PSYCHOLOGY



Marie Dressler—*Metro-Goldwyn-Mayer*

"We Couldn't—but We Did"

Selling Your Services
Food and the "Flu"

Can You Think Straight?
Every Man a King!

MARCH

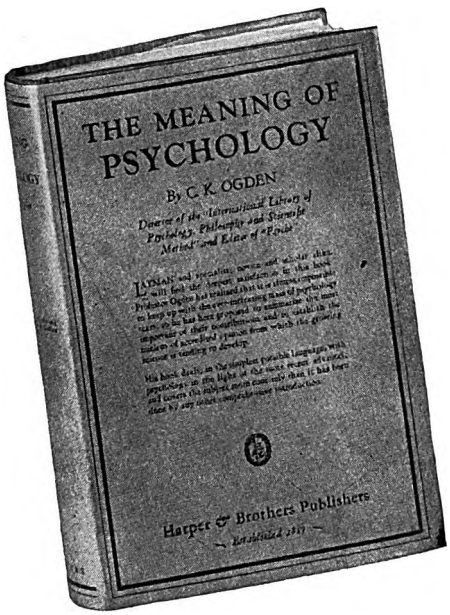
Digitized by Google

The Meaning of Psychology

By C. K. OGDEN

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

FREE — FREE — FREE



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

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

Whether you be layman, specialist, novice or scholar, you will find the deepest satisfaction in this book. Professor Ogden, realizing that it is almost impossible to keep up with the ever increasing mass of psychology texts, here summarizes the most important of their contributions and establishes the nucleus of accredited opinion from which the growing science is tending to develop.

His book deals, in the simplest possible language, with psychology in the light of the most recent advances; and covers the subject more concisely than it has been done by any other comprehensive introduction.

CONTENTS

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

*An Idea of the Fullness of a Single Chapter

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

No Catch!

There is no catch in this offer—the book you will receive absolutely free is of *regular Harper quality,* size 5½"x8½", cloth bound, printed from large, clear type on finest grade of book paper. It contains 326 pages, including—in addition to seventeen comprehensive and at the same time fascinating chapters—a valuable Bibliography, an index which is literally an encyclopedia of psychological terms and phrases, fourteen illustrations, and four half-tone plates. Readers of PSYCHOLOGY Magazine will find the deepest satisfaction in the possession of this conscise, colorful and comprehensive outline of psychology.

How to Get—Your Free Copy

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

But don't delay! Get YOUR coupon in the mails before Mar. 15 or we cannot promise to fill your order.

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

FREE! FREE! FREE!

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

All orders must be sent personally by purchaser DIRECT to this office

Send me my FREE copy of *The Meaning of Psychology* without delay. I enclose herewith my check (or money order) for three dollars to cover the cost of a year's subscription to PSYCHOLOGY Magazine. P. M.-3-32

Name .....

Street .....

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

Add $1.00 to cover postage on foreign subscriptions. 50c on Canadian subscriptions.

Digitized by Google

Men who "know it all" are not invited to read this page

THIS page is not for the wise young man who is perfectly satisfied with himself and his business equipment.

It is a personal message to the man who realizes that business conditions have radically changed in the last few years, and that there is a whole new set of rules to be mastered. He feels that he ought to be earning several thousand dollars more a year, but simply lacks the confidence necessary to lay hold on one of the bigger places in business.

We should like to put into the hands of every such man a copy of a little book that contains the seeds of self-confidence. It is called "What an Executive Should Know" and it will be sent without obligation.

It contains the Announcement of the Institute's new Course and Service for men who want to become independent in the next five years. Among the contributors to this new Course are:

ALFRED P. SLOAN, JR., *President*, General Motors Corporation.

FREDERICK H. ECKER, *President*, Metropolitan Life Insurance Company.

HON. WILL H. HAYS, *President*, Motion Picture Producers and Distributors of America, formerly U. S. Postmaster General.

BRUCE BARTON, *Chairman of the Board*, Batten, Barton, Durstine & Osborn, Inc., Advertising Agents.

DR. JULIUS KLEIN, *The Assistant Secretary*, U. S. Department of Commerce.

JOHN T. MADDEN, *Dean, School of Commerce, Accounts and Finance*, New York University.

HUBERT T. PARSON, *President*, F. W. Woolworth Company.

M. H. AYLESWORTH, *President*, National Broadcasting Company.

THOMAS J. WATSON, *President*, International Business Machines Corporation.

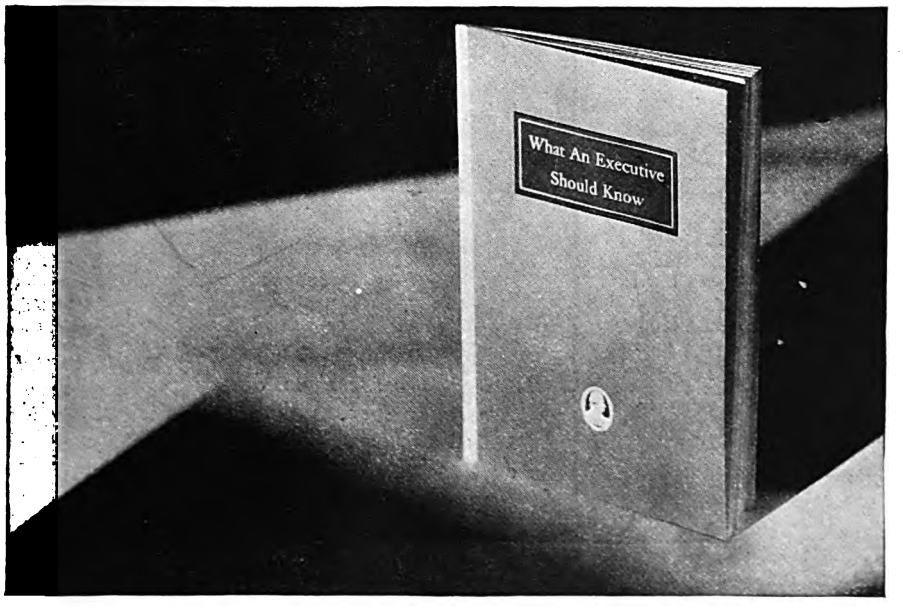
DEXTER S. KIMBALL, *Dean, College of Engineering*, Cornell University.

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

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

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

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



For the Man who wants to be Independent in the next 5 years

THE little book pictured above should be read by every man who expects to win a secure place for himself in the next five years. It explains some of the changes which are taking place in the business world today. It tells how you can equip yourself to take your place in the new business structure with confidence and increased earning power. It contains the condensed results of 20 years' experience in helping men to forge ahead financially.

Send for this Booklet

For the man who is perfectly content with himself and his job, the Alexander Hamilton Institute can do nothing. But there are thousands of men who could double their incomes if they believed in themselves and had the solid business knowledge to back up their belief.

Why not investigate *now*? The booklet pictured at the left costs nothing and places you under no obligation.

To the Alexander Hamilton Institute, 625 Astor Place, New York City. (In Canada, address Alexander Hamilton Institute, Ltd., C. P. R. Building, Toronto.)

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

NAME_____

BUSINESS ADDRESS_____

BUSINESS POSITION_____

Digitized by Google

The Standard Publication of Practical, Inspirational and Applied Psychology

PSYCHOLOGY

Life and the Modern World

VOL. XVIII. No. 3 MARCH, 1932

Founded and Edited by Henry Knight Miller

Arthur Frank Payne, Associate Editor

Contents

PAGE

With the Wits 8

Every Man A King (A Chat with the Editor) 12
Henry Knight Miller

We Couldn't—but We Did 14
Florence Bascom-Phillips

Daring 17
Elinor Lennon

Selling Your Services 18
Esther L. Schwartz

Marie Dressler—Queen of Laughter 21
Eleanore Carey,

What Makes You Laugh? 23
Louis E. Bisch, M.D.

Where Is Happiness? 25
Maurice C. Moore

"Big Mick" (A Story) 26
Gorson Munn

What India Thinks 30
Ralph T. Gardner

Because I Kind o' Like You So (A Poem) 33
Maurice C. Waugh

Can You Think Straight? 34
Alfred Stuart Myers

How Intimacy Affects Love 36
Margaret Romer

Walking with a Philosopher (Otis J. Swift and His Yosians) 38
Eldora Field

Food and the "Flu" 41
Dr. J. Douglas Thompson

Turn Your Wishes into Bricks for Building (An analysis of the Freudian Wish) 42
Thomas Harrison

You Too, Can Make Money 45

What Can We Do for You? 46

IN APRIL

"Shall I Adopt a Child?"

Many childless parents are asking themselves this question—in these days when so many of the world's children are in such desperate need. A practical suggestion that may bring you undreamed-of happiness. By Doris Doscher.

Dean George W. Kirchwey

Boasts that he knows personally and confidentially more criminals than any other man in the United States. He also comes nearer than any one else to having an answer to America's baffling problem of Crime. He states his views in a stirring interview with Samuel Tenenbaum.

The Riddle of Automatic Writing

New light on the strange problem of spirit-inspiration. By Professor F. K. Berrien, of Ohio State University.

No Time to Marry!

Frank confessions of six prominent American men, who insist that they have no fault to find with marriage except that it seems to take a man away from his work. In interviews with Nina Purdy.

Arthur H. Howland, Managing Editor; Charles H. Desgrey, Advertising Manager; Irene Kenney, Circulation Manager; James F. McCarthy, Executive Secretary; Samuel J. Schwartzman, General Counsel.

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

Entered as second-class matter October 28, 1931, at the post office at Mount Morris, Illinois, under the Act of March 3, 1879. 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.

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

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

Copyright, 1932, Psychology Publishing Co., Inc.

Digitized by Google

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.

A Personal, Individual, Human Service Is Offered You by Dr. Leavitt

Dr. Leavitt is able to bring you all that your case requires through an intimate, individual correspondence service. Letters are written for YOU, taking up YOUR individual needs. Quite the same instruction is furnished that you would receive were you calling on Dr. Leavitt in person. His BEST correspondence work is PERSONAL. Not the imitation typewritten letters, or printed lessons that the usual course consists of. Your letters are delivered direct to HIS desk and opened by HIM. He will gladly answer any letter directed to him—WITHOUT COST. You can write him fully and freely, regarding the most intimate things in your life, without hesitation, for your confidences will be sacredly guarded. His work is not of the highly commercialized type. He will be glad to advise you what he believes is best in your case. Personal consultations at his office he makes a charge for.

Read What 25 Cents Will Bring You

Dr. Leavitt's book—SELF MASTERY THROUGH UNDERSTANDING—has been sold the world over. Over 200,000 copies have thus far been mailed. It is the most complete 100-page book on the subject of Mental and Nervous disturbances, and is pronounced priceless by thousands. It will teach you about yourself and YOUR powers and show you just how you have drifted into the unnatural state you are expressing today. Hundreds have found a NEW LIFE just through reading this book. It will tell you about that GIANT WITHIN YOU and of the effects of HABIT. This book, and a Preliminary Psychological Analysis will be sent to you upon receipt of 25 cents in stamps or coin.

A Questionnaire will be mailed to you so that a complete history of your case may be secured. You will then receive an Analysis WITHOUT ANY OBLIGATION WHATSOEVER. Send for this book TODAY for this is a very REAL OPPORTUNITY that you will not want to miss. FILL OUT THE COUPON BELOW.

FREE ANALYSIS COUPON

C. FRANKLIN LEAVITT, M.D.
Room 1516-S, 58 E. Washington Street
Chicago, Illinois

Enclosed please find 25 CENTS to cover cost of SELF MASTERY THROUGH UNDERSTANDING and Preliminary Psychological Analysis. It is understood that this will in NO WAY obligate me.

*Name*_____

*Address*_____

*City*_____

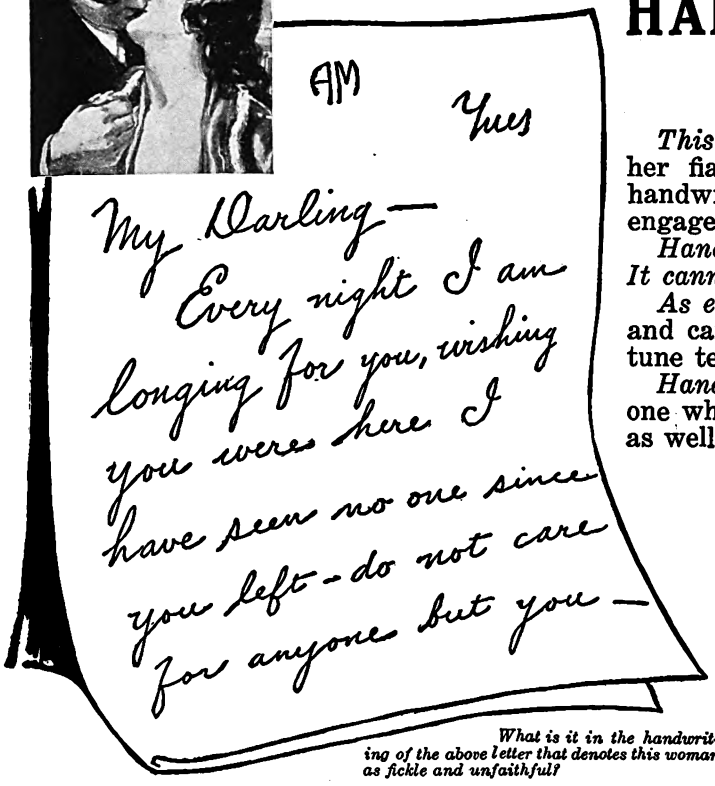
*State*_____

Digitized by Google

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."

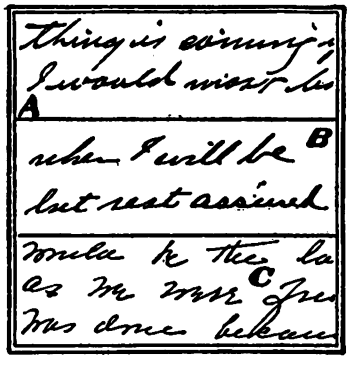
EASY TO UNDERSTAND

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."

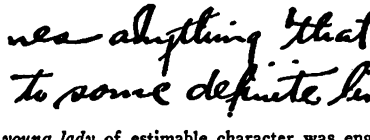
EARN MONEY ANALYZING CHARACTER

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.

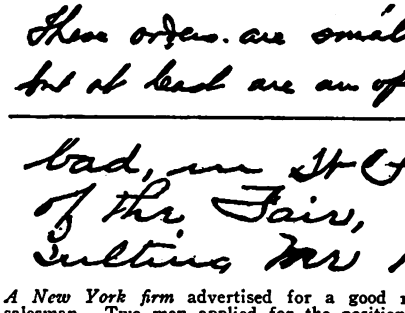
TRY YOUR SKILL ON THESE SPECIMENS



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?

HALF-PRICE WHILE PRESENT STOCK LASTS

"Character Analysis from Handwriting" is a scientific work, yet easy to read, understand and apply. Fully illustrated with interesting examples, diagrams and tables. Originally published to sell to a restricted patronage for more than twice our price. A special purchase enables us to offer this authentic and valuable work for only $1.98. You need not send the money with the coupon, if inconvenient. Pay the postman when book arrives. Send today! No more at this price after present stock is exhausted.

SEND NO MONEY

Just the coupon—mail it today! Pay the postman reduced price of $1.98 (plus postage) when the book arrives. Satisfaction guaranteed. If you are not entirely satisfied, you may return book for full refund. Fill out; mail this coupon TODAY!

JOHN L. ROGERS, Publisher,
101 West 31st St., New York, N. Y.

You may send me the Graphology book **"Character Analysis from Handwriting."** I will pay postman $1.98 and postage charges (average 25c) on arrival. You are to refund my money if I am not entirely satisfied.

Name .....

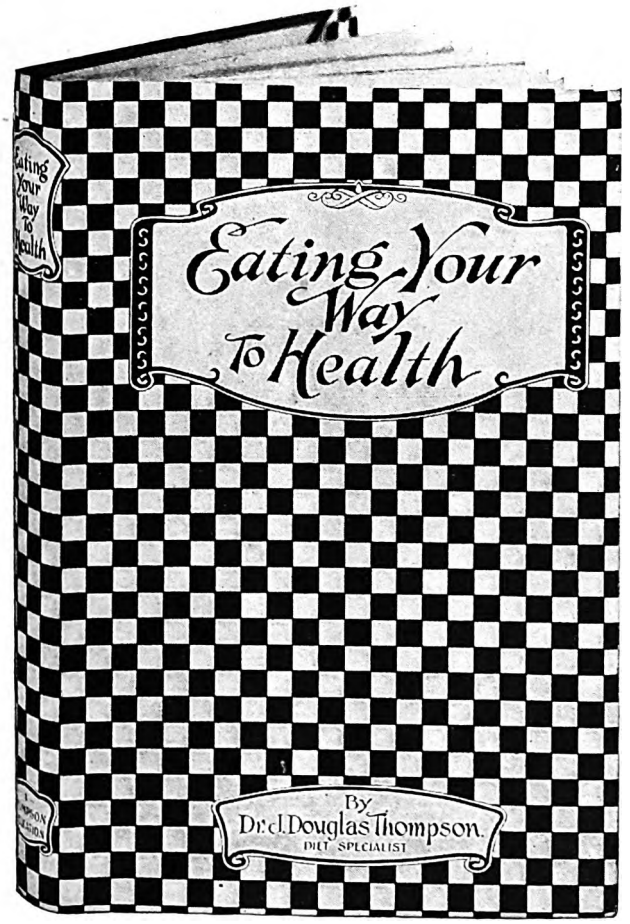
Address .....

City ..... *State* .....

(To save C.O.D. Charges, send $2.00 with this coupon. Same guarantee of satisfaction. Money refunded at once if not satisfied.)

Digitized by Google

You Can Be Well



This is a reduced photograph. The actual size of this book is 5½ x 8½.

ARE YOU MAKING THE ENDLESS ROUNDS . . . . . hopefully or discouraged, but always vainly . . . . . from one doctor to another, from one so-called cure to another, subjecting that precious body of yours to every type of indignity, even allowing some of it to be cut away? Seeking . . . . . seeking . . . . . seeking . . . . . yet never finding, that seemingly magic secret that will give the key to the treasure house of health, where also dwell success and happiness! Each day brings new misery, a little bit more despair, and in the background the ever-growing, darkening shadow of death. The false relief of drugs, surgery, and back fence advice mock you with their failure.

YET NOT A DAY . . . . . NOT A MINUTE of illness or suffering is necessary. For dis-ease is very simple . . . . . a lack of harmony in the body. Lady Nature is warning you that all is not well . . . . . that you are disobeying the natural laws by which you were made and if you continue to ignore her red flag signals, she will deprive you of the life she has given you. You know that you cannot live without food, but do you know that it is because food contains certain ELEMENTS, without which no creature exists? That when you cheat your wonderful body-organism of one or even a part of one of these elements, you have deliberately laid open a weak spot and invited disease to enter and secure a strangle-hold? But Lady Nature is generous beyond comparison. Even if you have consistently broken her laws all your life, when you have determined to stop digging your way to the grave and start eating your way to health, she will reward you with your dreams fulfilled.

WHAT TO EAT, WHAT TO DO, HOW TO LIVE, you ask? You are asking the right person, for Dr. J. Douglas Thompson, the Pacific Coast's great Diet Specialist, has spent his life in this great study. He taught in one of the largest colleges in the country and has cured more than 100,000 people of their ills. He brings the cream of this vast experience to you in

EATING YOUR WAY TO HEALTH

In six years 200,000 copies have been sold . . . . . it outsells all other diet and health books. Universities accept it as the standard, colleges use it as a text book, yet a child may understand and follow its teaching. Between its two charming black and white covers, you will find 200 pages of priceless information. There is a special diet for your particular ailment, as well as a special group of instructions. There are many chapters of general health information, which include a series of menus for every day in the week and every season of the year, for the safe maintenance of returned health. As you follow your instructions faithfully, you will be receiving the same precious care as though you were under the personal observation of Dr. Thompson himself, at his busy office building in Oakland, where thousands come to him from all parts of the world.

No matter how serious your case may be; how long standing it has become, don't give up hope, don't regard it as incurable until you have read *EATING YOUR WAY TO HEALTH*. Remember that *EATING YOUR WAY TO HEALTH* is sold with a money-back guarantee . . . . that within its pages you will discover health, and with health, its ever attending companions, the energy to succeed, and the vitality to win happiness.

Fill Out This Coupon and Mail Immediately—The Best $3.00 You Ever Invested.

SEND NO MONEY

Dr. J. Douglas Thompson Psy. 3-32
Diet Specialist
Thompson Building, Oakland, California

Dear Dr. Thompson:

Please mail me your latest book, EATING YOUR WAY TO HEALTH, for which I enclose $3.00, or upon receiving same I shall pay the express man $3.30. I understand you pay the shipping charges and that I can return this book in five days and receive my money back if I am not satisfied.

Name.....

Address.....

City and State.....

THIS BOOK IS SOLD WITH A MONEY-BACK GUARANTEE

Digitized by Google

THEIR Confidence was Justified



WHEN 169 RAILROADS FAILED IN 1893, JOHN H. PATTERSON SAID:

"The year has been unparalleled in the history of the United States. Great questions were to be solved, every industry was stagnant. Some closed down, some lost courage, while a few pushed ahead and worked harder than ever with confidence in the future. We did not let the hard times interfere with our work. When times got duller, we advertised the more and worked the harder."



WHEN PIG IRON DROPPED 50% IN 1907, ANDREW CARNEGIE DECLARED:

"This panic will soon run its course and pass away leaving no impediment to the return, in due season, of another period of wholesome, because needed, expansion of our resources. . . .

"We have had the greatest expansion of modern times. Reaction had to come—will prove healthful. Nothing can stay the rapid progress of the Republic. She is all right."



WHEN DEEP, DARK GLOOM RULED IN 1921, THOMAS FORTUNE RYAN SAID:

"Our merchants have been buying only what they can sell quickly for cash. The consumer has had to listen to so much pessimistic talk that he buys only what is absolutely necessary. People everywhere have been scared. They are getting over that.

"Our people are the greatest consumers of food and manufactured articles in the world in normal times—and normal times are coming back. . . ."

AMERICA CAME THROUGH!

In 1893 stark ruin stalked through the land. 467 banks failed in a few months. Mills, furnaces and factories shut down everywhere. Bankruptcy was on every hand. America had twice as many unemployed per thousand population as she has today. But she put them all back to work.

In 1907 panic broke loose. The production of pig iron dropped 50% in less than a year. All but the strongest men lost heart—"We are ruined", they declared, "recovery cannot come in our time." Yet in two years prosperity had returned.

In 1921, when many honest and thoughtful people were predicting worse conditions, the country was already beginning to climb to the greatest era of prosperity it had ever experienced.

History tells how America has fought and won 19 major depressions. Good times always follow hard times, as surely as day follows night. Prosperity always comes back. It is coming back *this* time, too.

Above all things, let us have faith.

America Has Beaten 19 Major Depressions
She will Beat this one

THE NATIONAL PUBLISHERS ASSOCIATION

"As the most nearly self-contained nation, we have within our own boundaries the elemental factors for recovery."

(From the Recommendations of the Committee on Unemployment Plans and Suggestions of the President's Organization on Unemployment Relief.)

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

Digitized by Google



"I Certainly Wasn't Proud of You Tonight!

...You're Such an Amateur at Handling People"

HE laughed shortly. "For heaven's sake, Madge what's eating you now?"

"I'm serious, Jim. You had an opportunity to make a good impression before some important people tonight. And I positively writhed inwardly as I watched your contacts with them.

"You've been wondering why you haven't been promoted or received a salary increase in three years. I've wondered, too, because I know you have ability, intelligence, and industry. But as I observed you tonight, I discovered the reason.

"You're not skilled in the gentle art of handling people. You don't know how to make friends easily—how to build personal prestige—how to influence others and win their loyalty, admiration and co-operation. That's why you didn't put over that big reorganization idea at the office conference last week. That's why the boss doesn't recognize your ability. That's why you had so much dissension in the department when Mr. Hayes left you in charge last summer."

"Well, maybe you're right. I've always envied the smooth manner in which some people put themselves over. Bill Hoyt, for example. Been promoted three times in the last two years."

"Say"—she interrupted excitedly. "There's a clue. Jane Hoyt told me that Bill has been raving about a book on that very subject—*Strategy in Handling People*. Says it's helped him tremendously."

"I remember reading a literary review of it in the New York Times. Isn't that the book that contains inside stories about great men—Coolidge, Ford, Pershing, Schwab and so forth—that reveals how they won their greatest victories?"

"Oh, Jane says it's much more important than that. Those stories are told to illustrate certain definite methods of strategy used by the world-famous leaders in influencing people and handling delicate, critical situations. Moreover, the problems they faced and the methods they used are amazingly adaptable to the problems in human relations that we all face!"

