was, he made what might be into what now is. His old environment having gone to smash, he found a new and more friendly environment and creatively adjusted himself to the new conditions.

We have read of many who having been robbed of their fortunes in that remorseless inferno called Wall Street, being unable to adjust themselves to their penniless condition, have killed themselves. Millions have had their world turned to dust and ashes at their feet, the bubble of their hopes burst into nothingness, the flowers of their radiant aspirations wither and die.

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By
Henry Knight Miller



Photograph by Bachrach

DR. MILLER

They must adjust to the life that remains but know not the way. The following suggestions should help those who need to adjust to new conditions, and that means nearly all of us.

1. Adjust habitually to minor conditions. We are largely controlled by our habits. Are you in a rut formed by habitual response to fixed conditions so that when some new circumstance forces you out of your rut you are unable to adjust and feel miserable, lost, impotent? If so start today to force yourself to make little adjustments. Make adjustment habitual. If you are ill at ease with people of a certain type—those very rich, poor, religious, broad minded, cultured, ignorant—deliberately force yourself to be at ease and find some mutual sympathies and interests with the people who offend your prejudices. This will broaden your social consciousness, make you more pliable, and help you to form habits of adjustment. If you are fussy and think you must have your breakfast or dinner just so, change your routine, eat your eggs soft boiled instead of hard, have one spoonful of sugar in your coffee instead of two, and read a different morning paper from the one you habitually read. Get out of the ruts. Become more pliable. Then when the big blow falls as fall it may, you will have so made a habit of adjusting to different situations that you will tend to automatically adjust to the new set of conditions with which you may be faced.

2. Use constructive imagination. Imagine yourself in a wide variety of circumstances and construct ways and means of meeting these situations should they occur. Then when you do meet a new situation, visualize a number of alternative ways of meeting it, decide which is the most effective and proceed in that manner to adjust to the new circumstance. Imagination plays a most important part in the business of living. Unbridled it tears life down. Controlled and properly directed it lifts life to supreme heights. It is the strongest power in the world. Use it to relate yourself happily and wholesomely to life.

3. Develop your power of initiative. The trouble with most people is that they never learn initiative. They follow but never lead. They do as others have done but never risk doing anything in a new and perhaps much better way. The children whose parents insist upon doing all the thinking for them are apt to grow up, as most children do, without any power of initiative. They are slaves of tradition. They fear the novel. They shun experimentation. They follow in the beaten paths, drudges, serfs, cowards. And when forced to face new conditions they have developed no faculty of initiative to enable them to fearlessly and constructively meet the test. Develop consciously and deliberately your powers of initiative. You will then more easily be able to adjust to the life which will be when the life that now is crashes.

4. Do not take life too seriously. This is an almost universal fault. Life for each of us revolves largely about our own precious little ego. We are egocentric. We take ourselves too seriously. After all, what does it matter? Life existed for millions of years before we came. It will probably go on for millions of years after we go. It will go on the day we die without interruption. Only our own little conscious world is affected. Some of us imagine that history began with our birth and will end when we die. We deceive ourselves. We are mere drops of water in the ocean of infinity, grains of sand on the illimitable shores of time, specks of star dust in endless ether. What happens to us does not affect the universe. Life goes on. A few may say, "too bad" if we fail, are hurt, get sick or die, but even they must go on, not vitally affected by our fate.

I heard a man raving and swearing at his hard luck as tho he thought God ought to stop the revolutions of the myriad planets in space to heal his wounds. A friend said, "Oh cheer up. In a hundred years you will never know the difference."

It is so. The friend whose splendid adjustment to adversity I related above once took seriously his position, salary, home, social status. But when they were all gone, he adjusted himself and was glad they were all swept away. Out of chaos he created order, out of darkness he found light, out of failure he achieved victory.

To hear some folks talk you would think the whole of life depended on their *(Continued on page 59)*

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CHIVALRY in



The old chivalry was brought to pass by men like ourselves. They however, applied themselves with an unsurpassed zeal to the service and worship of love.

Modern Married People MUST *Begin a New Kind of Experimenting. Marriage* IS *a Fine Art. The "Third Element" Vital to Success is Described Here by a Penetrating Thinker*

THESE ARE days of attack on marriage as an institution. There is a great deal of reason in such attacks, and it cannot be denied that the percentage of marriages which have utterly failed is high. But there exist more "well-married" people than one usually hears about. Each of the parties to the marriage has a sincere and lasting wish to make the venture succeed, and it is to such people that this article is addressed. Possibly it contains some new ideas which will be of great aid in carrying out their wish to make their marital experiment a triumph.

Notice that I say "experiment." The view that marriage is a sacred and supreme institution is dying. This view has tried to ignore the physical facts in the case of mismatings. It has not recognized that the emotion of love can die, never to be revived. In its place has sprung up the experimenter's attitude. This makes allowance for physical and emotional facts; it does not try to go straight against the grain of human nature. But on the other hand it has room for the utmost determination "to see a thing thru." It is no veil for mere loose living but a serious attitude, flexible, intelligent and far-sighted.

I am thinking primarily of married couples whose physical relationship is sound, sweet and healthy and who have "summered and wintered" each other to the point of deep familiarity, and yet still remain

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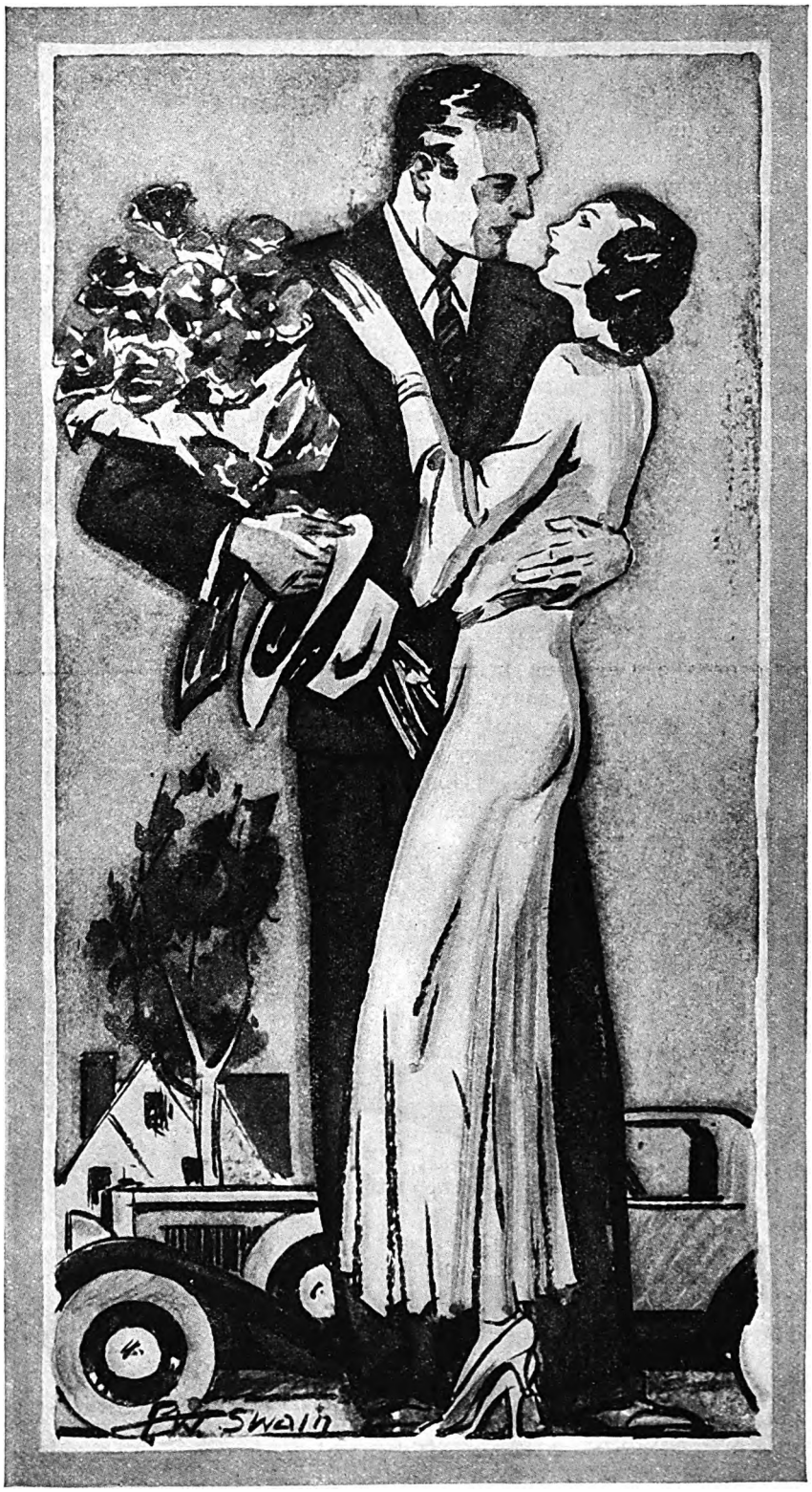
MARRIAGE

By

GORHAM B. MUNSON

Instructor, The New School for Social Research

Decoration by *F. W. SWAIN*



If the old chivalry was possible, then a new chivalry is likewise possible.

in love! Their friends call them "well-married."

And yet how far from the ideal marriage the "well-married" feel they are. Every one of them. Is that not so? Yes, they will privately admit, marriage is satisfactory, but it's not what it could be. Somewhere there is a spotty factor, somewhere something is not being looked after; and the result is a disconcerting falling short. To find the spotty factor is our present undertaking.

Let me ask, on what do you depend for the happy marriage? On physical harmony; but we have assumed that this is achieved, so the spotty factor can't be here. On enduring emotional attachment? That too has been assumed; nothing wrong there. The physical and the emotional are doing all that can be demanded, so we must look elsewhere.

I find that there is a third element necessary. I call it the motive of chivalry. It is not in what we included in our thinking about marriage but in what we omit that the key to greater marital happiness is contained. Considering the complexity of the married state, it will have to be a rather remarkable key that will open the door to a new life. There is a lot of "bad weather" in any marriage, and we seek a motive-force that will operate in bad weather as well as in fair. This I find in the non-sexual and non-amatory motive of chivalry. Curious, isn't it, that you should be asked to pin your hopes

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on something outside of sex in the *ordinary sense and* beyond love in its usual meaning? But reflect that we are more than instinctive and emotional beings; man is a thinker and an artist besides. We have unexplored tracts of our psychology which must be cultivated to yield up the perfect union.

Think for a minute about the history of chivalry. It did not come full-blown into the medieval world. Quite the contrary, for it had a remote origin in the rude military custom of Germanic tribes. It rose from this very humble birth to be a startling phenomenon of radiance and glory in the Twelfth Century. It developed an elaborate code of action. It was shot thru with religious imagination. What it did was to civilize and then to deify love. Troubadours of genius served it with song. Courtesy flowered from it. And to us chivalry has become a thing of mystery.

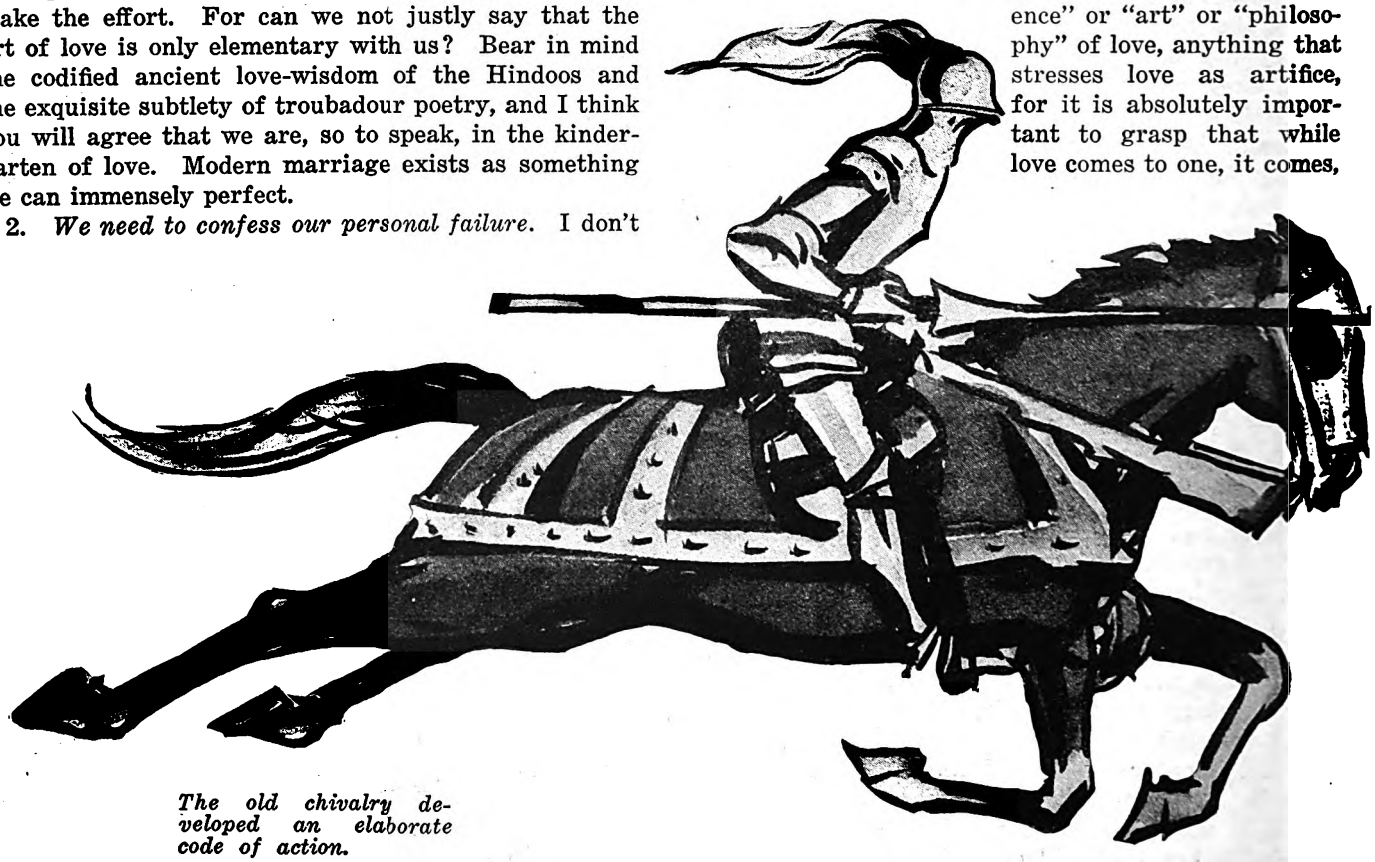
But all of this was brought to pass by the wills of men like ourselves, with no higher powers, no special faculties. They however applied themselves with an unsurpassed zeal to the service and worship of love. What has been achieved by men can be achieved again, tho of course not in the same form. If the old chivalry was possible, then a new chivalry is likewise possible. It is, if we can take certain statements really to heart, if we can implant them in the deepest soil of our being. For convenience of study, I shall set down these statements in numbered form.

1. *Modern marriage is simply a rude custom.* Try to realize that it is exactly comparable to the rude custom of the Germanic tribes from which chivalry sprang. It will take some imagination to do this, but make the effort. For can we not justly say that the art of love is only elementary with us? Bear in mind the codified ancient love-wisdom of the Hindoos and the exquisite subtlety of troubadour poetry, and I think you will agree that we are, so to speak, in the kindergarten of love. Modern marriage exists as something we can immensely perfect.

2. *We need to confess our personal failure.* I don't mean merely to say that we know we human beings are weak, imperfect, fluid creatures and behave accordingly in marriage. The thing to do is to feel the truth of this, to realize it completely. We should confess failure in ourselves, not in the faults of the institution, and moreover failure not by ordinary standards, which we may even be passing, but by the highest standards we are capable of trying to meet. For the "well-married" are continually working flaws into the daily texture of their lives. Flaws are inevitable, but what would seem avoidable would be the repeating of the same flaw day after day. Our mistakes ought always to be new! There's a practical tip by the way. New mistakes are the sign that one has really learned from one's habitual errors and is striking out in a fresh way. It is a sharp criticism of ourselves if we continue to make old mistakes in judgment, in understanding, in reaction, in the amenities of married life. For this reveals our lack of self-knowledge, our poor understanding of our partner, our weakness in self-control. Habits defeat our dream of a perfect marriage. We quarrel in a set way, we make up in a set way; again and again we fall into the same traps. The worst of it is we blame "him" or "her" or "things," but not ourselves.

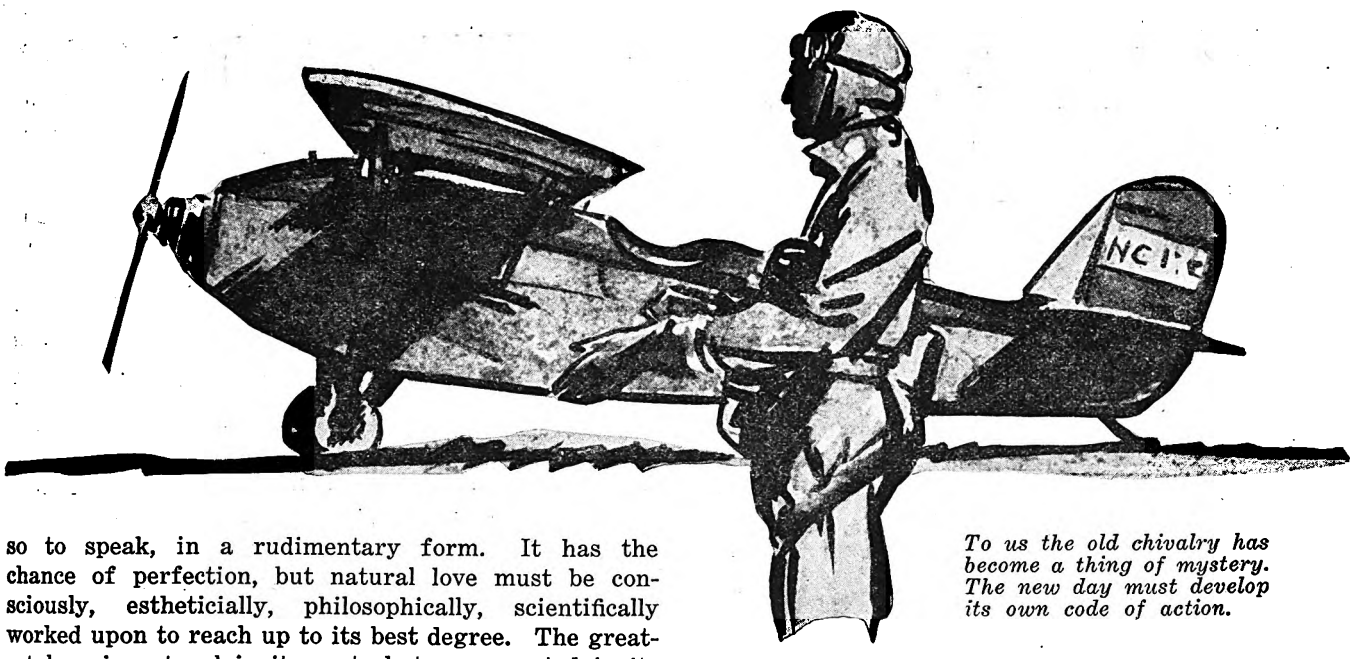
To create a modern chivalry we must begin with humility, with a keen sense of our natural defects, with a readiness for self-blame. These were, incidentally, components of the old chivalry as well.

3. *We must acknowledge that perfect love is conscious, created, artificial.* Love is the gay science. Please dwell on the "science" or "art" or "philosophy" of love, anything that stresses love as artifice, for it is absolutely important to grasp that while love comes to one, it comes,



The old chivalry developed an elaborate code of action.

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To us the old chivalry has become a thing of mystery. The new day must develop its own code of action.

so to speak, in a rudimentary form. It has the chance of perfection, but natural love must be consciously, estheticially, philosophically, scientifically worked upon to reach up to its best degree. The greatest love is natural in its roots but man-created in its splendid foliage.

This is an idea that contradicts our usual notions We are disposed to trust nature's sway over us, to believe in powerful emotion as a sufficient guide, to reject the thought of conscious action on oneself. But does perfect love ever come by nature alone? There is every reason to doubt it. Nature poisons love as well as initiates it, for it is of course perfectly natural to feel jealousy. The jealousy may be highly unreasonable, ill-founded, ardently wished away, but there it sticks, defying common sense and romantic emotion and physical desire to oust it. Here plainly is a case for art and philosophy and true psychological science to employ their magic.

Before giving a few working rules of the new chivalry, I wish the reader would retrace the steps we've



taken. First, I said that marriage as we know it is to be regarded not as a perfected institution but as being almost backward. Then I urged a humility arising from the recognition that we botch our lives even in the charmed relation of love, and in general too. Next I advocated the elevation of our aspirations, the setting up in some apparently unattainable region of standards of perfection. The aim of chivalry is conscious love. All of this is preliminary, but without it, we would approach the idea of chivalry in quite the wrong way.

But now we come to the heart of our topic. We come to the motive of chivalry which I define as follows: *the love of her or of him not only for what she or he actually is but more especially for what she or he may become.* The chivalric lover desires and loves the total perfection of the imperfect beloved.

From this motive and its abstract ideal the working rules are derived. One of them is, study the actual lover with the view of discovering the hidden line of development in the beloved's character. We cannot afford to be fanciful in love. We must with all the care of a professional psychologist study to know by observation the actual constitution of the loved one. But unlike most psychologists we shall also try to see latencies of character. We shall balance our knowledge of being with our vision of becoming. All of us are already something. But in each of us there is an arrow pointing at what we may become. Chivalry is vitally interested in this becoming, this future of ours. The love of her or of him not only for what she or he actually is but more especially for what she or he may become—remember that this is the essence of chivalry.

Now I must point out a great danger. Very often a husband or a wife cherishes a preconceived and false image of the beloved. A wrong idea of what the person is really like is held. The beloved is constantly being referred to this wrong idea, this image not related to his or true potentialities. Thus, the image is simply imposed on the unfortunate loved one, and it is not derived from a foundation of fact in actual and latent psychology. Then when the loved one does not conform—how can he or she conform?—to the preconceived arbitrary image, trouble commences. The safeguards are humility and patience. One must learn to discount one's own fancies and subjectivity, to keep hands off, to watch and study more. This is merely to say, one must be chivalrous in the extreme.

Another working rule is the application of a method of anticipation and surprise. The rule is, try to anticipate the essential, the really deep, wishes of the beloved before the beloved is himself or herself aware of them. Be ahead of the loved one's wishes. In the practise of this technique come the greatest delights of chivalry.

For it is not as easy as you would think to divine one's own dearest wishes or the dearest wishes of another. Do you remember how it was in the fairy tales?

People didn't know what to wish for when some fairy offered to grant their wish, or else they wished for some surface thing and found that it was not a true wish. Our dearest wishes are *(Continued on page 64)*

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The TRIUMPHANT Life



And Its SCALE of VALUES

By Ada Patterson

OF SUCCESSFUL lives there are many. It is the triumphant life that is rare.

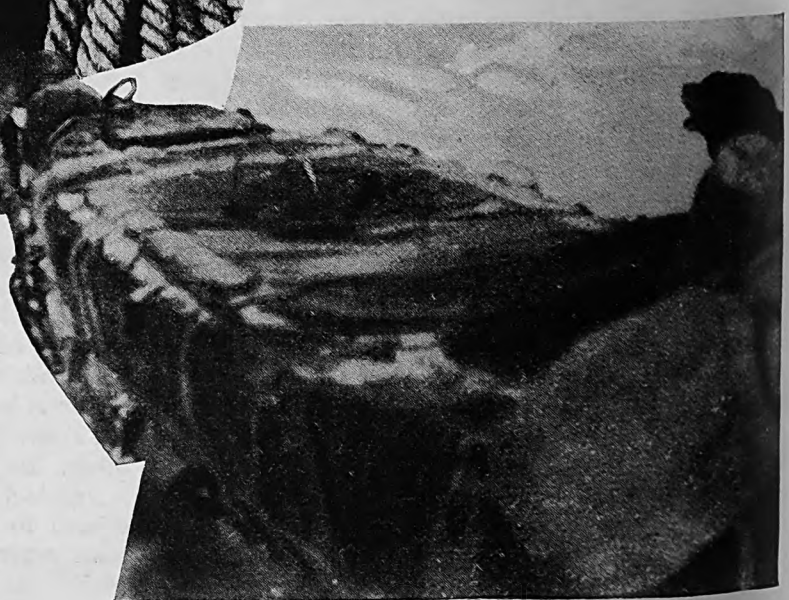
Sir James Barrie in *The Twelve Pound Look* makes the wife of a pompously prosperous man cry out against another dinner to his friends. In wonder the husband protests, "But they are all successful people." She answers that she would like to know some unsuccessful people. My smug youth was puzzled by her cry. It has required nearly twenty years for me to learn the deep wisdom of it.

The Sage of Adelphi, who created *Peter Pan* and *The Little Minister* and told us *What Every Woman Knows*, has penetrated the farthest depths of the heart.



Wide World

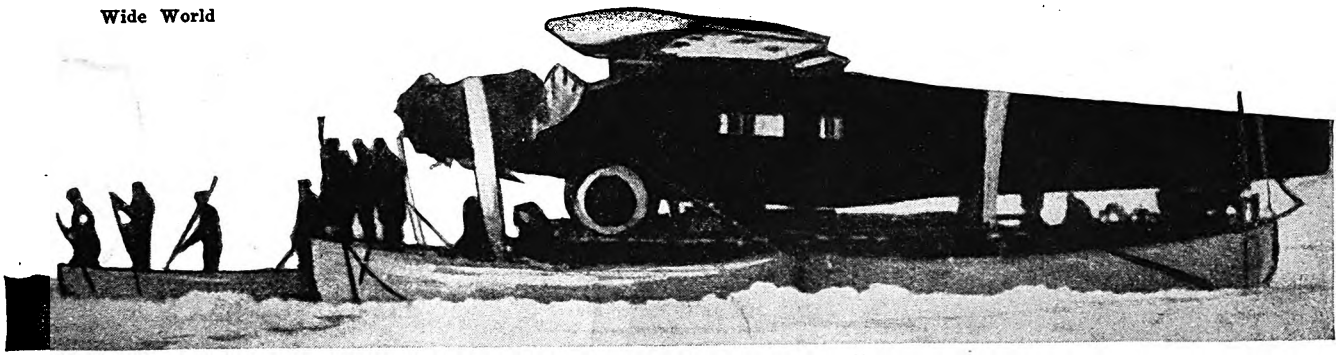
That look is in the face of Admiral Byrd who canceled a lecture engagement to go to his dying dog, the mascot of his expedition, and who wrote for him the epitaph, "Igloo—my more than friend."



Men had to lead the way with ice picks and axes, cutting a trail, and then return for the sledges.

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Wide World



The Josephine Ford, the airplane in which Byrd flew across the North Pole.

He knows, and made the wife of the pompously prosperous man comprehend, that there may be success with failure. He knows, and made her know, that the life to be desired is the triumphant one.

Everyone can attain success who finds his work and does it well. That has never seemed to me particularly difficult for it is my conviction that every man's job is born with him. As is every woman's. We are born twins. The other one of our pair is a special aptitude for some particular kind of work. We can find it. We can do it well. Bob Burdette, humorist and philosopher, said, "There is a market for everything. The difference between success and failure simply is in finding your market." Diligence and application seem to me to be the chief keys of success.