"Hm . . . in other words, if a fellow wants to make a good impression on somebody important—or put his ideas in such a way that people will accept them—*Strategy in Handling People* shows a definite procedure to follow; and illustrates the power of that method by telling how Henry Ford or Dawes used it?"

"Exactly. Jane says that Bill keeps a copy on his desk for constant reference. Last week he used a principle of strategy that Hoover used on a German general—and it won back an infuriated important customer. Bill got a raise as a result."

"By gosh, if I were sure the book would bring results like Bill Hoyt got, I'd buy a copy."

"Jane says the publishers will mail a copy for five days' free reading. I'm going to 'phone her and get the address. That book may prove the turning point of your career."

Like a Bombshell

—It reveals the real truth of what really makes men successful

Throughout America, business men, educators and leaders are discussing this astounding new book. Like a bombshell, it upsets many old ideas about success, money-making, personality, power and prestige. Letters pour in from readers in all walks of life, telling of its amazing results. "Increased my income $1,500 a year"—Vernon Goedecks. "Doubled my income over last year"—L. H. Fletcher, insurance salesman. "From obscure clerk to credit manager, thanks to *Strategy in Handling People*"—Wm. P. Keller. "Raised my salary from $1,800 to $3,500 a year"—R. C. Lake. William Farrell credits the book with his promotion from janitor to assistant manager of his company. Other people make or break us. Whether we use them for our advancement or whether they block us effectively depends on our ability to handle them. Yet authorities say not one out of ten understands or uses correct strategy in influencing others. Worlds of ability and ambition are wanted because of this one "blind spot."

Reading *Strategy in Handling People* brings an exhilarating possession of a new power that is boundless in what it may bring you. For at last, mystery that has shrouded the lives of over two hundred world-famous men has been torn aside. The identical methods they used are now yours. The authors, Ewing T. Webb, brilliant advertising counsellor, and John J. B. Morgan, Professor of Psychology at Northwestern University, spent over three years in compiling data and facts about great men. Clearly and unmistakably, is revealed the fact that the true secret of the success of great men has been their methods of handling people.

DO YOU KNOW



How to Get Credit for What You Do

Use the principle of winning recognition as illustrated by Coolidge in the incident of "the little black bag." page 181.

How to Make People Say Yes



Read on page 71 the principle used by Herbert Hoover to sway an infuriated German general.



How to Inspire Men Under You

Make men glad to work for you by using John D. Rockefeller's method of encouraging loyalty in subordinates.

How to Make People Like You



Read how Henry Ford and Theodore Roosevelt created warm personal friendships at first meeting.



Mailed FREE

To Thinking People

Without risking a penny, see for yourself why men like Thomas A. Edison, Walter P. Chrysler and Willlam Wrigley, Jr., have enthusiastically endorsed *Strategy in Handling People* as a practical aid to success. The publishers will send it for five days' free reading. Send no money. Simply mail "introductory offer" coupon below. If you decide to keep the book, send the publishers $3.00 in complete payment. Otherwise return the book and it costs you nothing.

BOULTON, PIERCE & CO.,
Dept. C-11, 232 East Erie St., Chicago, Ill.

Boulton, Pierce & Company
Dept. C-11, 232 E. Erie St., Chicago, Illinois

Send me a copy of *Strategy in Handling People*. At the end of five days, I will either return the book without cost or obligation—or keep it and send you $3.00 in full payment.

Name .....

Address .....

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

Digitized by Google



A Sophomore's Psalm

By Violet Flowers

Mr. Galloway is my teacher; I shall not pass.

He maketh me to study the book of Caesar: he leadeth me thru the translations for my grade's sake.

Yea, tho I study until midnight, I cannot pass.

He prepareth tests and questions for me in the presence of my classmates: he anointeth my grades with zeros; my work runneth over.

Surely translations shall trouble me all the days of my life, and I shall dwell in the book of Caesar forever.

* * *

Where Bad Girls Go

Mother: "Where do bad girls go?"

Betty: "Most everywhere."

* * *

An Old Story Done Over for the Jazz Age

"Why does a chicken cross the road?"

"Because the rooster is over there."

—*V. M. I. Sniper.*

* * *

Ephraim. "What you call it when a gal gits married three times—Bigotry?"

Mose. "Lawsy, boy, you suttenly am a ignoramus. Why, when a gal gits married two times dat am Bigotry, but when she gits married three times dat am Trigonometry."

—*Forester.*

* * *

Not Sinful

The minister called at the Jones' home on Sunday afternoon and little Willie answered the bell.

"Pa ain't home," he announced. "He went over to the golf club."

The minister's brow darkened, and Willie hastened to explain: "Oh, he ain't gonna play any golf; not on Sunday. He just went over for a few highballs and a little stud poker."

—*Craftsman.*

The Tale Bearer

He had been to a stag dinner, and his wife wanted to hear all about it when he got home.

"Well," he said, "one rather odd thing occurred. Jim Blankton got up and left the table because some fellow told a story he didn't approve of."

"How noble of Mr. Blankton," exclaimed his wife, "and—what was the story, John?"

—*Exchange.*

* * *

Old Lady (at the zoo): "Is that a man-eating lion?"

Fed-up Keeper: "Yes, madam, but we're short of men this week so all he gets is beef."

—*Catalina Islander.*

* * *

Whoa, Jackie!

A small boy, leading a donkey, passed by an army camp. A couple of soldiers wanted to have some fun with the lad.

"What are you holding on to your brother so tight for, sonny?" said one of them.

"So he won't join the army," the youngster replied, without blinking an eye.

—*The Baptist.*

* * *

Handy Dose

Eight-Year-Old (reading magazine): "What's a literary aspirant, Margie?"

Margie (slightly older): "I guess it's what an author takes when he has a headache."

—*Exchange.*

* * *

Little Billy had just been told that an angel had brought him a little sister.

"Would you like to see her?" asked the doctor.

"No," said Billy, "but I'd like to have a look at the angel."

—*Pearson's Weekly.*

Filial Devotion

"Did you give the penny to the monkey, dear?"

"Yes, mamma."

"And what did the monkey do with it?"

"He gave it to his father, who played the organ."

—*Christian Register.*

* * *

The nurse entered the professor's room and said softly: "It's a boy, sir."

The prof. looked up from his desk. "Well," he said, "what does he want?"

* * *

Bedtime Announcement

Three-year-old Nancy's father had installed a new radio. Nancy listened with rapt attention to everything—music, speeches, and station announcements.

That night she knelt to say her "Now I lay me." At the end she paused a moment, and then said:

"Tomorrow night at this time there will be another prayer."

—*Stray Stories.*

* * *

Too Low

Teacher: "What is the interest on $1,000 for two years at two per cent? Abe, pay attention!"

Abe: "For two per cent, teacher, I ain't interested."

—*Pacific Woodman.*

* * *

Easy

Old Lady (witnessing tug-of-war for the first time): "Wouldn't it be simpler, dear, for them to get a knife and cut it?"

* * *

"Is the doctor treating her for nervousness?"

"Oh, dear, no. She's rich enough to have psychoneurosis."

—*Boston Transcript.*

Digitized by Google

Story of the Human Race

A Biographical History of the World

This gigantic work of scholarship, written in popular style for the masses instead of the dull pedants, contains 150,000 words, in five charming, entertaining and instructive books. This historical and biographical production is being printed on a good grade of paper, bound in attractive, artistic stiff covers, 5½ by 6½ inches.

Contents of These Five Books

By Henry Thomas, Ph. D.

BOOK 1.

A Brief Survey of Early History.
Moses, the Prince Who Became a Rebel.
Jeremiah, the First Pacifist in History.
Buddha, the Atheist Who Became a God.
Confucius, the Spiritual Godfather of Christ.
Cyrus, Who Destroyed a Civilization.
Pericles, the Popular Democrat of Athens.
Plato, Who Dreamed of a Better World.

BOOK 2.

Alexander, Who Tried to Divide the World Between God and Himself.
Epicurus, the Smiling Pessimist.
Hannibal, the Prince of Hatred.
Cato, the Champion Hypocrite.
Caesar, the Man Who Tried to Become a God.
Jesus, the Jewish Vagabond of Nazareth.
Nero, Who Murdered His Mother.
Marcus Aurelius, the Emperor-Philosopher.
Constantine the Great, Who Murdered His Son and Became a Christian.
Mohammed, the Prophet of the Sword.

BOOK 3.

Charlemagne, Who Rescued a Pope and Became an Emperor.
Peter the Hermit, Who Slaughtered the Jews for the Love of Jesus.
Saint Francis of Assisi, a Catholic Anarchist.
Dante Allighieri, "the Voice of the Silent Centuries."
Marco Polo, the Link Between Europe and Asia.
Petrarch, Johannes Huss and John Ball—Three Leaders of the Renaissance.
Joan of Arc, Maid of Orleans and Mother of France.
Torquemada and the Holy Inquisition.
Columbus, Who Didn't Discover America.

BOOK 4.

Martin Luther, the Peasant Who Defied the Pope.
Machiavelli, the Devil's Disciple.
Shakespeare the Creator of the New World.
Louis XIV, the Most Famous of the French Kings.
George Fox, an Agressive Fighter for Peace.
Spinoza, the Quiet Little Jew of Amsterdam.
Voltaire, the "Black Sheep" of the Human Family.
Napoleon, Who Conquered the World and Died in Exile.

BOOK 5.

Goethe—There Goes a Man!
Mazzini, Italian Prophet of a United Europe.
Karl Marx, the Father of Socialism.
Bismarck, the Backward-Looking Chancellor of Prussia.
Charles Darwin, Who Introduced Us to Our Ancestors.
Abraham Lincoln, the Savior of the Black Race.
Tolstoy, Prophet of a World Without Hate.
Emperor William II, Last of the Kaisers.
Lenin and Gandhi, the Fore-Runners of a New Age.

Edited by E. Haldeman-Julius **John W. Gunn, Asst. Editor**
Fred D. Warren, Editorial Writer

THE AMERICAN FREEMAN

Devoted to Social Justice and Industrial Sanity

GIRARD **KANSAS**

Dear Reader:

To prove how anxious I am to get you to read the lively, informative Freeman, I want to make you this astonishing offer: Return the coupon below with only $1 and I will put your name on The Freeman list for one year (52 issues) and send you, free of charge, a complete set of the five books described at the left.

Sincerely

E. Haldeman-Julius

P. S. The American Freeman is a weekly journal of the boldest and most searching opinions. There is brilliance, knowledge, entertainment, and a wide range of subject matter in each issue of The American Freeman.

YES! SEND ME A FREE SET OF "THE STORY OF THE HUMAN RACE."

The American Freeman, Desk 85, Girard, Kansas.

Enclosed find $1 for a full year's subscription to The American Freeman ($1.50 Canada and foreign). You are to send me a FREE SET, IN FIVE VOLUMES, OF "THE STORY OF THE HUMAN RACE."

Name . . . . . .

Address . . . . . .

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

Digitized by Google

14 Easy Lessons Teach You How

These Great Master Lessons Tell You How To:

Build a Perfect Body
Prevent Colds, Sore Throat, Influenza
Breathe Scientifically
Cure Constipation: Insomnia
Prevent and Cure Tuberculosis
Eat for Health and Strength
Reduce or Increase Weight
Keep Youthful
Develop Genius
Improve Powers of Observation
Mold an Indomitable Will
Get What You Want
Change Your Life at Will
Develop Perfect Memory
Improve Power of Imagination
Work the Law of Attraction
Use the Subconscious Mind
Break Undesirable Habits
Overcome Depression
Use Your Mystic Powers
Heal Yourself and Others
Use Suggestion and Auto-suggestion
Use the Psychological Moment
Profit Through Visualization
Use the Silence
Outgrow Limitations
Rise to Heights of Power
Use Psychoanalysis
Locate Complexes
Restore Inner Harmony
Understand and Wisely train Children
Attain Success
Overcome All Negative Emotion
Banish Fear, Worry, Hate
Cure Jealousy
Build a Triumphant Life

No longer need you wade thru studying and searching for that here you are told the basic control the winning of outstand and supreme

INTO SEVEN handy volumes—so simply written that they can be read easily, absorbed quickly, and applied immediately, Dr. Henry Knight Miller, editor and founder of PSYCHOLOGY, has put the meat of his world-famous teachings on practical psychology. Here is information of the most startling nature—secrets that were known only to the favored few. All that years of studious research have revealed, all that modern psychology has to offer, all that Dr. Miller has learned in his years of personal contact with tens of thousands of people, is now condensed into basic *principles,* written in plain English and given to you in a way that you can put to immediate and highly profitable use.

THE COMPLETE KEY to life's supreme prizes is here unfolded to you—no idle theories, but sound, practical invincible laws of life whereby thousands have climbed to superb heights of joyous and exuberant being. Here are given in simple, forceful language the principles whereby *you may rise to complete self-mastery,* throw off fear, self-consciousness, inferiority, worry, disease, failure. Health, happiness and splendid prosperity yours!

Aspiring, ambitious, thinking men and women who have purchased these lessons testify that they have been the basis of their financial success, happiness and health. These same master lessons will now teach *you* how to use the principles of psychology to solve every life problem. Thousands have acclaimed this course. Amazing healings have followed its study. Domestic difficulties have been solved. Financial prosperity has resulted. Supreme happiness has been achieved. This knowledge for which students gladly paid substantial tuition in private classes *you* can now have gratis—*a gift to you from the author!*

Amazing Possibilities Revealed!

THE AMAZING POSSIBILITIES of the use of psychology in every-day affairs are known to many people. But few, very few, know the real *know-how*—the basic principles that govern the use of the mind as applied to the accumulation of money, the winning of personal success, happiness and achievement. The basic principles of psychology help you to get what you want as surely and as easily as the letters of the alphabet bring the words you desire into existence. These psychological principles are universal in their application. *They apply to anything—everything—a human being can desire.*

No man or woman can afford to miss this marvelous revelation of hidden powers, pointing the way to complete self mastery and revealing *hidden* powers through which you can be supreme.

Read What

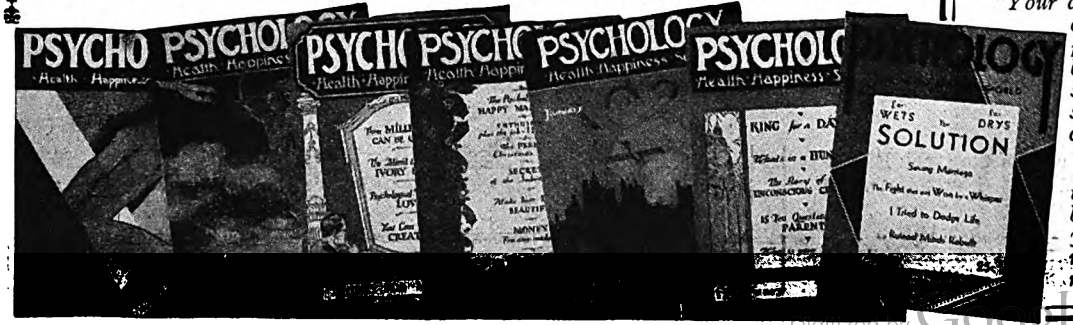
"Your course is worth a million dollars." "It is the supreme inspiration of my life." "I would not have missed it for all the money I have." "This is the beginning of a new and happier life for me." "This course has done what a dozen doctors failed to do."

"Cured shortness of breath which baffled the doctors." "Has made life more beautiful and worth while."

"Your wonderful course has freed me from fear and worry." "Never really understood my children or myself before."

"Your course saved my life. I was discharged from army hospitals as incurable with tuberculosis, stomach troubles, shell shock, and total despondency. I am now one hundred per cent well and happy."

"For twenty years I was the abject slave of the tobacco habit. Since taking your course, I am supreme master of myself and have not smoked or wanted to."



Digitized by Google

To Make Your Life a *Big* Success!

a pile of ponderous volumes, elusive "something." Right principles of psychology that ing success, radiant health, happiness.

Priceless knowledge is offered freely to you. You can learn how to help yourself and others. You can save hundreds of dollars in medical bills by learning how to get and stay well.

Destructive habits can be broken at will through the technique herein unfolded. Sex can be understood, controlled and wisely used through the instruction given in this great master course. Take this key to happiness, health and personal power offered you and unlock the treasure chest of hidden riches.

ARE YOU meeting with full success of life? *This course shows you the infallible laws of success.* Do you enjoy glorious, exuberant health? *You may, if you will study the laws of health herein revealed.* Is perfect, radiant happiness yours? *There is a super way of life wherein you may be always happy, having the power to conquer those factors and conditions that depress, discourage and defeat those who do not possess the* know-how.

Does your personality attract others to you, so that you are popular with all, a leader in every endeavor? This course reveals the way to overcome every sense of inferiority and limitation. It shows you how to rise to supreme heights of personal and social power. It reveals your hidden forces and powers. IT AWAKENS THE SLEEPING GIANT WITHIN. It tells you how to climb to the realization of your loftiest aspirations. *It reveals the complete laws of self-mastery and the mastery of any hostile factor in life.*

Partial Contents of This Wonder Course

The Six Laws of Health
Scientific Breathing for Health
The Conscious Mind
Academic Psychology
Perception—Memory
Imagination—Will
Reason
Subconscious Mind
Law of Compensation
Cell Consciousness
Law of Attraction
Law of Predominate Impression
Thought Transference
Reaching the Subconscious
The Master Formula
Psychological Moments
The Mental Bath
Habit Formation
Suggestive Healing
Self Healing
Psychoanalysis
Cause of Nervousness
Complexes
Characteristics of Neurosis
Cause of Marital Unhappiness
Sublimation
Child Psychology
Why Children Act as They Do
Principles of Success
Control of Negative Emotions
Self Mastery
Principles of Salesmanship
Happiness the Goal of Life
Utilization of God Power

Others Say—

"I hold a responsible position in the Federal Treasury Office. Collections have increased one hundred per cent. in my department since taking Dr. Miller's course in Psychology."

"Everyone in the world should have this course. It would revolutionize all of life, bringing about universal happiness, health and prosperity."

"I am walking on air since taking this great course. It reveals one's hidden powers and changes all life for the better."

"Your writings furnish many new ideas for selling life insurance, and I'm really putting these ideas into use. I cannot see how salesmen can afford to be without them."—Howard E. Barlow, Birmingham Agency Mgr., American Central Life Insurance Co., of Indianapolis, Ind.

"I find PSYCHOLOGY a veritable reservoir of knowledge. On many aspects of the subject a wealth of information is given that is not to be obtained elsewhere."—R. L. Lovelace, G. D., Gallup, New Mexico.

Editor's Free Offer

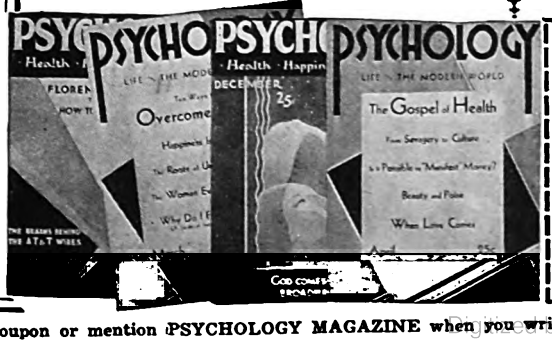
This is the same course that Dr. Henry Knight Miller, its author, has given to thousands in cities throughout the country at paid lectures. Wherever given, amazing reports have resulted. *Tuberculosis, insomnia, chronic constipation, nervousness, colds, catarrh, tobaccoism, the drink habit, and other negative conditions,* have been conquered. Financial prosperity has resulted to many. Happiness and inspiration have followed unfailingly.

Filled with priceless information, this great, inspirational, basic course in the New Psychology is now offered you absolutely *FREE* with a two-year subscription to PSYCHOLOGY, the great LIFE magazine, at the regular subscription price of *five dollars for two years.* You get twenty-four big, vital, beautifully illustrated issues of PSYCHOLOGY Magazine at a considerable saving below the single copy price, and you receive Henry Knight Miller's complete course in Practical Psychology, in seven handy volumes, *absolutely free* as a gift from the author. Send this coupon today.

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

Clip This Coupon Now!

Send your order direct



Psychology Publishing Company, Inc. 3-32
101 West 31st Street, New York, N. Y.

You may send me FREE your Fourteen Lesson Master Course in Practical Psychology. I understand this course is given me as a FREE premium with a two-year subscription to PSYCHOLOGY, and I enclose five dollars, the price of that two-year subscription.

Name_____

Street_____

City and State_____

Add Two Dollars for Foreign postage on foreign subscriptions

Digitized by Google



EVERY MAN

A Chat With the Editor

IN OUR day kings have lost much of their power. The proud dynasties of history have fallen. With the advent of democracy the masses have risen to power and monarchies have yielded to republics.

But there is a kingdom for every man, in which he may rule supreme. For each man is a king in the kingdom of his own soul.

History yields to us the record of kings, good kings, evil kings, kings who have been great benefactors, kings who have been cruel and selfish, kings who have been weak and vacillating.

What kind of a king or queen are you? Do you rule in the kingdom of your soul, or are you king or queen in name only? Do you rule the subject forces in the kingdom that is yours, or are you ruled by them? Let us consider some of these forces over which we should have dominion.

There is Imagination. Do you rule your imagination, or does it rule you? Imagination is one of the strongest forces in life. But uncontrolled, it tears life to pieces. The insane are victims of disordered and uncontrolled imagination.

On the other hand, imagination properly controlled is one of life's greatest forces. It is the soul of all genius. The inventor sees in his mind's eye what hundreds of millions with less sensitive imagination have failed to detect. The great artist, author, dramatist, architect, the organizers of vast industries, empire-builders, are all men who use their imagination to first visualize unknown objectives and then marshal the other forces at their command to the realization in objectivity of the ideal forms imagined.

The kingdom of the soul

Also in the formation of life's ideals, the imagination is a power supreme. The nature of your ideals determines your character. Your ideals are an amplification of your powers of imagination. Idealize yourself as the man or woman you would like to be. Get a clear mental image. Implanting this image on your subconscious mind will tend to call into activity those life forces which will create the realization of your imaginative picture. What you imagine yourself as being you tend to create in objectivity.

It is imagination rather than will which largely controls behaviour. Emile Coue clearly demonstrated that wherever the imagination and will come into conflict the imagination wins. For example, if you are on a diet and *will* not to eat, but the imagination pictures the pleasure of a sumptuous repast, you will be overeating in a short while. If you imagine the desirability of reducing, how much more attractive you will be, how your husband's love will warm, how much better you will feel, and then think—"I do not want rich, fattening foods; they would make me uncomfortable; they would not even taste agreeable to me—" then it will be relatively easy to continue your diet. Imagination controls, but as king of your life, you must control imagination.

Rule your Imagination

Emotion likewise is a powerful force. Uncontrolled, it blights life. Negative emotions destroy like a cancer. Fear, worry, anger, hate—poison the fountains of life. But these rebel subjects that produce anarchy and chaos in the kingdom of the soul can all be controlled by the wise and alert king or queen. Be not mastered by negative emotions, but rule your emotional life with an iron hand.

On the other hand, fill your life with beautiful emotions—love, sympathy, kindliness, appreciation of the beautiful, spiritual exaltation. These sweeten and beautify the kingdom of the soul, so that all who contact that kingdom over which you rule shall be inspired and ennobled by such contact.

Desire is another force which needs to be sedulously disciplined by a strong, ruling hand. In an important sense our lives are determined by our preponderant desires. A desire strongly implanted in the subconscious mind tends to create a conforming objective reality. Select your desires with great care. Permit no low or mean desire to gain ascendency in your life. Ignoble desires debase and blight like a pestilence. Noble desires dignify and beautify life, leading the creative forces of life to sunlit heights.

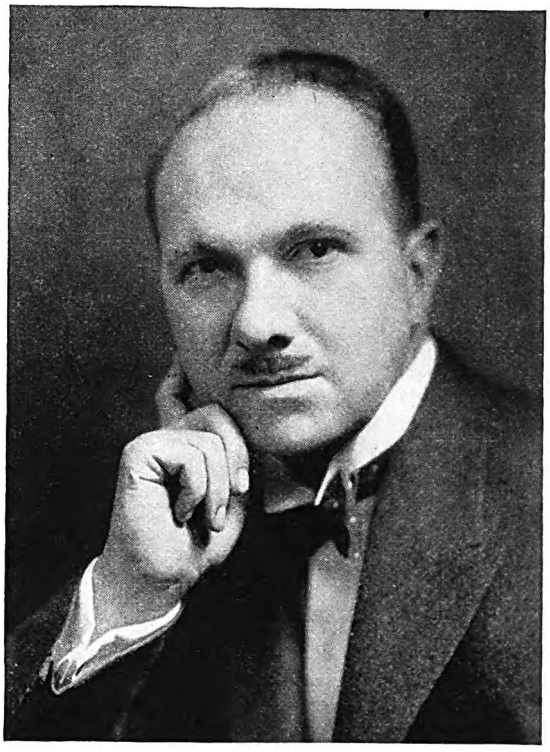
Reason is another life force of tremendous significance. It is the ability to reason which differentiates man from the beast. But unless the god-like power of reason is controlled by a wise and benign monarch it may be debased and used for ignoble ends.

The gangsters and racketeers who at present flourish and spread terror in our land are classic examples

Digitized by Google

a KING!

By
Henry Knight Miller



Photograph by Bachrach

DR. MILLER

of men who have prostituted their reasoning faculties to negative and anti-social ends. Likewise, dishonest promoters, "within-the-law" usurers, quack physicians, and others whose parasitical activities are a menace to their fellows misuse their mental faculties. Reason degenerates into cunning, and cunning is at once their own ultimate undoing and a threat against the welfare of their fellows.

Consider on the other hand the god-like power of the man in whose life reason is enshrined as a redemptive and ennobling potency. All of the great benefactors of life have been men whose powers of reason have raised them above the average of their fellows. They have been God's favored sons, upon whom the sacred jewels have shone forth. They have led the race into fairer pastures, to crystal streamlets, to oases in the desert, to verdure-clad summits and sun-kissed peaks. They have broken the shackles of ignorance, superstition and dread. They have created new wealth for the enrichment of the masses. They have written beneficent laws for the protection of all life. They have organized the scattered forces of life for the common good. They are the benefactors, friends and kings of fairer life.

Courage is another force of life which can bless or blight, which can lead to glorious victory or ignoble collapse. Wisely marshaled as a conquering force, under the leadership of a wise and noble king, courage is another God-like force. It sustains the patriot amid the din of battle and makes strong his arm to battle for the right and to turn apparent defeat into glorious victory. It sustains the good mother amid the struggles of domestic life to lead her little brood thru the troublous waters and dangerous shoals to the harbor of security, to the promised land of inspired dreams come true.

Turn reason to godlike uses

But there is a certain form of courage, untouched by moral values, which is destructive and terrible. The courage of the gunman, the man who dares all at the table of chance, the man who defies law and order for selfish gain—these have courage without the disciplinary direction of ethical value, without the rule of a good king who reigns over the forces which are in the kingdom of the soul.

The same principle is reflected with respect to the power of will. Napoleon had one of the great wills of history. He could impose his iron will upon men and nations until rivers ran blood and the heavens were scorched with the blaze of burning cities. But while he mastered others he failed to master himself. He fell a victim to his own selfish ambition and misdirected will.

The will must be marshaled by a noble king to do his bidding and to drive all of the divine potencies of life to superb and sublime accomplishment.

Are you king or slave?

Are you king or slave? Do you control the forces of your life or do they control you? Can you marshal imagination, emotion, reason, desire, courage and will to achieve noble and exalted ends in life? If so, you are a king who truly rules by divine right and whose reign shall be called blessed by generations yet unborn.

Every man is a king. But some are weaklings, some are ignoble, some are selfish, some are vicious. But you, dear readers, are called to a noble and God-like kingship. Yours may be superb self-mastery. Yours may be a life which shall enrich the lives of men. You may be as "the shadow of a great rock in a weary land."

This is the infinite call to develop your God-like potentialities. Let the god that in you slumbers speak, and in the new realization of your own inner divinity move forth in perfect harmony with the universal goodness to be a benefactor to all life, strength for the weak, cheer for the depressed and hope for the desolate.

All hail the king!

Digitized by Google

We Couldn't

A True Story *of* Books, Babies, Hard Times, Work, Fun—*and* SUCCESS



Graduation day came twelve years late for Florence Bascom, but it is very evident she doesn't really regret the delay

WHEN we were married, some twelve years ago, my husband and I lacked eighteen months of being ready for our chosen profession, which we are now entering. Had we not allowed others to sidetrack our minds we might just as well have been following it for years.

At the time of our marriage there was a boom in a certain important state of the Northwest, and under the influence of relatives' advice we undertook to get rich quickly by wheat-farming. Prices were high; land was productive and cheap; credit was easily obtained. We were young and could switch enthusiasm from one thing to another readily, so it appeared very probable that we would soon be financially independent if we invested our $1,500 in a piece of land and spent a few years "roughing it." We failed to realize, however, that the surface switching of enthusiasm was a form of self-delusion and that our real success would lie in doing the thing we really wanted to do.

Before we realized this, however, my health had broken under the type of strain which a very ancient psychologist tersely analyzed in these words, "Hope deferred maketh the heart sick." I was suffering from heart trouble, anemia and a general run-down condition of the body, tho still possessed of what seemed to be considered an alert mind and a dynamic personality. By this time we had been blessed with five adorable children, all under seven years of age, and had two foster-children which an insatiable mother-instinct had made me willing to "mother." The foster-children were nearly grown, one fourteen, the other, a girl, nineteen.

When we announced to our parents that we were going to pursue our long deferred education, we had $1,000 in cash, a new closed car of a famous make, a tractor made by the same company, a good washing-machine, a typewriter, a large cabinet heater, my favorite arm-chair and my "hope chest." My husband paid freight on the last two articles for over 1,200 miles because it made me "sick inside" to think of parting with them.

My father told us frankly that our desire was a beautiful dream, but impossible of attainment, considering our financial condition and our responsibilities. However, he cheerfully took the custody of our foster-son, who loved farm life and would not fit into our new environment, and we left the rest of our family for a few weeks with my parents while we went to the city where our school was situated and found a location.

For years we had battled with the elements where the forces of nature



There was fun all the time—but especially at Thanksgiving

Digitized by Google

BUT *We* DID!

By Florence Bascom-Phillips



Henry H. Phillips—farmer, cowboy, college student, milkman, wood-salesman, handy man, teacher—and at last a doctor.

were cruel, but never had anything looked more discouraging than our new enterprise—had it been viewed with anything but the eyes of faith. However, we were perfectly convinced that we were following our real life work and we did not allow discouraging thoughts to balk us. I knew we needed an inexpensive, modest dwelling near the college of our choice, and began searching the advertising columns with determination.

My search was rewarded by finding half of a duplex house which could be rented for fifteen dollars a month. It was only about two blocks from our school and in a neighborhood where students were paying thirty dollars to fifty dollars a month for slightly better houses.

But this house had a back yard where my tots could play and was already furnished, very modestly it is true, nevertheless ready to move into, provided we would pay the owner of the furniture the small sum of eighty-five dollars. The place contained eight rooms, partly modern. The upstairs was divided, so we could rent out one apartment, consisting of a bedroom and kitchenette, and one light-housekeeping room with a kitchenette in the closet, thus providing a means of earning our rent while we attended college. The small rental required is explained by the facts that the place was part of an estate, was stove-heated and in many other respects not quite "modern."



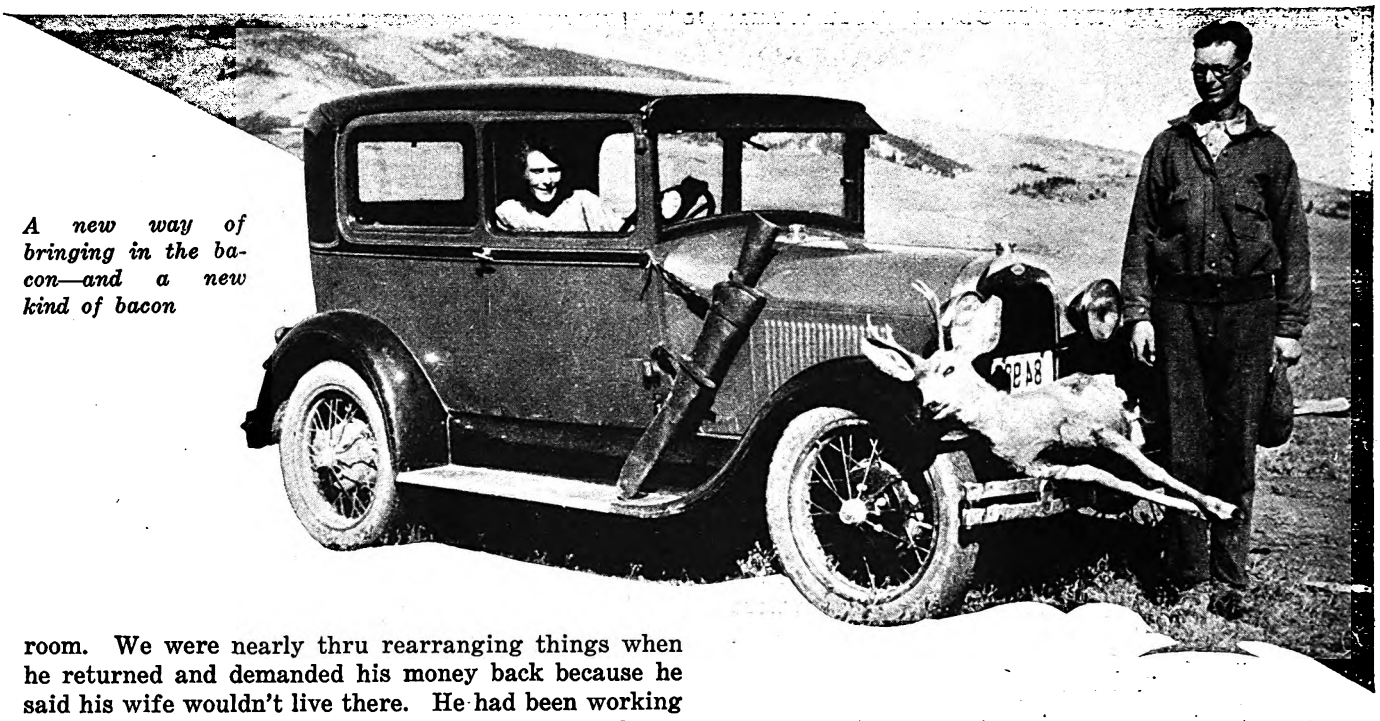
An armful of babies and a headful of books and ambitions

We bought out the other man quickly and added the necessary amount to put the apartments in better renting condition. My foster-daughter agreed to look after the house and the children while I was in school.

Well, we enrolled, and then began a truly thrilling experience. My husband and I had always been sweethearts and companions but the new experience of studying together—the thing we both wanted—was one wonderful added bond of comradeship, while the kaleidioscopic view of life we got from our contact with students from all over the world and from watching our tenants was an education in itself.

Many a hectic week-end we spent cleaning and rearranging the apartments so that when one tenant left we would be ready to rent again. Occasionally new tenants wanted the whole arrangement of things changed. One man asked us to put the bed in the kitchenette and the gas stove and kitchen furniture in the laundry

Digitized by Google



A new way of bringing in the bacon—and a new kind of bacon

room. We were nearly thru rearranging things when he returned and demanded his money back because he said his wife wouldn't live there. He had been working nights and house-hunting days until he was almost crazy. I told him his wife should be willing to sacrifice just as I and other wives sacrificed to help our husbands. He saw the point and he and his family were among our best tenants.

Some renters came in the night and left in the night. A few left altho their rent was paid and the evidence was that they had gone hurriedly. Often policemen patrolled the street in front of the house for a few hours after such departures, indicating that our fleeing tenants had violated some statute.

Many amusing things happened. One woman consigned her husband to a place much hotter than our hottest summer weather and then followed him downstairs to the street with the query "When will you be back?" Truly we had some laughable experiences.

Of course most of our tenants reversed ownership of sheets and pillow cases when they left and took my newest bedding with them. Some left something in place of what they took, others just took. Nevertheless, our apartment-letting paid our rent for almost the entire eighteen months and helped pay other expenses.

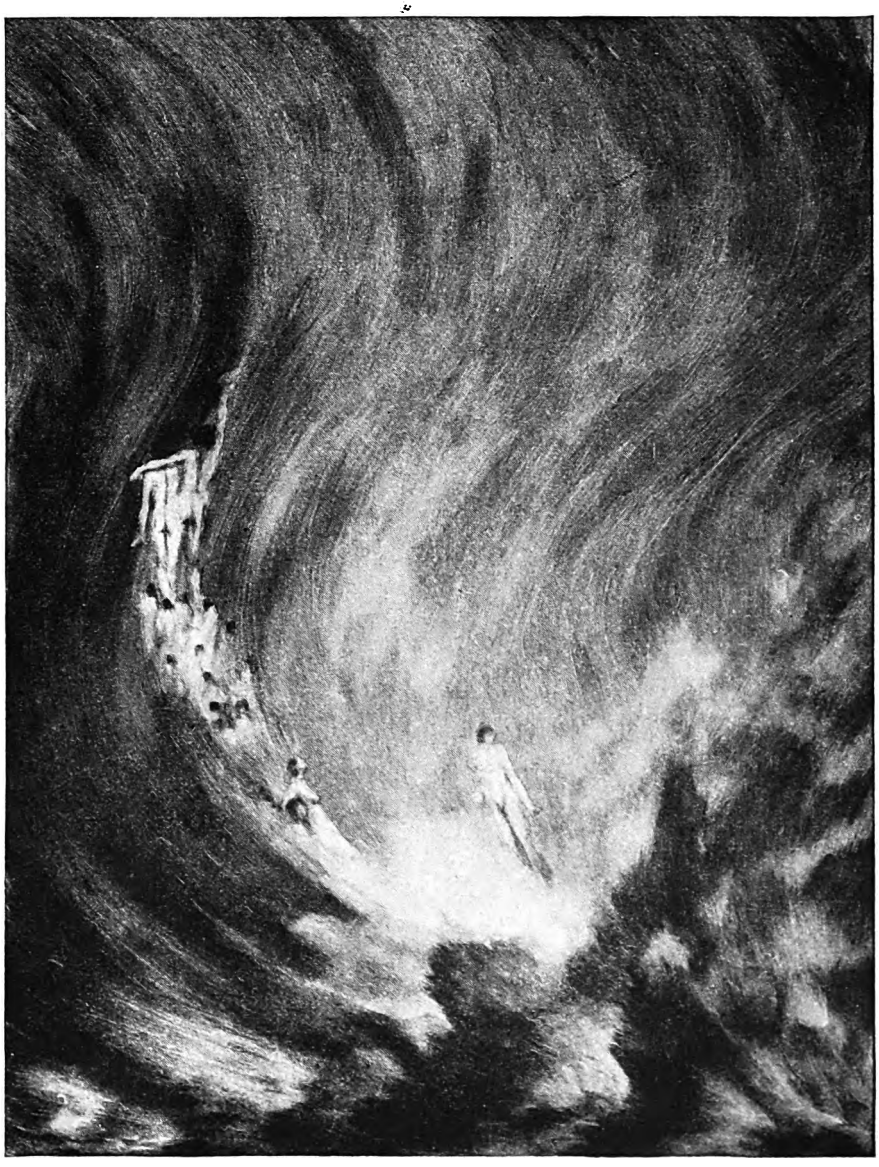
With a family the size of ours, we had to contrive ways of cutting other expenses besides rent. Our milk bill was tremendous at first. Then my husband did odd chores early in the morning for an overbearing old lady and took milk and other farm produce as pay. She was a very disagreeable old soul, but good-hearted withal and frequently gave us something extra, such as windfall apples. All this helped.

Coal proved to be quite an item on our expense list, so my husband contrived to minimize that by taking his trailer to the mines, about fourteen miles away, and hauling our coal direct. He got a number of loads of old lath and other kindling wood where a large building was being torn down and the owner had advertised kindling free to those who would haul away the wreckage. Most of these trips were made at odd times, outside of college hours, tho it was occasionally necessary for him to miss a day or half a day's classes and lectures. At such times I took the *(Continued on page 52)*



It was a lot of fun to be a cowboy farmer, but the fun wasn't quite thrilling enough to keep Phillips on the farm

Digitized by Google



"Ascension"—Painting by Henry A. Wight

DARING

By Elinor Lennon

DARE to go out on the filmiest cloud,
Skimming the ocean of sky;
Free of the weights that have burdened your heart,
Dare to surmount, and to fly!

Over the marshes of uncertain thought,
Rapids that snatch at the breath,
Far above hills that have taunted the eyes—
Ride, and ride on until death!

Better to perish, if perish you must,
On the horizon of dreams,
Rather than limit yourself to a world
Always as small as it seems!

Digitized by Google

Selling Your Services

By
Esther L. Schwartz

Illustrated by
F. W. Swain



"There was just one more thing I wanted to tell you about that policy."

DID you ever stop to think that the first step is to sell yourself? Everybody in the world is a salesman, and if he can't sell himself, he isn't going to make sales.

I decided on that point when I was young enough to have it mean something. I started in the business world as a stenographer, but I wasn't satisfied to end as one.

Even as a beginner I learned certain things. If I'm to sell myself, the goods must come neatly packaged; neat but not gaudy. The customer mustn't pay so much attention to the wrapping that he won't notice the goods. No high perfumes, nor too-attractive make-up. I must

Digitized by Google

look so well that he won't pity but not so well that he'll suspect me. I must use my head about my personal appearance and then be able to forget about it. After all, the first thing the customer sees is *me*. He mustn't be repelled.

It's absolutely fatal for anyone who sells to have noisy perfume, unpleasant breath, dandruff where it shows, a cough, a cold in the head or the habit of talking too close to the face of his prospect. Anybody who sells to me has to look right to begin with.

Since I'm no different from any other salesman, I must apply all these things to myself. The first thing I've got to do is to be so sure that I am correct in every detail that I can forget all about myself.

I think I started out with the idea that I was pretty good at anything I attempted and it seems to me that's as good an attitude of mind as any to get what you're after. Of course you have to have the preparation for such a state of mind. But once you get it, stick to your conviction that you're *good*. Don't let anyone talk it out of you. If you hold onto that, you'll always get what you're after.

That reminds me of something that happened a very short time ago. It hasn't anything at all to do with selling but will help to show what I mean.

Shortly after the opening of Earl Carroll's Vanities I went to the theater and asked for a single ticket. The house was sold out and hundreds of persons were being turned away from the door. I had come all the way from upstate and I wanted to see that show. When the man said there was no standing room for sale, and they hadn't a seat either, I was stumped for a minute.

Hundreds of other people took his word for it and went away, disappointed. But I'm used to getting what I want. What to do?

"If I stay here long enough," I suggested to the man selling tickets for later performances, "do you think I might stand a chance of getting a ticket?"

"No harm in trying," he said. "Stand over here to the side, and if I get a ticket I'll let you know."

I stood there fifteen minutes but at the end of that time I had my ticket. And I saw the show.

Perhaps the show didn't do me any particular good. But the experience of getting the ticket did a tremendous lot of good in convincing me that it doesn't always do to take "no" for an answer.

Once I worked for an insurance company which had a cracker-jack salesman. He wasn't much to look at for he was thin, undersized and didn't suggest success. But he was so very persistent, so sure he'd land his sale, that he got the customer to believing it too.

He told me about how he once went to a rich man's office to sell him insurance. The man said he wasn't interested and showed the fellow the door. But the salesman came right back, again tried to talk about his policy, to prove to the man that he had something a little better and different.

"I said I didn't want any!" the man finally shouted at him. "If you don't get out I'll have you thrown out!"



Digitized by Google

He was a big man and the man who worked for him was even bigger. But our insurance salesman kept right on for that was what he had been told would get him his sale. And finally the man did have him thrown out of the office; thrown down a flight of stairs and the poor, puny fellow picked himself up and felt to see if any bones were broken. The big man stood at the top of the stairs, watching; worried, if the truth be told, that the fellow might have been killed.

He thought, of course, that the salesman would go off, beaten and chagrined. Nothing of the sort. The salesman brushed off his trousers, grinned up at the man, and *came right back up the stairs.*

"There was just one more thing I wanted to tell you about that policy," he said, and his listener had to laugh. And incidentally, he sold him the policy and continued to sell him for years; handled his life, fire, automobile and accident insurance and later, group and many other kinds.

What would have happened if he had accepted that first failure? It would have knocked the spots off him as an insurance salesman. He'd never have amounted to a row of pins. As it is, he's one of the richest insurance salesmen in the country. He's still the most unimpressive looking man! So don't let mere physique discourage you.

I think it's a good stunt to capitalize your very bad points or the thing that seems to operate against you. For instance, early in the game, I found that being a Jewess was a handicap. There were lots of places where I couldn't even get a hearing, because of my race.

Well, I took to capitalizing that. I was naturally bright and capable. When I worked in a place where they didn't like Jews, but they did approve of me, I always attributed my cleverness to the fact that I was Jewish.

In that same insurance company, by the way, I found I had to sell them the idea of Jewish help. I succeeded to such an extent that one day the head of the office called me into his private sanctum and asked me to find out if his best salesman was a Jew.

"He must be," he said, "for he has all of those qualities which you attribute to your race."

The man wasn't Jewish; merely clever. But I had the big boss sold on the idea that cleverness was synonymous with my racial characteristics. He had needed to be sold on that one point and it was up to me to do the selling convincingly. I succeeded, for in that office of dire New Englanders, where never before had a Jew been allowed to draw a salary, Jews began to be employed in all sorts of capacities.

I once applied for a job at a lawyer's office.

"You're too young," the man snapped and shut the door in my face.

The typewriter company had sent me and I had to make some sort of report. It seemed silly to me to tell them I was too young. That didn't mean anything. I knew how to do the work; that man would have to give me a chance.

I opened the door again.

"What do you want?" he snapped again.

"I want a chance to show you that I can handle this job," I insisted. "You can't send me away without letting me show you I can do the work!"

He grudgingly allowed me to follow him into his private office and handed me pencil and notebook. He rattled off dictation at a mile a minute but I had him there, for that was one thing I knew, how to take dictation. I read back just as fast as he had dictated and I got the job. But not at the salary printed on my card; several dollas a week more because the man said he liked my spunk.

Once you get into the habit of taking "no" for an answer, you're licked. You just mustn't ever start admitting you can't land your man.

My mother used to say—it's an old Russian expression—"One must pinch the cheek so the color will show." In other words, look as if you were successful for the other fellow mustn't pity you.

So many people try to land a deal on pity. It can't be done. Let your prospect admire you; admire your diligence, cleverness, ability; enough to give you your sale. But don't think you can reach him thru arousing his pity. More than likely he'll just despise you and give the sale to Mr. Blank, who's clever enough to put his best foot forward and will not let the customer know the shoe on it isn't in perfect condition.

For that matter, I believe people who do any sort of direct selling ought never to look anything but neatly dressed and altogether right. If they haven't decent clothing, they ought to beg or borrow the money to get it before they go into the business of selling.

Once my husband was out of a job. He came home night after night and said he couldn't land anything. I listened dully enough and thought there was nothing to be done about it.

Then I got a real good look at him and it struck me that if I were an employer I wouldn't want to give a job to anyone who looked so shabby.

"You need a suit," I said, "and an overcoat, a hat and some new shoes, if you're going to get a decent job from anybody."

But there wasn't any money available for those things nor any credit; nor any place to borrow the money.

(Continued on page 54)

COURAGE

By WARREN ARIAIL

I SPENT a sorrow not in sighs
And I grew strong:
My sorrow leaped, to my surprise,
Into a song.

I bore a burden gracefully
And I grew wise,
Because the burden proved to be
Truth in disguise.

Who takes life bravely lives it best;
For courage can
Work miracles: when put to test
It crowns the man.

Digitized by Google

The QUEEN of LAUGHTER

The Story and the Philosophy of MARIE DRESSLER

By Eleanore Carey



Metro-Goldwyn-Mayer

She eats what she wants when she wants it!

MARIE DRESSLER—Queen of the Movies—by right of histrionic ability and a smile.

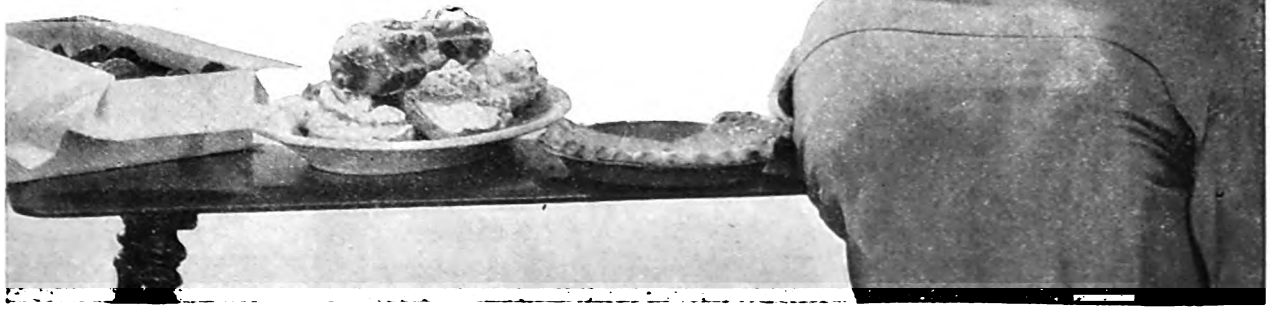
The ability in her case is the power to make people laugh, and for a few hours at least, to relieve the tension of worries, cares and aching hearts by her pathetically humorous characterizations. No beauty contest here, no display of female pulchritude—just humanness, if we may use the word.