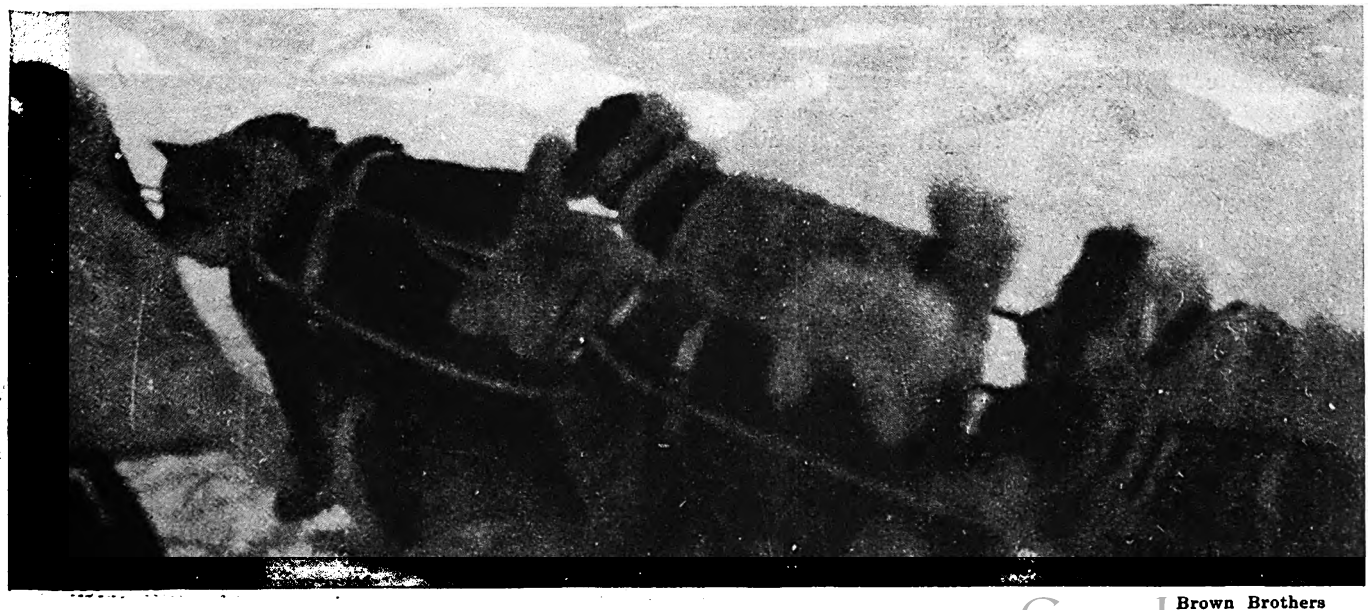
The life that is triumphant rates higher in the scale of values. Its tokens are not in compact sketches in the *Who's Who* of any country. They are not found in the average obituary. These recite outward evidences of a man's achievements. Addressing the retired actors who, by necessity, reside in one of the homes that loving care has provided for them, Wilton Lackaye told them of a dying man at whose bedside he watched: "I have made myself rich," said the ill friend, "but how I have crawled to do it!"

The successful life we read in the home, the dress, the personal comforts and luxuries. The triumphant life it is my habit to read in the eye.

Abraham Lincoln's portraits reveal it. I saw it in the friendly regard of a plain little woman who took the unoccupied chair opposite me in a tea room. That look is in the face of Admiral Byrd who uttered a prayer of thanks as he flew across the North Pole, and who canceled a lecture engagement to go to his dying dog, the mascot of that expedition, and who wrote for him the epitaph, "Igloo—my more than friend." I have seen it in the face of a charwoman who scrubs my floors and who used to work as the team-mate for a plow horse in her country in Europe.

There is in it human kindness. That we may or may not see in the face of one who merely is successful. It is distinguished by dauntlessness. We read in it a courage that will never fail.

"I have never been afraid in my life," said a gaunt old woman who, at eighty-four, was the heroine of one of New York's greatest fires. She had helped no one to escape. A cripple, she had to be pushed out of her little studio home and downstairs, past the fire engines, to a new home. She was acknowledged to be its heroine because she spoke no word of complaint. She talked not at all to me of her fright *(Continued on page 60)*



Brown Brothers

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Courtesy Metro-Goldwyn-Mayer

How Nerves

Are You a Pessimist or a Cynic? Maybe it's your Nerves.

AMONG THE most amazing and harassing of the ills that human flesh is heir to, *nervous indigestion* undoubtedly holds first rank.

Continually to "feel one's stomach," so to speak, can undermine the strongest constitution and make a nervous wreck of a Goliath, while the inevitable dieting that sooner or later becomes the rule of the average sufferer makes a mockery of what should be the joys of eating and reduces a chronic case to the proverbial "skin and bones."

Am I overstating the case? Well, if you have not as yet felt any of the things that nervous indigestion can do to you, you are truly lucky. For in this day and age of rush and bustle an individual can scarcely go entirely unscathed. While those who know from actual experience how indigestion in its various pernicious phases can sap the vitality, create moroseness and render one miserable—if not a deliberate pessimist or cynic—will attest to the fact, I am sure, that not only am I not exaggerating the average picture but that, if anything, I have not painted it in its usual and more lurid colors.

Yet nervous indigestion is *curable!* What is more, *it need not even be!*

For, as the term itself implies, nervous indigestion is a *nerve* affair. And the fact that it is primarily a nerve disorder and not a stomach ailment, of and by itself, is the very reason why so many thousands of men and women everywhere fail to find relief.

Naturally, when there is pain, gas, "heartburn" and general discomfort referable to the stomach, one rather logically jumps to the conclusion that the stomach must be treated. Yet in every single instance of nervous indigestion it is not the stomach which is functioning badly, but rather the nervous system which sends controlling fibres to the stomach, and the stomach cannot possibly do its work as it should if its nerve stimulations are at fault.

Taking the analogy of an automobile: you cannot expect your carburetor mixture, even if perfect, to explode in the cylinders and create the required energy for the propelling of the car unless the entire electrical



The patient does not always realize that upsetting thoughts are responsible for his malady.

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How Affect DIGESTION

Dr. Bisch, formerly associate professor of educational psychology at Columbia University, contributes an article each month to Psychology Magazine. He was also professor of neuro-psychiatry at New York Polyclinic Medical School and Hospital and is a specialist in all phases of normal and abnormal psychology.

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

system is in perfect order with the spark plugs igniting on time. Substitute the food you swallow for the carburetor mixture, the stomach for the cylinders and the electrical mechanics for your nervous system and you have a fair idea of the way the stomach must needs respond to the nerve forces that play upon it.

After all, the stomach is merely a reservoir or bag in which food is churned and mixed with digestive juices secreted in the walls of the stomach. The food you eat may be proper in amount and suitable in variety. If, however, the right amount of digestive secretions does not enter into the churning process, then the food remains "undigested," so far as the stomach goes, and symptoms—warnings, in fact, of this abnormal condition—are sure to occur.

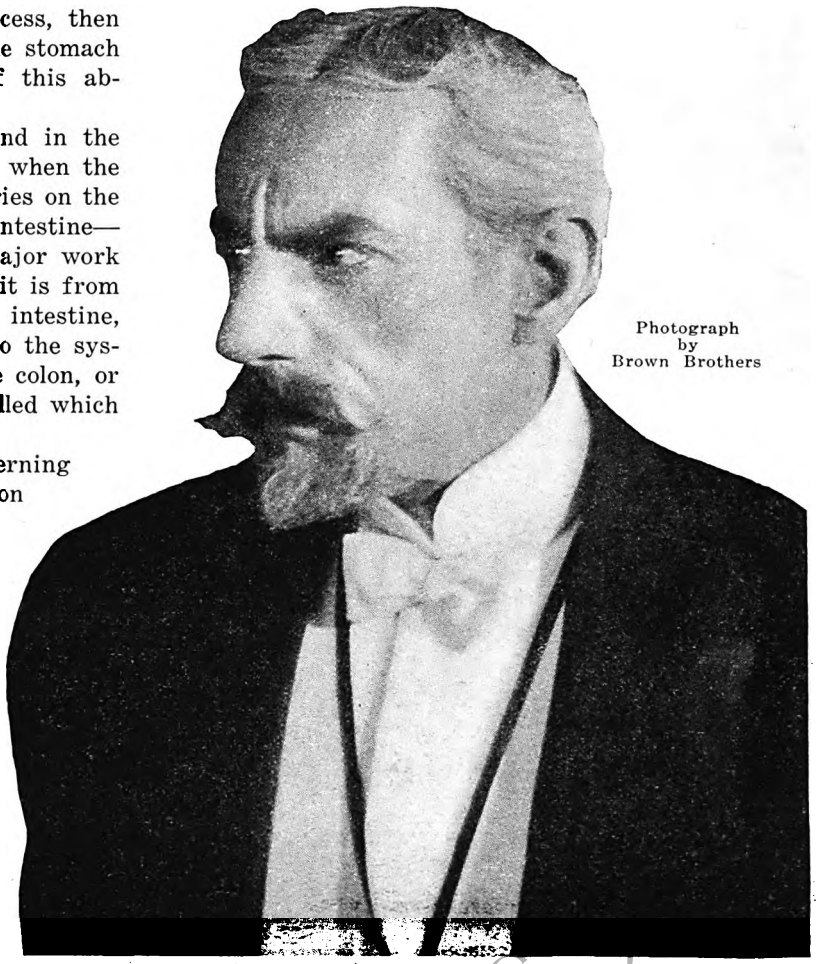
Besides, the digestive processes do not end in the stomach. Actually they begin in the mouth when the food is mixed with saliva. The stomach carries on the process more intensively while the small intestine—some twenty feet long—actually does the major work and completes the entire digestion. Lastly, it is from the large intestine, which follows the small intestine, that the digestive products are absorbed into the system as energy producers. Finally, from the colon, or last part of the large intestine, is food expelled which is indigestible.

It is not my purpose to go into details concerning the complicated chemical nature of digestion as a whole, except insofar as knowledge is necessary on this subject in order to understand what nervous digestion is all about and how the nerves—in fact the *mind*—can be and are responsible.

We must know, however, that the three chief food elements are the proteins, as in meat; the carbohydrates, which is a collective term for the starches and sugars, and the fats. "Gastric juice" is the secretion of the glands in the muscular stomach walls and this gastric juice has mixed with it a certain amount of hydrochloric acid.

The amount of gastric juice secreted by the stomach in twenty-four hours varies from ten to twenty pints. The average time for digestion in the stomach is three hours. But while boiled pig's feet take only an hour to be broken up into finer particles and changed chemically, roast pork requires five hours or longer for the same amount of digestion to be completed.

I have mentioned hydrochloric acid especially because so many cases of nervous indigestion are due either to an increase of acid or *(Continued on page 61)*



Photograph by Brown Brothers

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Heed that *Hunch!*

Have you ever Felt a SUDDEN Urge to Do Something—to Make Something? Obey that Impulse—that Nudge from Nowhere. The Hard-headed Scientist Does.

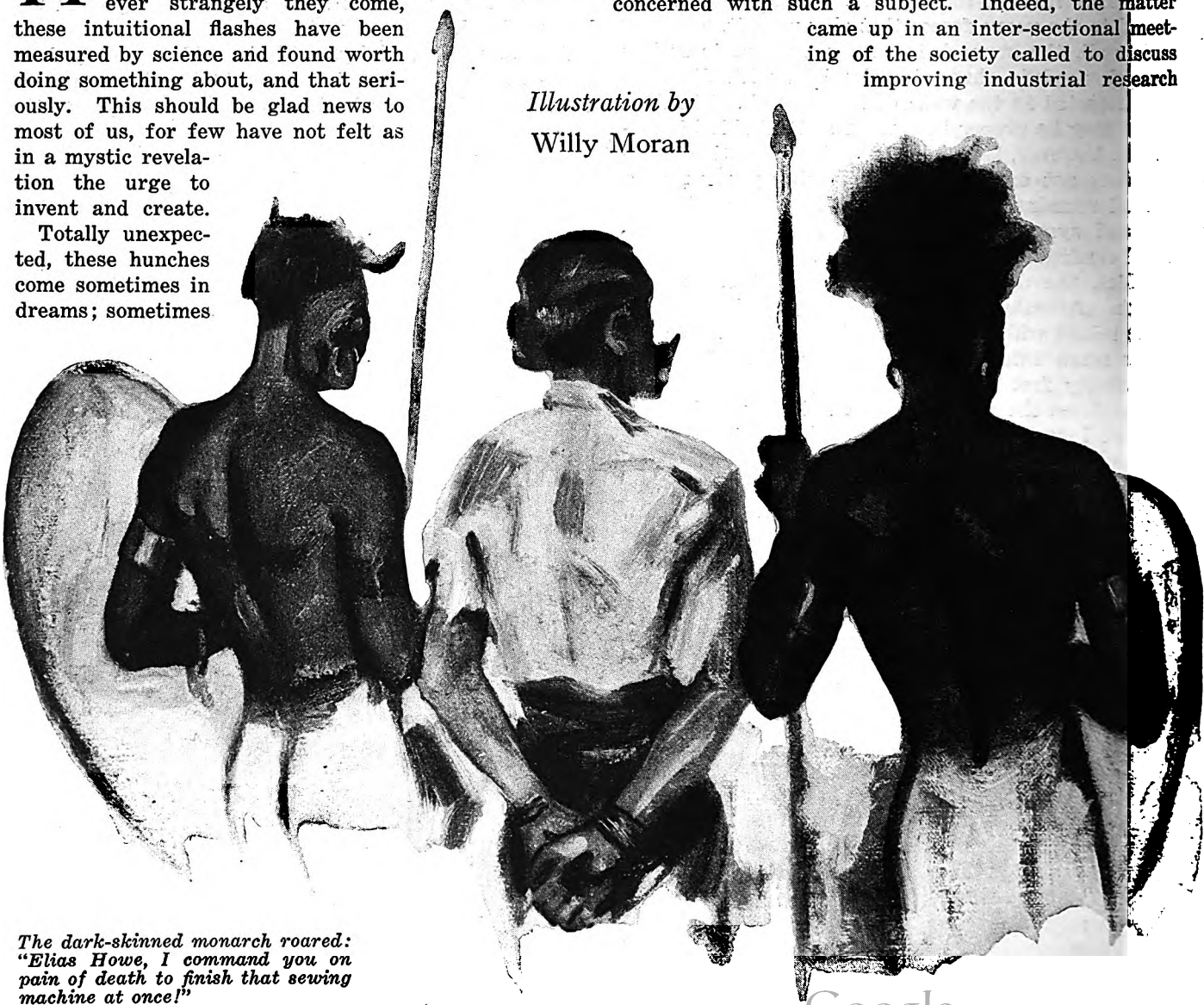
By John W. Harrington

HEED YOUR hunches—obey the chance impulses—the nudges from nowhere—and win! However strangely they come, these intuitional flashes have been measured by science and found worth doing something about, and that seriously. This should be glad news to most of us, for few have not felt as in a mystic revelation the urge to invent and create.

Totally unexpected, these hunches come sometimes in dreams; sometimes they are proclaimed in spiritlike voices; sometimes they rouse the recipients from sleep. Quick solvings of problems have come occasionally like a flash while the unexpectant thinker was dodging automobiles or soaring in an airplane or, like Archimedes, sent rushing from a bathtub by the shock of sudden inspiration.

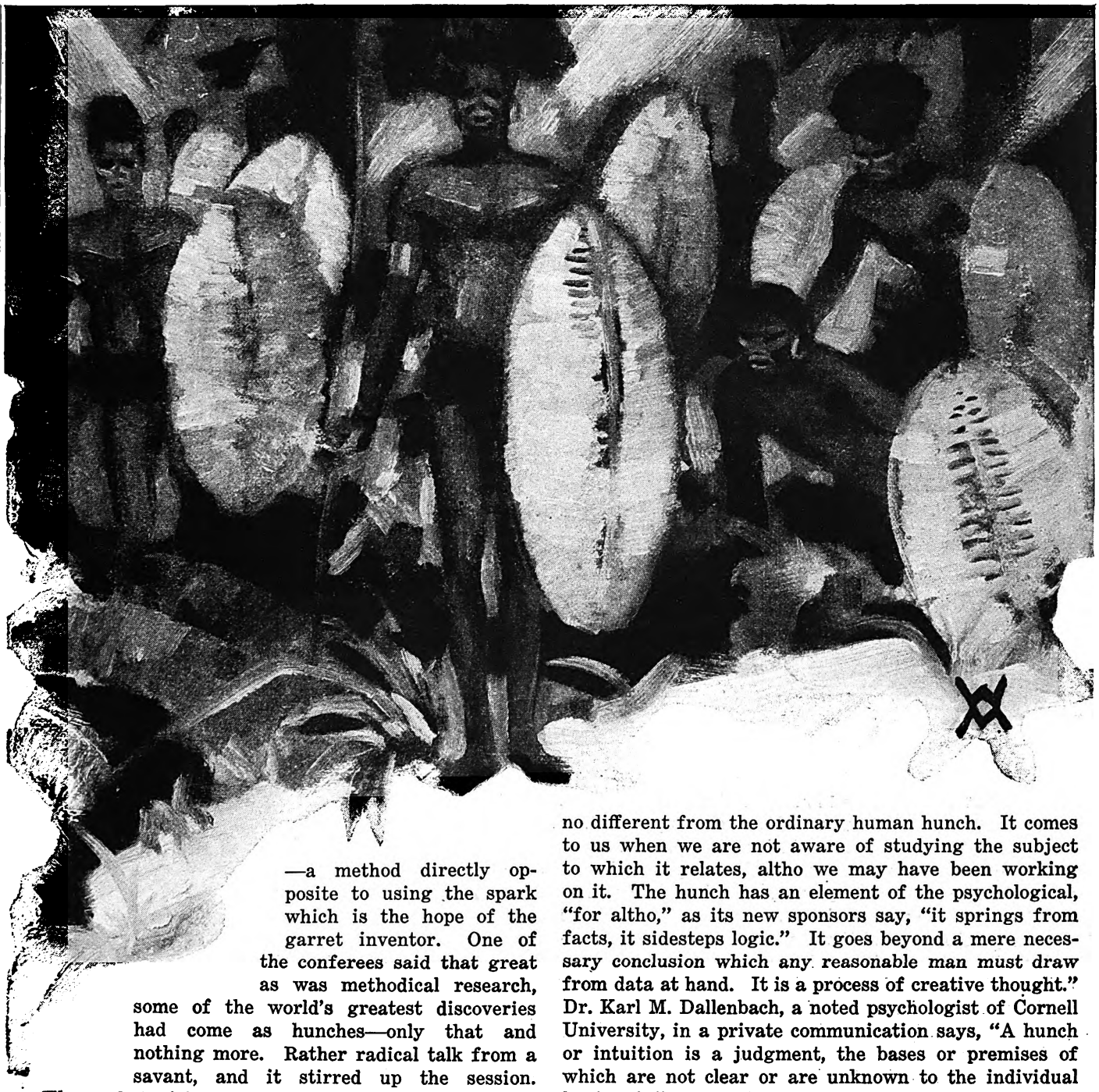
This idea of taking the hunch of the scientific variety as worth while grew out of an investigation made recently by two members of the American Chemical Society, Washington Platt, of Syracuse, New York, and Professor Ross A. Baker, of the department of chemistry of the College of the City of New York. Chemists would seem to be about the last persons in the world concerned with such a subject. Indeed, the matter came up in an inter-sectional meeting of the society called to discuss improving industrial research

Illustration by Willy Moran



The dark-skinned monarch roared: "Elias Howe, I command you on pain of death to finish that sewing machine at once!"

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—a method directly opposite to using the spark which is the hope of the garret inventor. One of the conferees said that great as was methodical research, some of the world's greatest discoveries had come as hunches—only that and nothing more. Rather radical talk from a savant, and it stirred up the session.

The upshot of it was that Mr. Platt and Mr. Baker on their own initiative issued a questionnaire to American scientists asking if any of them ever had hunches and whether or not paid any attention to them—and with what success. Replies were received from physicists, mathematicians, biologists and psychologists as well as chemists.

A surprisingly large number confessed to have been activated by hunches and some of the revelations were so intimate that their followers asked to have their names withheld. An elaborate technical summation of the replies appeared in the October issue of *The Journal of Chemical Education.* To that and many other sources the writer is indebted for the facts of this exploration.

To start from the mark: a hunch is like "a sudden leap of the imagination," to quote from the Platt-Baker definition of the scientific variety, which is after all no different from the ordinary human hunch. It comes to us when we are not aware of studying the subject to which it relates, altho we may have been working on it. The hunch has an element of the psychological, "for altho," as its new sponsors say, "it springs from facts, it sidesteps logic." It goes beyond a mere necessary conclusion which any reasonable man must draw from data at hand. It is a process of creative thought." Dr. Karl M. Dallenbach, a noted psychologist of Cornell University, in a private communication says, "A hunch or intuition is a judgment, the bases or premises of which are not clear or are unknown to the individual having it."

Probably the most unlikely place to find hunch material would be in the chemistry of petroleum, which for years has been the field of the most laborious research. And yet we find from the answers to the questionnaire that a pioneer in the anti-knock motor fuel discoveries, A. A. Albright, was proceeding by the hunch route. His discovery that certain metals in a colloidal solution in kerosene had a quieting effect came out of a long line of experimental failures.

One of the best examples in this realm, altho not mentioned in the report, comes from a laboratory owned by a large automobile manufacturing company, in which a group of chemists was working on the non-knocking fuel problem. One of the juniors got what he considered a crazy idea of dyeing gasoline to get the desired result. What could be more absurd to the scientific mind. When he *(Continued on page 62)*

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What it MEANS



Gandhi, the outstanding apostle of freedom.

Two photographs by Underwood and Underwood

THE FINISHED man is free. Let us consider that. And the fact that we all are slaves proves how young we are in the evolution of the world.

I have never seen a free man. Every man is bound to some possession, some person, some habit, some custom, some fear, some weakness, some desire. And the godlike possibilities of the human soul remain as limp and futile as the wings of a great bird cruelly imprisoned in a cage whose iron bars are gilded to deceive. The first mark of the slave is glossing over his limitations—instead of meeting them squarely and breaking their ugly hold.

You cannot restrict the body of a child without incurring protest from the child. If you were such a monster as to put a helpless baby into chains the law would interfere. But what of your own mind? That is more delicate, more fragile, more precious, than even the soft rosy form of a babe. And if you could have a picture of your mind, you would see a fettered, maimed, distorted thing robbed of its wonderful powers by the superstitions, conventions, half-truths and compromises that subtly enmesh and strangle it. We should all be geniuses if we had thought for ourselves, and our parents for themselves.

We love the true iconoclast. He may be rash, unwise, premature, but he is at least independent. And all the immortal works of man have been wrought in a spirit of freedom.

If you have never been thought "peculiar", know you are commonplace; for the individual is always peculiar. And if you care what people think, you are blinded by the dust of dalliance, you are out of step with progress. The onlookers at life are the ones who do the clamoring.

What is freedom?

Not fanaticism, not protest, not idleness, not arrogance, not despotism, not any of the things urged by the anarchist, who of all men is enslaved by his own obsession.

Freedom is the conscious power to express any, all or none of yourself, when you will, as you will, because you will. Freedom is opposed to license. Freedom means expansion, expansion means exercise, exercise means skill, skill means work—and how few of those who cry freedom are willing to work! Idleness, which is the boast of those who talk freedom, is really trespass on the time and temper of others.



Ruth St. Denis and Ted Shawn find freedom in the dance.

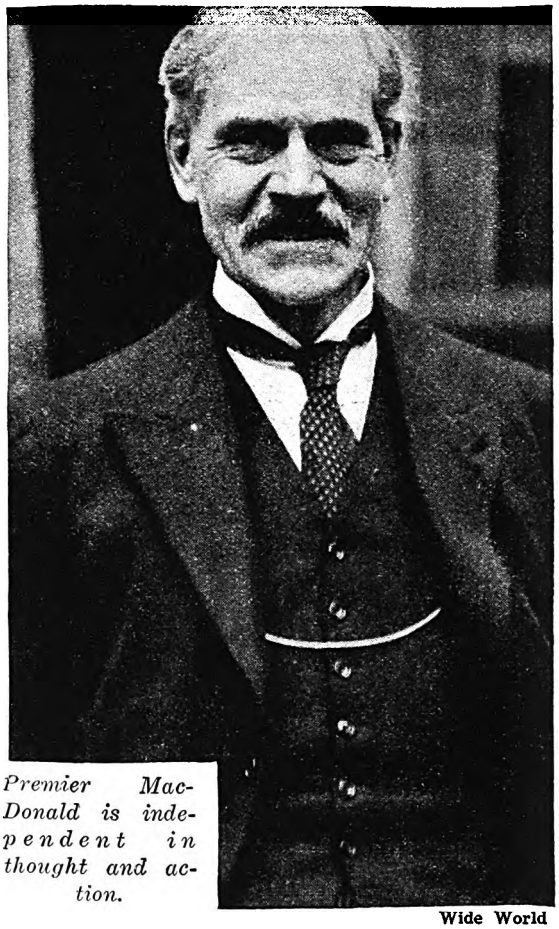
Freedom, like money, is wasted on those who have never earned it. Undirected freedom is vagrancy. Who is really free—the ragged tramp

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By Edward Earle Purinton

to be FREE!

Is There Some Person, Some Possession, Some Thing You MUST *Have to Be Happy? If So, You Are a* Slave.



Premier MacDonald is independent in thought and action.

Wide World



or the rich traveler? Freedom means equipment no less than expanse. It is foolish to long for opportunity without the power to use it.

Freedom costs more than any other boon of life—that is why so few attain it.

Do you want to know the price of freedom? Infinite patience.

Watch Paderewski on the platform and you murmur, "How easily he plays!" Watch him in the long, weary hours of isolation when he grimly attacks one exercise three hundred times before he has it conquered; then you exclaim, "How hard he works!" Would you be free? Gather your chains more closely about you for greater speed in your handicap race. The winning athlete glories in the handicap.

By the long hard path of human struggle we may reach the sunny mount of freedom—and most of us travel that road. But a shorter, smoother avenue winds thru the calm retreat of divine meditation—the few great souls of the world have experienced this. We do not lack the power to break our chains and cast them down forever; we lack the courage, the poise, the skill, the persistence. Nothing from without can bind us, no man can enslave us; we are judged by our own prejudice, convicted by our own weakness, shackled and imprisoned by our own ignorance. The chains that we carry we have fitted to our own limitations. When we see this, we change protest into power.

Go to any jail and you find a sullen mob of prisoners, helpless in their manacles, chafing at restraint, ugly with impotence. Yet the bondage lies not in the bonds. From the mental confinement and spiritual gloom in which most men live we can safely emerge when we have developed our own powers of self-emancipation.

Are you free? Is there any one thing, any one person, any one condition of life, that you must have to be happy? If so, you are a slave.

Should all your friends go, all your possessions vanish, all your hopes end in ruin, the world itself pass away—would you remain calm and steadfast? If not, you are only a chattel, bound to the whim of Fate. Would you experience a new kind of happiness? Learn to do without whatever you think you need most.

We know how a child cries when he can't have what he wants or when his toys are taken from him. Yet how many of us have really *(Continued on page 70)*

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I was a SOCIAL

By Agnes Lamont McCloskey

I Completely Lacked Social Accomplishments. But—I Trained Myself to Hold a Job! Could I Train Myself to Hold Friends?

CONQUERED fears seem silly. That is probably why they are so soon forgotten. I am willing now to admit the absurdity of my plight but honesty forbids me to deny that it ever existed.

Most people can lead a fairly satisfactory life even tho they may never wear the red badge of courage. It may be slightly inconvenient to dread high places, thunder storms, deep water, darkness or any other such phenomenon but many have known the same terrors. There is nothing isolating or soul-destroying about such fears.

Social inadequacy is entirely different. It is a phase that is inevitable for most of us but which is usually of brief duration. The little child who suddenly bursts into tears while the fond parent coaxes him to entertain for the company, the bashful adolescent, the embarrassed applicant seeking his first job—these are familiar figures.

The average individual will adjust himself quickly to circumstances and regain his poise. When he cannot do that, tragedy occurs. The victim knows that



I wanted people to include me in their invitations, to offer me their friendship.

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MISFIT

Illustrations by
F. W. SWAIN



this statement is not exaggerated.

He credits everyone with fancied superiorities, he endows all with great powers of criticism, and then is miserable when he beholds the Frankenstein.

Theoretically, there is no basis for this fear of others. Psychologists claim that when a child is born, he fears only two things: a sudden loud noise and the unexpected withdrawal of support. By guidance and counsel his heritage is usually multiplied to a very high degree. And that final product is about the last burden in the world that we care to carry.

My early background was, I realize, largely to blame for my later predicament. It relegated me to a loneliness which persisted for years. What happened to me has undoubtedly happened to others, but to me it was a personal issue.

When I was six years old, I was placed in an orphanage. My parents were not dead, but because of the turbulence of their married life they had been adjudged improper guardians.

There I remained for two years. My lot was not a hard one. I was treated with scientific care and unquestionably fared better than I would have in my own home.

A good many of the children had regular visitors, either relatives or friends who, tho unable to assume their care, still retained some interest or affection for them. During those two years no one ever came to see me. My parents had apparently disappeared from sight and there was no one to take their place.

I felt branded with loneliness, secretly ashamed of being a person of so little importance to anyone. Even among orphans, I was an alien.

Eventually I was adopted by an elderly woman of strong religious bent. She was temperamentally ill-suited to a child who already displayed an unnaturally quiet disposition. Neither of us realized the fact and we got along very well together.