Her rise to her present position of First Lady of the movie realm reads like a feminine Horatio Alger story, and covers, as she proudly boasts, a period of over thirty-eight years. We who have seen her on the screen or on the stage have often pondered over the spell she casts thru the audience since we are acquainted with the background of her life. And we sit in open admiration of the Marie Dressler we know as she is today who has deservedly been acclaimed the supreme artist among the feminine stars.

Our personal acquaintance with Miss Dressler was brief, and outside the theatre, but it fortified our convictions of the great talent and human qualities this woman possesses. In other words, the Marie Dressler whom the public knows on stage and screen is the same Marie Dressler in private life.

One story stands out particularly in our brief contact with her.

"I'll try anything once, and if I like it I'll do it again!" And with this original remark she walked



Digitized by Google

to the hair-dryer in the little beauty salon where she was being "fixed up," to sit until the finger wave she had just had should be dry. Now on a summer's day, the heat necessary to dry one's hair after it has been waved cannot be overlooked, and many women neglect waving their hair during the hot months just because of the discomfort of the drying process.

Unfortunately Miss Dressler's hair is, like so many others, including our own, absolutely straight, and it is a well known fact that without the encouragement of a little natural "kink," or a tendency toward "kinkiness" a finger-wave is a difficult achievement. But she was determined to try it, and to the amazement of the other women in the shop, she staid a short five minutes, when half an hour is really necessary, and then literally ran away from the machine, panting and saying, "I'll never try that Hades again."



Miss Dressler in 1908, as she played the title role in Tillie's Nightmare.

Metro-Goldwyn-Mayer

This was our personal introduction to the great star, and we shared in the general laughter that swept the little beauty salon. No one could have helped laughing, and our admiration for Miss Dressler increased, as we realized that her sense of humor was as spontaneous as we had believed it to be on the stage.

Marie Dressler was born in Canada, in the little town of Coburg, on Lake Ontario. While working on the picture "Emma," just released at this writing, she passed her sixtieth birthday, and commenting on her age, she is quoted as saying, "I am sixty years young—and if I keep on feeling younger, I am going to start all over again and play *ingenues*."

Her life has touched every angle and phase of the theatrical world. At the age of five she was perched on a pedestal in a church theatrical performance, as Cupid. Then later, at the age of fourteen, her first real sorrow came. In an amateur theatrical someone laughed at her, which so irritated Marie that she joined a light opera troupe. Her mother, perturbed about the sacrifice this meant to her education, made her promise to purchase and read thoroly the best morning paper obtainable daily.

Previous to her affiliation with the cheap, stock opera troupe, she realized her life ambition—at least part of it—by joining a circus. She had always wanted to be a woman chariot-driver, but fate decreed that she should be a dancer and trapeze performer. Not long after this part of her life under the big tent was forsaken she became a chorus girl, which was the real beginning of her stage career.

Like many other young people whose varied experiences in the theatrical world have made it impossible to decide on any one type of performance and specialize in it, Miss Dressler had been unable to make up her mind as to just what type of theatrical endeavor she should concentrate upon. And it was Maurice Barrymore, father of Lionel, Jack and Ethel, who was responsible for settling her mind and paving the way for the future great comedienne.

This was the first rung in the ladder of her success, for as soon as her mind was definitely set, the climb to the pinnacle of stardom was constant, and she began to play comedy roles in different productions. Her popularity increased, and she played with many celebrities, including Weber and Fields, Eddie Foy and Lillian Russell.

It was thru the genuineness of her personality that she won the solid friendship, which endured for years, of Mrs. Stuyvesant Fish, the social leader. She has also made fast friends of the opera stars, since her love for music takes her to the opera whenever her time permits. Schumann-Heink, Tetrazinni, Calve, Hempel, Mary Garden, Scotti, Caruso, and Edmund Burke are numbered among her long friendships.

And it has not been only celebrities of the theatrical and musical worlds whom she has made her friends, but in the political world as well she has cemented fast friendships with the most prominent figures. She has known all the presidents since Cleveland's administration, and has been a guest at the White House many times.

(Continued on page 55)

Digitized by Google

WHAT *Makes You* LAUGH?

An Analysis of the INSIDE and OUTSIDE CAUSES *of* MIRTH

By
Louis E. Bisch, M.D.

LAUGHTER not only is a universal expression of emotion, found among all races—even the most primitive—but it is also one of the emotional expressions most frequently indulged in.

Few there are—if any—who never laugh. While of these it may be said that those who do not occasionally burst out in loud peals of joy at least indulge in those contractions of the facial muscles we call the smile—the latter being nothing more nor less than a mild laugh.

Indeed, there are psychologists who claim that laughter should be classed as an instinct. This means, of course, that nobody is born who cannot somehow be made to laugh, altho it may be some time after birth before the emotions causing laughter are aroused by some outside stimulus; while in later childhood and adult life marked differences may exist as between one individual and another regarding what actually *makes* them laugh.

You will note that I have used the word "burst" in connection with laughter. And of course we often speak of people "bursting out laughing," by which it is meant that they could not prevent themselves from laughing; that laughter escaped them despite their efforts to restrain it. This really brings to a focus the two cardinal points which must be considered in any analysis of the laugh mechanism.

The first of these is the *irresistible quality* of laughter. The second is that laughter is caused by *repression.* The two, indeed, go hand in hand.

You must have noticed that persons who are not very repressed, that is not held in check, highly socialized or restrained—especially children and young girls—tend to laugh much more readily than do those, particularly grown-ups of the masculine gender, who have already traveled a considerable distance along life's hard road and have learned to become sophisticated. Witness, for example, how readily a baby smiles or laughs. Making a "funny face" will do it; showing a bright object; often an infant laughs without the presence, apparently, of any outside stimuli that might elicit laughter.

Health, however, is undoubtedly an important factor here with all the easy-laughers. Since bodily well-being is pronounced, mental well-being is likewise influenced. The result therefore is an attitude that all is well with the world because all is well with the individuals themselves. So laughing becomes spontaneous. Emotional expression is close to the surface.

Yet even with healthy youngsters the much more important reasons for laughter pertain, those which we can study better in adults and in whom the emotional patterns are more definitely fixed.



Lynn Fontanne can laugh heartily without losing her dignity.

Metro-Goldwyn-Mayer Photo

Digitized by Google



Sheer mischief. The world's children — and their parents —share the glee of "Our Gang."



He's serious himself — but has created more laughs than any man who ever lived.



The person who doesn't laugh at Joe Cook's antics should see a doctor at once. Dave Chanson helps.



Some men can even laugh while wrestling with the telephone.

Keystone-Underwood Photo



And finally— Ambassador Bill, the world's best medicine for its hatreds and its follies.

Fox Film Corp. Photo

Perhaps the best way to illustrate the cardinal elements behind laughter—that is, that it is a mental affair, is more or less irresistible, and is caused by repression—is to consider the joke. For the joke is designed deliberately to provoke laughter.

There are many kinds of jokes. Many, if not most of those current, tell some sort of a sex story. Others divulge a secret about somebody, often a prominent person. There are jokes belittling individuals held high in the public eye. Hundreds deal with accidents befalling those usually protected and considered more or less immune. Many deal with an idea associated with being "caught in a compromising position." Lastly, literally thousands of jokes depend for their humor upon the use of language, often only a single word, but with a double meaning.

I realize perfectly that other types of jokes exist besides those just listed. In fact, not only the psychology of jokes but the psychology of laughter as well could become almost an endless discussion.

Think of the usual type of joke, however, especially the suggestive one, and you will realize at once how important repression is in this connection, or better yet, the release of repression.

For we will laugh at a sex joke the content of which we would not dare subscribe to with even our attention under ordinary circumstances. Certainly we know what the joke is about; what the often veiled, partly hidden sex references mean. And altho we would want to deny such particular knowledge if accused of it, we don't mind laughing. This laughter allows the particular sex repression referred to in the joke to escape, thus causing a sense of relief, while at the same time "saving our faces," so to speak, morally, socially and even from a religious point of view.

The reason that there are more sex jokes to be heard than any other variety is because every man and woman is repressed in this field more than in any other. In childhood these restraints are laid down. The more highly socialized we are the greater the repression of this instinct. Repressing does not, however, remove it. All instincts seek to assert themselves. Unconscious ideas forever try to make themselves conscious, thus receiving at least recognition, if not actually gratification.

So we laugh when we recognize these primitive, instinctive, inside demands. Besides, it is not safe, nor do we desire to express ourselves in a primitive way, as this is contrary to our cultural standards. We must needs, therefore, find a vicarious outlet, a substitute sort of pleasure reaction via the safety valve of the laugh.

Now then, all persons are not alike so far as the strength of their original libidinous and primitive instincts are concerned. But the stronger they are or the more repressed they are the less will be the tendency to laugh. Everybody wants to hide what he has repressed.

Here is where the irresistible character of laughter plays a part. Once we recognize the state of our unconscious strivings projected in the joke or whatever it may be that leads to laughter—and it may well be that the libidinous strivings are not wholly conscious but are still being actively fought down consciously—then we lose control of our- *(Continued on page 56)*

Digitized by Google

Where Is HAPPINESS?

By Maurice C. Moore

I READ in the papers the other day of a rich man who is touring the world in the hope of finding "just ten minutes' happiness."

He doesn't believe he can get it. "I am turned fifty," he told the reporter, "and I can honestly say that I have never experienced what is called 'happiness' yet."

Poor rich man!—if it were true.

But it is not true.

Probably he doesn't know this himself, but I wager he gets solid chunks of happiness out of telling the world that he has never been happy.

Don't we know, for example, the individual who is always talking about his aches and pains?

You may pity him profoundly, but it is misplaced sympathy.

Strange as it may seem, he is so built that he gets his maximum of fun from life that way.

He has a subject that rouses him and gives him snap. His eye may have been dull and jaded before, but see how it lights up when he dwells on his ailments! He becomes eloquent, warms to you and mankind. Cure him of his lumbago, or whatever it is, and you rob him of his central interest. But he'll not be cured; he'll see to that. Give him no excuse for lumbago any more, and it will be sciatica or phlebitis next week.

So with the traveller.

Nice to nurse a grievance that you've never been happy. Gets, I am very sure, no end of satisfaction out of it. Happy man!

I suspect that he chews tremendously on the pleasure of his lack. They published his portrait. The face of a man very much more content with his lot than the faces of many I know who always admit to everything being "all right."

Of course everyone gets his happiness—or he wouldn't go on. It isn't in human nature to put up with life unless it gives you a respectable balance of good things against the bad.

The gentleman of the quest does not take me in. He'd not function if life truly meant for him the arid desert he says it does.

For my part, I could give him a thousand recipes for happiness right off. They would not call for globe-trotting. They are all so simple that I doubt whether some would think me serious. It is so widely believed that happiness is a thing remote and rare, something that you have to be at immense pains and expense to entice your way.

What is the matter with my morning walk before starting work to-day?

The wind was keen, the air fine, the sky heaped, low down on the horizon, with wonderful masses of cloud grander than any mountain range—and I have seen the Alps; the raindrops sparkled like jewels among the grass; the smell of the earth took me right back to the long carefree country walks of my boyhood. I am no poet. What I really *felt* I have no words for; it lies in a beyond of inexpressible rightness and beauty.

No happiness? Absurd! It presses in upon us everywhere. It is just that we are blind to it because we are looking—with our minds at least, whatever the physical eye may be doing—somewhere else.

Courtesy Canadian National Railways

Happiness presses in upon us everywhere



Digitized by Google

BIG MICK

The STORY *of a* STOKER *and* HIS JOB

Illustrated by
Leonard Kissell

By
Gorson Munn

WILLIAM RAMSAY was a popular captain. The Green Line benefited greatly when they gave him command of the Calvania. The ship had three decks above the main reciprocating engines and was registered at fifteen thousand tons. On the London-Rio de Janeiro run she made a great deal of money.

Captain Ramsay was nearly forty but looked many years younger. He had a very charming personality and was related to some of the best families in England. Invariably, therefore, people with money and position took passage on his ship when the need to travel was strong upon them.

The trouble was the captain knew his worth. And he knew the line knew it. He was also aware that he looked well, very well indeed, in his blue serge uniform with the four broad bands of gold. He was inclined to be pompous—a little; and to pose—a little more. Being a bachelor and good-looking, the ladies admired him. Being well-born and efficient, the men admired him also. Life had fallen into pleasant paths for him. He deserved much, too, for he was a fine sailor.

So, in his way, was Big Mick Corcoran. Big Mick was also nearly forty, but dissipation and hard living had etched lines and creases over his face that made him look very old and life-tired. He wore no blue uniform, and never in his life had he dreamed of possessing even one gold band. He dressed, when working, in soiled, grimy dungaree pants, a thin cotton singlet, and round his neck he knotted a wide-meshed sweat rag. His time was spent in the dim-lit foc'sle gambling and smoking and down in the bowels of the Calvania shoveling coal into roaring furnaces. He was a fireman, and no passenger had ever noticed him.

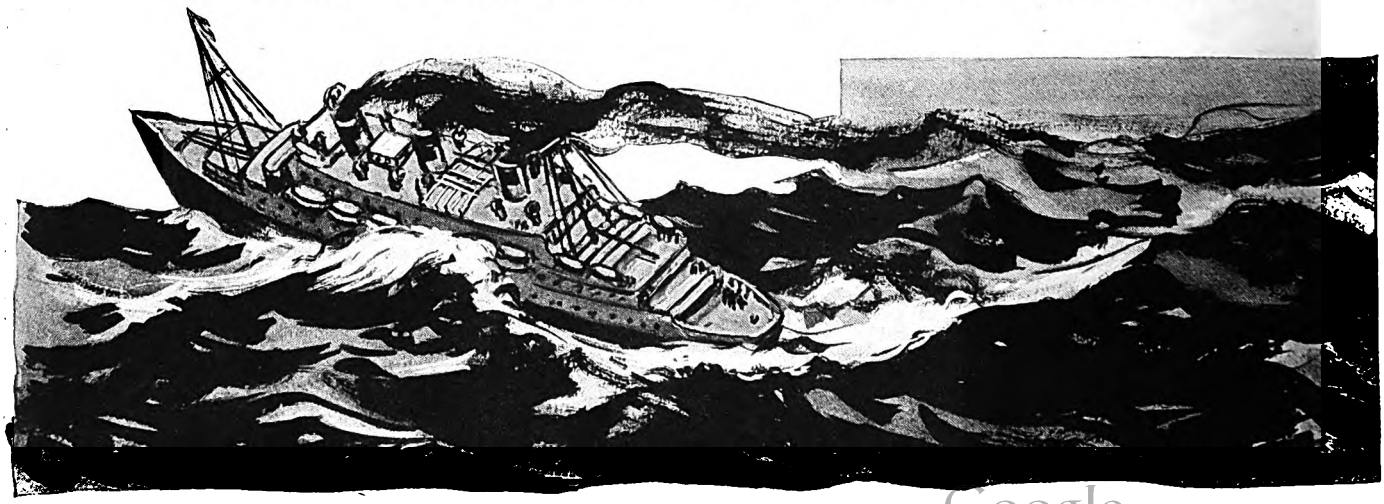
Now, Captain Ramsay knew many things beside navigation and seamanship. Philosophy; how to eat correctly; how to dress and how to face danger with a gentlemanly calm. Big Mick knew how to drink, and to ruin women, but chiefly knew how to work—work like a horse during his four hours below. There was no comparison between the men. None at all. At least there was none apparent until the Calvania ripped half her bottom on an uncharted rock somewhere off the coast of South America.

It was late afternoon. There was a heavy swell running, too heavy for comfort. The sea looked so threatening that Captain Ramsay had a faint sinking feeling take possession of him. It was doubtful whether lifeboats would live. It was doubtful even whether they could be safely launched. Not that there was any immediate need, for the Calvania had six water-tight compartments, and though she was sinking she was sinking very slowly.

There was no panic at first, or very little. What there was was quelled admirably by the stewards and by Captain Ramsay. He came down on the promenade deck and spoke calm words. He laughed at the women that flustered round him, soothed them. He even took time to have a drink with the men at the bar. He was Captain William Ramsay. He could meet danger after the manner of his kind. He was a gentleman.

Nevertheless his face was strained when he entered the chief engineer's cabin a quarter of an hour later. The chief's face was strained too.

"We may last five hours, perhaps six," said the cap-



Digitized by Google

Digitized by Google

"Four hours," repeated the chief at last. He was frowning. "Of course we shall do our best."

The captain answered, "Of course. It's in your hands, Trevillian." He smiled thinly. "Water-tight compartments are not much good when most of the bottom's gone."

"No, sir," agreed the chief. "That's so." They parted without further words, the one to his bridge, the other to his engines. The wind moaned from the nor'west. The sea rose surely and tremendously. Spray commenced to break over the Calvania's lower decks. A mist seemed to creep over the face of the sinking sun but there was still no panic. A calm man in command saw to that. Captain Ramsay was justifying the four gold bands on his sleeve.

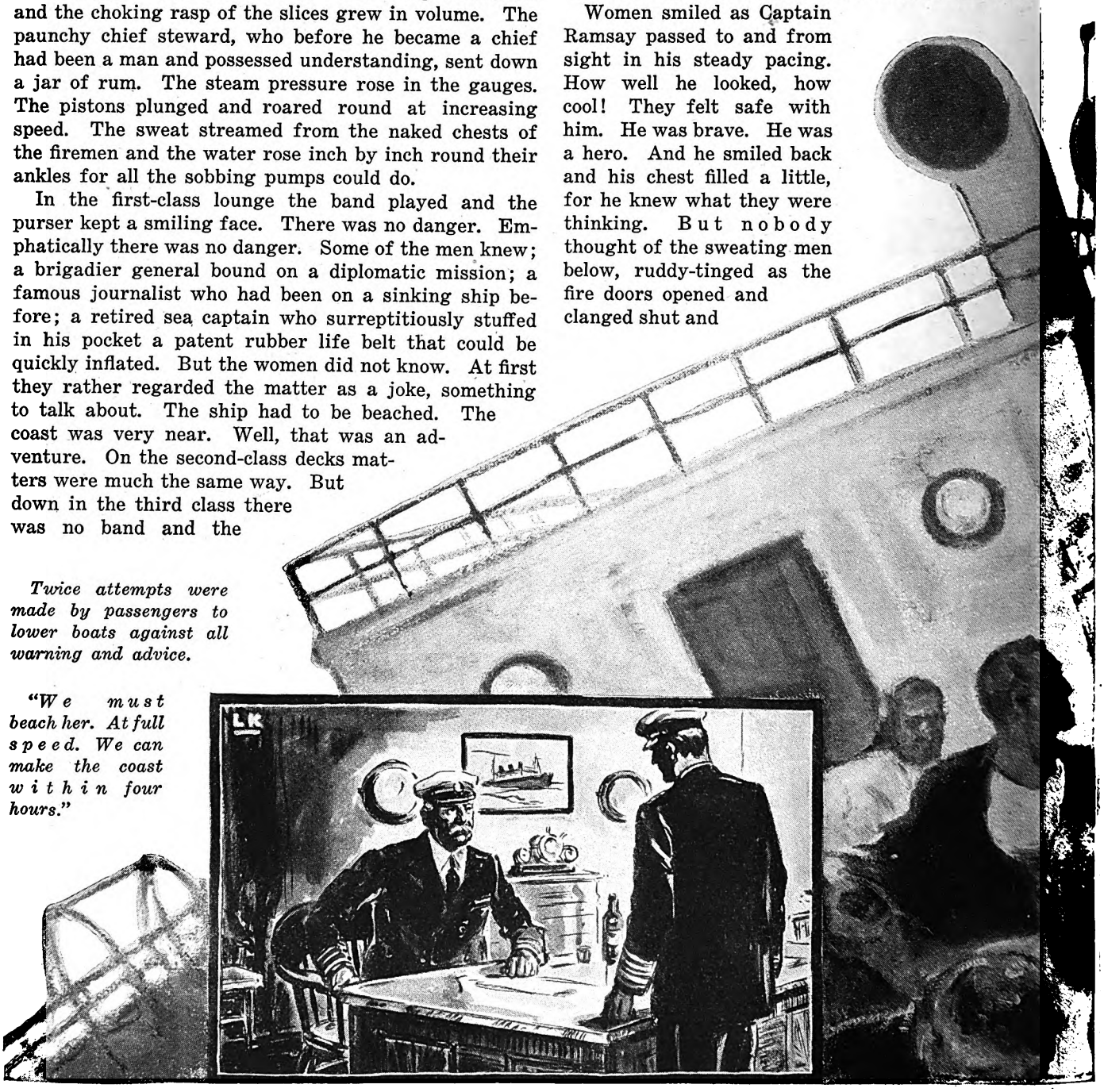
They brought the watches below from the foc'sle. They sent all the trimmers into the hot gloom of the bunkers so that coal streamed steadily on to the water-covered plates before the fires. The clang of shovels and the choking rasp of the slices grew in volume. The paunchy chief steward, who before he became a chief had been a man and possessed understanding, sent down a jar of rum. The steam pressure rose in the gauges. The pistons plunged and roared round at increasing speed. The sweat streamed from the naked chests of the firemen and the water rose inch by inch round their ankles for all the sobbing pumps could do.

In the first-class lounge the band played and the purser kept a smiling face. There was no danger. Emphatically there was no danger. Some of the men knew; a brigadier general bound on a diplomatic mission; a famous journalist who had been on a sinking ship before; a retired sea captain who surreptitiously stuffed in his pocket a patent rubber life belt that could be quickly inflated. But the women did not know. At first they rather regarded the matter as a joke, something to talk about. The ship had to be beached. The coast was very near. Well, that was an adventure. On the second-class decks matters were much the same way. But down in the third class there was no band and the purser hadn't time to waste on such people as existed there.

True, order was maintained. But there were two masters-at-arms with truncheons and several stewards who cursed their luck and a junior third officer who commanded instead of persuaded. Of course the passengers above did not know that. Nor did they know that the third class could hear water gurgling and rushing below their feet through torn and twisted plates. There is class distinction right up to the gates of death.

On the bridge Captain Ramsay paced slowly to and fro. Officers watched from every corner. Quartermasters stood by waiting for orders. The seamen were along the boat deck making all ready for lowering, in case—but the captain knew that was fallacy. And the junior officers and the seamen, looking to windward and overside at the swells, knew it was fallacy too. The Calvania must be beached or there would be another disaster to go on record in the annals of the sea.

Women smiled as Captain Ramsay passed to and from sight in his steady pacing. How well he looked, how cool! They felt safe with him. He was brave. He was a hero. And he smiled back and his chest filled a little, for he knew what they were thinking. But nobody thought of the sweating men below, ruddy-tinged as the fire doors opened and clanged shut and



Twice attempts were made by passengers to lower boats against all warning and advice.

"We must beach her. At full speed. We can make the coast within four hours."

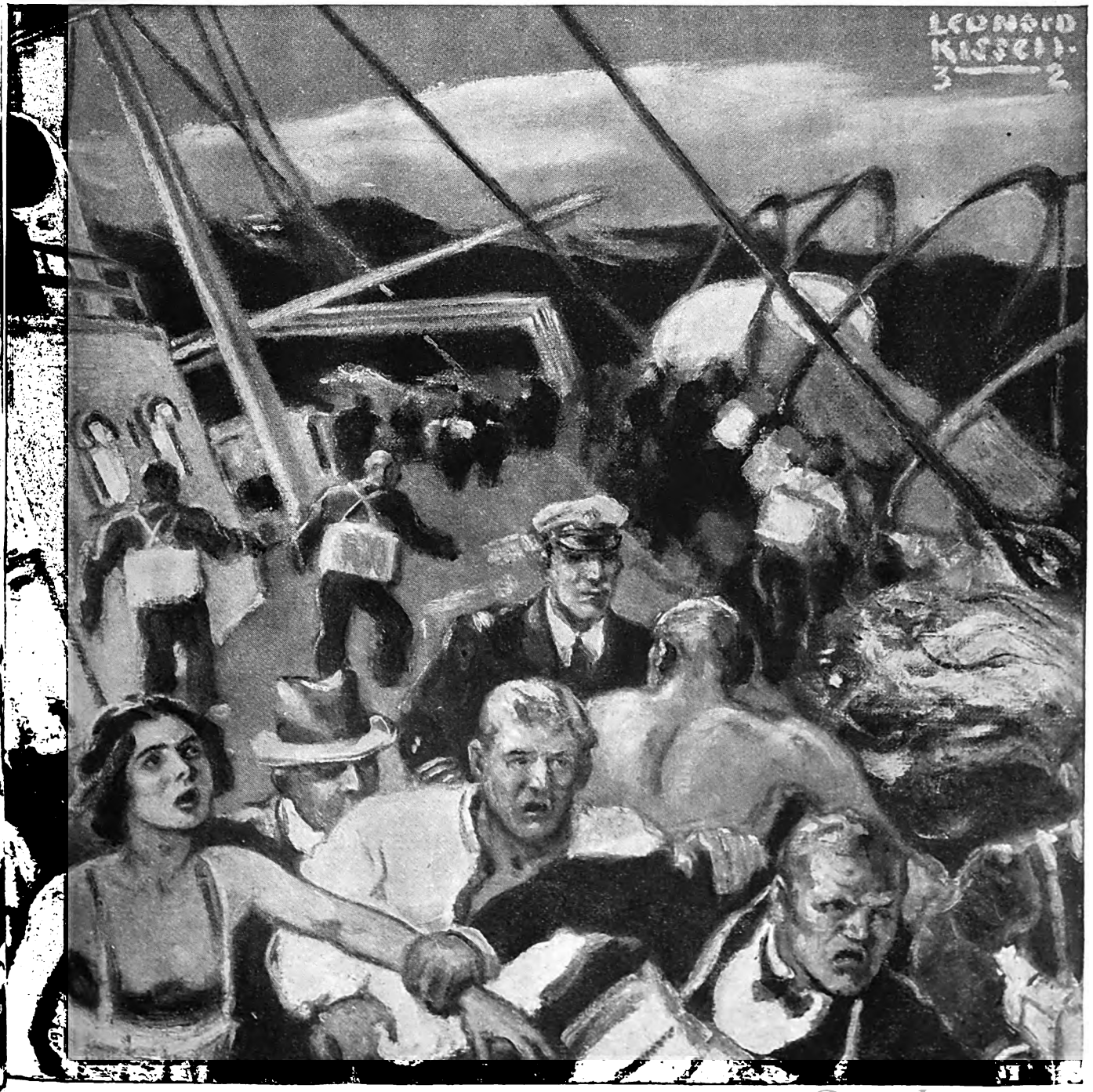
Digitized by Google

eventually glowed red-hot. On the gratings above them engineers watched and sometimes shouted. At a throttle himself stood the chief to ease the screws as the stern lifted and they raced in the windy air. And the water crept inch by inch up the calves of the men before the fires. Most of them were half drunk with the enormous labor and the rum. The trimmers, mere youths most of them, whimpered every time they went into the bunkers, for it was gloomy there, a dull electric globe every few yards, and terrible things could be imagined. But —and this was what mattered—the Calvania was hurtling toward the coast, toward a sandy sheltered bay at the rate of nineteen knots an hour.

The water was almost at the knees of the firemen, and the trimmers pushed their iron barrows only with tremendous exertion. Every time the Calvania lurched, the water surged in a broken wave, well-nigh knocking men from their feet. Even the officers on the gratings above began to grow nervous. The ship moved less easily than before as the sea lifted or dropped her. Her speed was decreasing with the greater weight.

Night, too, was creeping over the face of the world and darkness threatened to add to the horror of it all. So many of the passengers were Latin, and once excited or afraid they were hard to control. Captain Ramsay came down from the bridge and bored into the chaos, calm, soothing, drawing one man after another to one side and then sending him back to steady others.

Something was going wrong inside Big Mick. He was perfectly sober now as far as liquor went, but the killing toil he had done for almost three hours intoxicated him. He coughed frequently and spat blood into the water about him. He lunged down automatically, thrust under water and *(Continued on page 58)*



Digitized by Google

WHAT INDIA THINKS

An Interview *with* JAGADISH CHANDRA CHATTERJI



International News Photo

By Ralph T. Gardner

TWO lines girdle the earth. One is the equator. The other, found on no map in the world, is probably more important. It is that ghost-meridian which encircles the sphere from pole to pole, dividing the globe into Orient and Occident.

So absorbed has the western world been in its business, science, religion and wars that it is even today largely unacquainted with the manner of thought and life of the other half.

Western psychology, sharing the general unfamiliarity with things oriental, has likewise remained a stranger to its main competitor—a system of thought which claims to have settled by definite experience all the major questions which the western science of mind faces, and to have done it so long ago that the period of discovery is lost in the dim dawn of racial origins.

A claim so strong warrants the most careful of inquiries, and an openness of mind which is not always the rule among westerners towards things foreign and far away.

Long before the time of Alexander the Great, India was invaded from the north by hardy hosts which adopted for their home the fertile plains and valleys at the foot of the Himalayas and set up the caste system to preserve their racial purity. With them, these people brought a point of view, a philosophy, embodied in a vast number of songs and sayings. Memorized with infinite patience, this system of thought had been passed down by word of mouth for untold centuries, according to tradition, and so it continued for many centuries more. In later times it was entrusted to palm leaf and birch bark manuscripts; in the last two hundred years, its transfer to print has given modern shelter to the ancient hymns.

Today, these books, the Vedas, form one of the oldest literatures in the world. They have attained a certain limited popularity in the universities of this country and Europe, chiefly because of the lectures of Professor Max Mueller of Cambridge. But western minds continue to read the Vedic literature for its literary beauties alone.

Not so in India, for there, the philosophy of the Vedas wields an influence which nothing in the West even remotely approaches. Together with a great number of commentaries, the Vedic books comprise the religion, science and codes of ethics of the Hindu world, containing all other important things as the waters of the earth include all the rivers, all the lakes and all the seas.

One of the leading wonders of the present is the persistence with which this fact is overlooked by travelers from other lands in India; yet until it is clearly understood, that amazing pattern which is Hindustan must ever remain the most bewildering of mysteries.

But the Vedic view of life, considered apart from the literary worth of the books that contain it, has by no means been without distinguished admirers in the West. Henry David Thoreau, leisurely afloat on the Concord and Merrimac Rivers, wrote: "The western world has not yet derived from the East all the light which it is destined to receive thence. . . . One of the most attractive of those ancient books

Digitized by Google

Digitized by Google

pean opinion and to learn that India's Outlook on Life may in essentials be that which modern scientific thought is almost prepared to adopt."

Of the same literary work, Dr. Will Durant observes that "this gospel of self-control and quiet thinking is just the sedative we need for our Occidental fever."

The Vedas themselves are four in number. The first section of each is made up of hymns or Mantras, many having great beauty. The second portion consists of running commentaries, or Brahmanas, including the famous Upanishads, written nearly altogether in prose.

Because of the bulk and mixed character of the Indian writings, to grasp their essential philosophy is not easy for westerners. For quick enlightenment, there is only one sure approach—thru the "Rishis," wise men, and "Gurus," teachers, of India. Here will be found the traditional point of view, clarified by the noble living and original experience of these men, which, like an "open sesame," will unlock the meaning of the ancient books.

To restate the Vedic thought briefly in modern English is a task that has recently been assumed by one of India's ablest scholars. He is Jagadish Chandra Chatterji, who is widely and favorably known, not only in his home land but also in the universities of Europe and America, in which he has lectured for many years.

A member of the Brahmin caste, Pandit Chatterji numbers among his relatives the wealthy Maharajah Tagore, head of the family bearing that name, the poet, Tagore, its most distinguished member, and the latter's artist cousins. But Chatterji's chief distinctions are self-earned.

Education and travel were the lot of his youth, culminating in a five-year lecture tour of Europe and America at an age when most young men are concerned with ephemeral good times and holding their first job. For sixteen years he was director of Oriental Research and Archeology in the State of Kashmir, which he also represented at Cambridge for two years. Under the Maharajah Gaekwar of Baroda, one of the richest men who has ever lived, he served as head of the department of religious affairs for two years. His books on Indian philosophy and the study of Sanskrit are standard authorities. Recognition of his long and distinguished service in the field of scholarship came not long since when the head of the Hindu community conferred upon him the title *"vidya varidhi,"* meaning "ocean of learning."

Pandit Chatterji is now director of the India Academy of America, a new institution with influential backing, which is to promote an exchange of culture between India and the United States.

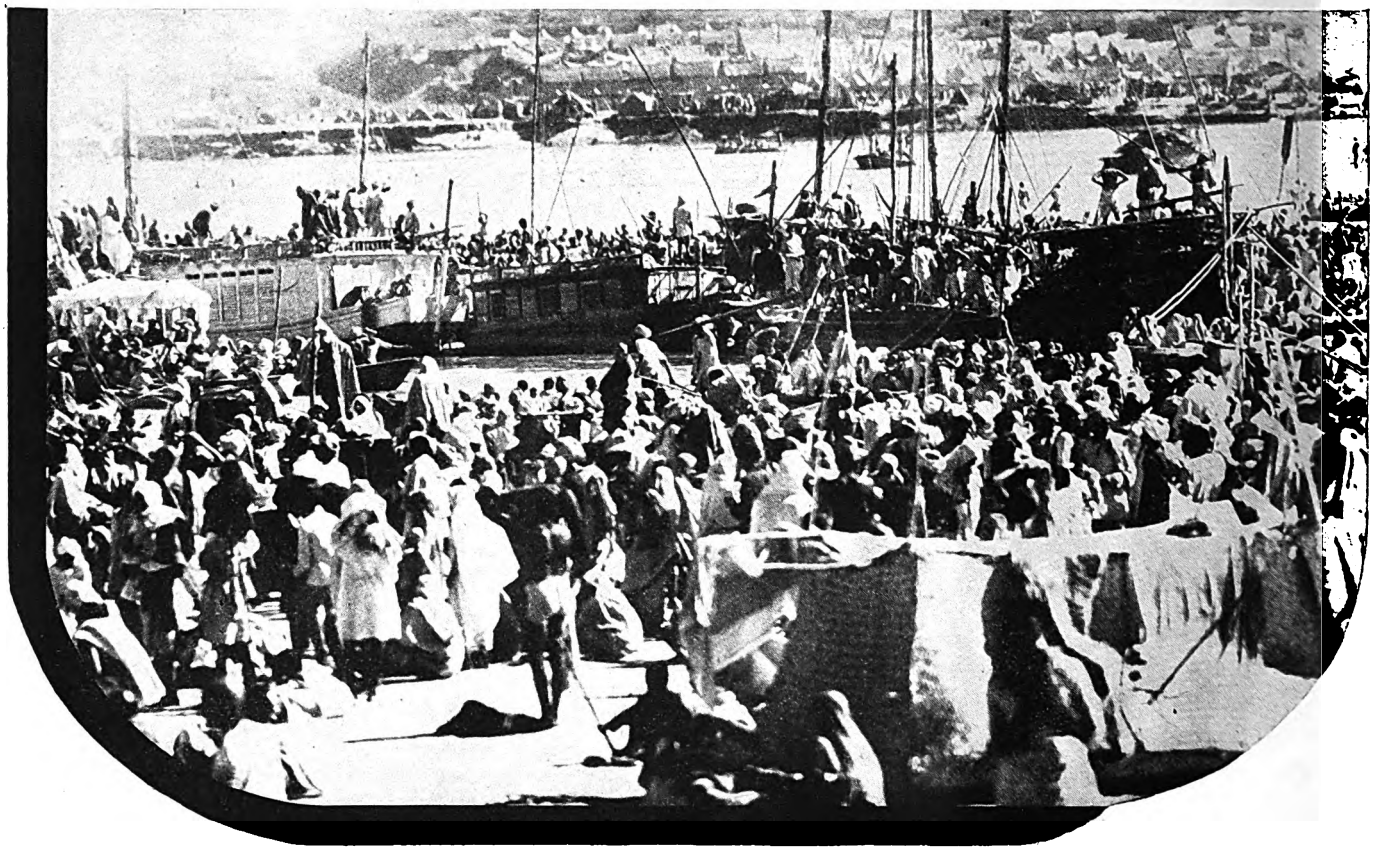
Probably no one else in this country is so well qualified to speak on the Vedic literature as Pandit (that is "Professor") Chatterji, so it was to him that the writer went to learn more of India's outlook on life.

On a blistering New York summer day, Chatterji was found in his study at the India Academy. His well-rounded figure was clearly outlined by a finely made suit of mesh pajamas as he bent over a table hard at work on a new book.

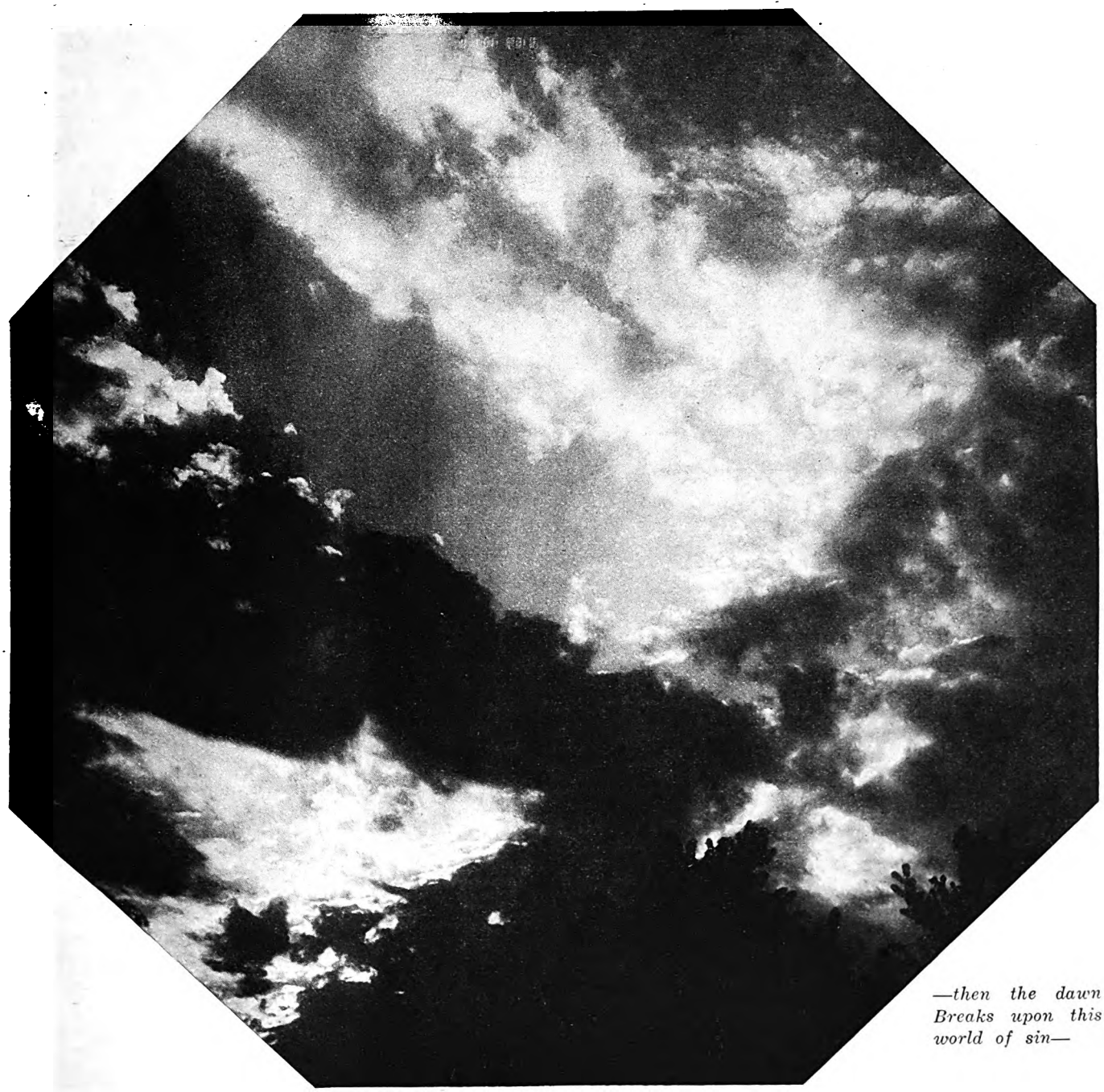
An air of great activity lay upon the room. Works of science and a many-volumed encyclopedia on the one hand were balanced on the other by studies in Chinese, Hebrew, Sanskrit, Babylonian and Sumerian. Papers and pencil-marked *(Continued on page 59)*

Pilgrims from all parts of India crossing the Ganges to cleanse themselves of their sins. Millions flock there each year at the great Kumbh Mela (Fair)

International Newsreel Photo



Digitized by Google



—then the dawn
Breaks upon this
world of sin—

"I Kind o' Like You So"

By Maurice C. Waugh

WHEN the world is out of joint,
And most everything goes wrong,
Come to me and let me point
Out the way to joy and song—
Because I kind o' like you so.

Health all gone and temper riled?
Mortgaged all that you possess?
Lost your friend, or wife, or child?
I may help you ne'er the less—
Because I kind o' like you so.

Tho it seems no hope is left
And the grave is not so bad,
You are surely not bereft,
While I am here to make you glad—
Because I kind o' like you so.

So cheer up and try to grin;
Night is darkest—then the dawn
Breaks upon this world of sin,
And our fears are all withdrawn—
Because He kind o' likes us so.

Digitized by Google

Can You Think Straight?

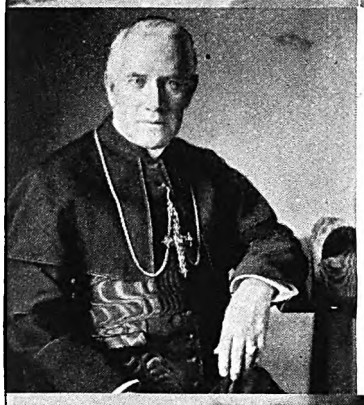
By Alfred Stuart Myers



1

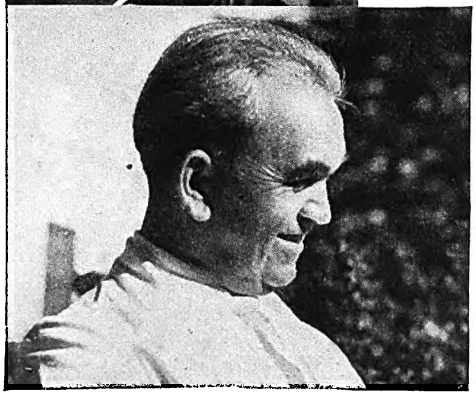


2



3

4



WHEN you work with a fraction you so often feel like the proverbial lady trying to manage her hair after a shampoo—"Simply can't do a thing with it!"

Even when you take the trouble to get a common denominator, supposed to marshal fractions and promote team work, your troubles aren't over. Some of the fractions never will see anything in common even with a common denominator.

What a relief when you deal with whole numbers. To be sure, they too present their problems but at least you have something dependable to deal with. They are, as their name indicates, whole, intact; they are unified, tangible, satisfactory.

In the mental realm there is a close parallel to this situation. On the one hand, there is the mind that is fractional, split up, variable. From the standpoint of efficiency, not all the parts that should be there are present; or else some obstacle that should not be there is present, interferring with smoothness of functioning. On the other hand, there is the mentality that is whole, unified, constant. Like a machine well put together, this type of mind operates with the least possible hitch and lost motion; it functions with high efficiency, turning out a quality product.

The fractional mind is a liability to its owner and a source of trouble to others.

The integrated mentality is an asset to its possessor and a satisfaction to others.

Integration of mind is a "consummation devoutly to be wished." But wishing will not effect it any more than wishing will construct a machine that is well integrated. An unremitting process of mental self-training and discipline is the *sine qua non.* The results will more than repay the effort.

We must not make the mistake of supposing that people, psychologically speaking, may be grouped in two hard-and-fast classes: those with minds hopelessly fractional and those with minds ideally integrated. All of us have to guard against at least a tendency toward "fractionality" of mind. It has been truly said that for the progressive individual education is a process that never ends. Part of one's continual self-education should be an endeavor constantly to build up a mental machine that is compactly integrated.

Studying yourself, to hunt down "fractional" traits and drive them

A Test of

Test your Mental Consistency by looking at these** pictures and **checking first your immediate emotional reaction,** and then by **making a second check, showing the degree to which you can justify your feelings by your REASON or JUDGMENT.** If your feelings are pleasant, give the picture a **PLUS mark (up to +10); if unpleasant a minus mark (down to —10).

Then ask yourself WHY you feel as you do about the individual or the group pictured. Mark in the second square for each picture

Digitized by Google

Not Swerved by Prejudices, Jealousies, or Other Hindrances to MENTAL INTEGRATION

from their lairs, will prove as fascinating as miniature golf if you carry on in the spirit of real, constructive self-improvement.

You probably have at times enjoyed watching certain minds skip from place to place with the most delightful irrelevancy. They just won't "stay put." Such a fractional mentality seems incapable of thinking thru an issue. It starts out along a definite line, only to sidetrack itself almost immediately.

John Dewey, in his splendid book "How We Think," has aptly described this skipping mentality as "the grasshopper mind." Any one who sincerely wishes to improve his thinking should read that book of Dewey's. It can not but be an inspiration to all who admit that there is still room for improvement in their mental processes. Certainly it should give most of us pause when a real thinker like Dewey states unequivocally that the majority of people only think that they think! He makes it very clear that the mental machinery of most of us is in need of considerable reconstruction before we can claim that it is integrated.

So when you start to think thru any problem, look out for grasshopper tendencies. You will find them soon enough, unless you are a very unusual person. Don't laugh very hard at others, until you make sure there is no little grasshopper skipping about behind your own massive forehead.

Dewey himself admits that a great deal of utterly irrelevant subject matter must enter the mind of even the best thinker when he is at work on a problem. The difference, however, between the fractional mind and the closely integrated mentality, is that in the one case the grasshopper has made his nest in the machinery but in the other case he has just jumped in and jumped out again.

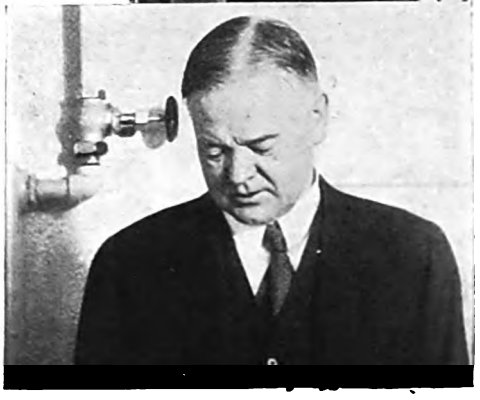
If you would construct an intellectual machine upon which you can depend for creditable results, see to it also, that the power and the habit of analysis are fashioned and carefully fitted into your mental mechanism. The ability to analyze people, situations, motives, results, future possibilities—this is one of the outstanding features of what we commonly call the "trained" mind. This ability is to be had only at the cost of unceasing effort and practice but it is well worth the cost.

Nor is it necessarily reason for discouragement if one has not happened to have the advantages of what *(Continued on page 47)*

5 

6 

7 

8 

Mental Consistency

what your REASON tells you, on the same scale—up to plus ten and down to minus ten.

If the two checks balance you think consistently; if they don't you do not.

The illustrations are: I. Mussolini; II. Drinking group; III. Cardinal Hayes; IV. Tom Mooney; V. Jean Harlow; VI. Gambling group; VII. George Bernard Shaw; VIII. President Hoover.

Digitized by Google

How Intimacy Affects Love

By Margaret Romer

Husband-Wife Distance

MRS. JONES was taking her husband to the office in the family car. Arriving a little ahead of time she shut off the motor and they visited for awhile before Mr. Jones got out of the car. Even then he did not go into the office but stood talking with his foot on the running-board as if reluctant to leave. At last he shook her hand in farewell, raised his hat and went into the office.