It amuses me now to think of it—the silent woman and the quiet child solemnly starting on the Sunday excursions which were one of the high lights of my childhood.

Under her tutelage, I knew New York as only tourists do. Few of its natives could approach my knowledge of its old churches, museums, and parks—and probably few would want to. In the summer we went to the beach where I would swim decorously for a while and then play mildly on the sand.

I was content with my life. For my aunt, as I called her, I felt a deep affection. To me she was the symbol of kindness and protection.

My acquaintance with the children at school remained desultory. My aunt saw no reason to encourage friendship with hilarious and ill-mannered youngsters, and I was not particularly adapted to pursuing that course alone.

As I grew older, I made spasmodic attempts to curb an attitude that others found almost hostile. I was classified as either "dumb" or "high hat." My efforts at

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up in quite a casual manner for the courses and arranged convenient hours for the lessons. The first time that I had to appear really required courage. I, who had always found it so difficult to make friends among those whom I had at least known, was now going to try the same thing among strangers.

The feeling could not be entirely lost and my progress was not very reassuring. I refused to think of my stupidity and clumsiness as being a reflection on myself. This, I insisted doggedly, was only what every beginner faced. I clung to my new code, for I realized intuitively that if I should abandon it, I might as well give up all hope of ever changing.

In my heart there remained a gnawing doubt that anyone had ever been so completely stupid. Only an unsuspected reserve of Spartan fortitude pulled me thru the really hard part. Blindly I followed the scheme as I had outlined it and tried to comfort myself with the thought that what I was doing was only slightly more disagreeable than the old method.

The tension I felt communicated itself to my muscles until they became rigid. Mentally, I cautioned myself to relax and to listen to the music. My advice was in vain. Desperately I tried to achieve the desired result by pretending that I was not in the dancing class but at home reading a book. I felt that if I could only reproduce some setting where I ordinarily felt at ease, I might be able to lose this paralysis.

It was much like pleading with some obdurate small child. I felt almost as exasperated. It seemed impossible for anyone to be so stupid and to make so many mistakes.

Then I glanced at some of the other pupils. One of them I watched critically. She was failing dismally and her errors were obvious. Almost without realizing it, I corrected those faults in myself. I lost that feeling of being powerless. It had simply been a matter of acquiring a more objective method. After that, I watched everyone and tried to imitate whatever seemed well-done. My own performance somehow became minimized; what seemed particularly necessary was to function smoothly as part of the whole.

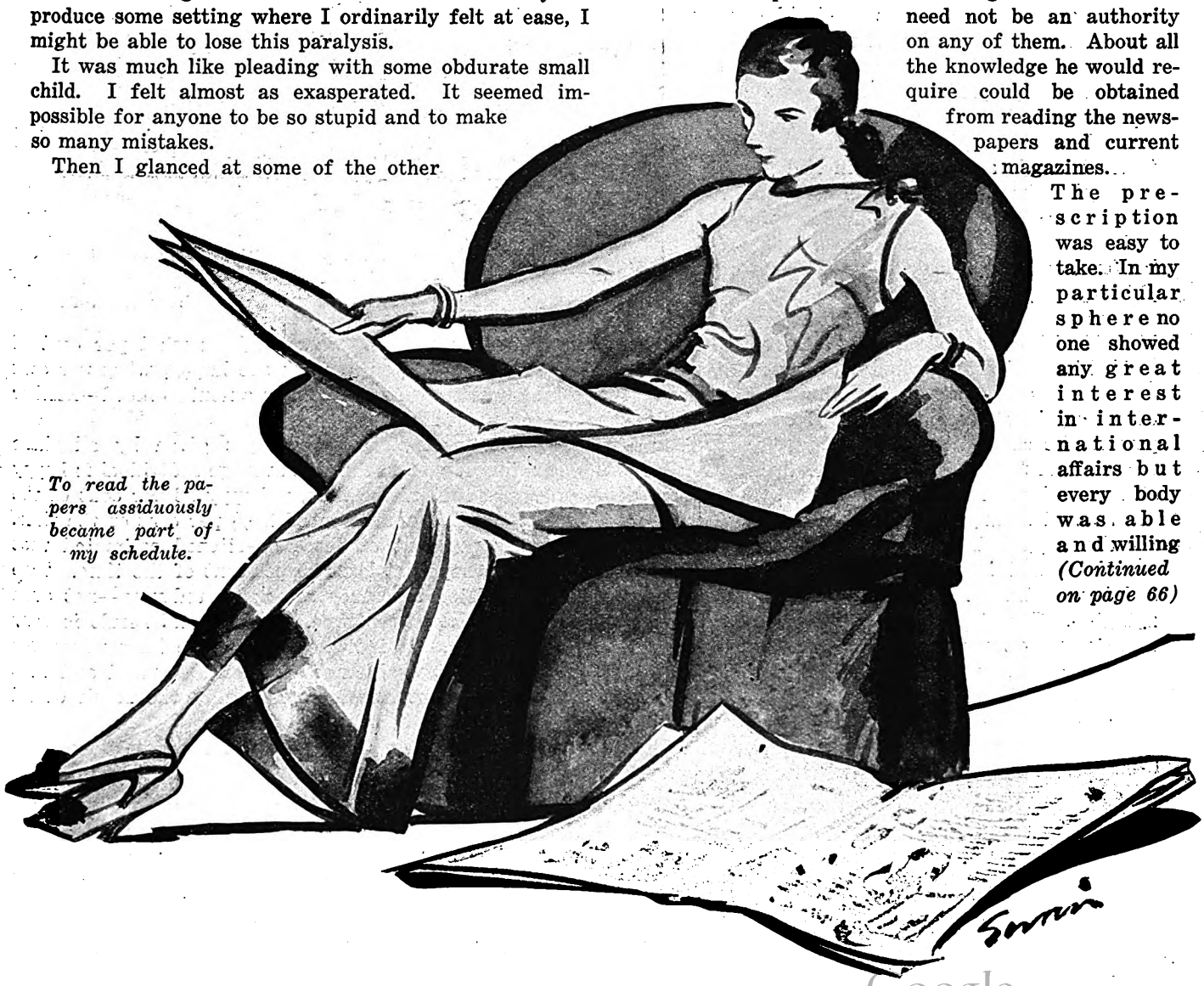
That lesson served me well in bridge. I no longer dramatized my own mistakes and I did not feel remarkably apologetic for them. After all, I decided, I was paying for instruction and it probably took a long time to acquire facility in any of these lines. The consequence was that my freedom from mental tension made it a great deal easier to learn quickly.

It has been said that people talk not to convey their thoughts but rather to hide them. That cynicism is really a blessing in disguise. Occasional contacts had taught me that there was no one so boring as the person who wishes to plunge headlong into a lecture about the relative merits of the Russian novelists and who never stops to inquire if his audience shares his tastes or prefers the tabloid ghost writers.

That risk of boredom, I was certain, could easily be avoided if the speaker had a fair range of interests. He need not be an authority on any of them. About all the knowledge he would require could be obtained from reading the newspapers and current magazines.

The prescription was easy to take. In my particular sphere no one showed any great interest in international affairs but every body was able and willing

(Continued on page 66)



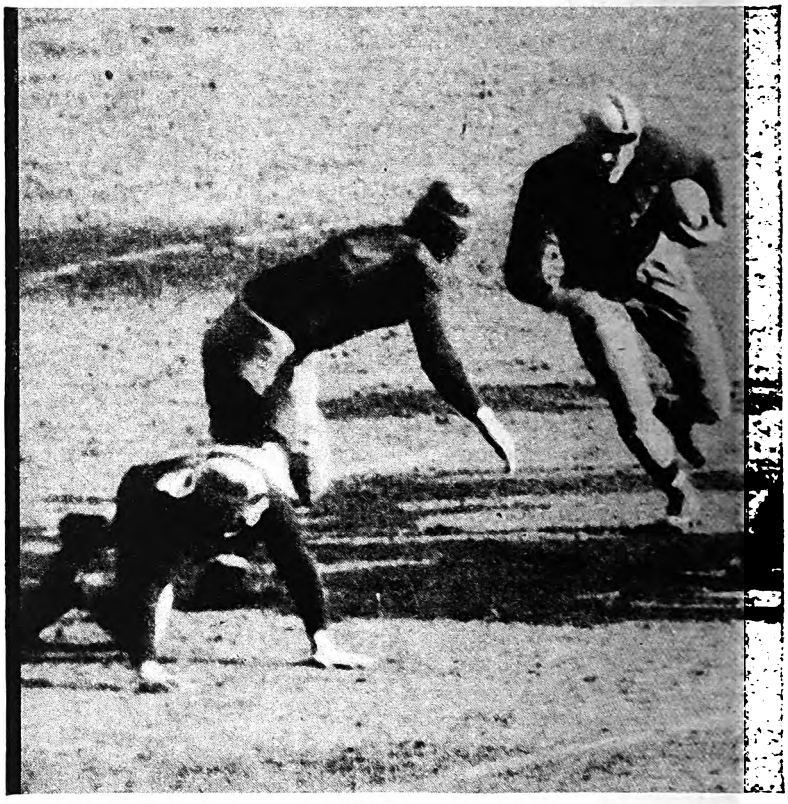
To read the papers assiduously became part of my schedule.

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Are Average

By D. Lewis Mickey

An Actual Survey of Real People *to Find Out* WHO *Are Happy and What Brings That Happiness*



Wide World

YOU HAVE probably heard it said that people are not as happy today as they were in the good old days of our forefathers. Doubtless you have heard the cry of the pessimist that "there are no happy people". Gloomy philosophers have gone so far as to say that there is no such thing as happiness—that all there is to hope for is absence of pain and grief. But is this the view of the average person? Is the average person able to find happiness and does he often succeed in his quest? Preferring his opinion to the opinions of philosophers, preachers, psychologists and orators, I decided to ask the average man himself. He ought to know whether or not he is happy.

All kinds of people come into my newspaper office. People of every age, occupation and circumstance of life continually come and go. I decided to ask each person who entered my newspaper office for four days ten questions about his happiness. I believed that this stream of humanity would represent the average person as well as any that could be found. I was right, for those questioned were in twenty-two different occupations, and included persons of all circumstances and types. They ranged in age from 13 to 82, averaging 40. Seventeen per cent were women and eighty-three per cent men. Fifty per cent were married, forty per cent unmarried and ten per cent formerly married. No wealthy persons happened to be included, but several were well above the average in financial circumstances, many of average income and several were poor. It was particularly interesting to note how much wealth had to do with happiness—but we shall come to that later.

Ninety per cent of people consider themselves happy ond only ten per cent consider themselves unhappy—if the results of my questionnaire are to be accepted as a fair criterion. The first question asked each was: "Would you say you are happy or unhappy?" Ninety per cent answered, "Happy".

The next question was: "About what per cent of the time would you say you are happy, what per cent unhappy, and what per cent in a neutral mood—neither happy nor unhappy?"

By averaging the percentages given by all those questioned, we find that the average individual is happy 62½ per cent of the time, unhappy 18 per cent of the time, and in a neutral mood 19½ per cent of the time. Twenty per cent of those questioned estimated that they are happy at least 90 per cent of the time. Two even insisted that they are never unhappy—not even one per cent of the time. The general result is very encouraging. It indicates that to be happy requires neither great wealth nor a remarkable mind and that almost constant happiness is within the reach of all normal human beings.

"What causes you the most unhappiness?" was the next question.

One third of the answers indicated financial worries or conditions. The next greatest cause of unhappiness was sickness and death in the family. Poor health was the next cause. Two boys of high school age answered, "Girls!" Others found their greatest unhappiness in household worries, swindles, anger, worrying about others, divided family, hard work, unpleasantness among friends.

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"I'M GLAD *the world said* NO!"

Because It Makes Me Say, *"I'll Show You"*

By Eleanor Graham



Wide World

Governor Roosevelt has never permitted his handicap to interfere with his activities.

EVER SINCE I can remember wanting to do things, someone has said "No!" to me. Often it has been a very polite no—hardly more than a vague statement that the thing I want to do was impossible. So, of course I've always had to prove it possible just to surprise the public.

I made an early start in this business of surprising people. When I was four years old I had an attack of infantile paralysis. All the neighborhood children knew that I was very ill and could not move, so they were curious to see me as soon as I was well enough to be wheeled out on the front porch.

Mother tells me how I sat and looked at them while they stared at me. Finally one of them asked, "Can't you talk, Eleanor? Can't you talk?"

Mother waited for me to reassure the children, but I merely stared back at them.

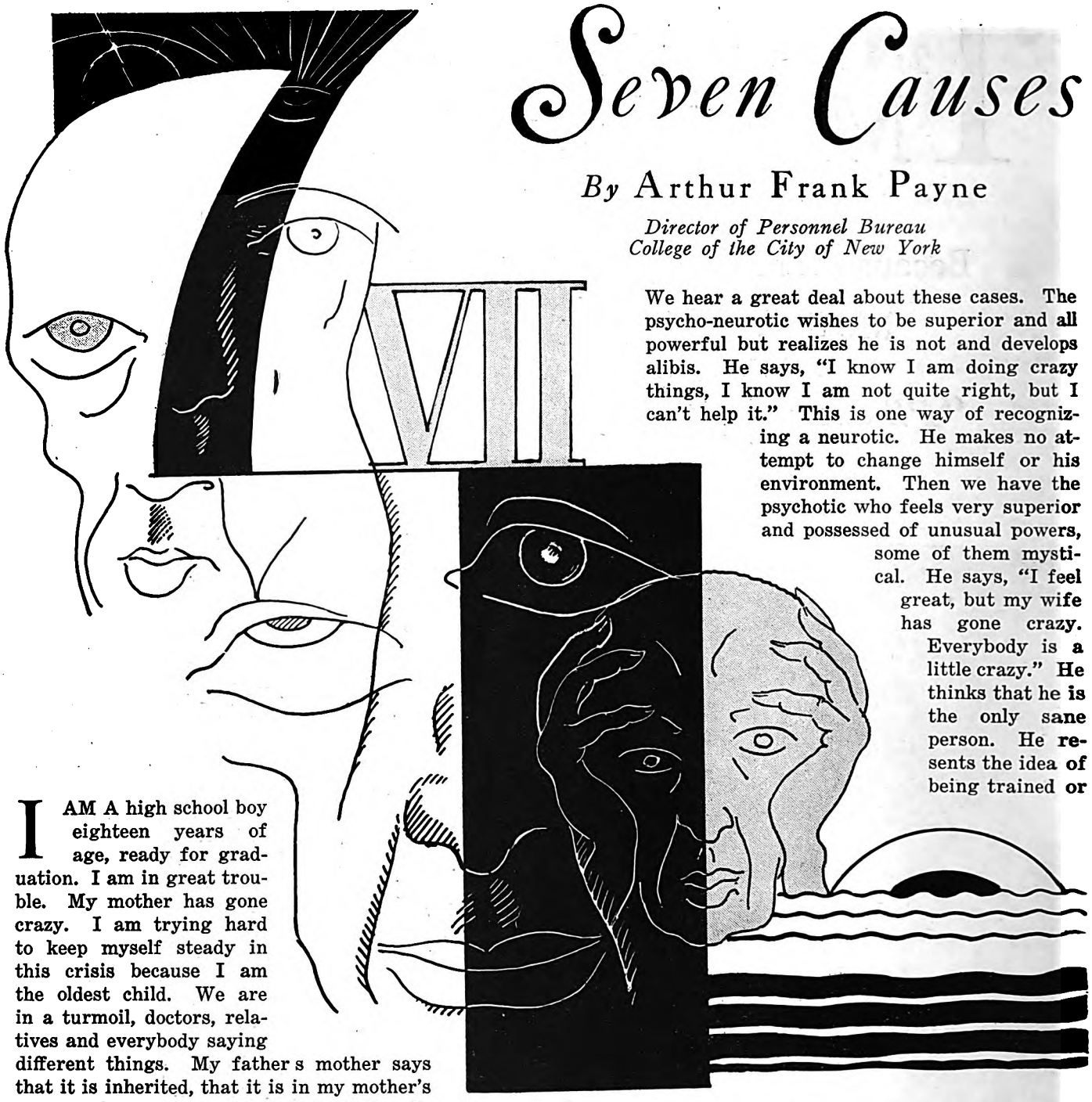
"Can't you talk?" they persisted.

"Tell them you can talk, dear," mother whispered to me. But to her astonishment, I put my hand over my mouth and whispered back to her, "Sh! Fool 'em! Just fool 'em!"

Since then I have been fooling the world most of the time. When I was six, mother went to buy me a pair of crutches. The man at the surgical supply shop was a kindly old soul, and he thought it his duty to tell mother that I would never be able to use the crutches. He suggested a baby walker, but mother insisted on the crutches. Perhaps I inherited my contrary nature from her. Anyway, I learned to walk on the crutches, used them as stilts and frequently chastised my brothers with them.

Once in a while someone would say, "Oh, that's too far for Eleanor to go." On the instant I would decide to go. My hands might get red and blistered from my crutches (it was my favorite joke to say, "I've walked so much my hands are sore") but I'd get there because "they" thought I couldn't. *(Continued on page 72)*

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Seven Causes

By Arthur Frank Payne

Director of Personnel Bureau
College of the City of New York

I AM A high school boy eighteen years of age, ready for graduation. I am in great trouble. My mother has gone crazy. I am trying hard to keep myself steady in this crisis because I am the oldest child. We are in a turmoil, doctors, relatives and everybody saying different things. My father s mother says that it is inherited, that it is in my mother's family. One doctor says that it is the climacteric and that mother will be all right in a few years; another says it is a neurosis and another says it is the endocrines. Please tell me what all this means. Forgive me for not giving my name, but maybe I will write you later."

This is indeed sad! Frequently I am asked, "What is insanity?" The answer I do not know. Psychologists do not use the term insanity, and in courts of law it means that the offender was not responsible for his act at the time he committed it. If the mind of the person who is misbehaving is afflicted by disease and wrong evaluations to the extent that he is incapable of reasoning about the nature and consequence of his act, then he cannot be held responsible for crime because he cannot be accused of criminal intent.

Then we have the neuroses. The doctors who have seen this boy's mother have made plausible diagnoses. We hear a great deal about these cases. The psycho-neurotic wishes to be superior and all powerful but realizes he is not and develops alibis. He says, "I know I am doing crazy things, I know I am not quite right, but I can't help it." This is one way of recognizing a neurotic. He makes no attempt to change himself or his environment. Then we have the psychotic who feels very superior and possessed of unusual powers, some of them mystical. He says, "I feel great, but my wife has gone crazy. Everybody is a little crazy." He thinks that he is the only sane person. He resents the idea of being trained or working under orders and attempts to change his environment, his conditions of living and work and especially tries to make other people over to suit his own false ideas.

The question has been asked whether or not all geniuses are a little mad. I cannot answer that question either. We undoubtedly appear crazy to monkeys. A great man exceeds our abilities, and we say that he is a genius. We do not understand him, and we say he is not normal. But we do not know what the normal is.

The first thing to do is to distinguish between mental disorder and mental disease. Mental disease is a physical disease of the brain. Such diseases as dementia praecox, encephalitis and paranoia are mental diseases and must be treated by a neurologist. Mental disorders consist of neuroses, complexes and conflicts.

There are seven main causes of mental disorder.

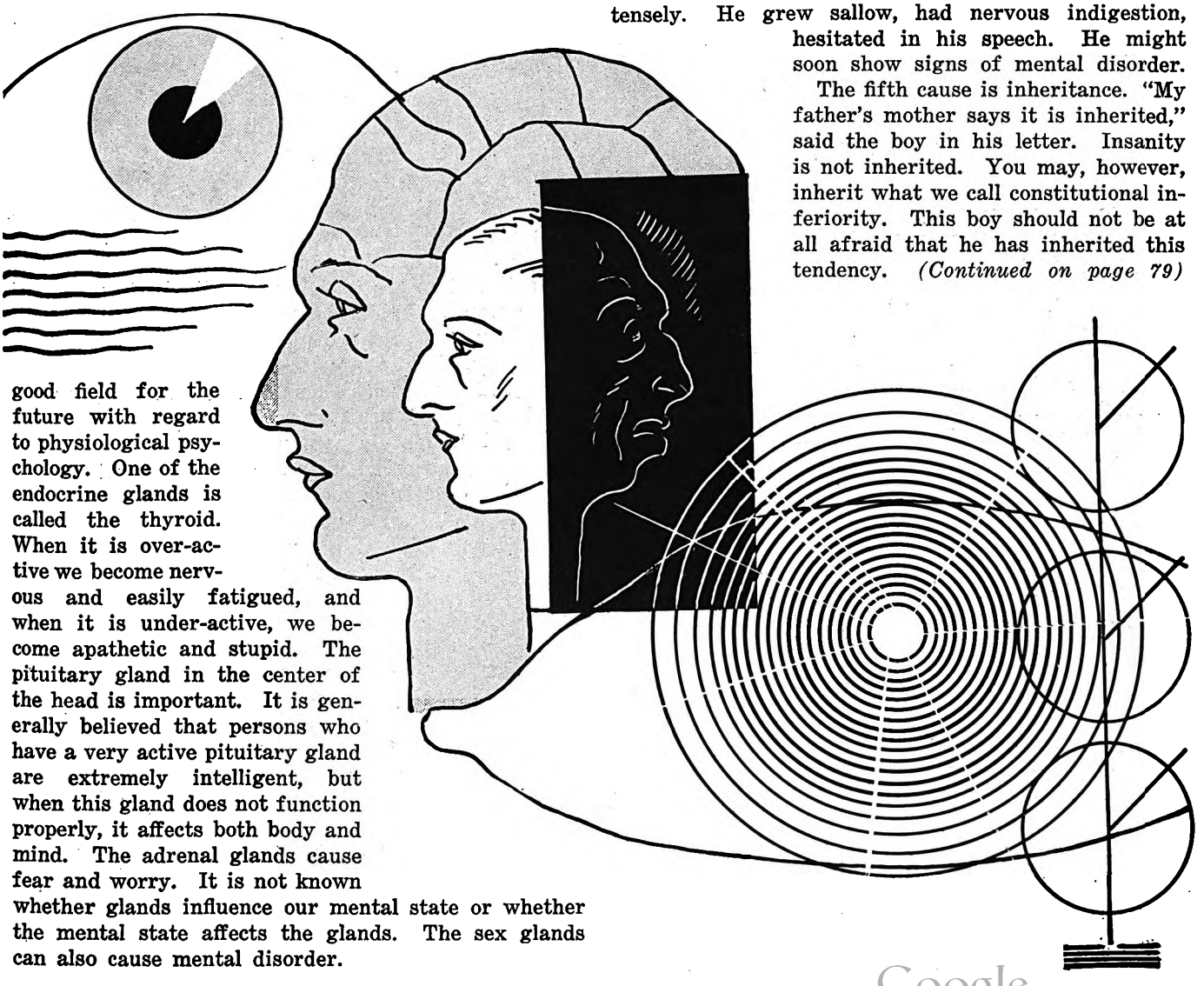
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# of MENTAL DISORDERS

The first cause is a lesion in the brain. The lesion means that the tissue or the brain itself has broken down. Brain lesions are generally very difficult to cure.

The second prime cause is focal infection. A large percentage of mental disorders, neuroses or psychoses, are caused by pus pockets at the root of the teeth. Physicians treating mental cases usually require that the patients' teeth be x-rayed. Infection of the prostate gland or cancer may cause disorder, altho one great psychologist, Dr. Jung, says that neuroses cause cancer. Certainly, he presents some important evidence and since the cause of cancer is unknown, he may be right.

The third cause is the endocrine glands. These glands affect the way the mind works and also affect mental states, that is, whether you are nervous, calm, et cetera. To my mind the endocrine glands offer a good field for the future with regard to physiological psychology. One of the endocrine glands is called the thyroid. When it is over-active we become nervous and easily fatigued, and when it is under-active, we become apathetic and stupid. The pituitary gland in the center of the head is important. It is generally believed that persons who have a very active pituitary gland are extremely intelligent, but when this gland does not function properly, it affects both body and mind. The adrenal glands cause fear and worry. It is not known whether glands influence our mental state or whether the mental state affects the glands. The sex glands can also cause mental disorder.



Fourth are the psychological causes for mental disorders. Here we find the inferiority complex which comes from frustation of the ego. In this category we have the dethroned child, the economically unstable and those whose desire to be loved is unsatisfied. Fear and worry are also a psychological cause of mental disorder. Society is responsible for yet another cause of disorder: repression. Repression means blocking your biological nature, keeping you from doing things nature is driving you to do. This causes sublimation, which is the attempt to divert the force of these biological drives from one channel into another. The chief fault of sublimation is that it does not sublimate. There is also the ill effect of doing what you do not like. If your interests lie in one field and you are forced to work in another, the result is anxiety, the feeling of inferiority and trouble. An illustration of this is the case of an intelligent man, an introvert, who had to take a job selling books. That man suffered intensely. He grew sallow, had nervous indigestion, hesitated in his speech. He might soon show signs of mental disorder.

The fifth cause is inheritance. "My father's mother says it is inherited," said the boy in his letter. Insanity is not inherited. You may, however, inherit what we call constitutional inferiority. This boy should not be at all afraid that he has inherited this tendency. *(Continued on page 79)*

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Do You Budget

By Weaver Pangburn



Eight Principles for the Satisfying *Use of Spare Time*

IN FEBRUARY, 1930, an orchestra at the Shubert Theatre in New York played a program of eight compositions by William H. Woodin, president of the American Car and Foundry Company. The music was excellent. Mr. Woodin became a success musically and his works are now heard frequently by the public.

From his father, Mr. Woodin "inherited" the job of making car wheels and other railroad equipment. In his thirties he became president of his company, and eventually the principal manufacturer of railroad equipment in the world—a captain of industry. Yet from boyhood he had yearnings toward musical expression. His dreams, his creative powers, could not find satisfaction in producing even the best car wheels in the world. In his spare time he learned to play the guitar and then the piano. Eventually he began to compose, playing his selections to his family in the privacy of his home. Then his friends heard, and insisted on a public performance.

Thus, Mr. Woodin was revealed to the admiring world not as one man, but as two men, the man of power in industry and the creator of delicate and dreamy music. He symbolizes the emergence of a new American viewpoint, which has been establishing its roots during the past twenty-five or thirty years. He reminds all of us that every man and every woman may live in two worlds, one devoted to the business of making a living, the other to the business of living the abundant life. Each of the two supplements and enriches the other and together they make for the integrated personality



Great artists develop only from a subsoil of numerous amateurs.

"Horse-shoes" is so popular in Rock Island, Illinois, that the city was forced to install lights on the courts for night use.

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Dad's Wife

A NEW *Way of Being a Mother*

By Justine Mansfield

DAD BROUGHT her home with him one day, and gee! I nearly passed out when she tried to kiss me.

"Roddy," Dad said, "here's your new mother. You be good to her."

I just never looked up and only said, "Hello" . . . mumbling it under my breath, and she said something about how nice it'll be to have a boy of her very own.

Believe me, I ain't her boy and she ain't going to slobber all over me. What's got into Dad, anyway? A few times now he's brought a dame in to upset our peace. The last time it was a floosy: "Miss Snell, who is to keep house for us."

Gosh, but I hated that Miss Snell. She soaked the whole house full of cologne. But I made short work of that jane. I brought bugs in the house; I put a live fish in her bed; I made her trip over a thin cord I'd put across the living room, and oh, boy, she had a swell time at our house . . . nit!

One day she got mad as a hornet and I heard her raising Cain with Dad. The last word I heard was:

"No woman could stand it with that boy! I'm thru."



"I do wish, John, the boy didn't dislike me so," she was saying.

Swell music to my ears!

She packed right up and was gone; and Dad came to my room that night and we had a long talk. It just felt great for us to be together again, with no skirts hanging around the place. It was just like old times.