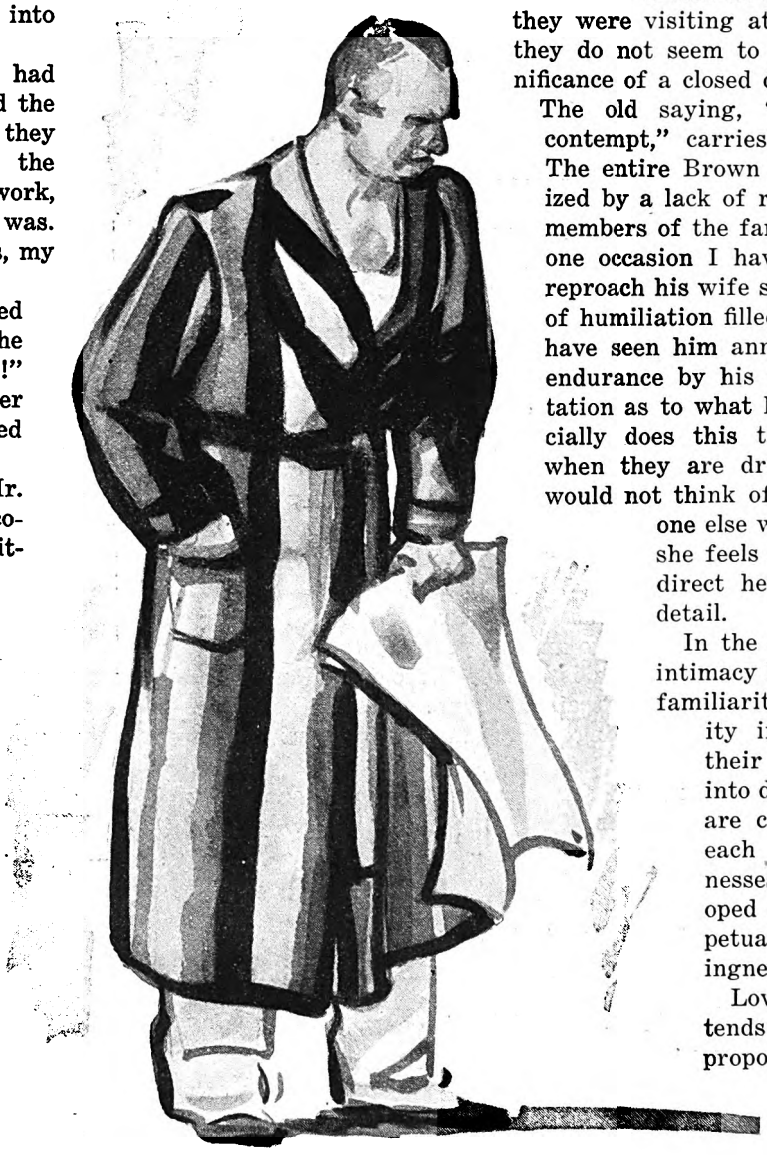
Mr. Jones' fellow-workers had witnessed the little scene and the moment he entered the office they began to tease him about the "dame" who brought him to work, demanding to know who she was.

"Why, that was Mrs. Jones, my wife," the man insisted.

"You can't kid us!" jeered one. "You don't linger in the car like that with your wife!"

"Nor shake hands with her at parting for the day" jibed another.

It was some time before Mr. Jones could convince his co-workers of the truth of the situation.



I have known Mr. and Mrs. Jones very well for a number of years and have never heard him reproach her, as so many husbands do their wives, in the presence of others. Neither have I ever heard Mrs. Jones tell him what he should do, or officiate over him in the presence of others. Each of them treats the other with the same courtesy accorded to their friends and acquaintances. They have achieved intimacy without familiarity, with the result that their nearness has not lengthened into distance because of hurt feelings or other grievances.

Quite the reverse is true in the case of my friends the Browns, although the Browns maintain a higher social status in the community than the Joneses, Dr. Brown being a professional man.

The Browns have a son, Jim, almost grown, who is the head of the family and around whom the entire household revolves.

The Brown family is very liberal in its ideas of modesty. They go about the house freely in all stages of dress and undress and burst into each others' rooms without a thought of knocking. Several difficult situations have arisen at different times when they were visiting at our house, because they do not seem to understand the significance of a closed door.

The old saying, "Familiarity breeds contempt," carries considerable truth. The entire Brown family is characterized by a lack of respect for the other members of the family. On more than one occasion I have heard Dr. Brown reproach his wife so severely that tears of humiliation filled her eyes. Again I have seen him annoyed almost beyond endurance by his wife's insistent dictation as to what he should do. Especially does this trait manifest itself when they are driving. Mrs. Brown would not think of interfering if anyone else were at the wheel yet she feels at perfect liberty to direct her husband in every detail.

In the case of the Browns, intimacy has degenerated into familiarity and this familiarity in turn, has caused their nearness to stretch into distance. The Browns are continually forgiving each other for unkindnesses. They have developed a more or less perpetual attitude of forgivingness toward each other.

Love between people tends to weaken in direct proportion to the number of transgressions they are expected to forgive.

Parent-Child Distance

The Brown boy, "His Highness" Jim, all but wipes his feet on both his parents. Jim has the best room in the

Digitized by Google

Illustrated by Gene Clarkson

house, does what he pleases and has his meals whenever he orders them. In short, he is a thoroly spoiled young man. His mother has waited on him so abjectly that he has no respect for her. He regards her very much in the nature of his personal servant. Jim is really a likeable chap and is not to blame for the situation.

His mother has not kept enough distance between them, with the result that intimacy again degenerated into familiarity. Mrs. Brown feels very near to her son but from *his* point of view, he is far away from her—and yes, *above* her.

Jim's father too, is far from the heart of Jim. The following incident took place in their home one evening when I was there. It is typical of the whole situation:

Jim picked up his cap and started for the door saying, "I'm going out tonight, Dad."

"Haven't you some lessons to prepare for school tomorrow, Jim?"

"Oh, a few, but they'll keep."

"Jim, you had better stay home and study tonight. You've been out two nights this week already."

"Oh, Heck, Dad, you are always worrying about my work!" And with this, the door slammed behind Jim and he was gone.

Jim's father is always telling Jim what to do but never insists on anything. The result is contempt on Jim's part for his father and considerable feeling of distance between them.

In contrast to the Browns, let us look at the parent-child love in the Webster family, other friends of ours.

Mrs. Webster was left a widow with two small children and a huge debt. She had been a school teacher before her marriage. Her husband developed tuberculosis and was ill for several years, during which time, the good wife cared for him and the children. After he died, Mrs. Webster not only had to rear the children alone but had to pay off the debt that had grown steadily larger during her husband's illness.

Mrs. Webster was both brave and cheerful. She went back into the school room where she carried a full teaching load. Then she would return each day to the little home, tidy it up, cook the meals for her little brood and care for them. She was a more efficient mother than was Mrs. Brown with all the latter's advantages.

Mrs. Webster had no time to "wait on" and "spoil" her children. She had a keen understanding and could distinguish the important from the unimportant. She always took time for her children's important needs, physical, mental and spiritual but trivial matters were ignored.

The children were both girls, Lois and Nellie by name. They are grown and married now but there never has been a time that their nearness to their mother has varied. Here again is intimacy resulting in nearness and dearness. Mrs. Webster is still teaching school. She is a keenly alive and delightful old lady.

(Continued on page 63)



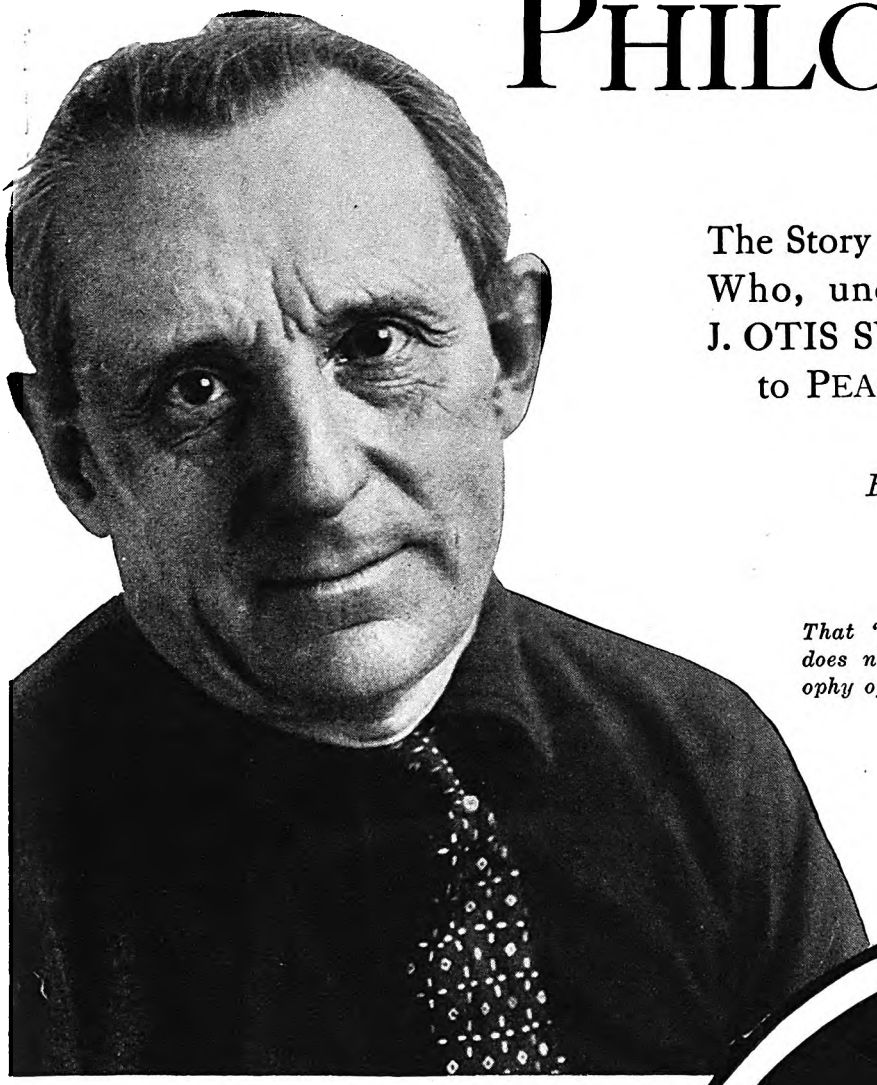
The Browns burst into each other's rooms without a thought of knocking.

Digitized by Google

WALKING with a PHILOSOPHER

The Story *of* 100,000 "YOSIANS"—Who, under the Leadership of J. OTIS SWIFT, *Walk* Their Way to PEACE *and* FRIENDSHIP

By Eldora Field



That "All power is with him who does not hate" sums up the philosophy of J. Otis Swift

A smiling "little brother" of the woods



"IF YOU swing with the tide of the universe, you'll succeed.

"All power is with him who does not hate, who does not fight the universe, but swings with its tides."

A man with arresting, but kindly dark eyes, stood in the thick grass of a Westchester county hillside.

All about him and far up the green incline, people sat or lolled in easy groups. His philosophy, much of it gained from communion with nature, rang out pleasantly.

For he is not dogmatic, this J. Otis Swift, leader of a unique organization, the Yosian Brotherhood —which he designates as a "state of mind," but which includes over 100,000 persons in many parts of the world, but most of them living in, or near New York.

At first glance this group was a typical Manhattanite gathering of people, but a surprising restfulness had settled upon them, and it was plain that they considered this man a

Digitized by Google

good friend—a sort of "big brother."

Altho his talk dealt largely with nature, a trailing bit of plant life in his hand furnishing the text, there were interesting references to late scientific discoveries and general world happenings, but altho it was Sunday morning there was no special religious application.

Perhaps this was important, for an organization banded together by a love of outdoors and the practice of brotherly friendliness to each other, including so many races and creeds that it is frequently possible on a Yosian Brotherhood hike to "listen in" on as many as twenty-five conversations in as many languages, must have broad tolerance and kindliest consideration for each others' opinions.

Mr. Swift declares that in this organization, with its many sub-groups, there exists a distinct Yosian philosophy of life; a fraternal feeling and a Yosian code of ethics.

It was easy to believe it this day for as the leader smilingly gave way to a dark-haired young man's eager contribution to the little hillside lecture, others followed in rapid succession but always there was a general atmosphere of telling what one knew and thought merely to give pleasure to the others.

An hour or so later, when they were again resting, this time where they could look out over a silver river and flecks of sunlight thru the trees made patches on their improvised luncheon tables, a woman who is well known in the radio world but whose contract is so iron-bound that Mr. Swift could not announce her name, warbled a trio of songs so entrancing that the occasional sweet bird notes we could hear in the woods were scarcely rivals.

Hiking thru some of the loveliest scenery in the East, the Yosians moved over the hills, earnest students, those who especially loved the bits of philosophy that are never long absent from Mr. Swift's observations, keeping close to his heels. Others, so far back that he used a megaphone to direct their attention to spots of marked interest, trailed in congenial little groups.

"The thoughts we think are universal thoughts. The flying machine came because man thought it was possible—"

"Nothing that you can imagine is impossible—" Interspersed with such remarks were repartee and explanation, as along the hike, various Yosians pointed out peculiar rock formations to Mr. Swift, or he identified a tree, or called attention to wild shrubbery in lovely, colorful bloom.

"Summer or winter, anyone is privileged to walk with the Yosians," observed Mr. Swift, "but somehow none but rather well behaved and interesting people seem to come. Rough, coarse people are not attracted."

"And the movement has banished loneliness from thousands of lives. People, who in this great city ordinarily would have few, or perhaps no friends, come to know great numbers of Yosians by sight and to have many good friends among them. Strangers coming on the walk for the first time have dozens of acquaintances by night."

"Romance," he smilingly continued, "is a frequent visitor. There have been many marriages among Yosian young men and women. The walks, camp fires, social affairs and lectures giving them many opportunities to discover like interests."

Yosians make wonderfully good friends. A young woman who had suffered a severe accident and was confined to the hospital for months, received literally bushels of letters from members of the organization, and a man, who after a long illness this Spring returned to the Yosian hikes, declared that the hundreds of encouraging Yosian greetings he had received had given him the will to live again.

Thru its 400 sub-groups—made up of those devoted to special races, creeds, or to cultural dramatic or artistic study, or to other pursuits, the Yosians are joined thruout the world with large societies, denominations, museums, schools, etc.

Not worried about wild rumors of the market-place, or rumblings that threaten civilization—Life will go on and on—



Digitized by Google

"Long ago," mused Mr. Swift recently, "I realized that the matter with the world was too much general wealth *without* and too little *within* the souls of the people; too great slavery of the masses to machinery and too little acquaintance with freedom of the soul to wander in the invisible garden of Eden lying all about us. . . .

". . . . the Yosians devote themselves to storing within themselves the riches of the spirit . . . . to cultivating the finer things of life which have no price in the marketplace. On week-ends and holidays we go on walks in woodland places seeking companionship with trees, birds, ferns, rocky mountain sides and smiling lakes.

"We read the laws of the universe in the writing on the birch bark, in the glacial scratches on the ledges . . . . we try, for one day in the week, to step over the invisible boundary between the work-a-day world and the Land of the Soul."

Few members are more faithful than the wife of a rancher in Big Timber, Montana, who saddles her pony every week-end, rides on the upper meadows of the mountain, and then sends in a report of "What the Big Timber branch of the Yosians saw on a hike."

A man who was once an enthusiastic Manhattanite member but whose business now takes him into China, Japan, India, France, England and Switzerland, takes hikes upon every opportunity, and sends in reports of them to New York Yosians.

The Yosian Brotherhood, which takes its name from Mr. Swift's first name, Josiah, meaning "Jehovah heals" ("We associate this with the thought that nature, sought in the wild places, heals the tired and worried spirits," he remarked) is an idealistic society, but it is also a practical one.

"All down the ages," the Yosian leader has said, "whenever men have felt themselves pursued or trapped, their impulse has been to flee to the sanctuary of the hills and wilderness. It still is."



Mr. Swift, son of a New Englander, who in his time was a well known mineralogist, could himself serve as a professor of several of the "ologies." Into the Yosian hikes and discourses he weaves fairy lore, medical and religious tradition connected with plants and a surprising store of history, philosophy and common sense. He makes frequent use of his wide study of mythology.

"There are people who think they have nothing worthwhile to do, and who think that if they had some mission to interest them, life would be fun," Mr. Swift remarked to a group of Yosians who had stopped to rest. "Cynthia, dwarf dandelion, living at the edge of the desert between gray ledges, thought so once."

"The world is a desolate place, not worth living in," she complained to the sylphs and fays who came on summer mornings.

"Why don't you try to brighten your own corner?" they suggested, and she, slender flower rising from basal leaves, golden-rayed and smiling, made happiness as far as she could see."

"Thru ages since, this dwarf dandelion 'Cynthia' epithet for Artemis, sister of Apollo, in sterile desert soil has created joy and beauty."

And the hikers, smiling at their leader's fancy, walk



Five hundred new Yosians join the hiking hosts every week



Brothers of the wind, snow, rain and golden sunlight

on but half an hour later, some slender-faced Manhattanite is apt to say:

"What you said a while ago—you know, about the dandelion that gave out what little good it had right where it was—that has helped me."

On the walls of Mr. Swift's den in his home, are drawings, small paintings, framed mottoes, dozens of little gifts on his desk, all from Yosians, and many of them bear messages which say in essence, "You have helped me." *(Continued on page 64)*

Digitized by Google

FOOD *and the* "FLU"



By Dr. J. Douglas Thompson

Practical Points for *Avoiding* Influenza —and for *Getting Over* It Quickly if It Catches You

NO ONE will ever forget those two terrible years, 1917 and 1918. It was at that time that the Spanish influenza was raging thruout the world, numbering more victims than were killed in the World War. If you have ever had the flu you will know how serious it is. If you haven't, you will want to read this article and find out more about it.

What improper diet and food combinations can do for you in causing disease, sorrow, sickness and death, would take many weeks to tell you, for scientific research has found that it is the wrong diet and food combinations that are actually the cause and mother of most illnesses. Yet it is a simple matter to eat properly of the right food combinations. A great many people feel, even yet, when diet and food combinations are mentioned, that they are going to have nothing but bread and water and that all of the good things are going to be taken away. But this, of course, is entirely wrong, for one may still eat the good things that are so much enjoyed. The only changes required are in the way in which these foods are combined. It isn't so much the food that causes disease, as the way one combines it; if the wrong food combinations are made quite naturally one must suffer the consequences; while if one combines them properly, health will be just that much more improved. So this brings us to the point of discussing what is wisest to do when one has influenza.

Right thinking and right eating will keep you from getting the "flu," or any other disease. But if something slips, and you find yourself a victim, what shall you do? The treatment is very simple, and if you will make it your business to get well you will soon be back on your feet. These are the steps to take.

The first thing to do is *not* to get excited. Too many people lose their heads entirely when they become afflicted with a certain disease. They get panicky, and this is the worst thing that could actually occur. Use a little "psychology" on yourself. Be calm, cool and collected, and so preserve your vitality as much as you can. Fear uses up your reserved vitality, degenerates your red blood cells, weakens your mental poise, stamina and vivacity, and leaves a fertile field for poisons to collect in your system, making a breeding-ground for all diseased conditions.

The second thing is to go to bed immediately and stay there, for this is not only important for the person suffering from this disease, but also acts as a preventative to the rest of one's family and friends. The more one is up and about, coughing and sneezing, and touching everything about the house, the more one weakens the mental reserve of the remaining members of the family and creates fear of catching this disease. So get to bed immediately and stay there until your fever has subsided and your temperature has returned to that of normal, which is 98.6.

The third thing to do in influenza is to drink plenty of cool water, as this flushes the body of the poisons by way of the kidneys, thus making it more possible for them to do their work. This water should be flavored with the juice of two to three lemons in each quart, and the person afflicted should use not less than two quarts per day, sipping it slowly thru a glass straw or being fed it by tablespoonful, never drinking or gulping it rapidly. The physiology back of this is, of course, the alkalinization of the blood stream, which is acid because it is loaded with toxemic material which is nothing more than waste poisons of the body.

The fourth thing to do is to place from two to three large pillows under your head and upper part of the body while reclining in bed, as this makes it easier to breathe, thus lessening the burden of work that your lungs have to do, and increasing the quantity of oxygen to your blood stream. One cannot live for even two minutes without oxygen, because the accumulation of carbon dioxide due to the waste retention in the body, would bring about automatic suffocation and the cessation of life in even so short a period of time as this. That is why your blood is blue in color in the veins, which carry the waste material from the various parts of the body to the lungs for purification, while your arteries, which convey the rich, red nutrition to all parts of the body, carry the blood when it is red, all the poisons having been eliminated by the fresh oxygen.

The fifth thing to do is to place a hot water bag or an electric pad at your feet, for this helps to bring your blood supply down toward the kidneys so that the poisons may be deposited from the blood stream into the kidneys and thus be eliminated from the body.

The sixth thing is to drink two glasses of hot water with the juice of one lemon dissolved in each glass, every night when ready to go to sleep. The physiology of this is that it increases the diuretic propensities, thus eliminating the waste *(Continued on page 58)*

Digitized by Google

Turn Your WISHES into

An Analysis *of the* "FREUDIAN WISH"

FROM life's dim beginning psychic processes have been active. They have ever pervaded the atmosphere and the ether of this planet. They are just as pervasive as the air we breathe but it takes finer perception to detect them.

The first evidence we have of man's recognition of psychic processes—of man's soul forces—was and is when he first looks up and wonders. This is the first awakening from animal life into human life and must be a continuous process to make and keep man human. Just as all animal life must continually breathe air to maintain animal life, so all human life must continuously inhale and exhale the eternal atmosphere to enjoy and maintain human life.

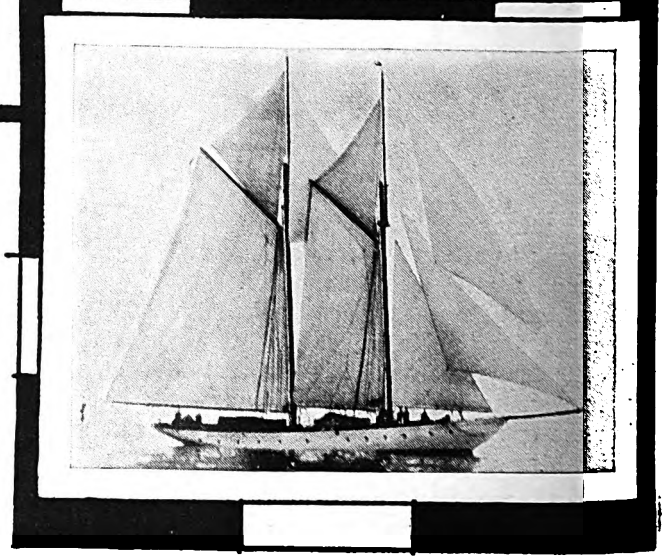
As Emerson expresses it, "With each divine impulse man rends the tough rinds of the visible and finite and steps out into the eternal and inspires and expires its air." This is as essential to maintain soul life as breathing the air is to maintain animal life. What is this divine impulse that breaks the thin crust of the visible and finite? It is the universal life principle creating a desire in the individual to do something for others. As self-preservation is the first law of nature, the preservation of others is the first law of spirit. Keep that divine impulse continuously in session and this spiritual law will become habitual to you. You will then recognize that by conscious habitual personal intercourse with this universal life principle, you will begin to realize that it lifts you out of your selfish animal tendencies and incorporates you in the atmosphere of the eternal which you inhale and exhale naturally.



What is this atmosphere of the eternal? Love. We find ourselves in an ocean of life and love which flows thru our bodies to cleanse and to heal. It cleanses our bodies of all debris which negative forces—hate, envy, jealousy, despair, despondency and discouragement—have deposited there and heals all the illness and wounds that these negative forces have inflicted upon our organism.

Material science has revealed to us that the atom, with its electrons and protons, is the unit of chemical action and that the cell is the unit of physical action and life. Psychology has revealed to us that the *wish* is the unit of mental life and action, and has enriched life with the revelation that the soul is the unit of spiritual life and action.

With these four fundamental units we may build a life capable of lifting us out of all adverse conditions. By a wise use of this equipment we are enabled to see the flowing conditions of life and to guide and direct that stream of life to beneficent ends. While so guiding and



Courtesy H. H. Jennings Co.

Digitized by Google

Bricks *for* Building

By

Thomas Harrison, Sr.

directing the life current we are enabled to detect the least symptom of the intrusion of any negative condition and destroy it before it becomes an impediment to the current of our inner life.

As Harvey contributed a great light to mankind by the discovery of the law governing the circulation of the blood by which we learned to understand our physical organism, so psychology, under the leadership of Sigmund Freud, has given us an understanding of the law governing the circulation of the life principle, which will aid us to understand and direct our mental life to such an extent that we may learn to detach it from its retarding moorings to the material expressions of life and incorporate it and exercise it in the more spiritual manifestations of life.

Fill your dream house with pleasant pictures —and make the dreams come true







Courtesy Delano and Aldrich.

Sigmund Freud in his theory of the wish—the *libido*—has given us a key to mental life which fits so well that we sublimate the wish into will, into purpose, into character—yes, into soul as the unit of spiritual life and action.

When a child I frequently heard comtempt expressed for those who indulged in too much wishing. We chanted:

Digitized by Google

"If wishes were horses, beggars would ride."

Some twenty years ago I began the study of Maeterlinck's philosophy of life, and there I got a glimpse of the importance of the wish. In his *Wisdom and Destiny* he says: (I quote from memory.)