Dad seemed happier, too, than he'd been for a long time; his face seemed to ease off, and he shook his head and said to me:

"Son, they're all alike. Of course it wasn't nice of

Drawings by Gene Clarkson

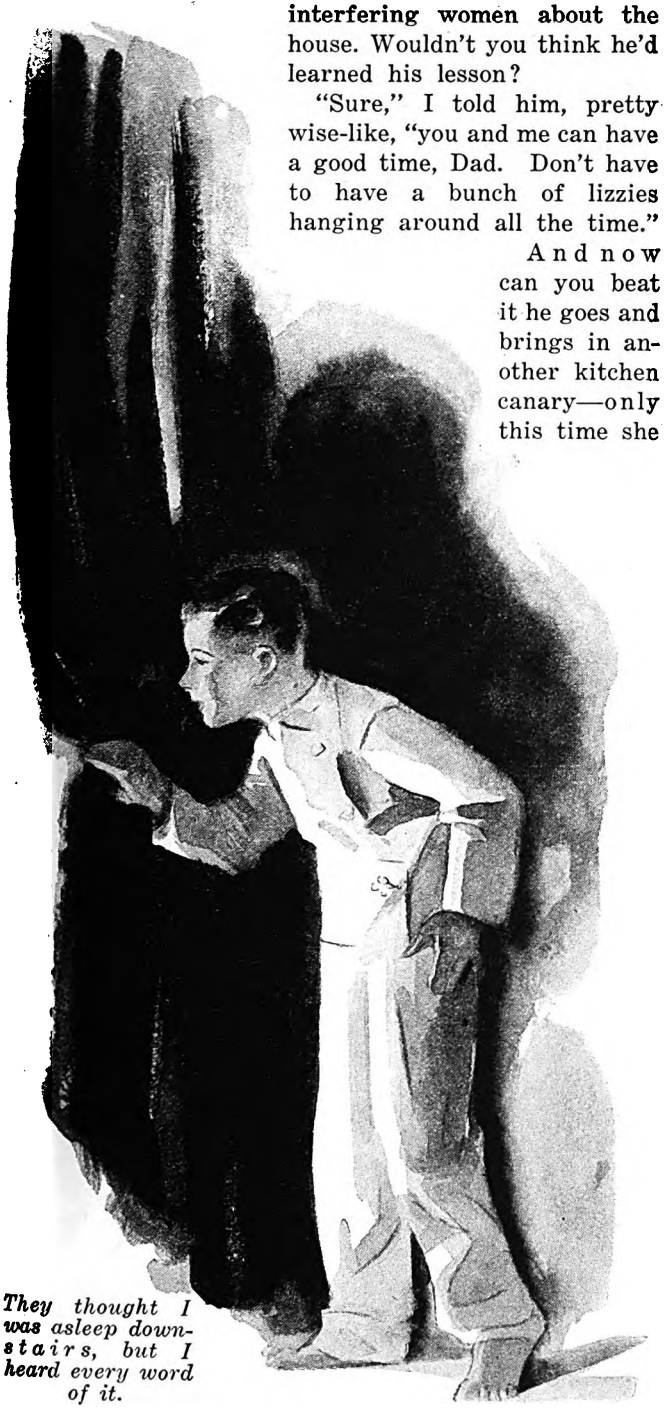
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you to make things bad for Miss Snell, but I'm certainly glad to be rid of her."

We had a wonderful time that week. We went to the movies together and had a soda, and one night when we got home Dad patted me on the shoulder and said again it felt good to be pals with me, with no interfering women about the house. Wouldn't you think he'd learned his lesson?

"Sure," I told him, pretty wise-like, "you and me can have a good time, Dad. Don't have to have a bunch of lizzies hanging around all the time."

And now can you beat it he goes and brings in another kitchen canary—only this time she ain't no housekeeper, but he tries to palm her off on me as mother! Swell chance, I'll say. Any day I call any woman that! Believe me, I'll do some sweet things to make life pleasant for this baby. She's not going to wheedle me into runnin' her errands after school either like that Miss Snell tried to do.



They thought I was asleep downstairs, but I heard every word of it.

I don't understand a guy like Dad. First he heaves a sigh of relief when we get one baby out of the house and there he brings home another prima donna. This time it looks like a fixture, too, from the title he gives her.

Mother! Mother! None of these bimboes know how to be one. A guy'd better make up his mind he can never have more than one in a life-time. If she dies, a fellow can remember how sweet she was, that's all. Don't I just remember. And why shouldn't I? I was nine when she died. But what's the use of wishing for her, when a guy knows it's impossible . . . impossible to ever see her face again. Even when she yelled at me sometimes, did she mean to be nasty? Never! I always knew it was all right, no matter what she said. I knew it from way inside me. Mother . . . mother . . .

"Roddy, I think you'd like some nice fresh biscuit for dinner, wouldn't you?" I hear this new dizzy's voice break in on me.

"I don't care," I told her. Only I wanted to say: "I don't care a hoot!" Because I *don't!* It makes no diff to me what she says.

I'm "on" to these female's tricks. We had enough of 'em for me to be wise. First day they come it's biscuits, and honey this, honey that, as tho a fellow cared to have strange dames all the time trying to make friends with him.

The second week or so you can hear 'em sing a different tune. After a while, they don't hide the fact that you're not their kid and they don't care about you. Not that I'd be it to any of 'em that's ever been around this joint. You can't put nothing over on me. In a month from now this new baby'll be trying to make it hot for me, but I'm too wise—I'll make it hotter for her! That's my resolution and I'll stick to it.

FOR weeks I have been planning and doing all sorts of tricks, but I can't seem to get her goat. I tried the fish stunt; I put pepper in her cooking one day when she wasn't looking, until I thought she'd die of sneezing. One night, when Dad phoned he had to go out of town on business, I made things hum for her. I put a white sheet over me and when the house was all dark I tried to scare her. But she didn't get scared. She did nothing but laugh.

Every rotten trick I ever knew I've tried out on her but it don't seem to get her goat. When I put pepper in the soup she made me eat some of it, and I made up my mind I'd better lay off on that kind of stuff.

I've been racking my bean like fury to find out some new stunts to make it snappy for her. She doesn't seem to mind anything. I got to admit she's got me puzzled. But I know I get her goat in one way—I've never called her mother, and I'll be cracked if I ever will. She'll never hear that word from me.

Her game looks phoney to me. She asked me once to go to the store for her and I said I had lessons to do and couldn't go. She never asked me again. Sometimes I get a little sorry for her because she looks kind of tired. But I ain't turning softy and changing my principles for any woman. I can't quite get wise to her. Sooner or later, tho, she'll show what her game is. Altho I got to admit she hasn't got a temper like some of the others we had.

The other night I was upstairs, and Dad and she were sitting by the fire and they thought I was asleep downstairs, but I heard every word of it:

"I do wish, John, the boy didn't dislike me so," she was saying.

"That's their stuff. Getting *(Continued on page 71)*

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PLASTIC Me

By Marion Thayer MacMillan

A Study of How Thought and ACTION *Develop Mentality and* CHARACTER

Photographs by Wide World

To sow a thought is to reap an action,
To sow an action is to reap a habit,
To sow a habit is to reap a character,
To sow a character is to reap a destiny.

THIS may sound to you like merely a bit of neat phrasing with some small thread of truth to hold it together! Instead, it is a simple statement of the actual experience of every human being.

Every individual living now, or in the dead past or the unborn future, each soul of them, is, has been and will be an undeniable proof of this sequence of facts—facts that will be found to hold true without exception; for they are a part of the very law of life.

What great words are character and destiny and how packed full of meaning. How they stand for all our purposes, our hopes and aspirations. A parent regarding his child questions with a pang of terror: What will be his character? What his destiny!

If then there is a law which, if obeyed, dominates these two supreme ends of existence, surely a knowledge of that law is the very essence of wisdom. There is a scientific law that relates thought to action, action to habit, habit to character and character to destiny. It has its basis, not in the mind, but in the very fabric of the brain. The grey matter of your nervous system works according to this law as certainly as the heart pumps blood, and works by an actual physical process. This is not an idea—it is an inescapable fact.

Psychology is a kind of scientific fortune-telling. If you adhere to its laws you will do everything within your power to be what you wish and to get what you want. Following it is the most direct and certain path to the realization of your desires. Before you apply it; be sure that you know what you want. You are more than likely to acquire what you pursue according to these directions, therefore be very certain you really want what you think you want.

This is how the formula works:

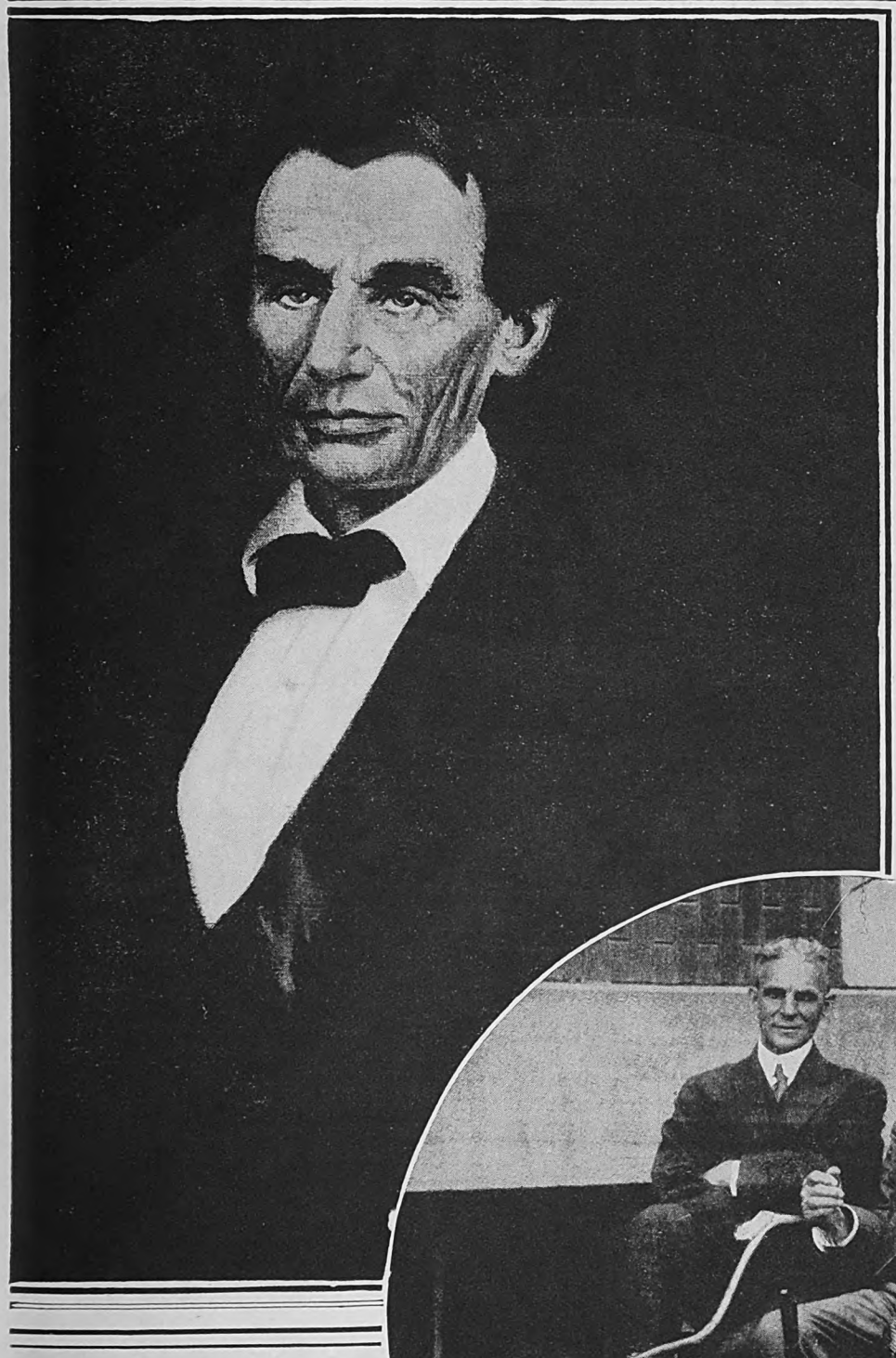
To sow a thought is to reap
an action because:

All your mental states are followed by some sort of bodily activity. Your nervous system is a machine for receiving impressions and discharging reactions. What you call





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LINCOLN
A thought may build or destroy a nation.

WILSON
Your actions will express the things you think about most constantly.

ROOSEVELT
Your habits of action are your character.

HENRY FORD WITH HIS FRIEND JOHN BURROUGHS
Your character is the sum of the choices you have made.

"feeling" and "thinking" are really the moving of the nerve currents coming in and going out again. When you are conscious, they are moving. If they weren't moving you wouldn't be conscious. That moving is consciousness. Your incoming nerves tell you everything you know—they report what you taste, see, touch, smell, hear. They give you your pains and your pleasures.

These incoming currents are charged with energy and this energy has to find an outlet. The only outlet for brain energy is thru the muscles in the form of action. Therefore, when the brain has a thought poured into it by your nerves, a kind of explosion occurs in the brain cells and the discharge goes off into *action*, so that there is no such things as thought by itself. Action is not a

(Continued on page 74)

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tal Hygiene is leavening daily with its human technique. State departments that deal with public behavior have allied themselves with it in its re-making of human lives and destinies. And because its seventeen historical years have written a record that goes deep into human activity, the Massachusetts Society for Mental Hygiene has come to play the role of physician, friend and confidant to the great population that seeks it out.

Every individual encounters some situation which is too much for his emotional equipment. Many can make the necessary adjustments, but thousands of lives are darkened. The Massachusetts Society for Mental Hygiene and similar organizations are great modern experiments in saving minds.

From a book of ancient wisdom comes the motivating thought that prompted a handful of private citizens to launch what has become a famous enterprise. An old man who three thousand years ago had seen much of the human drama wrote into an illumined record, "Get wisdom . . . and with thy wisdom, get understanding. . . ."

And there is such a thing as understanding, Dr. Richard Cabot of Harvard Medical School assures you, even in the overwhelming sciences that deal with mankind as an organism and his myriad dramas as so many mechanical "reactions". And this is the quality—from a medical, a psychiatric and a human point of view—that the Massachusetts Society for Mental Hygiene is injecting into a situation that contains every type of personality and its concomitant problems.

Underneath its variegated activities is one thought-provoking fact. Dr. Henry B. Elkind, medical director of the society, reminds you of it as he cites the countless roles the society is playing to every type of individual—the fact that practically everyone in his lifetime encounters a situation which is too much for his emotional equipment! Overwork, loss of money, unfortunate love affairs, liquor, drugs—these are only a few of the immediate factors that take their toll of human entities. "Each one finds his Nemesis according to his make-up," says Dr. Elkind, "but each one finds it."

How he comes thru it depends upon those habit-forming years that built up his strength or weakness to the situation he encounters. When the conflict overpowers him, his story becomes part of that sorry drama that is written around thousands of darkened lives.

On the register of any great psychopathic hospital you can find names that once were notable in their respective fields. The head of an important industry, the girl who conquered Broadway with her talent and beauty, the teacher whose students brought him reputation, the physician who had known success for a score of years . . . down the long, impressive list to the factory worker or the mechanician whose magic fingers could once find stubborn wires in the dead of night. Broken in mind and body you will find them now—unless the spark that once blazed so brightly can be ignited again.

Can it be ignited?

Can that delicate mental balance be built up again as you would build up tissues in the body? Can the unfortunate man, groping in the darkness, come into the sunlight again—to the recognition of friends, the responsibilities of his work, to his normal self?

He can.

And the Massachusetts Society for Mental Hygiene gives abundant proof to this statement by the mended lives it sends back to society.

Caught in the emotional *(Continued on page 58)*

Dr. Eva P. Cahill, assistant psychiatrist at a Massachusetts behavior clinic.

Dr. Douglas A. Thom, director of child behavior clinics.

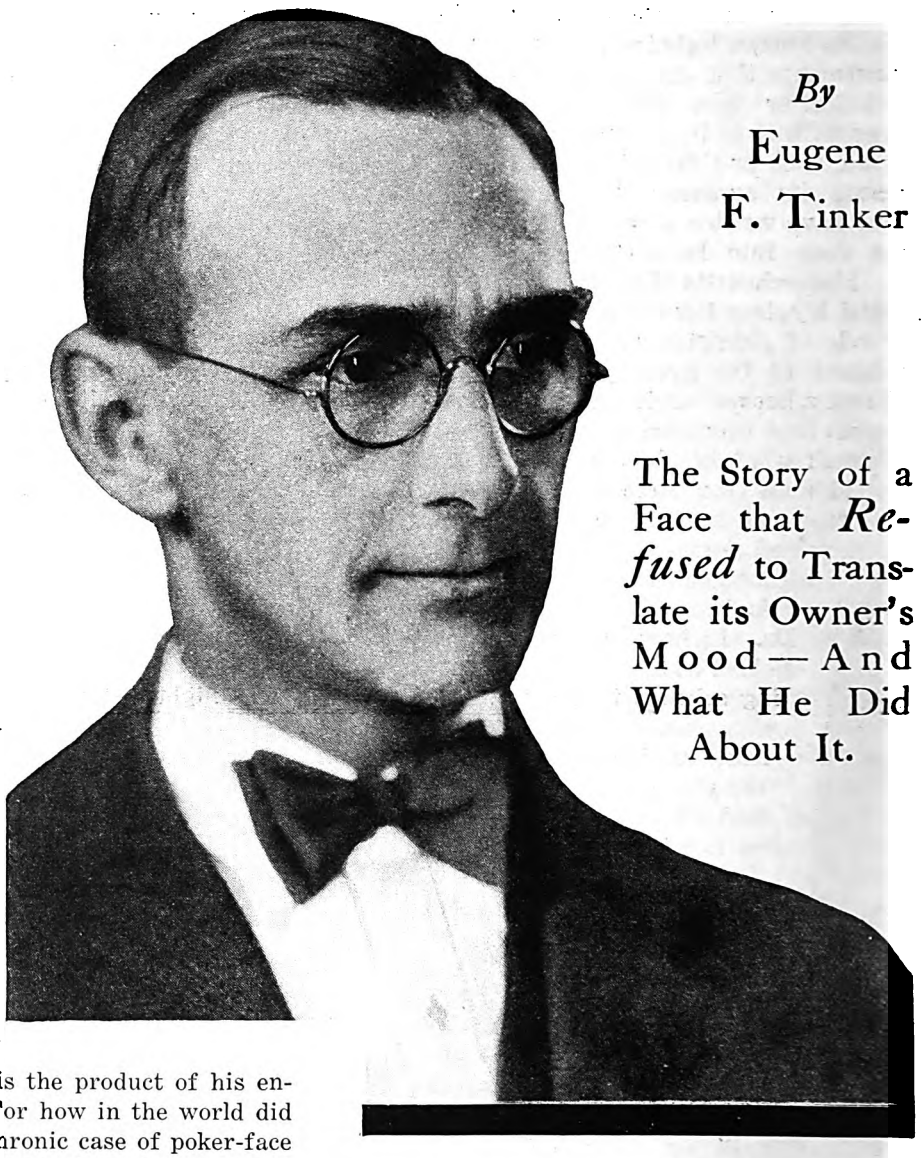


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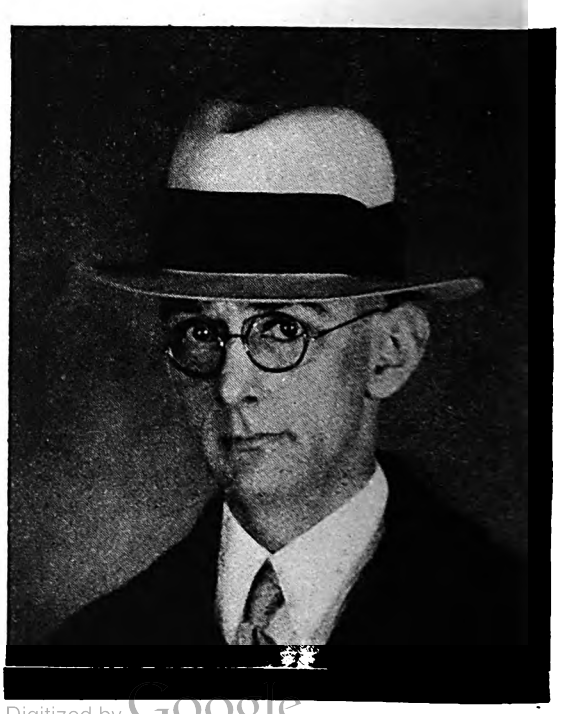
Have You a Poker Face?

By Eugene F. Tinker

The Story of a Face that *Refused* to Translate its Owner's Mood — And What He Did About It.



Even my wife says I naturally look blank!



IT IS CLAIMED that every man is the product of his environment. I can't believe it. For how in the world did I happen to break out with my chronic case of poker-face when I hadn't been exposed to the game for twenty years? Of course, I'll admit that the last session of stud poker I sat in on or rather *in which I was sat on* was a "regular affair." The lay-out was ideal. A dry, sloping, grass-covered riverbank, plenty of shade, and just the right amount of privacy to prevent interruption.

Still—am I marked for life just because of that one and final venture into a highly organized game of chance?

Won't someone tell me it is not true?

However, my best friends insist that I'm cut out on that unmistakable pattern. No matter how happy or sad or angry or hungry I may be, they can't tell the difference. I'm always sphinx-like to them.

Unless you are similarly afflicted, you don't know how irritating it is. For instance, I may call on a good business prospect. Naturally, before starting to sell him, I must settle back in his extra chair and listen to his latest golf story.

Now, I follow every word he says and at the same time I study him, his mind, his layout, the office slaves, and decide upon the best kind of sales talk to use on him. It seems easy. But right in the middle of his story, I see the light fade from his eyes, the enthusiasm quit his voice, as in open disappointment he demands, *"Do you see what I mean?"*

Of course I see! But he, looking into my register-less features, decides that I'm just plain *dumb*—otherwise why did I

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fail to register surprise and three different stages of astonishment over the remarkable golf yarn he is telling?

After that, I have to get him started all over again in order to make him forget that I'm supposedly dumb. This time I force myself to register interest and amazement to the proper degree, just like a Hollywood visitor taking his first movie test. I am careful to laugh at his dim and time-worn wisecracks. Thus, by putting *conscious* effort into my facial expression, I bridge over the gap and eventually sign him on the dotted line.

But now, if you're not a member of the Exalted Order of International Poker Faces, you can't imagine what a dull experience it is to have to work the muscles of your face every which way so that people will understand what's back of your frontal bones. It makes you feel just as if you were a squad of Tony Sarg's associates pulling marionette strings, and lacking two index fingers needed to keep the show running smoothly.

As I say, I can't remember when this malady first overtook me. I do recall however that while serving as a young and aspiring director of the chorus during a union revival meeting (years ago), the evangelist made a touching appeal to the audience for a free-will offering for his assistants, "Surely you will want to see that Brother Tinker loses that hungry look before the meeting closes." He had intended it for a pun but nobody laughed. *They looked at me and took him seriously!* Never mind what the offering amounted to.

Now at that particular moment I was feeling particularly happy because my wedding day was less than one week off. Yet, to the preacher and his audience, *I merely looked hungry.*

Poker-face!

From then on, I've never been entirely free from it. It has trailed me like a dope peddler. Once or twice I thought it might even blast our romance. You see, after we had been married a few months, I became a bit more bold—as an inexperienced husband is likely to be. I was getting tired of Mrs. Tinker closing every sentence with, "Do you see, dear?" It was getting on my nerves—you know.

"Fer 'even's sake! *Of course,* I see!" I finally told her one day. "Why do you ask me that so much?"

She has always been kind and considerate of me. So on this occasion she prevented what might have been a bad half-hour for both of us by telling me quite frankly, "Well, you always look as if what I say has got caught on a snag somewhere in your mind—in your *head,* I mean. You don't look as if you understand. *You just look blank!*"

Now who could be angry with a young wife whose devotion to her husband leads her to tell him the whole truth—no matter how much it hurts. I knew it wouldn't help matters for me to answer, "My dear, *you* are the one who does not understand. *I've* been following you right thru." I tried that once and she came right back at me. "Well, *you certainly don't look it!*"

Poker face!

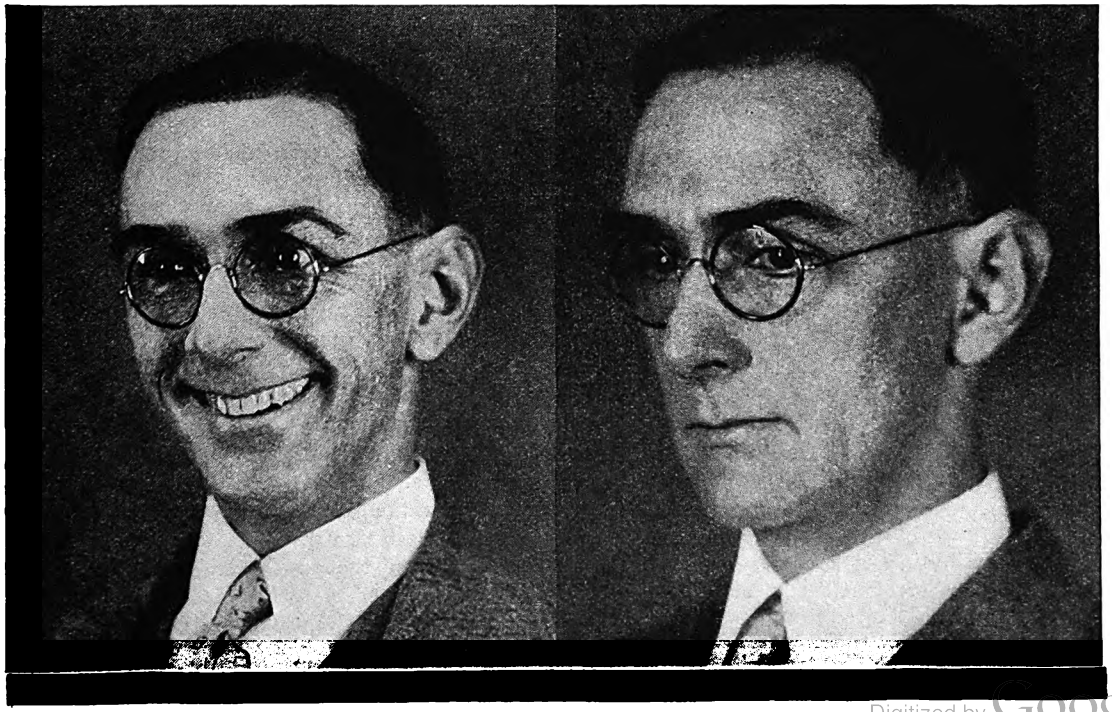
No matter what I do, the result is the same. I can start out in the morning with prancing step, chin in and chest out and before I get to the office some friend is sure to remark, "Whatsza matter ol' man—not feeling well this morning?"

Or again, I may be working away at top speed—no time for visitors, not even time to lend money to members of the office force. In comes some chap from another department to tell me his life story, all leading up to his latest tragedy. When at last he stands up to go, he is sure to remark, "Well, you've done me a great deal of good today. You've been so *patient.*"

For 'even's sake! And every minute I had listened to him, I was literally burning up *inside.* Yet, the only impression I made on him was that I was *patient.*

Of course, there are times when my frozen expression brings its own compensation. Back in those days when local school boards thought I was good enough to be retained for a second term as principal, my poker face was a trump card.

I learned that I could say one *(Continued on page 77)*



I can't take my hat off in the subway without having two or three coins tossed into it.

"Have you no sense of humor?" a gentleman asked me. **To his amazement,** *I laughed outright.*

My prospect decides that I'm just plain dumb.

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How Foods Should Be Eaten

By J. Douglas Thompson

A GOOD digestion depends upon the mental and physical condition of the individual as well as upon his habits. Food combinations are also important, and food should not only be well prepared but well combined.

Many diet specialists recommend the mono-diet—eating but one kind of food at each meal. This is helpful in cases of severe indigestion, but mono-diets in many instances do more harm than good. If you plan your food combinations carefully, you should experience no difficulty in digesting your meals. Many food combinations were suggested in the September issue of PSYCHOLOGY.

It is advisable for people suffering from prolapsus of any of the digestive organs or from weak digestive systems to take two rather than three meals daily. The digestive organs are then allowed from seven to nine hours to act upon the previous meal.

In the process of digestion are millions of cells which absorb the food brought to the small intestines and distribute it thruout the body, building up and supplying it with the necessary food materials. In my experiments I find that it takes from one to two days for food to reach every part of the body. The rebuilding of tissues is a remarkable task which falls upon these red blood cells. They convey the nourishment derived from the intestines each to its designated part.

Cereals

In order to derive the greatest food value from cereals, we should eat them dry. If the cereal is too dry it can be moistened by pouring warm water over it and then draining it off. However, if you cannot eat cereals in this form, resort to honey or cream, but use as small an amount as possible.

No cereals should be eaten with acid fruits, as in most cases they retard digestion, overtax the liver and other organs of digestion and cause fermentation of the food before the real food value has been derived from it.

Dairy Products

It is better to sip milk and buttermilk than to gulp them. Milk is a food rather than a beverage and is most valuable when taken slowly.

Cheese or eggs are most wholesome when mixed with salads which contain the proper food combinations in sufficient quantities.

Fruits

To drink fruit juices properly it is advisable to sip them slowly, mixing them with the saliva which aids digestion.

Fruits may be combined with green or leafy vegetables as well as nuts. Fruits that have been preserved for any length of time should be avoided, for during their chemical treatment their sugars have been affected. Fruit acids are necessary to propagate the various cells which depend upon this source for food supply. Contrary to the long-believed theory that fruit acids are one of the causative factors of rheumatism, sciatica and acidosis, I have put numerous cases of the very worst types of these diseases on fruit juice fasts for as long as thirty days without any increasing ill effect upon the patient. In fact, I find that fruit juice fasts are beneficial to these patients.

Legumes

When legumes are properly prepared and eaten slowly they are a delicious food and not hard to digest. The proper food combination for legumes is green leafy vegetables. A few drops of lemon or other fruit juices also aid in their digestion.

Nuts

Nuts are a valuable food. They require a great deal of chewing, and are especially good for patients who have defective teeth. Nuts also develop the salivary glands by increasing their secretions, and thus help us to digest other foods.

Raw nuts have greater food value and are more digestible than roasted ones.

Meats

Reasonable quantities of meat can be eaten without causing high blood pressure or other heart or kidney diseases. It is not advisable to take more than six ounces of meat at any one meal. Meat should be eaten without such condiments as pepper, salt, sauces or spices.

Vegetables

Vegetables should constitute from one-half to three-quarters of a meal. Every vegetable known to man contains practically all the food elements necessary for the proper nourishment of the body. The habit of eating vegetables in their raw state is a most healthful one, which, if not already acquired, should be given a thoro trial. Too much boiling of vegetables not only causes them to lose their food value but also prolongs the process of digestion when they reach the intestines, and in a great many cases brings on an early fermentation of this food, thus causing auto-intoxication, chronic gastritis, congestion of the liver and numerous other pronounced conditions.

These suggestions should help you to enjoy your meals.

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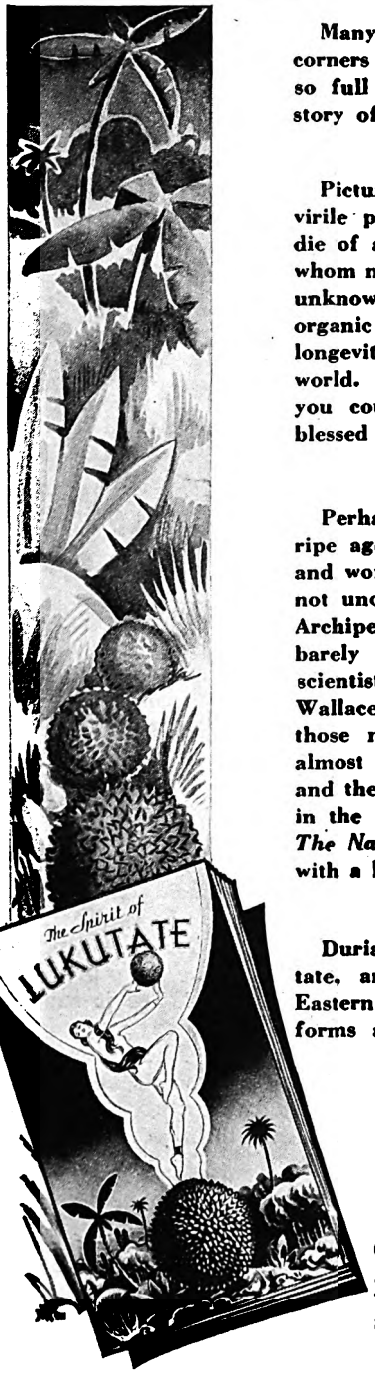
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The Most Amazing Energy-Food on the Globe

LEARN WHAT IT MEANS TO THE CONTROLLING FACTORS OF YOUTH, HEALTH AND HAPPINESS

A STRANGE EXHILARATING REFRESHMENT FOUND IN NO OTHER FOOD

YOUTH-LIKE, DYNAMIC VIGOR YOU MAY NOT HAVE FELT FOR MANY YEARS



Many strange tales have come from far corners of the world, but none so magnetic—so full of hope for the health-seeker as the story of Lukutate.

Picture a race of people so abounding in virile power, vitality and resistance that they die of age rather than of disease; and among whom many of the "diseases of civilization" are unknown. Picture men and women of an organic and constitutional soundness, and a longevity unmatched by any other race in the world. "I wish," writes a noted explorer, "that you could see these wonderful people . . . blessed with an extraordinary physique."

Perhaps few of us would care to live to the ripe age of 140, but when we hear that men and women of 100, 120, 130 and upward are not uncommon in certain tribes of the Malay Archipelago; and, when many of those seem barely 70, we wonder why. So did eminent scientists like Ernst Haeckel and Alfred Russel Wallace until they traced the super-health of those magnificent physical specimens to the almost legendary Durian, the "king of fruits" and the most highly prized food in the world; in the words of Frederick Simpich, writing in *The National Geographic Magazine* — "A fruit with a kick."

Durian is the principal ingredient in Lukutate, and, skilfully blended with other Far Eastern fruits of extraordinary tonic properties, forms a preparation, in character and effect totally unlike any other food-triumph of nature or science.

While many of us are eating devitalized, commercialized foods and "digging our graves with our teeth," the Malaysian is digging youth, health, happiness and longevity out of the Durian shell. And he will fight, even to the death, to obtain his share of the precious substance.

Lukutate is not a total stranger to America. Over ten thousand enthusiasts have tested its powers and, by continued use many have transported themselves into a new world of well-being. They have drunk deep at the well-spring of vitality. They have drawn therefrom a strange, exhilarating refreshment—a dynamic, radiant vigor impossible to appreciate unless actually experienced.

Lukutate is knocking to come into your life. The door of health-opportunity stands before you. *Will you open it?*

If the native of the Durian country will risk his life for but ONE of Lukutate's ingredients, surely the whole fascinating story is worth a few minutes of your time and a two-cent stamp. And, since there is no obligation, why not start your energy-sustaining, energy-building, energy-restoring program by writing for the booklet? Why not mail the coupon *right now?*

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Without obligation on my part, please send me a copy of your booklet, "The Spirit of Lukutate."

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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 skillful 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:—W. O. writes:—

Should one be guided by love or duty? I am constantly upset by the thought that I am not doing right in connection with certain family affairs. My parents tell me that a child should be willing to sacrifice anything for his parents. They often make unreasonable demands and if I do not at once grant their requests, they tell me that I am not a dutiful son and that I will in some way be punished. I really want to do what is right but I don't wish to be a slave to every wish of my parents, even tho they are my parents. Here is an example: I had an engagement to go out on a certain evening, something that I had looked forward to with great pleasure; but on that night my father was not feeling quite as well as usual—not really ill, however—and asked me to stay home and read to him. He knew that I had this date and said that my duty to my home came first. I would be pleased to read your views.

ANSWER:—

I am afraid you have been too much of a "mama's boy" and have tried too hard to be the "dutiful son". We have been given the power of reason to help us decide the wise thing to do in a given case. The more we use it and rely upon it, the better it will serve us. Your parents are unreasonable and I would say really selfish. If you continue to live in such an atmosphere you will be robbed of both personality and individuality. You must show a little positiveness when you realize that you are in the right. There is such a thing as over-conscientiousness. You have a right to demand reasonableness even from your parents. Say what you have to say in a kind way, but insist on enjoying a fair measure of freedom.

QUESTION:—E. R. A. writes:—

Two years ago I was unfortunate enough to lose my wife thru death. Since that time I have not had the heart to enter into the less serious activities of life and it just seems as tho I could never rise above the sorrow. I live with a sister who has told me that if I cannot brace up and view things differently I shall have to move, as it is bringing into her home a depressing atmosphere. Can one really rise above such a shock, and is it possible to be happy again?

ANSWER:—

The death of one we love and who is as near and dear to us as a wife is naturally a shock and a very deep sorrow. But man has the power to forget. It is wrong for one to give in to such sorrow for long. You probably feel that no one can take your wife's place, and that is quite possible. But we can always employ substitutes of various kinds and it is substitution that you have failed to create in your life. A substitution would gradually turn your mind away from your deep sorrow. I know one does not enter into either social or business life with the same interest and enthusiasm that he felt before he experienced such sorrow, but he must force himself to do the best he can, and he will gradually find himself taking more and more interest. Without substitutions and activities to fill in the void, naturally your mind turns constantly to your loss. Get out among people, try to smile, try to occupy your mind with wholesome, happy, constructive thoughts. Don't visit the grave of your wife frequently and thus keep the sorrow green, for the wife you knew is not there. Turn your mind away from depression just as much as you can. She would wish it to be so. Show courage and swing back into a normal, active life. Keep away from over-seriousness.

QUESTION:—F. T. S. writes:—

Is rhythmic breathing such as is prescribed by the Yogi of India beneficial to the white race? I read that it is beneficial to the Oriental as it increases the sensitivity of his body, but that the Yogi breathing stimulates the already over-sensitive nervous system of the Occidental to a point of dangerous hypersensitiveness and negativity.

ANSWER:—

I do not think that the statement you read is scientific. When a person is nervous and emotional a few deep breaths will often cause him to feel much more controlled. I believe any system of deep breathing is good, but I do not think it necessary to learn to breathe in an unnatural manner. Nervous people are usually shallow breathers, for they are tense and inclined to be emotional. This tension causes the diaphragm to contract, and it seems impossible for such a person to take a full breath. Deep breathing is certainly healthful, for it supplies the blood with needed oxygen and thus helps to purify it. And by exhaling completely, the system is better able to throw off impurities. My suggestion is: learn to breathe deeply.

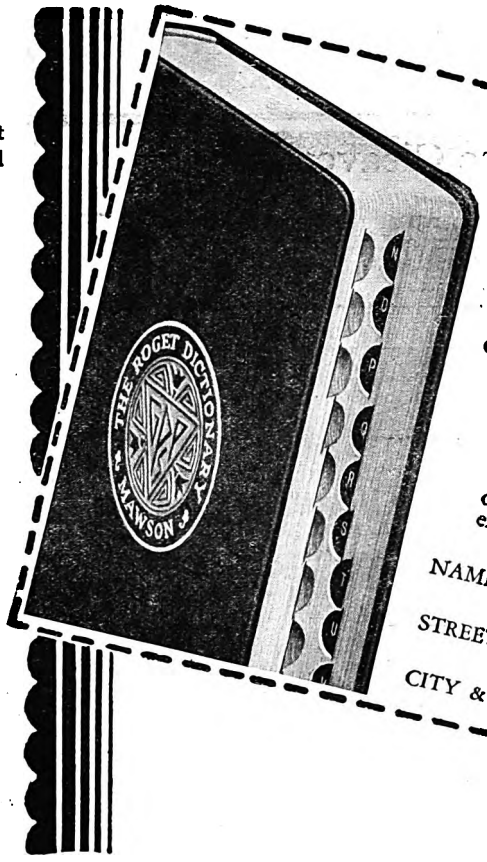
QUESTION:—M. A. R. writes:—

I am in love with a married man who has a daughter four years old. He is in love with me and feels no affection whatsoever for his wife; in

(Continued on page 76)

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of SYNONYMS and ANTONYMS

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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 thousands, 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.

A New Second-Hand Shop

WE HAVE all seen second-hand furniture shops where discarded refrigerators, broken tables, chairs with gaps where seats should be, are piled high. To find what one wants in them one must rummage through dust-covered stock, pulling out heavy pieces of furniture for inspection.

A certain woman noticed these shops because their appearance "got on her nerves." Then curiosity took possession of her and she began to enter into conversation with the keepers of these shops and to examine their wares. She asked these men whether the disorderly condition of their shops did not interfere with sales. The answer was usually a laugh; they had not thought of such a thing. They sat calmly in the broken-down chairs before their shops, waiting hopefully to exchange some of the junk for cash.

There came a time when this woman was in need of money. She wondered if there were any way of capitalizing her interest in second-hand shops. She studied her reaction to them. She realized that she knew practically every article in two or three of them, but that they offended her sense of beauty; she could see no excuse for their shabbiness and confusion.

She bought a chair with a worn-out reed bottom for twenty-five cents and a ready-made chair bottom at the ten-cent store. She painted the chair black, with silver rungs and carving. A pillow seat of handsome damask was attached.

She showed the chair to a high-class firm which dealt solely in good used furniture, and sold it to them for three times what the entire chair and improvements cost her. The firm promised to buy others. She told the man from whom she had bought the chair what she had done and what she had learned. Then she bargained with him. Together they cleaned out space in the back of the shop, and eventually made the front attractive. They continued to buy second-hand furniture, but Mrs. H—— makes over most of the pieces into something modern and artistic. Many of her reclaimed pieces are sold as remodeled antiques, which they actually are! Today this once unimaginative woman is earning a good income.

A Farm Turns Modern

"RENEW and Reduce on My Farm." This little slogan is one a man and his wife decided on when they found that their small farm did not pay and would be sold at a loss if they let it go at the time.

At a cost of less than $50 they designed stationery and even paid for advertising the farm as a good place to reduce weight and restore mental freshness.

The farm supplies fresh eggs and rich milk, especially good country buttermilk. The guests are encouraged to take sunbaths. There are nooks for rest. It is a lovely spot for persons who wish to be away from the hum of the cities.

In planning to use your farm for such a purpose, remember that no two places are alike. You must consider the location, distance from large towns, type of person to be solicited, et cetera. If you make the right adjustments and use your imagination, you can plan from these suggestions.

Silhouettes

A YOUNG woman tired of her prosaic bedroom, but felt that she could not afford new furnishings. What was she to do? Often a change in one's surroundings is necessary to one's freshness of mind.

She cut from glossy paper charming silhouettes for her chairs, the ends of her twin beds and other pieces of furniture, glued them into position and shellacked them. She made a few sofa pillows and appliqued silhouettes in contrasting color to match the furniture.

One evening several young women friends saw her pretty room. One of the girls asked her to add silhouettes to her bridge table and chairs. For this service she was well paid. Other jobs followed. She soon earned enough to pay her tuition in an art school and support herself while she was studying.

Sporting Goods

SIXTEEN year old Jim thought it was high time that he contributed something to his own support. As he lived next to the golf links, naturally he thought of earning money through golf.

He had noticed that the professionals used old balls when giving lessons. New balls sold from thirty-five cents to $1.00 each. Jim knew how to paint old balls. He had already made a small amount of money at this work. He inserted a classified advertisement offering to buy old golf balls. When he had a good number of them repaired, he opened a neat little shack on the edge of his father's lot facing the golf links. There he offered for sale the golf balls as well as tees, cigarettes and other small things golfers might want. He also mended and cleaned golf bags and shoes.

The little shack was just a beginning. It grew into a small sport goods shop.

My point in telling these stories is not that you do the same thing, or even a similar thing, but that when you need money, instead of fluttering around, asking Tom, Dick and Harry what to do, you will sit down and think.

A Letter

DEAR Pauline Cleaver:

YES, I've decided to carry out your advice. I've bought the fashion magazines as you suggested. I've learned to cut and remodel furs and have found the dealers whose names and addresses you gave me. I'm enclosing one of my new cards.

The styles call for fur jackets this winter, to be worn with woolen dresses. I've sent out news letters, and club and society women are keeping me working overtime on their old fur coats. I am making children's coats

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from their mother's discarded coats, too.

I'm so happy, and the more I hustle, the more I love it.

Gratefully yours,

E. N. P.

CURTAINS AND DECORATIONS

TWO BOYS fresh from college found it impossible to obtain positions. They put their heads together. One boy was very much interested in interior decorating. His own mother had followed his ideas entirely in the color combinations of her home. The other boy was not so artistic, but he was well able to keep records and to buy shrewdly.

William and his friend Thomas had a business conference. They reviewed the employment situation and decided to create a business of their own. They liked the idea of not being mere cogs in the wheel of topsy-turvy business.

William suggested that as a tryout he would write a good number of manufacturers asking them to send him samples and to give him a generous discount on purchases. He asked his mother if he could use their home to display his ideas in home furnishings. She enthusiastically agreed.

William designed curtains, draperies and bedspreads; his mother made them. It was Thomas who took care of the buying and selling. The laundress who had worked for the family for many years promised to wash and freshen curtains the boys sent her. She even learned to clean draperies. Then the boys arranged a monthly service whereby they kept the articles they sold in good condition for a reasonable sum.

MENUS

A TRAINED nurse and dietitian sprained her ankle so badly that it remained too weak for her to stay on her feet for the long hours her profession demanded. She was much interested in food values and had an excellent library covering the subject.

She decided to plan weekly and monthly menus for the home, and later on to add restaurants and institutions to her clients. She first interested club women, and by attending many meetings, she added new names and new ideas to her lists.

Today she has one hundred and seven names in her files, and to over fifty of these, menus are mailed every week. Before she plans the meals for a family, she studies their requirements very carefully and keeps a record of them.

SEND IN YOUR REPORTS

Remember that this department is not only for the solution of your problems but for exchange of ideas. Send in your personal report of your way of adding to your own income.

Writing
. . . a source of income that many people neglect



"Since enrolling with the N. I. A. I have written several articles for health publications that have been accepted and printed. I am now engaged in the preparation of some articles on church music and on business. Again I want to assure you that I am well satisfied that I decided to learn to write by your copy-desk method."—Arthur S. Pettit, 368¾ So. Burlington Ave., Los Angeles, Cal.



"I want you to rejoice with me. I have sold my first manuscript—a crime story—and the check is $180. It's a *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.



"Notwithstanding the many corrections to my stories which I am getting in the course of my studies with the N. I. A., I succeeded in selling my first article to the Sunday Philadelphia Inquirer. So I am satisfied that I am making a little progress at least, for which I thank you."—C. F. Rothenberger, 301 36th St., Altoona, Pa.

MANY people who *should* be writing never even try it because they just can't picture themselves making "big money." They are so awe-struck by the fabulous stories about millionaire authors that they overlook the fact that $25, $50 and $100 or more can often be earned for material that takes little time to write—stories, articles on home or business management, sports, travels, recipes, etc.—things that can be easily and naturally written in spare time.

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YOUR recent editorial "The Goal of Life," is a masterpiece. Simply written, easy to understand, it goes deeply into the subject, summarizing the important philosophies of life with much breadth, understanding and vision.

We are told that happiness is the *goal* of life. I do not believe it. It seems mad to put people in a world of such potential suffering, bodily, mental and spiritual, to be happy. There is happiness. But so many joys turn to ashes that I cannot believe happiness is the *goal* of life.

Activity comes closer to it. The question is, "Shall we act individually or cooperate to move in unison toward bigger and finer accomplishments?" And what do the accomplishments amount to?

I see America headed Europe-ward and Europe headed Asia-ward. Are not India, China, Italy, all examples of decay? Grant that they have made their impress upon civilization; they are clogged with unhappy mortals. Are they suffering from old age? Or are they going down into the valleys to scale higher peaks? I cannot glory in the heights to which the nations rise because of the horrible depths to which they fall. The recessions more than cancel the advances. Your ideal—the superman—is a noble challenge to us all.

Gertrude E. Bartlett.
517 Spring Ave.,
Ridgewood, N. J.

Dr. Miller answers:

While I do not blame you for feeling the degree of pessimism concerning human life which your letter reveals, I still feel that we must look deeper and seek the real essence of being. While the superficial injustices and tragedies of life might easily make one feel that life is without any proper justification, when we press on to the soul of things we find that despite everything to the contrary there is a bright and beautiful side, and it is really worth while for us to do our best.

YOUR magazine means a great deal to our family. Generally when we are thru reading a magazine we discard it, but not so with PSYCHOLOGY. We give it to a friend to enjoy or put it by where it can be reread.

Kathleen P. Gindelhorfer,
1924 N. Meridian St.,
Indianapolis, Indiana.

I HAVE never been called upon by any of the outstanding magazines for criticism, but in my heart of hearts I think PSYCHOLOGY caps the climax. It far surpasses any magazine I have ever read. I was delighted with Dean Kilduff's article in the May issue.

J. E. List Edmiston,
Louise, Mississippi.

IF I could have my way—and I have been a minister in orthodoxy for a quarter of a century—all church people would be reading PSYCHOLOGY Magazine for a few months, and letting denominational magazines rest. The slant upon life presented, the whole perspective of life which the magazine has, is wholesome, constructive, safe, *and the world needs nothing so much.* The first great need is a change of perspective, and for the rest, the editorial, "Lessons from Adversity," Purinton's "Be Ready" and articles of equal quality in every issue would do inestimable good if they could be read by all our people.

C. Mayne Knight,
Whittier, California.

MILETUS GARNER, manager of the Ohio State Life Insurance Company, in a recent memorandum to salesmen of the company says:

Life is not made for happiness, but for achievement.

We believe that all knowledge comes thru one's experiences and senses. At birth, the mind of an individual is a clean slate, but as he advances along life's pathway sense-experience writes upon it in innumerable ways until sensation generates memory and memory generates ideas.

The mind is an active organ which molds and coordinates sensations into ideas. An action is good when done in obedience to our inner sense of duty. The only thing unqualifiedly good in this world is good will, the will to follow the moral law regardless of profit or loss to self. Never mind your personal happiness. Do your personal duty; make yourself worthy of happiness.

The problems of one's life are the things responsible for the greater part of one's achievements. Struggle is the law of growth. Character is built in the storm and stress of the world. An individual reaches his full height only thru compulsions, responsibilities and sufferings. Never grumble about life's problems. These are merely part of the hardening process that is necessary to make one capable of carrying thru.

THE DUST STORM

A DUST STORM has raged since early morn;
The day is wretched and old and worn;
Dim and faint are the tortured trees
In a mist that never knew the seas.

Strange gray birds on leaden wings
Are drifting by like nameless things,
Like souls of the lost which cannot rest
But ride the winds in an endless quest.

The sun as it sinks in its western place
Is stark and gray as a pauper's face.
With gentle pity the healing night
Gladly hides the dust from sight.

Mattie Lee Wadsworth,
Breckinridge,
Texas.

IN your June, 1931, issue an article entitled "Mental Healing," by Dr. Henry Knight Miller, implies that Christian Science is depending upon suggestion for its healing. In order that there may be no misunderstanding, I would appreciate brief space in your magazine for the publication of the following statement.

Christian Science is a Christian religion and has nothing in common with mental suggestion. Mental suggestion relies entirely upon the hypnotic activity of the human will to produce results. Christian Science, on the other hand, is founded on the words and works of Christ Jesus and teaches that since there is but one God, there can be and is but one Mind, infinite and divine, even that Mind which, according to the Apostle, "was also in Christ Jesus." This is easily ascertained by careful comparison of the teachings of Christian Science and the teachings of the Holy Bible.

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Mary Baker Eddy, the discoverer and founder of Christian Science, stated on page thirty-four of her message to her followers in 1901, "Follow your Leader only so far as she follows Christ."

Sincerely yours,
Orwell Bradley Towne,
Christian Science Committee on Publication.

Dr. Miller answers:

I believe that our difference of opinion is largely a matter of terminology. It is entirely proper for the adherents of Christian Science to set forth their belief in such terminology as they may deem proper and in accord with the teachings of the founder of that religion.

My contention is simply that whatever metaphysical concepts the various religious groups may have to explain their remarkable healings, the psychological explanation of these healings is that a strong healing suggestion has been placed into what we psychologists term the subconscious mind, and that all of these healings of body and mind can be explained upon the basis of this effective autosuggestion.

The undoubtedly authentic healings of Christian Science have been duplicated at Catholic shrines, in the Emanuel Movement of the Episcopal Church, in the camp meetings of the Holy Rollers, in the clinic of the late Emil Coue, and in the ministration of countless forms of mental and religious healers. Each one of these schools attributes the healing potency to this particular variety of metaphysical concept, but the explanation with which the Christian Scientist is satisfied could hardly be applicable to the identical results accomplished by the other groups above mentioned.

The psychologist believes that he has the explanation for all of these healings and that they are not due to any particular form of religious or metaphysical faith, but that, as above set forth, they are merely the result of implanting a constructive healing suggestion in what we are pleased to term the subconscious mind.

I appreciate the courtesy and forbearance of your letter to me.

YOUR magazine, or should I say our magazine, has given me wonderful help in all ways and I feel like one of the "family" every time I read the articles. I also got a lot of help thru your fourteen lesson course and still "sniff air" morning and evening going to and from work.

F. C. B.,
Chicago, Ill.

THE LIGHT OF LIFE

F R E E



Frank B. Robinson, D.D.

F R E E

Less than 18 months ago, notice was first called through the columns of this magazine, to the teachings of Dr. Frank B. Robinson—"Psychiana." Inside of one year, requests for information regarding this new psychological religion had reached us from 67 different countries. To-day our files are teeming with letters telling in unmistakable terms, the benefits our students have received from Dr. Robinson's work. There is no mistaking the wording of these letters. One word predominates—the word "wonderful."

The growth of this teaching has made possible "The Psychiana Brotherhood," and has now put Dr. Robinson's teaching within the reach of practically everyone. No charge is made for our lessons to members of the brotherhood in good standing. A post-card, or the coupon below, will bring you a copy of "The Light of Life" which gives you the story of the strange success of "Psychiana" and all about the "Brotherhood."

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Making Fit Humans

(Continued from page 47)

wear and tear of daily living, they are coming voluntarily for treatment. To the outpatient department of the Boston Psychopathic Hospital, one of the many institutions cooperating with the society, the great and the lowly are bringing their troubled minds to find relief and balance again in the advice and treatment of skilled psychiatrists. Sometimes physical treatment, too, is necessary; often an organic condition is a contributing factor. But underneath it all are the emotions of the exhausted human being clashing in his life situations.

"The way of treatment is the way out thru the turbulent waters of his emotional life," says Dr. George K. Pratt, formerly director of the Massachusetts Society and now on the staff of the National Committee for Mental Hygiene.

"It means one choice in place of another—the frank attainment of what is forbidden or its complete rejection—but harmony, finally, in his conflicting desires.

"A compromise is fatal. The compromise is usually a makeshift one and we soon find residual fragments of the conflict cropping up to vex and disturb us. It is only harmony in our lives that makes us happy, normal persons."

The simple little slogan of the Massachusetts institutions reveals an apt choice of words: "The Conservation of Mental Health." And in every public health group, from those that minister to the misunderstood youngster in the classroom to those planned for the veteran offender, you find at work this single principle—the saving in the individual of what is wholesome.

Massachusetts has learned from the staggering record of the unfit, the maladjusted and the criminal, that the saving of her citizens must begin with the saving of them as children.

"You can go back to your childhood," says Dr. Arnold Gesell of Yale, "for the beginnings of those conditions which brought you success or failure, happiness or unhappiness, in your grown-up life."

Today, educators thruout the country are watching wide-eyed the famous "behavior clinics" for the children of the Commonwealth.

The trifling incident in the classroom when a child smarted under the gibes of his comrades and betook himself off in rankling bitterness that grew with the years; that strife in the home that sent the child, defiant out into the world, bent upon whatever could compensate him for his own unhappiness; in such situations were built up the emotional reactions that were to lie at the root of the individual's success or failure in later years and to mean to society the difference between the healthy, self-supporting citizen and the criminal or the unfit.

"Before arithmetic or geography," says Dr. Gesell, "comes the healthy personality. More important than any formal teaching is the building up of a wholesome relationship between the child and his world.

Teachers and parents, too, are included in the growing "behavior clinics" thruout the state.

"Children represent raw material,"



MOTHERHOOD
—*Bessie Potter Vonnoh*

says Dr. Douglas A. Thom, of Boston, whose work in the child clinics has become a textbook for workers in child psychology.

"Most of the serious conflicts that leave scars and are likely to incapacitate for later life are created by personalities with which the individual has had to deal in his childhood.

"Mental defects in the parents, as poor, practical judgment, over-solicitude, quick temper, rigid discipline, lack of sympathy, chronic invalidism, a cold and forbidding temper, all play an important part in the relationship between parents and child.

"If your outlook is twisted and warped thru emotional disturbance, it is not surprising that your discipline should be reflected in the personality of the child.

"Threats, frightening and efforts to beat the child into submission do nothing more than exaggerate and perpetuate the mental conflict.

"See your child as a person. Be courteous and kind to him. Remember that a child lives a mental life full of hopes, ambitions, doubts, joys, sorrows and strivings that are being gratified at three years in much the same way as they are at thirty.

"Be honest with him. And prove to him that you keep your promises.

"Teach him to do his best, and give him credit for what he does. Try to understand him before blaming him.

"Don't let your children see you worry. It slows their development and prevents you from doing your best.