"The wish is the will of the lesser man. The will is the wish of the greater man, and that man should not complain and blame Destiny for the place he occupies in the stream of life; nor concern himself about the source or depth of this stream, which flows on forever beneath the canopy of Heaven. But he should give his deepest concern and vigorous thought to the size and quality of the cup that he dips into its waters. Blame not Fate for the size and quality of your cup, if you deem it insufficient, blame rather your wish which first formed your cup for not having made it more ample, yet even when blaming your wish remember that your cup is pliable up to the cold stern hour of death."

This is not an accurate quotation; it comes from a distant memory but it will suffice to show you how and why the study of the Freudian wish will give concrete meaning to whatever poetic philosophy has confused your thought and clouded your vision.

E. B. Holt, the author of a clear and fascinating book on the Freudian wish, says that Freud's contribution to science is notable and epoch-making for the reason that he has given to the science of mind a causal category, or, to put it less academically, he has given us a key to the explanation of mind. It is the first key which psychology has ever had which fitted, and I believe it is the only one that psychology will ever need. Now let me give you the genesis of this wish, or key.

The living being starts in this world as a single cell, with a celluar intelligence. This cell is a nucleus of tendencies introduced into a world of matter and motion, and as soon as these tendencies begin to manifest themselves and seek to develop, they come into conflict with the world about them and proceed to clothe themselves in its material matter and energy.

With this equipment this cell realizes its insufficiency to cope with its environment and proceeds to multiply by division and literally creates billions of cells in the images of the functions they are to perform. When these tendencies have completely mastered their environment on the biological plane and have built up a fortress capable of mastering an environment more complicated, subtle and intricate, consciousness is born and sheds a light over, into and thru the unconscious processes that have hitherto worked in darkness. Here these tendencies, grown strong, bold and confident, enter upon the psychological level, and the conflict manifests itself in the unconscious and the conscious.

This conflict is endless because its chief mission is to draw from the unconscious into the conscious, and the former is without limit. This conflict has heretofore often caused suffering and misery. But in the light of Freudian psychology it can be made, and is now being made, to clothe mankind in joy, strength and wisdom even as those first primitive tendencies clothed themselves in the matter and energy of their environment, which they utilized to feed and grow upon, thus demonstrating that the environment both sustains and conditions life on its journey thru this world of extension.

Conflict is the tool which energy uses to pry itself loose from detrimental moorings and consciousness gently gives it expression at a higher level. This is the expression of energy in the throes of creation—creative energy. And it is here that Freud gives concrete meaning to that poetic expression:

"Draw the heavy curtain of self aside and behold God in the act of Creation."

Freud names the two conflicting forces on the psychological level—the libido and the ego. He defines libido as the force thru which the primitive instincts express, strengthen and nourish themselves; and the ego as the force thru which the intellect, consciousness, virtue and will nourish themselves and grow sometimes to arrogance — sometimes to greatness.

Now do you not get a glimpse of the Freudian *(Continued on page 50)*

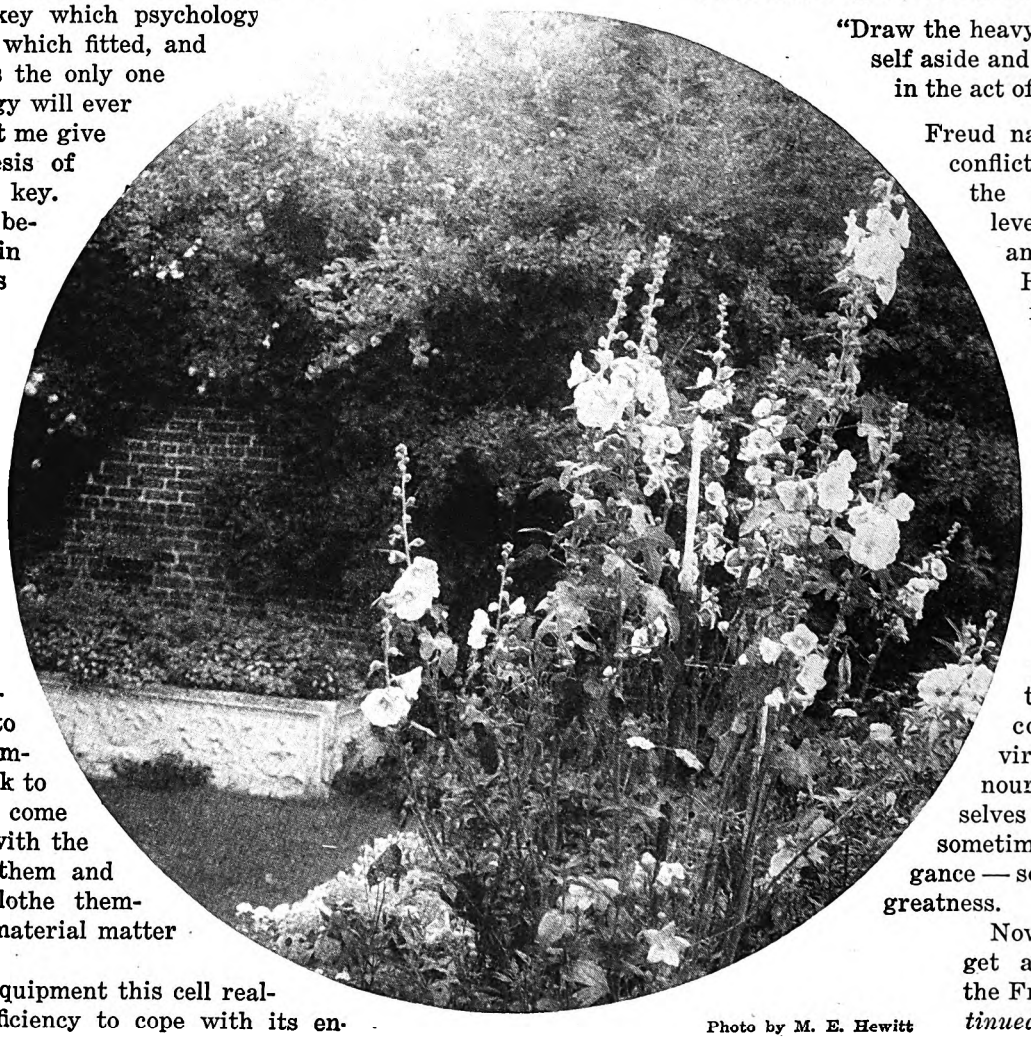


Photo by M. E. Hewitt

Digitized by Google

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 BROTHER AND SISTER'S SUCCESS

I'LL tell you the story of Sue, a girl who wanted to earn money, and her brother Jim. They had three dollars between them. With half of this Sue bought a number of inexpensive dolls. For some time she had been saving scraps of silk and velvet. She made some lovely little dresses and bonnets, selling the tiny, beautifully dressed dolls for Christmas presents. Then she had the idea of dressing the dolls in costumes of different nations.

From a geographic magazine, she ascertained how each doll should look, so on her shelf in a few days, were little Russian ladies, Hollanders, and representatives of other nations—even some tiny Esquimaux. From the magazines too, she found what were the popular names in these nations and to each little doll's hand was tied a card with the English version of her foreign name.

Did these sell? Wonderfully. The superintendent of Sue's Sunday School suggested that she have a booth at the fair, held just before Christmas. Sue sold many dolls there and divided the space with brother Jim. This is what he had prepared.

JIM MAKES MONEY, TOO

JIM had bought lumber (soft pine), nails and paint. He also got some ideas from magazines—a description of odd shelves, terraced ones, with places for books, vases, etc. The shelves were done in two colors with contrasting trimmings. He kept exact account of costs of materials and profits for both himself and Sue and said he learned a lot about figures while doing this. He also kept a record book for both of them recording any facts about their experiments and victories. At the bottom of the pages were such conclusions as "Loved making this," "Too much detail work to make pay," "Fun and good profit," etc.

As both brother and sister had made their little capital with the idea of branching into other industry, Sue got some books on gardening and Jim on the subject of poultry raising. The last I heard of them they were absorbing much information and this spring, Sue will have a profitable little garden and Jim will be making chicken houses—and later, gathering in lots of fresh eggs, I'm certain.

FARMERS' SONS AND DAUGHTERS

HELLO, sons and daughters of farmers!

You've been considerably on my mind of late. Know why? I've been impressed with hearing some of the things that New Russia has been telling its sons and daughters.

We are moving into a New Age. It is *your* age. Actually, sons and daughters of farmers constitute some of the most important human beings we have on earth. Think of that!

Suppose Dad gave you a small plot of ground—say 50 by 50. What would you do with it? Perhaps you could build chicken houses, raise chickens, and sell eggs. But if you had no money with which to start this little business? It is quite possible that you could first plant something and sell the produce, thereby getting a little capital.

I suppose you know you can write to the Government about seeds and—little trees; the kind landscape men sell for big money. Write and find out about these. Then study the subject of soil. Do you enjoy digging and watching growing things peep up from the ground after the soil has been made rich? See if you can begin earning now and have a little capital before spring.

GRANDMOTHER MAKES MONEY

GRANDMOTHERS can make money, too! I wonder if my readers remember of my telling about the elderly woman who was so successful making football and baseball suits for the high school boys of her town?

That was two years ago and she still keeps the town boys equipped but recently, having a young girl to help her, she extended her activities into making dressing gowns. But preceding that, and at a note of suggestion from me, she wrote to some of the boys "educating" them to see the comfort of dressing gowns—colorful garments to slip into when their home-study hours arrived.

I think she enclosed a few pictures of men, who in handsome dressing gowns looked the picture of elegant ease and comfort. Her first customers found that the garments she made were admirable—with big pockets, fancy cords etc., and "fell" for them. Now, grandmother and her little helper are busy and about every boy in town has, or is planning to have, a dressing gown to study and lounge in.

OUTDOOR SELLING FOR PATIENTS

SOME months ago a young man who had been confined in a sanitorium for two years wrote me that he was much improved in health and wanted to do some work that would take him out of doors.

Feeling that he was showing much wisdom in trying to work rather than in loafing, I suggested that he do outdoor selling. He accepted the idea because he liked people and enjoyed meeting all types. In this way, he felt he would also be accumulating facts and making contacts that would be helpful to him when he went back to his profession of writing.

He had only fifteen dollars to invest. He put ten of this sum in a stock of various cards and novelties. Altho he launched in this door-to-door selling without previous selling experience he was successful from the start. He had much knowledge of people—knew what to say, how *not* to be a bore and he made friends as well as customers.

Three short months after his first letter to me he had made sufficient progress to get himself a car for which he is now paying. He has no fear of obligations. He has demonstrated that he can make a comfortable living—and he is in the healthful out of doors, with constantly improving health.

PET GIFT SHOP

MISS G. R. was very fond of dogs and cats. She lived alone and suddenly found that she had need to increase her income. Of course in advising persons upon what to do in the way of making money, it is wise to

(Continued on page 48)

Digitized by Google

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:—R. L. writes:

I am a girl twenty-eight years old, working in a city and supporting myself. I feel that my childhood training was all wrong, for I was taught to almost hate men by my mother, was criticized by her for every little thing that I did wrong, and believe I am self-conscious just because my mother surrounded me with this influence. My mother always claimed to love me but never showed any real affection for me in a demonstrative way. I cannot recall that my mother ever once put her arm around me, to tell me I was sweet, that I had done something in a fine way, or that I would ever amount to anything. Today I find myself with the feeling that if I do some of these things that my mother said were wrong —perfectly reasonable things—I am being untrue to her and that she will have to suffer for it. What attitude should I assume toward myself and my former training?

ANSWER:

My suggestion would be for you to try to forget all about your early training and do as *your* reason dictates, for you are now old enough to know the difference between right and wrong. Many mothers try to live their children's lives for them and thus rob them of their rightful independence and personality. You do not have to be unkind to your mother, and as you see her only at infrequent intervals, you are under no obligation whatever to let her dominate your life. Tell yourself that your mother did not understand, that perhaps her life was troubled, and that she did many things she would not have done if her life had been different. Forgive your mother, and do just as *your* constitution demands and as *your* reason tells you is right. Broaden your life socially, feel that certain men are to be trusted, and don't hate any of them. Under the sort of training you received your life must have been a very narrow, limited one. Make it bigger, and remember that in doing things you have been taught not to do you are merely going against habits you have formed and are not hurting or wronging your mother in the slightest degree.

QUESTION:—M. O. I. writes:

I have got myself into a terribly confused mental state and I find that this is affecting me in many physical ways as well. I am surrounded at home with depressing influences and today can hardly think. I am a young man twenty years of age and realize that I should be working, but when I suggest this to my folks they tell me that I am in no mental state to go to work and that I will have to get well before I undertake it. My life is really a living hell and I am wondering if you could suggest anyone that I might go to who can quickly relieve this upset state?

ANSWER:

There are a lot of people who can help you, but I know of no one who can change you without your exerting a lot of effort yourself. Others can direct and encourage you, tell you what to do, but the real work will be up to you. It is a matter of training and development. I am afraid you will not receive this at home under the influences you describe, and I am tempted to tell you to leave home and strike out for yourself, for I believe the experience would be good for you. If you had furnished me your name I could have given you a little more in the way of help. The columns are limited and I cannot write at length.

QUESTION:—"Ellen" writes:

I haven't been well for some time, and now that I am better, and even looking better, I can't seem to think of anything else and the thought of my illness brings on a terrible, nervous feeling that settles in my stomach. I know if this keeps up that I will soon tear down what I have built up. I feel perfectly miserable all the time. I have had this feeling many times before, but have always been able in some way to throw it off. But this time it seems to stay. For instance, I will try for a long time to put on a few pounds, and just as soon as I have done so, I will be excited and happy about it and then I will experience this feeling in my stomach. Then I will lose it, and will not be happy again until I have again regained it. I know all of this is foolish and I must be just a little insane to feel as I do.

ANSWER:

You are sensitive and emotional and have never reached a state where you have been in control. One in such a state suffers from hypersensitive nerves and every little emotion plays on your sympathetic nervous system, and as one of the largest plexuses of nerves in the body lies directly back of the stomach, this is a favorite spot for it to be felt. Much of our nervousness centers in this part of the body. You will have to learn to command your nerves and emotions before you can be truly happy and healthy. Pleasant emotions affect sensitive nerves as well as unpleasant ones, and that is why you feel as you do when you find you have gained in weight. You are not insane but have simply formed the habit of introspection and have permitted feelings and sensations to dominate you instead of reason. Practice trying to forget yourself. When you have mastered this you will find everything different. Don't be watching yourself constantly, wondering whether you have gained or lost in weight. Turn your mind outward instead of inward. Don't even think too seriously of things that you believe might help you. *Ignore.* Practice will make it possible.

Digitized by Google

Can You Think Straight?

(Continued from page 35)

we sometimes laughingly call a higher education. You can have a trained mind, if you will, even tho you may never cheer for dear old Alma Mater. There's many a trained mind that college professors never had the privilege of guiding; and there's many an untrained mind with which college professors have had long and fruitless struggles. Many a man, with only himself to blame, has left an institution of learning with his mind trained in little else but college cheers and athletic scores. Many another man, thru his own efforts, has succeeded in developing a trained mind.

One of the most vital requisites of well integrated thinking, is that the thinker be able to back off, so to speak, and analyze a problem from an objective viewpoint. From that impersonal angle he will see himself in the picture only as one of many factors whose interrelationship stands out in true and accurate perspective. Such a viewpoint is absolutely necessary.

It is evident that before one can properly analyze a problem he must analyze himself. He must issue to his mental faculties a clear call to action. He must make sure that his ammunition is in place, that the decks are clear; that nothing shall interfere with the smooth working of the mental batteries with which he will open fire.

You are thoroly familiar with the motto that runs substantially as follows: "My country may she always be right; but right or wrong, my country." That is the kind of slogan which in war time evokes almost universal hat-throwing and back-slapping and at all times brings a flush to the cheeks of so-called "hundred percenters." It is also typical of one kind of obstacle that effectually bars straight thinking.

I have often wondered how such a sentiment ever "gets by" with any intelligent people except, of course, when they deliberately shut their minds to its palpable absurdity.

Would the same people who shout that, also throw their hats in the air and cheer, "My mother-in-law may she always be right; but right or wrong, my mother-in-law"? Or, "My second cousin—may he always be right; but right or wrong, my second cousin"? Yet what is the difference in principle between such splendid sentiments and that noble sentiment about my country? There is no difference whatever.

What then, explains the fact that many otherwise intelligent people subscribe to the first sentiment while many otherwise unintelligent people would never think of approving the other mottos? Prejudice!

Remember what that word means, for there is no more insidious menace to well integrated thinking than this same *prejudgment!* The prejudiced person is incapable of straight thinking in any cases in which his prejudice is in conflict with the true issues.

One of the facts in logic, you will recall, is that sometimes you can employ a logical process which is flawless and yet reach a conclusion which is false. That is possible because in such a case you lay down a false premise. Thus, tho the reasoning from that false premise may be accurate, the conclusion can be nothing but false.

The prejudiced mind can not function properly all the time, for prejudice is like so much sand in the gear box. If you would develop a mentality that can and will operate smoothly and accurately, a mental machine that will perform efficiently upon the materials that are fed into it, then you must see to it that you do not build into that mental machine any obstructing prejudice.

One of the greatest difficulties in any honest campaign against prejudice lies in the fact that this foe very often assumes clever disguises that are extremely liable to throw you off the track—as in the case of the "right or wrong" nationalism that falsely labels itself true "patriotism." It is only the keenest analysis and the most persistent effort that can give one the victory over his own prejudices.

Remember that prejudice may be either for or against a person, a class, an institution, an idea. The point is that in any event it is a judgment at once false and final. It is (to use legal terminology) a closing of the case and pronouncement of the verdict before all the evidence is in. Of course, any such procedure is fatal to integration.

Just to give you some possible points of departure for self-analysis, let me mention a few of the most common and most menacing prejudices: national prejudice (referred to); class prejudice; race prejudice; sex prejudice; political prejudice; prohibition prejudice; religious prejudice. This list is only a suggestion, a beginning, but it will set any sincere person thinking. If, in some corner of your mind, you can find no trace of any of these prejudices, you are unusual.

This subject of mental integration is far more than merely an interesting topic for discussion—it is a matter of the most fundamental and vital import to any and all who would master their thinking just as they would master a job or a profession. It is a matter that should be neglected by none who would hope to make a success of life, whatever may be his particular occupation.

The best of it is that once you start to attain efficient, integrated thinking, you will find before you a task that offers both an inspiring challenge and a highly profitable reward. It can be stated unreservedly that it is the thinkers who occupy the positions that pay. But no one is a thinker until he has acquired the art of mental integration—until he has had the satisfaction of painstakingly putting together a mental machine that can stand the gaff.

If I should mention jealousy as an obstacle to harmonious mental functioning, perhaps you would immediately think of a husband or a wife who is jealous of the other. But either of these cases is only one of many different manifestations of jealousy. The employer jealous of an able employee; one employee jealous of another; a wife jealous, not of her husband, but of his work; a mother jealous of her daughter; a father jealous of his son; a business man jealous of his competitor—the list stretches out indefinitely.

I could go on naming the types. So could you. But what's the use? I've named plenty for your imagination to have already fastened upon the fact that jealousy is an insuperable obstacle to accurate thinking.

Can you imagine a jealous husband taking a well balanced view of any situation in which his jealousy figures?

Can you picture a jealous employer doing justice to an employee in any circumstances?

Can you conceive of a business man giving a square deal to any competitor toward whom jealousy has reared its ugly head?

There is only one possible answer to those questions. So, as you develop your mental machine, be sure that you don't build any jealousy into it. Where you have jealousy intrenched, you can't have an integrated mentality that will operate with precision and dependability.

To change the figure of speech; if jealousy ever gets hold of you, above all things remember that you can't argue with it. The only possible way to gain the victory is to heave this slimy thing overboard bodily. Don't tarry. Delay is fatal. For once the tentacles of jealousy seize upon the mind, they twist and distort it until its whole viewpoint is warped out of shape. Then, good-bye integration.

What about discouragement as a mark of the mind lacking integration and which we call fractional.

Perhaps you immediately exclaim, "Oh, but everybody is at times subject

Digitized by Google

to discouragement." That is perfectly true; the point is, that discouragement is not a mark of the fractional mind unless it has been allowed really to intrench itself firmly.

Once this has occurred, however, mental integration becomes impossible. The discouraged individual, from the very nature of the case, can not take a balanced view either of his own fortunes or of life in general. And one of the most serious aspects of discouragement lies in the fact that it always fastens itself upon you at exactly the time when you can least afford to bear the weight of it.

For instance, a man who has lost his job certainly has sufficient cause for discouragement. The fact remains, however, that if this man's mind is fractional, he will fall a victim to discouragement; but he will fight it off if he is blessed with mental integration.

In the one case he will see only a fraction of the picture—the dark side. Concentrating upon that he will brood, paralyze his energy and initiative and neglect many an opportunity whereby he might rebuild his shattered fortunes.

In the other case, the individual will get a balanced, comprehensive view of the picture. He will see that the dark side, black as it is, nevertheless is only one side. He will not waste either thought or energy in the form of self-pity but will throw all of his powers into intelligent, well-directed effort toward reestablishing himself. That kind of mental functioning we may call integration.

Very early in this discussion I emphasized the fact that the only way to avoid becoming inflicted with a fractional mind, is, first of all, to analyze yourself frankly, mercilessly. I want to reemphasize that fact. It can not possibly be given too much emphasis.

Why?

You will get at the "why" if you yourself correctly answer the next question:

Why do many people criticise and ridicule in others the very same fractional traits which they themselves possess? Certainly it is because the critics have not done much self-analysis. If they had more insight, in the literal sense, they would appreciate the force of that dear old adage about not heaving bricks promiscuously when one resides in a glass domicile.

Remember, it is one thing to concentrate upon other people's faults with the purpose of using them as a mirror to one's own; it is quite another thing merely to pick other people to pieces without doing anything to improve one's own mental character traits and efficiency.

You may have enjoyed the story of a certain visitor to an insane asylum. In one of the wards he was amused by the hilarity of one patient who was convulsed with glee at the dignified strutting of another.

"Why are you laughing so hard at that man?" asked the visitor. The insane chuckler slapped his knee and rocked back and forth in a paroxysm of mirth. "Why am I laughing?" he managed to blurt out. "Why am I laughing? That man actually thinks he's Napoleon!"

"Well, isn't he?" inquired the visitor gravely.

"Why no!" chortled the hilarious patient. "No, of course not. *I* am Napoleon!"

Remember again, that it is not a question of some minds being utterly fractional and others being wholly integrated. As a matter of fact, one would find it difficult to disprove a statement that, except theoretically, there is no such thing as perfect mental integration. Sometimes just as we think we've found a genuine case of it, we are disappointed; fractionality in one form or another makes its appearance. Then of course, there are those minds so extremely fractional, broken up, that it would seem as if, like Humpty Dumpty, "not all the king's horses nor all the king's men" could ever put them together again.

Are you a fraction or an integer?

In the home, in business, in politics, in science, in religion, in education, in personal relations, in class relations, in national relations, it is the fractional mind that is the dynamite which is liable at any moment to blow harmony to atoms.

Not long ago, a conscientious young teacher in Tennessee instructed his pupils in certain scientific theories concerning the world's development. The "Thou shalt not" of fractional minds topped him. Embers of the flaming prejudices kindled and flung broadcast in the trial that followed are still a smouldering menace to freedom of thought.

For a considerable period the consensus of progressive opinion has favored this country's assuming in international practice certain relationships and responsibilities consistent with the reputation she has acquired relative to her influence in world affairs. Fractional minds in high places still contrive to bar the way with petty technicalities.

More than a decade ago our Constitution, presumably the safeguard of the citizens' hard-earned liberty, was adorned with the only amendment, out of a total of nineteen, that restricts instead of increasing, the individual's freedom. Fractional minds, with the aid of literal legal interpretations, still manage to prevent popular reconsideration of a question that is at the forefront today.

"Most people don't think," says John Dewey; "they just think that they think."

Are *you* a fraction or an integer?

You, Too, Can Make Money

(Continued from page 45)

hitch their occupation to their likes so I suggested that she open a pet gift shop—where one might purchase housebroken puppies and well bred cats and kittens. Oh yes, and goldfish!

She accepted the idea with enthusiasm. She is now completing her plans for this; is planning to lay in a stock of decorated eating bowls, fish bowls, and such trifles as catnip balls for kitties and collars, leashes etc. She will also board the canine and feline pets of persons who cannot take care of them at home. There are many possibilities in this pet gift shop and Miss G. R. being very enthusiastic is sure to make a success.

Toy Carts

A BRIGHT young school boy writes me of a toy cart that he has been having success with. He designed and made the first one in the manual training department of his school. He took a box, sixteen inches high, two feet long and one foot wide. The box had a cover. He adjusted four wooden wheels to the box and fastened a neat, strong tongue to it.