"Don't baby your child. It may give you pleasure but it stops him from growing up. And the sooner he learns to do for himself, the easier life will be for him.

"Don't spoil him by giving him everything he wants. It will save him many disappointments.

"Don't talk about him in front of others.

"A child is pretty much what you make him. He is going to do what you expect him to do. Therefore, expect him to do right.

"Don't act like a child yourself. Show him as good an example of emotional control as you do of moral control."

Into thousands of adult lives the Massachusetts Society for Mental Hygiene is bringing vital information that is transforming the maladjusted, unhappy individual into the self-knowing person who has come to understand what limits his personality development and hampers him in his dealings with his fellows. And the formidable number of "nervous breakdowns" in all levels of society, the outcome of whirling, uncontrolled emotions, are proof of how necessary is this trustworthy fund of facts.

Nervousness, however, "that great scrap-basket of the doctor," Dr. Pratt calls it, has nothing whatever to do with the nerves of your body. The

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nerves of your body are anatomical entities of a purely organic nature. They are the pathways for emotion and sensation, just as wires are pathways for electrical energy.

"Nervousness is not a disease at all," Dr. Pratt declares. "It is a disorder of function and does not affect the brain. Where 'nervousness' exists, there is not a defect or break in any part of the human engine. Rather is there present a mismanagement of the engine. It is like a balky auto, made so not by something wrong with the motor but by the erratic, faulty way in which the driver controls it.

"Nervousness comes usually because the individual, from a personality point of view, is maladjusted or out of harmony with a part of his environment. To be sure, nervousness may be and frequently is aggravated by some physical derangement, but seldom if ever is this the primary cause.

"The symptoms of nervousness are literally without end and they simulate every disease to which human flesh is heir.

"Cure comes down, first, to discovering the underlying causes of the trouble. In general, the psychiatrist finds it necessary to probe into the life, the very soul, of the patient. He must teach control of the emotions—inculcate new purposes and new ambitions or restore old ones if they have disappeared. From his ability to probe successfully into the dark and fiercely guarded corners of the human mind, from his capacity to understand human nature, will come his ability to deal successfully with these patients.

"Life is hard at times for all of us," Dr. Elkind reminds us. "But, after all, happiness is obtained not by simply trying to change life but by trying so to train ourselves as to get happiness out of our difficulties as well as out of our opportunities.

"Learn to enjoy your work. Conceive of your job as a form of service to others and you will get more happiness out of it.

"Divide each day into three periods: The first for work, the second for recreation, including time for meals, and the third for sleep.

"Be sure to exercise daily. Functional activity is necessary for good mental health.

"When in trouble or in difficulty, go to a good friend and talk over your troubles. One is surprised how small one's troubles and difficulties seem after this.

"Have faith in the future. After all, no one can positively insure the future; therefore, we may as well take the attitude that the future has much in store for us."

Are You Adjustable?

(Continued from page 17)

getting a new piano, radio, home, automobile, antique, position, dress or hat. In reality none of these things matter. They are not life in its essence. They do not bring happiness or content. Not in material possessions, property, place or power are the seeds of triumphant life. We take these things too seriously. We must learn to laugh at life, to scorn the things that hold fools in bondage.

The most powerful man on earth today has no material possessions except a couple of spinning wheels, a few rolls of Indian cotton, a loin cloth and a cloak. Yet he holds in his emaciated hand the future of the British empire and the future balance of power between the Orient and Occident.

The great Master had "no place to lay his head." He was born in a stable and when he died left no material possessions except his clothing. Yet he completely changed the course of all subsequent history. And he still marches on thousands of years in advance of the racial consciousness.

If you will break your bondage to things, if you will not take life so seriously, you will find it much easier to adjust to whatever changes the future may bring.

5. Learn to say "Yes." Most of us enter life with a wail of protest, cry "No, No, No," throughout life and die still fighting to protect our fictitious egos against threatened extinction.

Struggle less against life's resistless tide. Learn to relax. Accept life. Get a sense of perspective. Develop a sense of humor. See yourself in relation to the whole scheme of things. Say "Yes" to life rather than exhausting yourself in the unfruitful task of trying to change life and the lives of all with whom you are in close relation into conformity with the make believe world in which you are the center, in which all other should (but never will) minister to your comfort, convenience and self esteem.

6. Develop a larger world of objective interests. What you are and where you are will be largely determined by your interests. These shape and condition your mental world. If you have few interests you live in a small world. When these few interests that make up your world are affected your whole universe goes to smash. If you will build a larger world of interests, the impairment of certain interests will not seriously disrupt your tranquility. You will auto-

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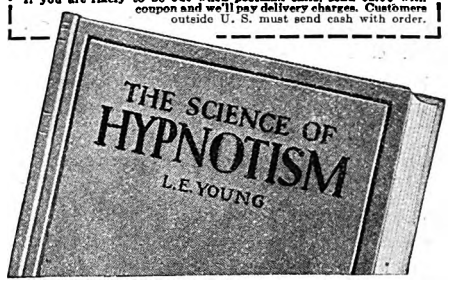
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matically adjust to another set of interests. He who enjoys a large world of interests is rich with that wealth of which the vicissitudes of life can never rob him.

7. Keep your faith. I do not mean in any particular brand of religion but in life and the eternal principles of good behind life. In the face of bitter disappointment and apparent chaos we must hold fast to our faith in the essential rightness of things. Though the heavens crash we must believe on. No circumstance can defeat the man who steadfastly believes and smiles in the face of life's devastating blasts.

8. Think of life as a great adventure. Even our most appalling defeats add to the interest and color of adventurous life. The man who never risks anything will never know the anguish of defeat but he also will never know the joy of victory, the challenging tumult of struggle, the strengthening discipline of reverses accepted as mere incidents in life's unfolding drama and used as stepping stones for ultimate triumph. We need the contrasts between great sorrow and joy in order to the more fully appreciate the latter. We enjoy the balmy days of Spring more against the background of winter's cold and dreary desolation. We enjoy the sun more after an extended period of cloud and rain. We enjoy even simple and frugal pleasures more against the background of life's trying and tempestuous experiences. Suffering develops a greater capacity for happiness. The spirit of adventure will take off the sharp edge from misfortune and help us to successfully adjust to life's changing panorama.

9. Refuse to be discouraged. You can always adjust to what is left of life so long as you refuse to admit defeat of life's deeper spiritual and altruistic objectives. Defeat of false aims may be essential in order to get to the place where we are willing to readjust our sense of values and redefine our objectives. Over such defeats we should shed no tears. They are stepping stones on our way of progress. But you will never know complete defeat if you will learn the art of adjustment to life and all that life brings and thru such adjustments press your resistless way to the sunlit summits. There is no easy and royal road to these summits of realization. But we may all drink the nectar of these Olympian heights if we press on, undaunted, undiscouraged and unafraid.

The Triumphant Life

(Continued from page 23)

nor discomfort, but of the skill and daring of the firemen and of the likeness of the hose to "glistening, wet serpents." With a four times broken hip, and unable to walk save by pushing a chair before her, she repeated, "I have never been afraid and never ashamed." I believe her. The feeble body aches for final rest but her eyes hold no fear of the mysteries that may accompany its release. Her dimming eyes will hold the look of triumph until their wrinkled, yellow lids close forever upon them.

I have known more successful persons than I can count. Of the triumphant, less than ten.

A common trait of those who have triumphed is the power to be tranquil thru all the storms of life. They remind me of mid-ocean depths, that despite the tempests that lash the surface are always calm. They know that life is not easy to live, but it is the only training ground they know, and they permit themselves no frenzies of protest. I class Secretary Lane with those who led triumphant lives. He was not, in a material sense, successful, for he left no fortune to his family. But when the doctors told him that in a few months he would die he answered: "I accept." No word of complaint came from his tortured body. His even-toned "I accept" were practically his last words.

The whiner or whimperer has no claim to triumph in life. To triumph in life is to triumph over life.

I do not like to think of life as a battlefield. I should like forever to banish that concept of existence. For we know that there were cowards who have died on a field of carnage and that there are conquerors who never saw one. Life need not be warfare. It is building ground. Everyone who lives may be a builder. He builds his own character. The house may fall but it can be rebuilt. Is the child who starts at once to rebuild when a ruthless foot steps upon its carefully constructed house of blocks wiser than we are? Life is neither foe nor friend, but opportunity. The opportunity for building the structure of our lives.

Another characteristic of one who lives the life triumphant is the development of a sound body. Such a body helps toward sound reason. It makes possible a sane viewpoint. Arnold Bennett told us of a heroine who had "the invincible common sense of the sound nature that did not dissolve in self pity."

Violence is no characteristic of the lives of those who triumph. Violence is ruthless waste.

Those who live the life triumphant fix their eyes upon the essentials. The essentials are few. One of the world's greatest newspaper executives impressed me with the truth: "There are so many things that don't matter." He told me that when everything concerned with his papers seemed to be tangled he refused to worry. "I just go home and rest and I know that during the night some force—I don't know what—will make it easier for me in the morning." When I quoted to him my wall motto from Emerson: "The sun shines after every storm, there is a solution for every problem and the soul's highest duty is to be of good cheer," he said, "That's true. I realize it every day."

No life, however successful, is triumphant if it ceases thru its own agency. Socrates and Seneca ended their lives, but by imperial edict. It is a part of triumph to "see the show thru."

They who triumph have learned the art of the impersonal view. So they gain strength. None is feebler than he who is buried in self. That he is buried is a true figure of speech.

They who triumph have hope. A fly with wet wings, in a bowl, is no more pitiable than one who cannot look over the rim of today with its environing cares. Beyond it are vast and interesting tomorrows.

He who leads a triumphant life has ideals and holds to them tho his immediate heavens fall. Farther and higher, he knows, are other—attainable—heavens.

Augustine Courtauld who remained alone for five months in an ice cap station in the Arctic snow fields, because there was not food enough for himself and the companions he sent back to safety, said when he was found, "Life is very, very good." He had succeeded. And triumphed. Robert Falcon Scott, the Antarctic explorer, reached the South Pole five weeks after it was discovered by Amundsen. He, with all his companions, died on their way back. He had failed. And triumphed. For he wrote, "I do not regret this journey for it has shown that men can endure hardship, help one another and meet death with as great fortitude as ever in the past."

The triumphant life, whether it is rewarded by fame or is unknown save by a few, never meanly ends. The end is always glorious. Because it is the victory of a spirit.

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How Nerves Affect Digestion

(Continued from page 25)

to a decrease of the normal amount. But how, you may ask, does this link up with the psychological phases of the question?

How, in short, can thoughts influence the amount of acid in the stomach or otherwise interfere with the normal secretion and flow of the gastric juices?

Well, we all know that if we eat a meal while there is something worrying us, we are likely to develop gas or pains afterwards. The same may occur if we are overtired or if we eat after hard exercise. In the former case *thoughts* upset the digestion. In the latter it is organic *nerve* exhaustion.

Furthermore, suppose while an individual is happily enjoying a good dinner he suddenly receives bad news. Perhaps a telegram announces the death of a beloved one. What happens? Appetite is gone, digestion practically comes to a standstill, there may even be nausea and vomiting—all due to a harassed and *disturbed mind.*

And finally, in order to complete the picture of possible sudden mental upsets and their immediate effect upon the stomach, let me suggest another, tho unpleasant, circumstance. Suppose an individual, while eating, thinks he has swallowed something which is disgusting to him. What occurs? Why such a thought influence can be so strong that even the physical side of the body will respond, the stomach promptly contracting and emptying its contents.

If, therefore, the digestion can and does react so dramatically to the mind and with such suddenness and promptness, it stands to reason that *mind upsets,* no matter what their nature or severity, *can play considerable havoc with digestion* as a whole when operative over a long period of time, for months and for years.

And that, of course, is exactly what does occur in thousands of individuals to-day. Due to the general stress and strain of life, to the daily hustle and bustle, to the incessant grind of routine work, to disturbances in the love-life and other worries, the normal amount of gastric juice poured into the stomach, especially the hydrochloric acid, is seriously interfered with. There may be too much of these chemical agents or too little. And not only may the stomach secretions be affected by the chronic turmoil in the mind, but the intestinal digestion, as such, is also usually put out of balance as well.

Most neurotic individuals suffer, of course, from an ailing digestion. And the trouble is, as you now can readily understand, that pouring medicines into the stomach may relieve pain and general distress for the moment only. Such treatment does not get at the source of the trouble or remove the cause which invariably, in every instance of nervous stomach, lies in the *mind.*

In my own experience in medical practise, the number of instances in which chronic nervous indigestion has been due to mental disturbances are too numerous to recount. This, to be sure, is generally known to the medical profession. Sometimes the patient was *consciously* aware of the mind trouble but did not link it with the indigestion as a causative factor. Sometimes, on the other hand, the patient did not realize that there were upsetting thoughts responsible, for these were *unconscious,* in the nature of complexes, and not even suspected.

As an example of the former I am thinking of Mr. Z. who consulted me for heartburn which occurred within an hour or two after meals, no matter what was eaten.

In this case it was easy to make the link between indigestion and a mental cause for Mr. Z. himself volunteered the information. He said he was worried over business. Being a managing salesman for a concern which had been hard hit by the general business depression, he had already taken a cut in salary but feared he might lose his job altogether.

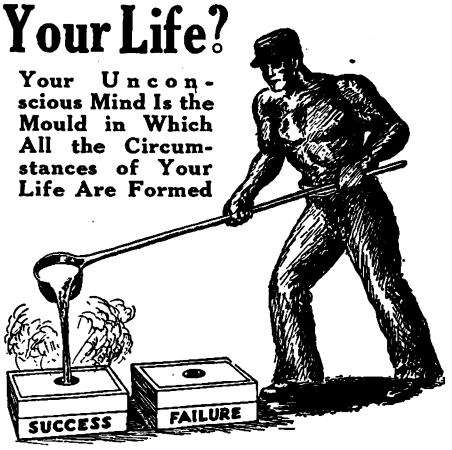
I advised him to have a talk with his employer and, if possible, remove the uncertainty which was undermining his mental poise. This he did. The result was that he took another cut in salary but was reassured about holding his position. Within ten days the heartburn disappeared.

As an example of the latter type of chronic nervous indigestion, resulting from mental disturbances of which the patient is unaware, let me cite the case of Mrs. C.

This lady had been suffering from nervous indigestion for many years. Medicines of various kinds had been tried. Even trips to Europe had been made in order to quiet the stomach and the intestines. Yet none of these remedies had done a particle of real good because the source of the difficulty—the thought processes—had not been reached.

In this case self-help did not avail

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so far as the necessary and indicated psychological treatment was concerned. The reason was that the earliest beginnings for the indigestion, the foundation as it were, started when Mrs. C. was a child, and the remembrance of the various incidents leading up to the digestive difficulties had long since lain buried in the unconscious mind and consequently had been completely forgotten by the patient.

Psycho-anaylsis brought these hidden causes to the surface and, as is often the case, they were found to be repressions associated with fear and wishes laid down in the mind at a tender age.

When Mrs. C. was four years old her mother died. Within another year the father had married again and of this second union three children were born, two boys and a girl. Altho the patient could not charge her step-mother with neglect or cruelty in any way, an interpretation of Mrs. C.'s dreams clearly revealed that she was afraid of this woman when a child and that she often felt she was being discriminated against in favor of her half-brothers and half-sister.

Particularly did this feeling on the child's part show itself in relation to food. The others always seemed to get the best cuts of meat, second helpings of dessert. *But*—and this is most important—whenever this child of the first marriage was ill, no matter how trifling the complaint might be, she was promptly put to bed, coddled no end, and was given the most tempting dishes that the step-mother could cook.

To be sure, the little one soon caught on to this. She realized that to be sick meant not only dainties to eat but love and tenderness beyond the usual amount to boot. To be sick, therefore, had decided advantages. The result was that after a while she actually *yearned to be sick* so that she could not only gain the advantages of more love but could also, at the same time, overcome the growing fear—which mounted as the years passed—that she was not loved by the step-mother as much as were the other children.

This constituted the keystone explanation—the "nuclear complex"—of the entire psycho-analysis.

For, at twenty-two, the patient married. It was an unhappy match. No children were born. The husband soon became cold and indifferent.

But the unconscious mind that always seeks to protect the individual and make his deepest wishes come true now began to reveal its powers. Indigestion developed. The indigestion, to be sure, being merely a symbolic wish on the part of Mrs. C. to be loved by her husband in a similar way that illness as a child had elicited extra love from the step-mother.

This fear of the husband—the fear of not being loved—plus the wish to be more tenderly regarded were entirely unconscious, it must be emphasized, to the patient. And when thru mental anaylsis they were made conscious, and advice was given how better to adjust herself to the husband situation, the symptoms of nervous indigestion disappeared promptly. For, in effect, they had accomplished the purpose set by the unconscious and therefore they no longer were necessary.

Many cases of nervous indigestion are not as deeply rooted as the one I have just cited and, in consequence, the individual himself can usually rid himself of his trouble. This is accomplished by a *straight and unbiased heart-to-heart talk with himself!*

If you are a sufferer from nervous indigestion, think of the mind influence on the body and try to discover if perhaps you, too, are not having stomach or intestinal upsets because of disturbances, repressions, fears, thwarted wishes, etc., higher up. Your case may not be like that of Mrs. C. You may not be having symptoms to gain sympathy. Your particular complex or mental maladjustment may be something quite different. But if your digestive difficulty is functional and neurotic in origin the *unconscious mind is invariably the place to hunt for the cause.*

If you are worrying or mentally harassed in any way, you must endeavor by every means possible to remove such mind difficulties.

Specially careful should you be of your *emotional life.* That is the most fruitful soil for the development of digestive disorders. Indeed, even too much happiness—too much exitement of any kind—can produce stomach disturbances as well as an excess of depression, worry and mental *conflict.*

An acute and painful attack of nervous indigestion calls for immediate relief and for this medication usually must be resorted to. Fifteen or twenty drops of the essence of peppermint in a little water will usually relieve pain or discomfort promptly. Taking a teaspoonful of bicarbonate of soda dissolved in a third of a tumbler of water three times a day, immediately after meals, is also excellent.

A warning should be issued against falling into the medication habit, especially the bicarbonate one. Remember that such remedies are *only treating symptoms and not causes.* For nervous indigestion *the causes are to be found in the mind.*

Heed That Hunch

(Continued from page 27)

could resist the hunch no longer, he tinged five gallons of "gas" an apologetic brown with the first thing that came to hand—iodine. He put the mixture into the tank of a demonstration car and away he went over the hills. The result was encouraging and he did work out a fairly good formula. This was before the brilliant work of Boyd and Midgley who originated the tetra-ethyl lead method. Motor fuels are now purple, green and other shades, but merely for appearance' sake.

"I had been studying to improve circulation of oil in pipe coils for several days," reported a noted food chemist, David Wesson. "Sunday, in church, the correct principle came like a flash as the preacher was announcing his text. I put it into practice a little later. It was correct. Strange to say, I have always remembered the text and the sermon."

Theology seems to chime in well with science at times, for several other scientists reported they had thought of new principles while in their pews.

Listed as occupations during which hunches have come are: Shaving, dressing, bathing, driving horses, riding in an automobile, gardening, fishing, golfing, playing solitaire, walking either in the country or from home to laboratory.

"It is an old saying," to quote from Dr. J. J. Abel, "that ever since Archimedes solved the problem of specific gravity in the bathtub, discoveries are not made in laboratories but in bathrooms or during an afternoon or evening walk, as in the case of Helmholtz, or in the watches of the night when the puzzled brain will not quiet down, as has been the experience of so many investigators."

It was Helmholtz, indeed, whose ideas came most readily "during the slow ascent of wooded hills on a sunny day," as he himself stated. Darwin referring to evolution which had long engaged his attention, recalled "the very spot in the road," over which his carriage passed, "when to my joy the solution occurred to me."

One of the scientists answering the questions speaks of having gained his long sought formula when walking downtown in an attempt to forget his worries by eating a steak at his favorite restaurant. He recalls the exact corner where the idea flashed into his mind and sent him hurrying back—

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forgetting his hunger—to put down his revelation on paper. This reminds one of the experience of James Watt, who was working over his improvements of the crude steam engine of his day. While on a Sunday afternoon stroll on Glasgow Green, "the idea came into my mind," he wrote, "that as steam is an elastic body, it would rush into a vacuum. I had walked no further than the golf house when the whole thing was in my mind."

The effect of stimulants as used by persons who sought to create favorable conditions for the reception of hunches was duly scrutinized. Alcohol registered only 3.5 per cent of results, and not especially good ones; coffee is credited with 4.5 per cent efficiency and tobacco rises to 14 per cent.

By all the odds, the most profitable hunch ever developed from the fragrant weed is that attributed to Karl Auer, the Austrian chemist, a favorite pupil and assistant of Professor Bunsen, of Heidelberg University and Bunsen gas-burner fame. Auer belonged to a well-to-do family from whom he had a liberal allowance. Fashionably dressed always and a devotee of good living, he was a familiar figure in the gay circles of Berlin. His pet luxury was Havana cigars—often especially imported for him from the best districts of Cuba. Indeed, he was on occasion adversely criticized for his sybaritic devotion to Princess Nicotine.

Auer's most brilliant investigations had to do with those unusual elements known as "the rare earths," such as thorium and cerium. His hunch was that because of the impossibility of getting these elements to a glowing heat, they might be used for lighting purposes. Often he soaked small squares of lamp wicking in these solutions and put the fabrics on thin steel plates under a gas burner which subjected them to a fierce flame. The residue glowed brightly, but was too fragile for practical use.

Auer meditated then on how to build a lamp which could utilize it. Sitting in his laboratory in a "brown study," he lighted a perfecto and communed with science as its aromatic clouds arose. The cigar was half burned when he looked at it sharply—the hunch had come. Taking a strip of wicking he sewed it into a hollow cone, impregnated it with the mixture, hung it over a hole in a metal plate and sent a jet of burning gas thru the aperture. The cotton wicking burned out; there stood a little structure of rare earths sending out a blinding incandesence, and delicate as it was, it remained without crumbling. As the reader has probably guessed, that cone was suggested by the pile of ash on the Auer cigar—which being a long filler of the finest quality stood like a monument until it was nearly smoked. Such was the birth of the Auer light, also called the Welsbach gas mantle, which made a vast fortune for its inventor. The title Baron Welsbach was conferred upon Auer for his achievements.

Day dreams often bring hunches, but dreams at night more frequently. It is not unusual for scientists to take their problems to bed with them and to awaken suddenly with a solution. There are well authenticated cases, as the questionnaire results show, in which the savant has risen, worked out his problem, and been surprised the next morning to see the solution in his own writing resting on his bedside table.

Those who took part in the quest of the hunch have had much difficulty in telling whether they were so favored when conscious, semi-conscious or unconscious. In fact, nobody is likely to find the right answer—so greatly do the states of the mind overlap. When we say we recall dreams in the morning, it is likely that only border states between sleeping and waking are actually remembered. If we accept Dr. Sigmund Freud's theory that a dream is the fulfillment of a wish or desire, a workable explanation of the activities in the dream life is furnished. The overworked and tired brain yearns for rest from the worries and problems of the waking state. In order to find repose for itself and the body, the brain provides some kind of a solution to lull the senses. That answer may be correct or it may be only a fragment or even all wrong, but it is soothing. Thus the dream becomes the guardian of sleep.

Typical of this situation, altho not mentioned in the report, is the case of Elias Howe. During the time he was struggling with his invention of a sewing machine he had weird and fantastic dreams and occasionally his rest was broken by nightmares.

He dreamed one night that he had been captured by a cannibal tribe in the South Seas and taken into the presence of their king. The dark-skinned monarch roared at him:

"Elias Howe, I command you on pain of death to finish that sewing machine at once."

The trembling captive said he could not. The monarch frowned and pronounced the words of doom. Warriors with faces gaudily painted closed in about the distracted inventor and bore him to the place of execution. The fatal club was about to fall when Howe awoke shrieking. He sat for a few minutes on the edge of his bed and then rising with a smile of triumph went to his garret workshop. By morning he had whittled out the successful model of a needle entirely different in shape from anything he had designed.

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His great mistake had been in trying to imitate the motions of the human hand and in using a needle of the type employed by seamstresses—which has the eye on one end and is separated from the point by the shaft. The needle as perfected by Howe, then in ignorance of what another inventor had done, had the eye directly underneath the point—a pattern suggested to him by the design of spears carried by his savage dream-captors. It is evident that the solution of Howe's problem was the result of long thinking, in season and out of season, which found expression in weird fancy. Whether or not such visions are telepathic transfers from another mind—or are half blurred memories—is for modern psychology to answer.

Approaching the problem with a completely rested mind or after having had a temporary change of occupation is reported as especially conducive to vivifying inspirations.

One theory is that the subconscious mind is working all the time; another that the mind operates quickly when refreshed.

Summarizing from the questionnaire reports: 19 per cent of those who had hunches considered themselves conscious at the time; 13 per cent not so; 28 per cent on the margin; and the remaining not sure. Of the scientists replying, 33 per cent admitted they often had hunches; 50 per cent experienced them occasionally; and 7 per cent were hunchless. Of those who had visitations, only 7 per cent said they had complete and accurate workings out of their problems. Most of these rapid fire ideas developed only a theme or a base from which the details had to be worked out. Ask cautious and statistical experts and most will declare that only research develops epoch-making appliances. "Great is labor of the researchers" is their cry. One used to grow especially fervid when hunches were mentioned. He trained hundreds of youngsters out of college to believe only systematic toil backed by a starting hypothesis could avail. "Edison—Bell—hit on such inventions by accident?" he used to say, "Stuff and nonsense! When a man loses his collar button under a bureau and looks for it, is it any inspired hunch that causes him to find it?"

Tho we are now off the questionnaire record, many great inventors were not as academically trained as were the subjects of the A. C. S. inquiry. They seem to have been guided quite as much by quick intuitions.

Often their greatest inventions came when they were seeking something else. Alexander Graham Bell is said to have had an intuitive belief that human speech could be transmitted over long distances. However, he was devoting himself to a telegraph for sending music. A steel clock spring connected with his harmonic telegraph broke loose and rubbed against a coil, producing a peculiar, rhythmic scratching. If inanimate things have a language of their own the straying strand might well have said, "Perfect this. It is the infant telephone."

Young Thomas Alva Edison more than half a century ago developed the telegraph repeater. It was intended to assemble messages sent at high speed and to redistribute at a slower rate. The device mainly consisted of the pivoted arm of an electromagnet which, passing over a disk of paraffined paper, pricked on it with an attached needle the characters of the Morse code as messages were received. A sudden impulse caused Edison to spin the needled arm at high speed. The point dipped in and out of the little pits it had scraped and softly sang an odd little tune. The inventor bent over the repeater and shouted at it. The tiny needle moved —vibrated to the pitch of his voice. What is said might well have been, "I'm recording as best I can. I am the phonograph!"

Seeing a telegraph operator bending over his work prompted Christopher H. Sholes to make the model of what many regard as the first really practical typewriting machine. It consisted of a discarded telegraph key at the end of which was affixed a raised brass letter "W," and a glass plate supported by small uprights on a wooden base. Under the pane the inventor slipped a sheet of white paper and one of carbon. As he slowly moved them by one hand, the inventor tapped with the end of his key—marking the "WWW." Years followed before the perfected machine was on the market—but it began with a casual hunch.

Likewise Goodyear invented vulcanized rubber thru studying a shred of gum which he had mixed with sulphur and let fall on the kitchen stove.

Westinghouse, meditating long on how to stop trains in emergencies, got the basic hunch from glancing at a magazine article on the use of compressed air in boring the Simplon Tunnel.

"That the hunch appears as the result of long previous study of the question involved is generally agreed and, in fact, emphasized by many who have studied it from a really scientific point of view," said Dr. Platt. "This fact gives the scientific hunch its value and authority and differentiates it from the so-called gambler's hunch, such as the hunch to bet on a certain horse or to discard certain cards at poker. Since scientific hunch is based upon long and careful study and thought, it has a firm and rational foundation. The gambler's hunch has no such foundation and will not stand the test of careful investigation."

"The hunch," says M. C. Taylor, "is the result of a successful attempt to raise the conscious mind out of the entangling web of other men's ideas called science into a region of natural resourcefulness, while, at the same time, permitting the subconscous mind to direct the conscious activities in accordance with scientific facts."

Chivalry in Marriage

(Continued from page 21)

buried beneath layers and layers of acquired personality, confusing alike to the observed person and the observer. But the prolonged intimacy of marriage gives the opportunity for discovering the real person beneath the social masquerade and of gratifying the needs of that real person, often so different from the surface person. Marriage can then become a mutual adventure in the growth and the development of the deep essential self.

This conception of love may be negatively defined as the love that was never bestowed on the Ibsen heroine. Certainly Nora in the famous drama, *The Doll's House*, would never have slammed the door behind her departure forever if her lover had been perceptive of what was basically at work in her character and had tried to further her self-perfecting. In the chivalrous marriage each says in effect, let me perish if only I may advance my beloved toward the perfection of character remotely glimpsed. Each vies with the other in trying to anticipate the budding of new potentialities. Each ceases to be a duelist of sex and becomes a partner in the conquest of life's richer possibilities.

My conclusion is that a new chivalry is in order if modern love is to fulfil itself in the grand style. But the grand style can only arise from an experiment taxing the whole of ourselves to perform.

The new chivalry is such an experiment, demanding that we be artists in life and in the most delicate relationship in life, the marital.

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Are Average People Happy?

(Continued from page 36)

almost helplessly subject to them. To this question 23 per cent answered "yes," 27 per cent answered "no," 43 per cent answered "seldom," and 7 per cent answered "never." Thus those who indicated fair control over their despondent moods totaled 77 per cent.

We finished with two questions regarding the effect of religion on happiness. In response to the question: "During those periods of your life when you neglected religion have you been happy?" Forty-three per cent answered "yes," 40 per cent answered "no," 4 per cent answered that there was "no difference," and 13 per cent said that at no period had they neglected religion. Most of these devout folk were moderately happy, tho one was very happy and one very unhappy.

To the question: "Does religion make you happy?" 63 per cent answered "yes," 33 per cent answered "no," and 4 per cent answered that it was "doubtful."

It is quite apparent that nearly all who make religion of any kind play an important part in their lives regard it as being quite necessary to their happiness. However, my questionnaires would indicate that those who ignore religion are as happy as those who depend upon it for happiness. Any difference in their happiness must be a difference of quality rather than quantity.

I separated the questionnaires of those who had answered that religion makes them happy from those who stated that religion does not make them happy, and found a separate average for each group of answers to the question: "What per cent of the time would you say you are happy, what per cent unhappy, and what per cent in a neutral mood?" The answers of the religious individuals showed that they are happy 62 per cent of the time, unhappy 16 per cent and in a neutral mood 22 per cent of the time. The undevout indicated that they are happy 63 per cent, unhappy 21½ per cent, and in a neutral mood 15½ per cent of the time. Thus the undevout seem to be happy a trifle more often than the religious, but they are unhappy more of the time and neutral less of the time. However, there is no difference worth mentioning. One minister questioned was 10 per cent happier than the average.

Collecting this information has been one of my most interesting experiences. A great many more interesting facts regarding human happiness could be established by conducting a work of this kind on a larger scale and going into greater detail. Nothing could be of greater value to the human race than a true knowledge of what makes and maintains happiness. The study of individual cases is fascinating.

One farmer, fifty-five years old, said that eleven years ago he was swindled out of about $4,000, the bulk of what he owned. Soon afterward his wife left him. He says he no longer allows himself to brood over these things, yet he is still unhappy. He finds his greatest happiness in writing music and songs, some of which he has had published. Without the happiness that he finds in religion, he says, life would not be worth living. He estimates that he is not happy more than 10 per cent of the time, that he is decidedly unhappy 40 per cent of the time and neutral 50 per cent.

The most unhappy case is a young man who seemingly has little reason for sadness. He is twenty-eight years of age, is apparently in good health, owns a none too prosperous business which he supervises carefully, and has no dependents. He stated that the main cause of his unhappiness is his parents' troubles, the family being divided and unsettled. It is my impression that the real cause of his unhappiness is his failure to realize how fortunately situated he is to cultivate happiness. He says he is subject to frequently recurring periods of despondency and that he is easily annoyed by trifles. He will probably learn to throw off his moods as he grows older and, it is to be hoped, will learn to ignore petty annoyances. He says he is unhappy 80 per cent of the time, happy 10 per cent and neutral 10 per cent.

It seems almost certain that in practically all of these cases the real cause of unhappiness is a warped mental attitude. If these persons could cultivate a new attitude toward life, control their low spirits, implant a consciousness of the futility of unhappiness, and make a constant effort to find happiness both for themselves and for others, they would be rewarded.

Now to consider the exceptionally happy people. There are really many of them. For each individual who is exceptionally unhappy, I found two who are unhappy less than 5 per cent of the time. I even found two among those I questioned who insist they are never unhappy, not even one per cent of the time.



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Most people of moderate means imagine that their financial condition is the greatest hindrance to their happiness. A full third of those questioned said that financial worries were the cause of most of their unhappiness. They imagine that if they could have the things they want they would be happy. They probably would not say that they could buy happiness, but they feel that cramped financial conditions greatly hinder them in their search for happiness. It appears, however, that most of the exceptionally happy people we found are in as hard financial circumstances as the exceptionally unhappy. The people of about average happiness who consider that financial stress is the greatest drawback to their happiness are on the whole in much better financial condition than some of the extremely happy people we found. The happiest man I discovered is one of the poorest and the one of largest income questioned is among the unhappy.

The owner of a trucking business who is very consistently happy attributes his happiness to three things: A very happy home life with his second wife and son, constant good health, and his ability to avoid worry. He says that sickness, death and debt worry him in a limited way, but little things never do. He asserted that if one of his trucks was completely wrecked he wouldn't worry for a minute about it.

An interesting example of happiness is that of an elderly carpenter who is now in his eighty-second year and still able to work daily at his trade. He always has a smile and a jocular greeting for his numerous friends. His anticipation of a future life is the source of his greatest happiness, and at his age it must seem very real and near to him. Next to that his principal happiness comes in his work, which he loves, enjoys and in which he takes a constant interest.

The most remarkable individual of all is a 100 per cent happy man. We found one among those we questioned who staunchly maintains that he is always happy, never even in a neutral mood, but continually and constantly happy. I interviewed one of his friends and wrote to another about him. Both agreed that they had never seen him otherwise than happy.

This ultimate in happy men is Joe (Cripp) Humphrey, a carnival man who operates a candy concession. He is forty-four years of age. Since the age of two he has been crippled by infantile paralysis, and cannot walk without the aid of two crutches. An old second-hand car, his concession equipment and a few personal effects are all he owns and all he wants.

He has never been married and has no one else to support. He spends ten months of the year on the road with carnivals and fairs, and the two winter months camping, fishing and idling on the banks of a southern lake.

Asked if he ever has periods of despondency or "blues," he said that he not only never does, but he never did. "I don't worry a bit more when I'm broke than I do when I'm making money," he said. "But there's no excuse for a man being broke. I have learned the shoe cobbler and cigar roller trades and can turn to them whenever I need to."

He says he finds his greatest happiness in work, money-making and traveling.

A carnival chum of Humphrey's wrote me in reply to my query: "He is the most cheerful man I ever met. I have never seen him otherwise. If he ever has the blues or worries, no one can detect it. His paralysis does affect his speech sometimes to the extent that he is very hard to understand. He is active, likes to work and is strong. He likes to be around people and talk. When he arrived at Fort Smith with the show he was broke and dirty, but as happy as when, a few weeks later, after good business, he had bought new clothes."

My conclusion from meeting, questioning and observing Humphrey is that complete happiness is much more likely to be found by the man who *wants* little than by the man who *has* much.

Of course we cannot recommend that all people free themselves from responsibility so that they may live as care free lives as "Cripp" Humphrey. Most people under such conditions would find their happiness impaired by the consciousness that they were not bearing their share of many responsibilities necessary to the welfare of society. Their happiness would also be clouded by not gratifying sufficiently the instinct of human pride. But neither of these things bothers Humphrey because he is a cripple and is doing all that could be expected of him when he is independent and self-supporting. He does these things well enough to suit himself, and he has no one else to suit.

Still, we need not carry too much responsibility. If we assume responsibilities that rightfully should fall on another, we are harming him by encouraging in him a tendency toward laziness and robbing him of training he needs. Such an attitude can bring no lasting happiness to anyone. There is a satisfaction that comes thru being your own master and living on your own strength.

The knowledge that the average person is happy, that many people of modest means and no better mental equipment than you and I are extremely happy, is inspiring. It means that we do not have to wait until we are rich or famous or highly educated before we can find happiness. It means that if we go after happiness in honest, ordinary and commonsense ways, there is every reason to think we can have it. It means that it is possible for ordinary individuals not only to be happy, but almost to create a little heaven here on earth.

In order to find happiness it is not necessary to fight valiant battles against the enemies of our happiness. It is worse than needless to undergo great sacrifices or practise austere asceticism. It is only necessary to do the commonsense things that others do to attain happiness.

We find that some of the more important of those things are:

Place a very high value on your happiness and refuse to sell it for anything.

Enjoy work instead of money.

Cultivate carefully a happy home life.

Build exuberant health and strong vitality.

Stop worrying the instant worry begins to hinder instead of help your happiness.

Avoid "the blues" as you would a plague.

Find happiness for yourself in bringing happiness to others.

Above all, be honest with yourself, for as long as you live, you must live with yourself.

I Was A Social Misfit

(Continued from page 33)

to talk fashions, the opening of some new musical comedy, the differences between jazz orchestras and some of the more surprising municipal scandals. Even sports made their way into this general feminine conversation. It was considered rather clever to know something about the big football games, races, tennis and even the fights.

I realized intuitively that most of the crowd probably knew very little about the last named things. The technicalities were undoubtedly no better understood by them than they were by

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me. I could easily match their shams and pretensions.

To read the papers assiduously became part of my schedule. Blessed with a retentive memory, I found it easy to recall what I had read about the new shows and fashions.

I had not read the sporting section in years; in fact, I had never really read it at all but had just glanced at it once or twice thru curiosity and then discarded it languidly. I decided that if I should study it occasionally during the week, I would soon acquire a fair margin of information that would satisfy all demands. It would be boring but worth the effort.

The supplement of the paper was an extraordinary surprise to me. I expected to find some mysterious jargon that would be replete with terms and references that were beyond the scope of anyone but the sports editor and a few other privileged beings.

Actually, it wasn't that way at all. Everything appeared to be written in a rather flippant and amusing vein. Those that were not seemed so to me anyhow, because I could see nothing in these events that would demand reverential treatment. I really felt quite relieved to find that the individuals who wrote their accounts were not infallible but very often went wrong in their forecasts.

A good deal had apparently been changed since I had last thrown away that section of the paper. The writers reproduced a good deal of the atmosphere that surrounded these struggles for supremacy. I started to acquire a genuine interest in sports. The Kentucky Derby and the Forest Hill matches became stirring affairs to me.

Politics were, I must admit, a good deal more difficult. I had known, of course, the political complexion of the city and the conflicting alignments. Vaguely I understood that it was always the plan of the party out of power to prove that the victors were at least liars and probably thieves.

I determined to read the front page to its last word. Thru chance, I had started just previous to election time and the welter of names and campaign speeches would have been exhausting to a stronger mind. I examined the promises and platforms carefully in the hope of finding out exactly what each party was trying to do. It appeared that they had everything in common, a fact which did not deter them at all from fighting bitterly. In bewilderment I turned to the editorial pages of the more authoritative papers.

Some of the editorials proved enlightening. I learned something about the problems of city government and a good deal about the personalities of the different candidates. I began to discard the more obvious party propaganda and to appraise the chances for the landslide each party was so confidently awaiting.

It was not at all easy, I repeat, but it did become more interesting. I could see now why people found the field so engrossing. Nothing was cut-and-dried about the information. Suddenly I realized just why it was front page news. It was more than municipal conscience that won it this place; here was the actual story of what was happening from day to day. The combatants were involved in a struggle for great stakes; they placed everything on the chance of convincing the public of their fitness and worth. According to your viewpoint, their means were either amusing or convincing but always they were dynamic.

And with the same abruptness, I stumbled on the secret that nothing was intrinsically boring. It was only a smothering ignorance that disguised the true outlines. All one needed was the initiative to discover its stimulation. After that, one had a ringside seat at the performance.

My system had vindicated itself. I had thought that I needed only to master the routine and to learn the formulas. I did not know that I was then taking out insurance against all boredom. This was more than I had sought —the ability to be intensely interested in all aspects, to be mentally responsive to people. I had unwittingly cultivated the finest of all talents, the capacity to enjoy myself.

Concretely, I had gained what I desired. That was not entirely due to my plan for I see now that almost any other approach might have given me the same reward. I had wanted people to like me, to include me in their invitations, to offer me their friendship. Now I found that simple. After all, no one was ever called a bore who was interested in others. My enjoyment of their company was spontaneous. I spoke their language. I was one of them.

I had scaled the barrier. The means I chose were extremely helpful and practical, of course, but their greatest value was more subtle. Psychologists would say that I had satisfied my gregarious instinct. Their explanation is that people have a natural desire to be with others and to share their pursuits. This cooperation is essential for happiness.

Those things I have learned widen my horizon. Because of them, life can never again be dreary and trying. I have gained a different perspective. The only way to attain happiness is to react positively to life, to struggle to achieve the ideal that means the greatest enjoyment.

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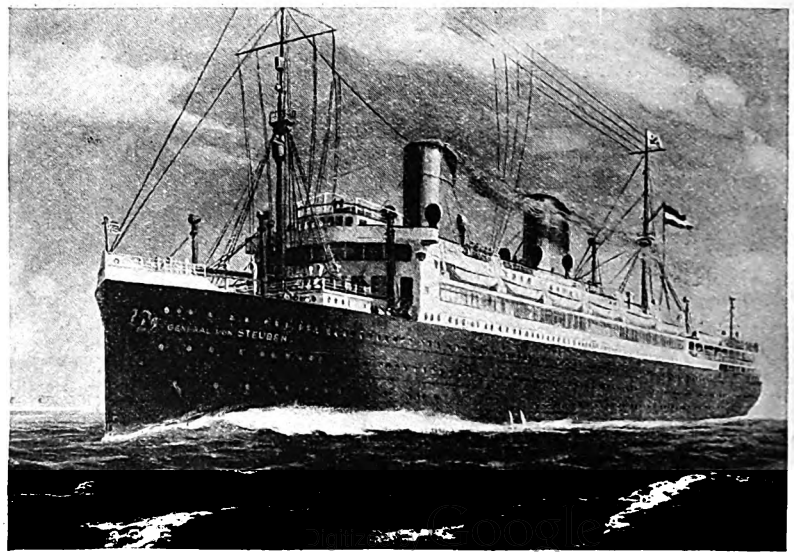
THE PROGRESS of civilization is recorded in the development of navigation: the pole, the paddle, the oar, the sail, the paddle wheel, the propeller! To satisfy one's longing to visit strange places, to witness unaccustomed sights, stimulates and freshens the mind. To see distant people, to know how they live, brings understanding and sympathy. One of the aims of PSYCHOLOGY Magazine is to promote friendliness. To broaden this aim we are offering our readers a Travel Service Department. Our chief delight will be in furthering the travel which brings greater cooperation and harmony.

The nations of the world are no longer isolated. The fast boats, such as the Mauretania, the Bremen and the Europa, can cross the Atlantic in five days; the Leviathan and the Majestic in five and a half days; a score more can make the trip in six and seven days. Speed is the rule of the times. Aviation experts expect to attain a speed of 500 miles an hour in the not too distant future. All previous records were broken recently when the English aviator, Lieutenant G. H. Stainforth raced his plane at an average of 408.8 miles an hour. One lap of the course was made at 415.2 miles an hour. The value of such performances is not beyond question, but the time may come when even this incredible speed may seem sluggish. To be modern minded one must have faith in the forward swing. Washington is now but one hour and eight minutes from New York, and San Francisco but eleven hours and eleven minutes.

Five hundred miles an hour is more than 8 miles per minute. When a railroad train demonstrated a speed of a mile a minute that was quoted as the symbol of the age of speed. Recently the Cheltenham Flyer running from Swindon to London on the Great Western Railway completed the distance of 77¼ miles in just one hour. For a portion of the trip a speed of 85 miles per hour was recorded. This is the fastest time ever made by a railroad train. It is not for us to champion speed stunts. The figures remind us, however, that we are living in an accelerated age. Men today travel further and faster, see more and make more contacts than men of any preceding generation. Life is measured by reactions. To travel intelligently is to live bountifully.

Time is an important factor in touring. How much can be accomplished in a specified time? Answers depend naturally on the rapidity of the means of transportation. Crossing the Atlantic may yet become a matter of hours.

The ship is the passenger's home for the duration of the voyage. The North German Lloyd liner, General von Steuben.



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By William C. O'Donnell, Ph. D.

Dr. O'Donnell, of the O'Donnell-Murray Tours, will conduct a Travel Service Department for PSYCHOLOGY *Magazine. He will be glad to answer any questions regarding rates, time boats leave or arrive, the best seasons to visit certain places, and give you any help you may need.*

A "PSYCHOLOGY" TOUR

IN 1932, we hope to have a special tour for PSYCHOLOGY readers and their friends. The purpose would be to add the joys of companionship and sightseeing to visits to important shrines of psychological progress and interviews with outstanding leaders of the modern school. We vision a group of companionable people organized on the basis of this bond of common interest, accompanied by Dr. Miller, the editor of PSYCHOLOGY, who would deliver inspirational lectures to his travel associates. It is not too early to begin planning for such an event. We should be glad to learn of your interest, and to study your suggestions. Where would you like to go? Whom would you like to meet in Europe? The trip would include visits to important psychology clinics, such as the one at Nancy. Vienna would particularly command our attention.

LONDON OR PARIS?

SELDOM has a party of Americans visiting Europe failed to be divided in opinion between the relative attractiveness of London and Paris. There are those who consider Paris the most fascinating city in the world, and there are those who cross the ocean again and again just to repeat the pleasures of "dear old Paris." How they love it, the Paris-ites! Paris of the gay boulevards and sidewalk cafes, Arc de Triomphe, Champs Elysee, Place de la Concorde, Tuileries, Louvre, Opera, Madeleine, Notre Dame, Saint Esprit, Trocadero, Eiffel Tower. The city weaves its spell and captures the imagination. Millions pay tribute to her fascinations.

But there are the London-lovers who swear by the English capital. Westminster Abbey, Trafalgar Square, House of Parliament, British Museum, the Tower, Buckingham Palace, art galleries, shops. Never was a city like this! A debate between the Paris-ites and the London-lovers would not change the maps, but might be highly entertaining.

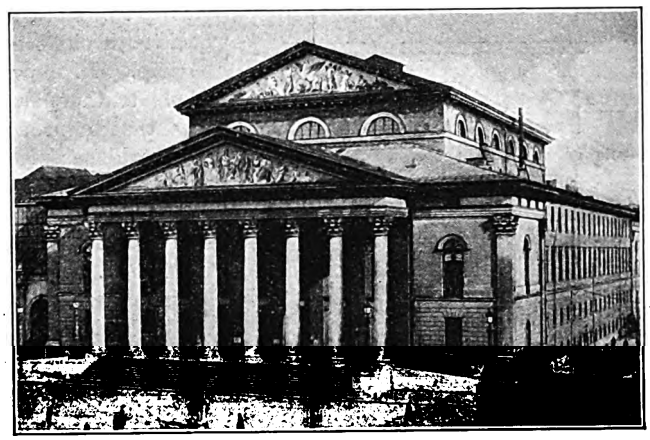
AT THE GANGPLANK

LIKE a giant swan gracefully unconscious of effort the *Ile de France* glided to her berth at the French Line pier. Passengers pressed the rails eager to glimpse some familiar face amid the throngs crowding the edges of the pier. The welcome home! How often is it the best part of the tour abroad.

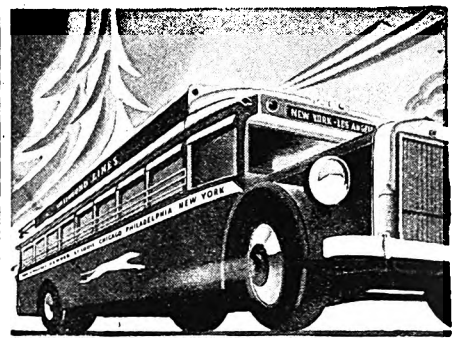
Only those provided with passes or special permits are allowed on the pier at the time a steamer arrives from a foreign port. Customs officials are a suspicious lot. No one is permitted to board the steamer before the passengers leave except officials and reporters duly accredited.

A gentleman of quiet but determined manner was pleading with the guards to allow him to ascend the gangplank. He was urgent. He was persistent. He was anxious. They were obdurate. He could not pass that barrier. A man was heard to remark, "That's America. The cub reporter can get thru while the greatest newspaper man in the world is held back."

So the great newspaper man waited as one of a multitude. After a while a young man and a young lady came down the gangplank together, broke from the stream of passengers and rushed to the man in the mob, rewarding him with enthusiastic embraces. They were son and daughter of Arthur Brisbane.



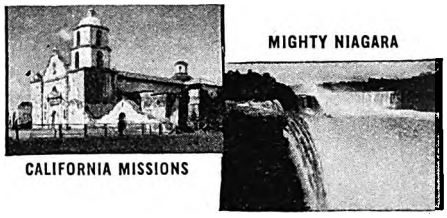
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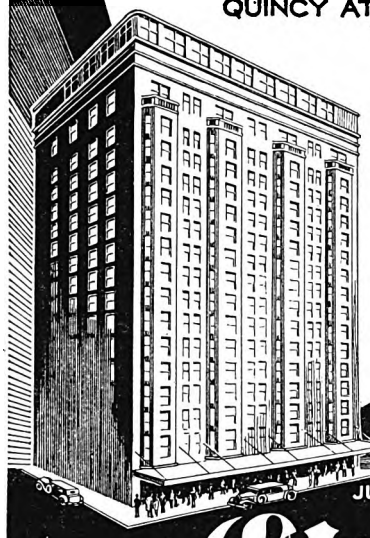
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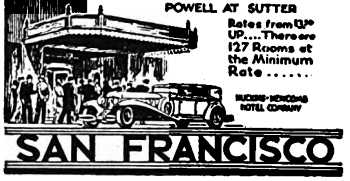
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What It Means to Be Free

(Continued from page 29)

outgrown the child-impatience and the child-rebellion? Because we lack an imaginary non-essential good, we make ourselves wretched with self-pity or self-disparagement. The danger in most possessions lies in their obscuring the realities. We see God not in the midst of grasping, but in the midst of letting go.

The only safe reason for wanting things is the expectation of giving them away, not so much to be philanthropic as to be free. The typical charity worker gives rein to his own emotions, but curbs the advance of those he considers paupers. Giving men things makes them prisoners, giving men truths makes them lords.

What are the forces that enslave us?

Anything, everything, that blocks the way to our ideal. Have you a clear, definite, systematic, ideal of what you long to be and do? How is your personality, your way of thinking, your mode of living, holding you back? Freedom to the great is not so much abandon as accomplishment. The resolute shaping of our own immediate life according to our own firm standard leads to the greatest liberation. We shall never be free to express ourselves until we are free to command ourselves.

The highest type of freedom is not the merry child or the indolent troubadour or even the pale ascetic. It is the stern business man who has kept his finer sense of things in spite of the din of battle, and whose vision stays clear where the grime is thickest. Running away from ugly things only gives them a better chance to flourish. Make of your life a challenge to all that suggests compromise, then feel the joy of independence.

Around the human soul a film gathers, day by day. Everything untrue leaves its mark upon us. Even the half-truth chills and thwarts our soul-powers. In how many lives is the whole truth operative? In none. The few that approached this perfection the world has promptly crucified. We sometimes feel that crucifixion is the only worthy end for the human journey of the soul. All other paths lead to evasion. Who but the martyrs have been honest with themselves? And what, beside this, is worthy a moment's consideration?

From all outer impositions we must liberate ourselves before we can ap-

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proach the measure of our destiny. From the dominion of things; from the trespass of thoughts; from the goad of desire; from the wound of memory; from the treadmill of habit; from the blindfold of prejudice; from the spell of sensation; from the drain of emotion; from the chill of intellect; from the web of temperament; from the veil of personality; from the snare and pit of human pride; from all these hindering shapes and shadows we must be free.

The human soul is but a channel thru which flows a divine stream of energy. The efficient man keeps the channel clear. And to do this he must look upon the world merely as a field thru which he passes, not as a marsh in which he is mired. The buoyancy to rise above the murkiness of life and remain untinged by the dark sediment of experience—this denotes a man filled and impelled by the universal spirit.

Freedom is the force to express the underlying good in every human trait, without the admixture of the superficial error. It is the purity of the saint blended with the power of the sinner, the fire of the zealot fused with the poise of the sage, the dream of the poet guiding the tool of the drudge, the song of the troubadour gaily rising over the sullen clang of the forge. Freedom is sanctity without solemnity, mirth without flippancy, toil without drudgery, play without folly, care without worry, system without slavery, abandon without vice, fervor without fanaticism, delicacy without frailty, strength without violence, courage without rashness, sweetness without insipidness, shrewdness without selfishness, love without blindness, devotion without narrowness, life without limitation.

When will the first man among us be free?

(Copyright 1931 by Edward Earle Purinton)

Dad's Wife

(Continued from page 43)

Dad's sympathy by complaining about me and making him hate me.

"He's a fine boy, Helen, but he's always disliked women around the house ever since his mother died," Dad explained.

"No wonder," she said. Then she started telling Dad about his having treated me to a pretty "rough assortment" of katies, and saying something about knowing Dad's "weakness".

Dad kept saying: "I know . . . I know, Helen, it must be my fault," and the next thing I heard was something about "who wouldn't be bitter when that sort of thing kept going on all the time".

I heard Dad assure her that she needn't worry any more and that "everything'll come out all right". Then after she said she "hoped so" I heard her say, "It's hard to tell how much I can stand of it." She said she'd held her patience thru some devilish things I'd done to her. Looks like I'm winning and she'll soon check out!

Then she went on saying how she'd hoped to win my love; that I was a fine boy. She'd looked forward to marrying Dad because of "that boy" and giving him what he needed. Dad was very quiet, but she went on talking talking and talking, about a boy needing a mother to look after him with Dad away so much of the time. About how she didn't suppose a man could ever understand how a woman felt—especially a man who never would settle down completely. A woman, when she reached a certain age, needed someone to mother. She'd always wanted a kid of her own, she said, and knew she'd never have one and now that she'd married Dad she'd hoped I'd be her kid. How she all the time had to stop herself from making advances to me for fear I'd get scared away from her.

I couldn't believe my ears. This sure was a new one on me. I didn't stop to listen to any more because I was awful muddled, but I heard them talking, talking, talking, downstairs. I pulled the covers over me in bed, but couldn't fall asleep. My head was going around like I'd been hit by a baseball bat. I hated the kind of guy I was, and wished I hadn't been so mean to Dad's wife.

But how could a fellow be different? Surely I didn't want to be a real son to her; I didn't want to ever call anyone, "Mother," because a guy's regular mother would never feel good in her grave if she knew a guy called a strange woman "mother". Of course, if a strange woman's good to a guy, it ain't fair to be mean to her. I'd just have to do some tall thinking about not being mean to her.

The next day I guess I surprised her pretty good when I came from school by asking did she want me to do some errands, because she hesitated a terrible lot before she just breathed very quiet-like:

"Would you?"

"Didn't I ask you if you want me to?" I said, snappy, like that.



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"Why . . . yes," she says, sort of timid-like.

When I brought back the stuff from the grocery store I was glad she didn't give me a lot of lip about appreciation. She just took it natural that I was a good kid and would run an errand if I felt like it. But at dinner time she puts an extra throw of whipped cream over a hunk of cake and says:

"Guess you'll like that."

Believe me I liked it. It was swell cake, and melted into my stomach like nothing. When I finished she says:

"Want another piece?"

I began feeling a little better about her, but I wasn't no softy that likes slobbering, so I didn't act up to her. I just went about my business and never noticed her much. But I quit doing mean things that'd scare her, 'cause after all, women is just girls grown up and they get awful scared about things that never bother guys. I knew she was dying for me to talk to her, 'specially when Dad went out of town the day before. It was sort of lonesome without Dad.

A coupla days later, when I came home from school, I found her sitting in the kitchen with her head on her arms, leaning on the table. I thought maybe she had fainted. While I hadn't made much noise, she should've heard me come in. She never looked up. I didn't know what to do. I'd never called her nothing, so I didn't know what to say to her now. I wanted to push her, but I'd never touched her and I didn't know just how.

For a long time I stood quiet, and then I noticed a letter on the table and it was in Dad's handwriting. The letter was for her, so I didn't read it, but I had a hunch he had written to say he'd be gone for a few days longer. I guess she was crying because of lonesomeness.

Gosh, don't I just know what it means to be lonesome. I knew Dad couldn't help it, but I sure felt sorry for her.

I touched her very easy-like, not wanting to scare her, and suddenly her crying got a little bit louder, but not much. My throat got tight and I couldn't hardly keep from crying myself, but I hate slobbering. I even felt a little like putting my arms around her neck and comforting her like I used to do with mother when I knew she was unhappy, but I didn't know how to do it and, gosh, a guy can't throw over his principles, no matter how sorry he is for anyone.

Suddenly she put her hand on my shoulder, just soft-like, not grabbing or nothing, and her crying quit. I was so glad I nearly wanted to kiss her 'cause I knew that'd make her happy. But of course I didn't.

Then she got up quick and a smile came all over her face, and she said:

"My, you haven't had a thing to eat since lunch time. Come on, we'll have some tea and cookies and some of that delicious marmalade I made the other day," and in a jiffy she was busy fixing the table for us to eat.

We sat down opposite each other and for the first time since Dad brought her to our house I really took a good look at her. Jumping canaries, she was awful easy to look at—she looked so soft and kind—even pretty with her eyes so full of shiny tears.

I ate a flock of that marmalade and felt darned good. Must've been the tea warmed me up all over. She just ate a little, but she kept smiling all the time like she was feeling pretty good herself.

"Guess I'll give you a hand wiping these dishes," I said when we got thru eating. "That marmalade was *swell*, Moth . . ." I just caught myself in time from saying it, but I'm sure she didn't hear, because just as I said it a plate dropped from her hand and busted with an awful bang.

I'm Glad the World Said No

(Continued from page 37)

I began to take piano lessons, as most children do, and I was much pleased with myself. After my second lesson I informed mother that I could play two sharps and was very indignant when she looked incredulous. Great plans for my future took shape in my head. I would be a teacher of piano—a very famous teacher, of course!

But one day as I was practising, a woman selling something came to the house.

When I had finished the prize piece of my limited repertoire, the woman looked at me pityingly and said in a low tone to mother, "Isn't it grand that she plays so well? Since she can't get around, she can earn her living right at home teaching music!"

Somehow, after that I didn't want to teach piano. I couldn't "get around", couldn't I? I'd show her!

But until I could get a chance to "show" her, I kept on at the piano and went thru high school, playing and writing, dreaming myself one day a great concert pianist, one day a famous author. Fortunately, no one ever suggested that writing would help me keep away from things I "couldn't" do.

When I was a senior in high school, a friend of dad's asked me one day what I was going to do the next year.

"I'm going away to college where Mary went," I answered promptly. Mary is my sister.

"Perhaps she'll stay at home with us and go to the university," my father said gently.

I was surprised at him! So *he*, too, thought I couldn't get along away from home, did he?

Well, I went away to college and learned to swim immediately. Someone had told me I would never be able to keep my feet up in the water, so I swam with my head under until I learned the secret of balance. It was a great idea—my learning to swim. When people doubted my ability, all I had to do was to get up a swimming party and duck them!

So I swam and played and worked and wrote thru college. I wanted to stay in the big dormitory my senior year, but everyone said it would be too far for me to walk to classes. That decided me. I stayed there.

Then came the big question, What to do after commencement? Could I teach? Some said yes; some said no. But all agreed that I ought to try it, if I had to do something.

By this time I was so accustomed to doing the opposite thing that I developed an unreasonable prejudice against teaching. Besides, I knew what I wanted. I wanted to write. Write what? Oh, anything—advertisements or sonnets, serials or advice to the lovelorn. The world said, "You can't make your living that way."

Then I was sure I could. At least, it would be more glorious to die trying than to wish I had!

Naturally, I couldn't have gone ahead if there hadn't always been a few people who did not say no—a few who sat by and waited to see what I was going to do and then helped me do it. That was the way I got my scholarship to a graduate school in journalism, and that is how I am going ahead now.

When I was signing up for my courses, the dean said, "I'll try to schedule all your classes on the campus so you won't have to go downtown."

Without a second's hesitation I said, "I'd like to take that short story course downtown."

So I go downtown to that class on the street car. Once in a while I fall. But I pick myself up, feeling like a football hero. I'm doing something people think I can't! When the world says "No" to me, I can't help saying, "I'll show you!"

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Do You Budget Your Leisure?

(Continued from page 41)

veloped was reflected in the front he presented to the world. He became a more interesting individual and a more resourceful worker. The change could not escape notice in the factory. One day a more responsible position was open for somebody. The foreman came to Jim. "Do you think you could fill that job?" "Yes, I believe I can," was the confident reply. And Jim got the job. In his case, an enriching spare-time activity carried over into his work and vitalized it.

In the rapidly growing leisure in the United States are untold resources of cultural wealth. In this era of machine production, hours of labor are bound to go on shrinking. The present depression is an inescapable sign of it. Increased spare time is bringing to hundreds of thousands of men and women surpluses of physical and mental energy. Leisure is the new American frontier. If it is conquered as effectively as the wilderness was conquered by the pioneers, the United States may yet present to the world a civilization such as it has never seen.

Only a small minority of men and women are in such occupations that they can hope to express themselves adequately thru their work, despite the advances made by industrial management. We have marvelous machines that turn out shoes, automobiles and cigarets more speedily than hand labor can produce them. An army of men and women are reduced to feeding the machine. *It* does all the interesting things. Watch a crowd gazing fascinated at a cigaret making machine in a show window. Are they looking at the attendants? A few may be if one of the attendants is a pretty girl. In the main, however, it is the uncanny skill of the machine which intrigues them. A worker can learn to operate a machine in a few days' time. And is soon earning the maximum wage to which he can aspire. Where, then, can he exercise such creative powers as he possesses? He must find the answer outside the factory after hours, as did William H. Woodin at the top of the industrial heap and Jim at the bottom.

The successful life is as much a matter of the satisfying use of spare time as it is the accumulation of material means. A psychiatrist says of the numerous well-to-do hypochondriacs who come to her for help in their troubles that they do not know how to find satisfaction in leisure. Many people pursue leisure as an aim in itself. Of course, like money, it is only a means. Many have not learned to be friends with themselves. They are afraid to spend an hour alone. What a confession of a lack of inner resources in a world of interesting ideas, books and accessible beauties of nature! There are hundreds of thousands of people whose only impulse and apparent only recourse when they have two or three hours of spare time is to reach into their pockets and go and buy pleasure. They can not make their own fun. They are not self-starters in leisure.

It is very true that there is always a time and always a place for pure relaxation, diversion, refreshment and even plain fooling. And all of us need occasions when we can benefit by allowing the mind to lie fallow. But in the total recreational scheme these things play but a minor part.

May I suggest a few principles for the satisfying personal use of leisure? *First.* Play the game yourself. There is all too much vicarious recreation —sitting in the grandstand watching others play. Eighty thousand spectators watch twenty-two men play football; millions daily attend the movies. Both the football and the movies are desirable in themselves, but it is not desirable physically, mentally or spiritually for anybody to depend primarily on amusement while he does nothing to entertain himself. Your game may be tennis, music, sculpture or collecting. You may have a combination of recreational interests. Break away from the standardization and the characteristic American fads that tell you how to play Mah Jongg, now contract bridge, now cross word puzzles, now contract bridge.

Second. Genuine satisfaction comes only with achievement. It involves real growth. Herein is the real discipline of leisure. In Omaha a young woman bookkeeper has made a hobby of art. For the past fifteen years she has been painting every Saturday afternoon. "Instead of seeing all the pictures and wasting my time at parties when not working, I have spent my leisure hours with my brush and canvas," she is quoted in the Omaha Bee. "There is a thrill in making a beautiful picture and in having something to show as the result of hours of work." She has studied with local teachers almost regularly during the fifteen years. She has never attempted to sell any of her work since it is her object to paint for recreation. Here is achievement, growth. What would she have to show for fifteen years of faithful attendance at night clubs? Recreation may be developing. It is not simply having a good time, it is a dynamic part of living.

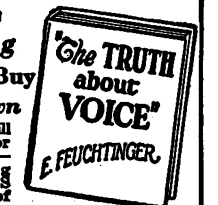
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Third. One's play should compensate for the things not found in one's work. The mental, sedentary worker chained to a desk in an office should romp at golf, tennis, hiking, swimming or other vigorous sports. The mental worker often finds great satisfaction in doing things of skill with his hands. William Travers Jerome, one of New York's most brilliant district attorneys, was a good cook. He also made ingenious mechanical contraptions. Porter Lee, director of the New York School of Social Work, also cooks as a hobby. A group of Boston business men go in for painting. A dentist in a western city frequently gets up at five in the morning to carry on his hobby as a sculptor.

Fourth. Learn recreations that you can engage in thruout life. The so-called major sports are so violent that they must be dropped during the thirties. Golf, tennis, swimming and other sports called minor are good for a lifetime, and the same is true of dramatics, music, handcraft and painting.

Fifth. Any program of leisure that omits contact with the soil, with the out-of-doors, is leaving out one of its most important elements. The most citified individual still has remnants of a biological hunger for the soil, tho some are so encrusted with city ways that it requires more than a two weeks' vacation on the farm to restore normality. Two girls on their way from the office in the subway were recently heard discussing their vacation plans. One said, "I think I shall go to the country this summer." The other replied, "The country? Nothing doing for me. I went once and all I could see was fields and fields. I couldn't see a house anywhere." Because of the ease of modern transportation, most everyone may readily get to the mountains, the country, lakes or the seashore. At least they have at hand some great city park or outlying reservation. Gardening in one's own backyard may be a constant source of pleasure and growth. Hiking, camping, picnicking, boating, fishing, swimming—these activities are good for body, mind and soul.

Sixth. Appreciation of good music, good plays, good painting, good architecture, good writing and scenery has a large place in the wise use of leisure. John Erskine tells of a conversation he had with a college classmate concerning Caruso. Erskine had been admiring the great singer. The other replied, "I would rather sing any day than hear Caruso." What he meant was not that he did not care for Caruso, but that he would get more satisfaction thru singing himself. Undoubtedly the more he developed his own music the better he could understand and enjoy the master tenor. It requires musical audiences to appreciate best the outstanding musicians. It has been pointed out that great artists develop only from a sub-soil of numerous amateurs. Appreciation best follows participation. While it is useless to dabble thinly in many different spare-time activities, it is a good rule to work for proficiency in one and then enjoy and appreciate the others by intelligent study and patronage.

Seventh. Take a brief out of the Oriental's book of life and reserve time for reflection and contemplation. As Edward S. Martin recently wrote, "Perhaps the biggest job of all is to sit and invite our souls." If you have learned to spend some time alone and be contented, it does not matter where you are, you can find a measure of satisfaction.

Eighth. Prepare to be an individual In "Middletown," their study of a typical mid-western community, the Lynds learned that a person with a hobby was so rare that he was considered a nut. It is not easy to go against the crowd in a country where so many people ape their neighbors and try to "keep up with the Joneses." Yet the ultimate rewards of trying to live richly are more than satisfying.

ALTHO the American people exhibit many symptoms of immaturity in their use of leisure, they may be said to be laying the basis for promising recreations in the future. In the past three decades there has been an enormous growth in public provision of parks, athletic fields, playgrounds, swimming pools, bathing beaches, summer camps and evening recreation centers. Thirty-two million persons are reported to have visited the national forests alone last year. The growth of such movements as the Boy Scouts, Girl Scouts, Camp Fire Girls, boys' clubs and similar agencies has been very significant. More than thirty-eight millions of dollars, mostly tax money, were spent for public recreation in some nine hundred cities in the United States and Canada in 1930 according to the year book of the National Recreation Association. Nearly twenty-five thousand leaders, of whom twenty-six hundred were year round, were employed in the organization and leadership of public recreation activities in the cities. Little theatres and community orchestras are doing excellent work in numerous communities. The growth of golf, tennis and other sports under private as well as public auspices is familiar to all. Less and less may anyone excuse himself from using his spare time wisely on the grounds of lack of opportunity.

Conquering leisure is in this day to a great degree a matter of conquering self—overcoming inhibitions, laziness and the impulse to conform. It calls for self-discipline and independence. It calls for planned living. If you would live successfully, budget your leisure as well as your financial expenditure. Thus, you will progress in interesting and productive living.

Plastic Me

(Continued from page 45)

separate thing from thought—but the other end of it, and it is physically impossible for a normal person to have a definite thought without some action following upon it.

The action may be no more than a sigh, a suppressed start or interference with digestion. It may not follow at once, instead the brain can hold itself in tension for months or years—then, at last, that old thought appears and may show itself powerful enough to build or destroy a nation.

The substance of your brain is plastic like putty and the discharging current of energy from your thought, as it forges thru this plastic stuff into an action, *carves a path.* When this path has been cut once, the current of energy can get out easier by that path than by making a new one. The current is a force and it won't rest until it escapes into action and the only thing it can do is deepen old paths or make a new one. Every passage makes the path deeper and easier to follow, until the current passes so smoothly that you are not even aware of it.

There are two kinds of action, reflex and reflective. Reflex actions are the result of a disturbance in the lower part of your nervous machinery such as sneezing, winking. If you get pepper in your nose you are bound to sneeze. But reflective action is under your control. If you burn your finger and draw it away from the flame, both the pain and the drawing movement make a path in your hemispheres, which are the higher part of your brain. When you see the flame a second time, the incoming nerves stir the path that registered the pain. This forces you to recall your previous experience and you keep your finger away from the flame. The thought of the pain inhibits the thought of the flame as attractive, and you act on the pain thought and not the flame thought and do not burn your fingers.

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Your *hemispheres* are where you store your memories. Your nerves keep tab on everything you do; every voluntary act makes a path in your plastic hemispheres and in this way leaves its record. The whole story of your life, as long as you have lived it, is written on them in the form of nerve paths. Nothing you ever do, no least thing is wiped out. Your nerve cells are steadily at it, marking down every act, the good, the bad, the wise, the foolish.

Sneezing is reflex action and you can't choose, you have to sneeze; but in reflective action, tho you must act, you can choose what that act shall be. If you did not have these memory stores in your brain, experience would be of no use to you and you would put your fingers in the flame over and over again.

If there is something you want to do that you know will turn out badly, *stop thinking about it.* If you think about it, you are certain to do it because as long as a thought is in your brain, it's the boss—the master; and it will make you act a certain way every time. What you must do is to think about a thing that turns out well. You cannot think intensely about two things at the same time. So you must bring in a thought that you are willing to accept as master and then you will not regret the acts it causes you to perform. Understand that this sense of consciousness that you feel pulsing thru you, flowing continually like a stream, is the real physical disturbance caused by the nervous machinery with which you are *making yourself*, continually and everlastingly molding your brain. That is *you*, carving paths that, if you could read them, would spell your success or failure.

Your consciousness likes some of the things your incoming nerves bring to it—pays attention to them (you do pay attention to what you like, do you not?) and so your consciousness repeats the experiences it enjoys whenever it can, and shies away from others it does not like. That is to say it is *selective* and the things you select to think about (pay attention to) must express themselves in action. If you decide to be the president, or a movie star, tho you do not mention your desire to a soul, before long some one will guess your ambition, for as certainly as you keep that thought you will act in accordance with it. No need to tell the world! What you do will proclaim the fact.

Your character is yourself—it is the sum of the choices you have made, the total of the things to which you have paid attention and your nerves have built it into the actual structure of your brain. They have made no record of what the incoming nerves have reported. They do not seem to take any interest in what happens to you, they only mark down what psychology calls the response—that means what you *did* about it. It's what you do that makes the paths.

Yourself, then, is carved like a statue, by chiselings of these brain paths made by your actions. That seems fair—you can't help what happens to you, but you can determine what you do about it. You can look at yourself in two ways: objectively—you can think of yourself as "me," your "physical me," your "social me" and your "spiritual me;" or you can think of yourself as "I" the "knower"—that is the last thought of your mind which comprises all your past experience and selects what your next experience shall be.

Your "I" feels conscious of this power of choice but that choice is limited by your former choices. If you have chosen to study French, you can now choose to read a French book. Otherwise you cannot make such a choice. But if you wish, you can study French and so create a brain able to read a French book. Your "I" is eternally selecting, and every selection contributes its creative touch to your character, and each selection will be largely what it is because of former selections you have made, so that every one of your thoughts and every one of your actions is significant and counts.

The "self" you are creating is the most important factor in your destiny. If yourself is poor and mean, your destiny will be that also. If you can make it fine and strong destiny will play you fair.

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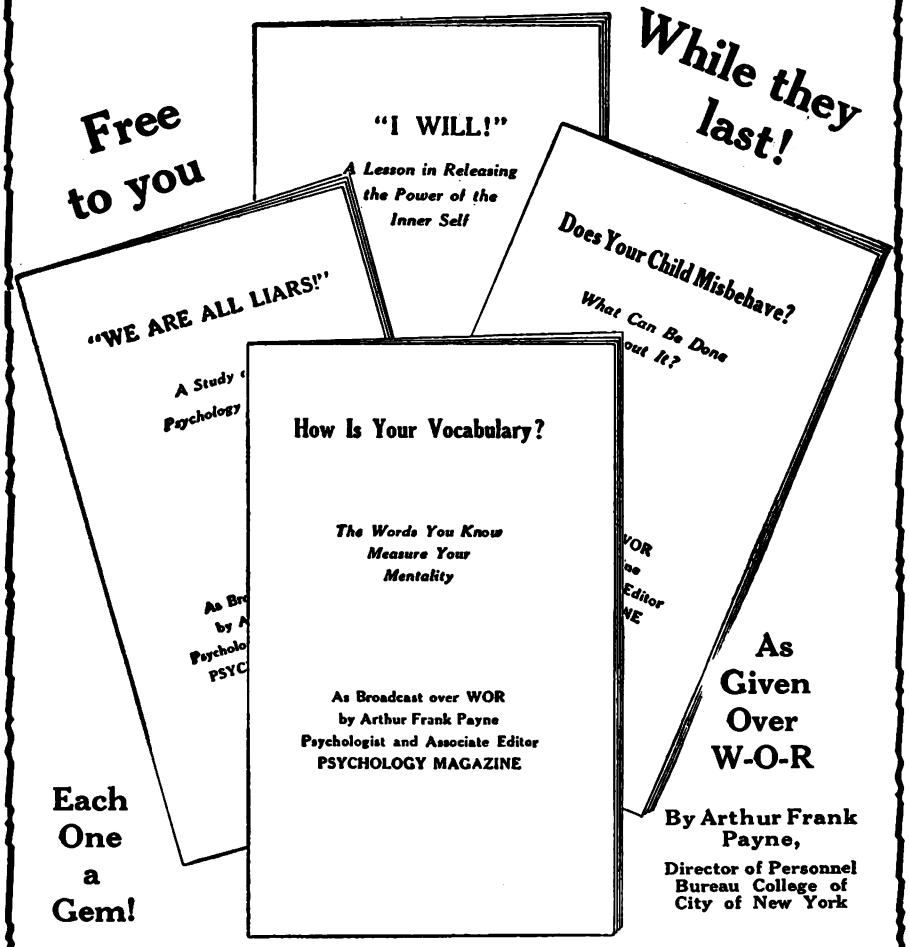
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What Can I Do For You?

(Continued from page 52)

fact, they have been thinking about getting a divorce. He is 28; I am 21. I have gone out with a number of boys, but think he is the best suited for me. Do you think I should continue seeing him?

ANSWER:—

If you wish to be a principal in a triangular affair and get a lot of unpleasant publicity, just keep up what you are doing. If this man is really in love with you and really does not care for his wife, he will find a way out of his present situation if you tell him that you cannot see him until you have a perfect right to do so. I shall not say anything about the moral side of it, for if he really and truly does not love his wife, and did not before he met you, one cannot blame him for caring for you, or you for him. But you wish to do the right thing, the thing that will make you happy when you do marry him; and I am sure you will make a lot of trouble for yourself if you continue in the way you have been going.

QUESTION:—R. F. L. writes:—

Please tell me how to develop the habit of rising early in the morning. I frequently oversleep.

ANSWER:—

Habits are formed thru doing a thing regularly and repeatedly. First, at night, you should impress upon your mind as strongly as possible that you are to awaken at a certain, definite hour. In the beginning you may need a check on yourself, such as an alarm clock, to keep you from oversleeping. But hold the thought that you will awaken without this aid. You must practise this Sundays as well as other days. If you happen to be a nervous person, one of the kind that feels just as tired and sleepy in the morning as he does when he goes to bed at night, you may find such a habit as this one a little difficult to form. If this is so, try to get those nerves under control and become master of yourself. The subconscious mind pays little attention to one who is in a negative, unadjusted, slave state. It is the man who has a determined, positive, confident attitude that is able to form habits quickly. A negative person is not able to give a very positive suggestion to self. You must put fire, faith and determination into your suggestions if you wish them to be effective. Naturally, you should keep fairly regular hours and play fair with yourself, if you wish fairness shown you in return.

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Have You a Poker Face?

(Continued from page 49)

thing to the boys and girls when my sympathies were sometimes at variance with my words—and get away with it. When I announced that every pupil in school would be required to make three talks before the general assembly during the school year, they took me seriously and, without exception, came thru with their talks—good, bad and indifferent.

To this day, I don't know what would have happened if someone had refused. I felt so sorry for some of them that I feared everybody would understand my personal attitude. Years later, some of the youngsters confessed to me, "Why, Mr. Tinker, you looked so stern in those days we just *had* to get up and make a speech whether we wanted to or not."

Then there's the time when the boss decides to give you a raise in salary. He plans to spring the announcement when someone else is present, just to watch you turn red, stammer your thanks and back awkwardly out of the room. A kind of official entertainment, you know.

How it does take the wind out of his sails to bow like Sir Walter Raleigh, meanwhile looking as grave as a head butler while you explain that the raise is greatly appreciated, fully anticipated, duly earned and mostly spent.

"Have you no sense of humor?" a gentleman once asked me. The idea amused me so much that I laughed outright—*to his amazement!* Of course, I might then have turned tables on him and demanded, "Have *you* no sense of humor?" But I didn't.

"I'd know it if I saw one *leaving*," I told him. For some reason, he never read to me again.

As I relate these incidents, I am wondering whether they were contributing causes or merely the products of my poker face attitude. Probably the wisest observation ever made was, "I am a part of all I have met." But let me hasten to add, "present company excepted." Otherwise, how could I ever square myself with my best friends—pokerface . . . *blank* . . . you know.

Please let me offer at least one serious observation. No characteristic will make or break a man more completely than the use he makes of his poker face. I had listened many times to Tom Noonan's Sunday afternoon radio talks from his Chinatown mission before I met him in person and *saw* him speak.

I used the word *saw* correctly. Tom Noonan has one of the best poker faces I've ever seen in my life—and I've seen plenty of them. No wonder his audiences laugh at his droll observations. They are released with a solemn expression that completely hides his quick mind and sense of humor. To hear him is to be frequently surprised.

I must mention another personality—one whom the American public has never understood very well. He is now known as a public servant who wasted nothing, not even words or fireworks in his own political campaign. Always modest in demeanor, he was on one occasion mistaken for a disappointed office seeker by an elevator operator in a federal building at Washington, who suggested to a certain United States senator that the man ought to be given some kind of a job. *At that time, the man in question was vice-president of the United States!*

Shortly after his induction into the presidency as a "political accident," he paid a visit to New York. On the occasion of his arrival, I was standing less than twenty feet away from the Pennsylvania Station route over which his car would pass. A mild cheer greeted his appearance. Considerably above the attempted enthusiasm the shrill voice of a woman near-by shouted, "*Look at his face!* I won't vote for *him* again!"

Ladies and gentlemen, need I name the gentleman in question . . . Calvin Coolidge?

Why did the elevator boy misjudge him? Why did that woman in the crowd, like many others, fail to enthuse over him? Why did no one understand when he wrote those famous words, "I do not choose to run"?

The answer is to be found in his poker-face characteristics. For this reason, he was able to hold friends, adherents and opponents equally in doubt until he was ready to act! The public, unable to read his face, persistently underestimated his ability and was therefore invariably surprised by his diplomacy and far-sighted administrative policies.

Furthermore, he was wise enough to keep his own counsel.

And that brings up another point. There are at least two kinds of poker faces (a) the *dumb-bell* poker, (b) the *harvest moon* poker. Being possessed of the (a) kind and apparently unable to laugh it off—I don't know how the (b) kind feels or fits or whatever it does. But I *can* tell you how it looks.

The harvest-moon poker face is the kind that simply *beams* on everybody and everything. A man so afflicted invariably appears affable, pleased, contented, impressed, convinced or what have you. When he tells you that he's

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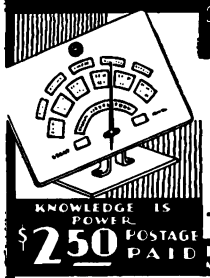
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tremendously interested in what you have just said and that he'll take the matter up with the Operating Committee at its next meeting—well, you just love him for listening to you so well. You feel so sure he likes your suggestion and that he'll raise your salary on the strength of it that you phone the wife to come to town for dinner and a show afterwards.

A week later you learn thru the office "grapevine system" that he did take the matter up with the Operating Committee and furthermore that he recommended that the company tighten up on employment standards to prevent any more nuts like you from getting on the payroll.

Yes, sir, exhibit (b) is the love-'em-and-manage-'em kind. He's smooth and oh! how innocent looking his eyes are. How velvety smooth his well-rounded cheeks. He doesn't frown or scowl or wear any kind of thundercloud warning before he acts. In his wildest moods he may get red in the face, so that his cheeks look rounder than ever. This, of course, gives him the appearance of being harmlessly tolerant and easy-going. But when he appears the most harmless is likely to be the time that he is getting ready for action.

Now, don't blame him for these characteristics. He is not two-faced. He has no intention of misleading anyone. He is wholly unconscious of the impression he makes on others, as I am of the fact that I'm hungry looking. As a matter of fact, I can't take my hat off in the subway without having two or three coins tossed into it, and they always come as a complete surprise to me.

Neither species of poker-face mentioned takes himself seriously. He may be told a dozen times a day how others misjudge and misunderstand him, but he never does anything about it.

You see, a P. F. feels so doggoned natural that he can't see any good reason for changing. He looks around him and sees other folks making clowns of themselves—because they think he has missed the point. It amuses him so much that he keeps his mask on indefinitely to enjoy the fun.

If I had yet another life to live, I would spend a large portion of it teaching P. F. workers *how* and *when* to lay the mask aside in order to sell themselves more effectively to others. The remainder of my time would be used trying to teach employers that a poker face may or *may not* be a dumbbell. It has never been possible to know how many hams hang inside a Virginia smoke house by simply looking at the outside of the roof. *It always pays to look inside!*

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Seven Causes of Mental Disorder

(Continued from page 39)

He has not. The fact that he is a high school boy who is graduating at the age of eighteen and can write such a good letter indicates that he is at least of normal intelligence.

The sixth cause of mental disorder is environment. Of course there is a great deal of controversy about the influence of environment. But mental disorders can become epidemic, as witness what happened two years ago when the stock market crashed. The newspapers were full of accounts of hysteria and suicide. Today we are having the same experience with this economic depression. We are filled with fear. We worry constantly. If we could say, "Well, we had five good years and two bad years, and you can't expect to be happy all the time," our peace of mind and business affairs would be in much better condition. If there is disagreement in a family, the children are very likely to become neurotic. Parents must keep the home peaceful and calm, otherwise mental disorders will appear in their children during their later life.

The seventh cause is rather strange. It is pernicious anemia. The Mayo Clinic in Rochester, Minnesota, in 1923 reported that in 80.6 per cent of their pernicious anemia cases mental changes were easily detected. What are some of these mental changes? Fear is one. The victims fear, for instance, that they have cancer or will have it. You can explain to them why the ideas are groundless but you cannot expel these fears.

These are the seven main causes of mental disorders.

I HAVE received a number of requests for definitions. The following are brief but I trust will help you:

A psychiatrist is a doctor who specializes in treating mental disorders. He uses both medicine and mental treatment. A psychologist treats mental disorders also, but never resorts to medicine.

A psychometrist gives mental tests.

A neurologist is a medical doctor who specializes in the treatment of nerves and reflexes.

A psycho-analyst is primarily a Freudian. He finds out from your emotional history what makes you behave as you do. Psycho-synthesis is the psychological building up of an individual; two great psycho-synthesists are Dr. Jung of Switzerland and Dr. Adler of Austria.

An alienist is either a psychiatrist or neurologist who goes to court to determine the mental state of a criminal.

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

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Also I am pleased to include in this month's message a few interesting letters from my correspondence.

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