He painted the outside a dark blue and in various colors, on the sides and top he outlined the animals of Noah's Ark. In the lower corner of one side, the future little owner's name was traced. These carts delighted mothers for now their little Willies or Bobbies had some place to keep their toys and would gather them up in the cart without the usual protests.

I have suggested to this energetic school boy that he make these toy carts in light colors, slightly larger, with dolls painted on the outside for the girls' toys; also that he make portable sewing trays. He is going to do this.

Digitized by Google

A Dried Pea vs. a Rolls Royce

Science now confirms the assertion of philosophers of yesterday and today that all matter is created out of the same substance. In glaring headlines we are told that a dried pea and a Rolls Royce are precisely the same atomically, the only difference being in the number and quality of vibrations.

Pretty soon Science will take the final step, casting aside forever the veil of ignorance that surrounds our psychic existence, and demonstrate that there is no difference between matter and space! No difference between time and fried eggs—no difference between *thinking* about a locomotive and an actual locomotive.

These are pretty hard ideas for us humans, encased in a faulty, aging, unsatisfactory prison of a body to understand. For countless centuries the magic of our astral and psychic selves has been a delight and a consolation that only the priests and prophets knew about. Gingerly and for high pay they gave out a tiny inkling of their information to a few here and there, guarding most carefully the full, whole, startling, amazing truth.

Why Tell Too Much?

Thousands of books have been written on "Realization"—books that purposely used terms and words and phrases that the ordinary person could not understand —why tell too much? Millions of dollars have been given to Yogis, High Priests, Soothsayers, Fortune Tellers for information that only made the process of getting what one wanted *half* clear—why give out the Secret all at once?

The *truth* is, however, that *Realizing* the things you want and need and must have—enough money, good health, a loving mate, children that are a credit, a chance to do the kind of work you like—these things are no more difficult to get than it is to ask for them! To *desire* a new automobile is to have one, because as matter and thought and space and time and life and death are one and the same thing—thinking an automobile is precisely the same as owning an automobile.

A Mystery Revealed

This is a very difficult lesson in metaphysics for an uninitiated person to learn. It seems so im-



possible in face of the sad facts of life and struggle that the uneducated person experiences. In fact, I don't know how anyone could have learned the *Secret* of Realizing the things one wants from the books or instruction that now exist.

I was never able to. Indeed, I never thought much about it until that day, two years ago when the mystery was suddenly revealed to me so clearly, so perfectly that not only I but anyone could easily understand and apply the principle.

I immediately wrote out this magic Secret in plain language so that others might at last know, without a lot of bother and fuss and study and confusion, just what to do in order to get the things that are one's *birthright* on this earth.

The Magic of Their Lives

Thousands of readers of PSYCHOLOGY Magazine now know my Secret—it has become the guiding light and happiness—the MAGIC of their lives. I have in these pages shown you typical letters of gratitude that come from every state in the Union, every country on the globe.

"The Secret of M. S. R." was certainly a *revelation* and might well have been the means of making a fortune—but if one has the Secret of M. S. R. one has but little regard for a "*fortune*" in the ordinarily accepted sense of that word! So the price remains $1, which simply covers the cost of this announcement and the printing and mailing of the work. You should, if you value your happiness, make this small investment at once. There is no risk. My publishers will refund your money at once if you are not completely satisfied.—M. S. R.

Full name and address given on request.

JOHN L. ROGERS, Publisher
101 West 31st St., New York, N. Y.

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

Name.....

Address.....

City.....State.....P.3

(Fill in, detach coupon, mail with $1 to address above)

Digitized by Google

Turn Your Wish Into Bricks

(Continued from page 44)

wish—the key to the operations of the mind? Do you not see the wish emerge as the first weak, subtle expression of consciousness as it faces that mountain of unconsciousness from which it had its birth, even as the chick looks back at the shell thru which it has pecked itself to the light and life and freedom of chicken activity?

Now you see why the Freudian has no "Easy street" and wishes none because he has that which is better, a clear consciousness of this eternal conflict; and why he serenely and confidently places himself into this stream of becoming and cheerfully submits to the demands for activity it makes upon him.

Now he takes this wish that you have just seen emerge into the light, and nourishes it into an active, virile, functioning purpose into which he pours the passion of this life.

This wish is the psychological cell with conscious intelligence which is introduced into the world of Libido with its infinite tendencies. This new sowing of tendencies is planted in a very turbulent, but wonderfully fertile soil. It requires close attention and careful cultivation to prevent the Libido from drawing it down into the subconscious where it will wear its life away in conflict with the primitive instincts that have grown so strong that it must express itself in abnormalities in its unequal struggle. This gives concrete meaning to Shakespeare's formula:

> "Tho little fire grows great with the little wind, yet extreme gusts will blow out fire and all."

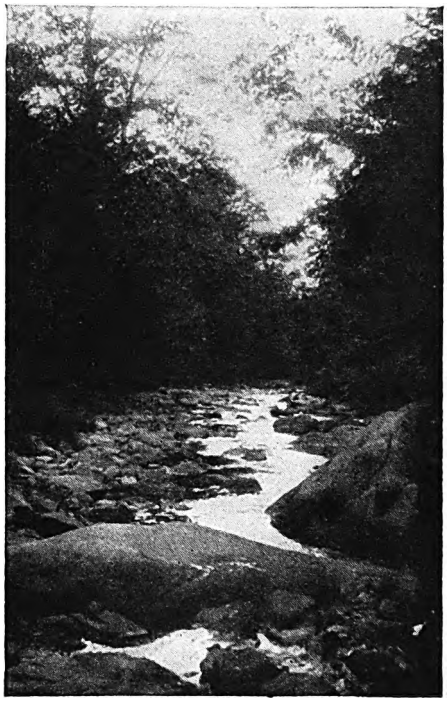
Now the ego draws the plans and specifications of the temple in which this wish may find a proper dwelling place and gives them to the libido with instructions to have its artisans build according to the design. Here the conflict becomes intense; these instincts that have gone on living, loving and acting in their primitive way for countless ages, rebel at being required to do something new. Now if ego keeps his head and has no fear for this child wish, it will grow fat and strong upon the very forces that seek to engulf it. It gains the strength that is grown and fed upon the force of weakness conquered. This is a training thru the course of which the wish becomes purpose and will, two powerful weapons in the hands of the ego. This purpose is made the ruling passion of life. This ego trains the stout muscles of the will in the daily grapple with daily ills.

Now does not this conflict become glorious to you? And will you not make it a vital, living substitute for a shady nook on "Easy street" for which you have longed and dreamed?

Such a substitute will place your bark in the stream of becoming, which a healthy ego will guide past all detrimental fixations and into all beneficent situations, where you can exhibit to those yet bound by the chains of crippling moorings the means by which they can free themselves, even as Jesus said:

"Thy faith hath made thee whole."

In the Freudian psychology faith is



a dynamic force grown from that same cell or seed wish. Faith is an idea held in consciousness freed from the restraints of opposing thoughts, therefore it readily moves the mountains that the unconscious builds about it. Faith is emotional energy, generated on proper lines and based on the support of a noble intent; a living force within you, against which all the world is powerless. Now when the Philosopher of Despair tells you about the place that is paved with good intentions, you reply:

"I have emerged from despair by projecting the paving stones out into the world of reality, and have become, and am continually becoming, master of both the world of intention and the world of extension while *you* loiter in your cavern of despair."

With this conception of the laws of the mind and with your own key ever in hand to unlock them, you make the action of your mind as orderly and dependable as the primitive instincts that so skilfully built this wonderful and complex organism thru which you function.

Then you see how a thought held in consciousness tends to create its material embodiment by enlisting the primitive forces of the unconscious which are released and vitalized by the faith and confidence with which the ego directs them. The creative thought that imaged man in his world is yet working its fulfilment and will ever work. It works no magic, it obeys natural laws, it releases natural energies, it sets in motion natural forces. Then the ego harnesses them to their respective tasks and they work in union, in harmony, for the accomplishment of the purpose he has generated from the wish; even as they worked for libido before their sublimation.

The wish is a course of action which some mechanism of the body is set to carry out, whether it does so or not. Healthy life is these wishes working themselves out in useful activities, while unhealthy life is these same wishes submerged in sub-conscious, struggling with primitive instincts, in an unequal battle. Why? Because the instincts are in their native element at home, while the wish is chained to its rock, while the vultures pick at its vitals, which are ever renewed as the myth suggested centuries ago. Yet evolution took this important little step of organization ages before that and thereby produced the original wish which by scientific development promises to release mankind from its misery by showing it the way to healthy activity.

This activity will not be imposed on man from without, but he will be shown how to generate it from within, which is the real healthy activity that all humanity craves. However, only ten per cent have released this craving into consciousness. Their chief task should be to enlighten the ninety per cent so that they might release this ever-present and ever-active craving from its sub-conscious fixations. That is the rebirth to which every man is entitled; and I care not for what things he sacrifices it, he surrenders his birthright for a mess of pottage. There is no freedom in things, they are man's servants and sometimes show him the way to new ideas.

Money is the means of making that way pleasant and safe. Yet how few

Digitized by Google

have learned how to use it to their advantage. It has taken man ages to learn that the gaps in his knowledge of observed fact cannot be filled by creatures of his imagination. Now the Freudian psychology clearly shows him that the secrets of life and mind reside in those phenomena, and are to be learned by concentrated attention upon, and strict observation of the phenomena itself. Then he will be called upon to bridge no gaps with the aid of secondary personalities in fantastic garb, but he will look every situation squarely in the face without fear and manifest his mastery over all the forces of nature.

In conclusion let me say that the wish is the raw material of psychology which psychonalaysis has traced thru its evolution in building up personality, even as the single cell has been shown to have builded the physical organism. And that the personality is constantly growing, and where its growth is impeded by detrimental fixations, causing arrested developments, psychoanalysis shows how to release that energy so that it might flow into and create the higher expressions of personality, the plans and specifications of which have been drawn by the ego-artist.

I have a light that was not available to Holt when he wrote his Freudian wish. This light had not then been released. I gleaned it from the twenty-eight lectures delivered by Dr. Freud in 1920, published as a general introduction to "Psychoanalysis," with preface by G. Stanley Hall. On page 242 of this volume one reads:

"You should not trouble yourself to find things you already know to which you can compare these occurrences; rather you should recognize herein a new fundamental fact which in itself is capable of much wider application."

I obeyed by recognizing that new fundamental fact and made my own application. Taking the wish as the single cell of personality we sublimate it into soul as the unit of spiritual life and action.

Do you not see herein the gradual growth and development of the atom as a unit of chemical action into the cell as the unit of physical life and action, then into wish as the unit of mental life and action, then into soul as the unit of spiritual life and action?

Do you not also see that all of its higher manifestations and attributes are developments, variations and realizations of that same wish and that the mechanism of the body incorporates them all? This gives you a tangible grip on the soul which Aristotle defined as the form of a natural body endowed with the capacity of life. Psychology, however, tells us that the soul is the unit of spiritual life

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 the 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 progress 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.

You, too, can learn to write! How? By WRITING!

The Newspaper Institute of America offers an intimate course in practical writing—a course as free from academic "isms" and "ologies" as a newspaper office—a course as *modern* as the latest edition of this morning's paper.

Week by week, you receive actual assignments—just as if you were right at work on a great metropolitan daily. Your writing is *individually* corrected and constructively criticized. A group of men with 182 years of newspaper experience behind them are responsible for this instruction. Under such sympathetic guidance, you will find that (instead of vainly trying to copy someone else's writing tricks) you are rapidly developing your own distinctive, self-flavored style. You are learning to write by writing—acquiring the same experience to which nearly all well-known writers of short-stories, novels, magazine articles, etc., attribute their success.

The time required is less than one year, the cost not more than a month's living expenses at a resident college.

How you start

We don't want any N. I. A. students to waste time or money. For this reason, we have prepared a unique Writing Aptitude Test. It tells whether you possess the fundamental qualities necessary to successful writing—acute observation, dramatic instinct, creative imagination. It's free; there's no obligation. You'll enjoy this test.

Newspaper Institute of America
1776 Broadway, New York

Newspaper Institute of America
1776 Broadway, New York

Send me, without cost or obligation, your *Writing Aptitude Test* and further information about writing for profit as promised in Psychology—March.

Mr.
Mrs.
Miss } .....

Address.....

(All correspondence confidential. No salesmen will call on you.) 27C262

Digitized by Google

A Baby in Your Home

SCIENTISTS now state that "complete unity in life depends upon sex harmony" and that the lack of it is the one greatest cause for unhappy marriages. Also that every woman "has the capacity for sex expression" but too often she is underdeveloped or suffering with general female disorders which rob her of her normal desires.



During an experience of more than 35 years specializing in the treatment of diseases peculiar to women, I developed a simple home treatment which has brought new hope, health and happiness to many thousands. I have seen hundreds upon hundreds who suffered from delayed, painful or irregular periods, lack of feeling and sterility due to functional weakness, become strong, healthy vigorous women enjoying the desires and activities of a normal life. Many who had been childless for years became proud and happy mothers. Husbands have written me the most glowing letters of gratitude and now I want every woman who is run-down or suffering from general female disorders, to learn about this splendid treatment and how she may use it in the privacy of her own home.

Get This Knowledge FREE

I have written a booklet "Full Development" and another "A Baby in The Home" in both of which I intimately discuss many important subjects relating to the female sex, that are vitally interesting to every woman. They are replete with valuable facts learned in my long experience during which time I have seen and successfully treated about every condition of female disorder known to medicine. They tell how you too may combat your troubles, as thousands of others have and often again enjoy the desires and activities of nature's most wonderful creation—a normal, healthy, fully developed, vigorous woman. I will gladly mail both booklets free, in plain wrapper to all who write me. If they help you, tell your friends. Just send name and address. Do this today as it may change your whole life.

Dr. H. Will Elders, Suite 313-C, Schneider Bldg., St. Joseph, Mo.

A Skin Food that Keeps the Skin Young



A RICH SKIN FOOD THAT IS NOT GREASY AND SINKS RIGHT IN

There is a difference Between Beauty Culture and Facial Deception

In the former case you make your face genuinely beautiful and every woman can do this. In the latter case paint and powder is used to deceive.

The skin of the face requires careful attention if it is to retain its beauty and youthfulness. Wrinkles and blemishes are caused through neglecting the skin, malnutrition, climate, and wrong diet. There is then a sagging of the skin which later forms into wrinkles. The skin of the face and neck requires feeding by external methods combined with massage. Just as with food fakers so we have unprincipled so-called "beautifiers." To combat this evil HEALTH CULTURE has introduced a reliable and harmless Skin Food. Unlike most others it is not greasy and will not promote the growth of hair on the face.

This Skin Food is absorbed, and upon application sinks right in and goes down to the tissues and feeds them. The skin soon revives and fills out and the outer skin then tightens up, removing the wrinkles. It is refreshing, easy to apply, clean and pleasant to use, and above all harmless and hygienic.

HEALTH CULTURE CO., 406 St. James Bldg., New York, N. Y. **Price Prepaid: Small Jar, 75c; Large Jar, $1.50**

Slightly Shelf-Worn

BOOKS—50% OFF

Titles	*Author*	*Regular Prices*
Call of the Soul	Feyrer	$2.85
My Pilgrimage to Coue	Kirk	1.25
How to Practice Suggestion and Autosuggestion	Coue	1.25
Self Mastery Thru Conscious Autosuggestion	Coue	1.00
Practical Psychology	Haddock	3.00
Secret of Achievement	Marden	2.00
Heading for Victory	Marden	2.00
Psychology Annual—1927 only available		2.50

These books are not damaged in any manner—merely slightly shelf-worn. Here's a good chance to add to your library. Just deduct 50% from the prices listed above and get your order in at once to avoid disappointment; there is of course only a limited number. Send check or money order.

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

and action capable of infinite growth and explanation and that this fortuitous concourse of atoms that you see is just a partition that folks call *me.*

"It is like a shell in an ocean
of life and love,
The ocean's around and below
and above,
And it flows thru my body to
cleanse and to heal,
And I am really that ocean—
that's how I feel."

Then one knows that power is in the soul, and contacts the soul at the center of nature—the Oversoul—and learns that the soul's decisions are always right. He then realizes that the action and interaction of soul and spirit is accomplished by his habitual personal intercourse with universal life which establishes the polarity of soul and body; that is, the body is wholly ensouled and the soul is wholly embodied and he realizes *Oneness.*

We Couldn't—

(Continued from page 16)

notes and discussed the day's proceedings with him in the evening.

Occasionally I was reduced to one suit of lingerie, but I cheerfully washed it out in the evening, so no one was the wiser and I was none the less happy.

We found cooking on gas was too expensive for year-around cooking such as we were used to, so we bought a second-hand range and did much of our cooking on it except in the hottest weather. My husband made a screen-wire drier with interchangeable trays to hang over the range and we dried over sixty pounds of sweet-corn for winter.

Fresh bread is more expensive and less healthful than day-old bread, so we purchased day-old bread direct from the bakeries. One bakery frequently gave us three and four loaves for a dime. Once when this bakery had no stale bread, my husband went to a strange bakery. Here, charged more, he expressed some surprise and asked if that was the best price. A well-dressed man standing near misinterpreted the situation and threw down the money saying, "I'll pay for it, Buddy. I've been down and out myself." My husband protested but the man insisted, and so we had a good laugh at home over the situation, tho we took care that our class historian or any of our schoolmates did not learn of the incident.

During the rush season on the farms in the community my husband was able to make good money with his tractor. This involved missing a few parts of some days and an occasional entire

Digitized by Google

day but, as always, I took the notes and he made up what he missed. This work brought large returns for the time invested, usually between ten and twenty dollars for a day's work.

The association with the farmers opened up the way for a much more agreeable means of getting our fresh farm milk than by choring for the old woman with her patronizing manner. My husband had a small feed-grinder with his tractor and ground feed for a dairyman's cows and got milk at twenty cents a gallon. The trip to and from the farm each day in the car proved rather expensive, so he brought milk in for a few friends and neighbors, charging five cents a gallon for carrying. One day's grinding paid for milk for a long time and our friends were glad to call at our home and carry their milk home themselves after it was hauled in.

Once when money was particularly scarce and we saw no immediate prospects of replenishing our dwindling bank account, we received word from our lawyer that a neighbor had taken up a stray heifer of ours some years before and would send us thirty dollars for the cow, then in his possession, if we would give him a bill of sale. It seemed like a miracle, and we were thankful for the brand laws of the state we had left which made it impossible for the neighbor to sell the cow until he had the bill of sale. We certainly did not hesitate about giving the bill of sale! The animal was one of a bunch of calves which had strayed away several years before, and we had given up all hopes of ever finding any of them.

Perhaps it appears that I did little toward helping in our undertaking, but nevertheless I did help. I conducted two magazine departments almost the entire time. One was a "Mother and Baby" column and the other a "Question and Answer" corner. I was paid a regular tho small amount by each magazine for the copy furnished each month, but in addition I was paid fifteen cents each for all letters answered direct. I contrived to stir up interest in various subjects which brought me hundreds of letters every month for several months and mimeographed replies to duplicate questions, thus making a good many dollars after school hours and over week-ends. My good editor objected a little to paying me for the mimeographed letters at the regular rate but I convinced him that it was thru my own cleverness that I had contrived to answer so many inquirers with a mimeographed letter. He was a good sport and paid me in full.

Our experience proves that with sufficient faith and determination you can do anything you want to do if your desire is strong enough.

Hotels Call For Hundreds of Trained Men and Women



CLIFFORD LEWIS, Pres.
Lewis Hotel Training Schools
Former U. S. Government Hotel and Restaurant Expert, who was appointed Managing Consultant by over 300 hotels. Mr. Lewis has qualified thousands of men and women for success in the fascinating hotel and institutional field.

These Lewis Students "Made Good"

Through Mr. Lewis' efforts, a Lewis Graduate was appointed Assistant Manager of a famous Department Store restaurant, salary $5,000 a year. Another Lewis Graduate, without previous experience, secured as her first position an appointment as Housekeeper of an Apartment House. Three weeks later she was made Assistant Manager, four months later secured the Manager's position. A third Lewis Student was appointed Manager of a Pennsylvania hotel, even before he completed his Lewis Course.

WILL you accept a well-paid position in one of America's greatest industries? Lewis Employment Bureau receives calls from coast to coast for Managers, Assistant Managers, Housekeepers, Stewards, Hostesses, and many other important positions in billion-dollar hotel, club, restaurant and institutional field. This is YOUR opportunity!

MANAGE AN APARTMENT HOTEL

Wanted—men and women to qualify as Managers, Assistant Managers, Publicity Directors, Auditors, etc. Good pay—quick advancement.

Many Earn $1,800 to $5,000 a Year
Living Often Included

The Lewis Schools have qualified thousands of men and women for $1,800 to $5,000 a year hotel jobs, with living often included. Many students have obtained well-paid hotel jobs before finishing course!

Splendid Salaries—Fine Living—Fascinating Work

The hotel and institutional field offers many big advantages. Salaries are liberal. Fine living, luxurious surroundings, quick advancement.

BE A HOTEL HOSTESS

Hotels, clubs, restaurants, schools, hospitals and institutions call on us for hostesses social directors, managers, housekeepers, floor clerks, matron-housekeepers, etc.

Previous Experience Proved Unnecessary

Qualify for a well-paid position—our Personal Coaching Plan adapts the training to your needs. Totally unacquainted with hotel work before enrolling for the Lewis Course, Mrs. Ellen C. Shea is now Manager of a famous club. Lewis-trained men and women of both young and mature age winning success. Lewis Training qualified Stanley S. Besore, 52, for a well-paid position as Manager of a California hotel. A good grade-school education, plus Lewis Specialized Training, qualifies you. Hundreds of graduates put in touch with positions.

FREE Book Gives Full Details

Our Free Book, "YOUR BIG OPPORTUNITY," tells you about the opportunities open in this fascinating profession and explains how to secure a well-paid hotel position. Also shows how you are registered FREE of extra cost in the Lewis National Employment Bureau covering the country at 70,000 points thru special arrangement with Postal Telegraph. Send for this big FREE book TODAY.

LEWIS HOTEL TRAINING SCHOOLS
Room EC-2287 Washington, D. C.

The Original and Only School of Its Kind in the World



MAIL COUPON NOW!

Lewis Hotel Training Schools,
Room EC-2287, Washington, D. C.

Kindly send me, without obligation, a copy of the FREE BOOK, "Your Big Opportunity," with details about your Personal Coaching Plan.

Name.....

Address.....

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

OPPORTUNITY COUPON

SECRET POWER **FREE**

SEND YOUR THOUGHTS

TO OTHERS FAR OR NEAR, THRU TELEPATHY
IT MAY CHANGE YOUR LIFE!—FREE BOOKLET!

Read these testimonial letters from Telepathy users:
"Getting results in business. Business good."—St. Joseph, Mich. "Secured position."—Houston. "Used it to get money."—Shreveport, La. "Collected a debt owed me for two years."—Portage, Pa.

"Sent to land company. After I sent my thoughts to him he said he had no pleasure away from home."—New Orleans, La. "The man of whom we bought home changed his mind about foreclosing. He hardly knows why, but we do."—New Baltimore, Mich.

INVESTIGATE TELEPATHY! Send for a FREE amazing booklet that is causing a sensation among men and women. Due to its avowed contents, the stir it is creating has surpassed all expectations. This booklet will be sent to you FREE of charge or obligation. Send for it today!

PATY CO., 618 SOUTH WESTERN AVE., DEPT. A76, LOS ANGELES, CALIFORNIA

The advertisements in PSYCHOLOGY are an important avenue in the quest for Health! Happiness! and Success! in which this magazine is earnestly trying to lead you. You will not regret writing today for information regarding all advertisements that appeal to you. This will help you, encourage the advertisers and benefit PSYCHOLOGY. Do it now.

Doctor of Infinite Science

Infinite Science is the Science of all Sciences dealing with Life Betterment Study. Twenty-four lessons of home study. We are incorporated and licensed to issue you a Rev. Doctor Degree of Infinite Science. Write for information to Dr. H. Styles Harriss.

THE SCHOOL OF THE BROTHERHOOD, Inc.
Box 1789 San Diego, California

Digitized by Google



"YOUR DESTINY"

The NEW monthly Magazine of Astrology Makes this SPECIAL INTRODUCTORY OFFER . . . . .

One Question Answered Free!

Is there some problem on your mind with which you have been struggling for a long time? A problem to which there seems to be no solution? Has it ever occurred to you to get the ASTROLOGICAL ANSWER? Here is an opportunity to have one specific question answered FREE by a Foremost Astrologer with each six months' subscription to this wonderful magazine at a

SPECIAL LOW RATE OF ONE DOLLAR!

(Regular subscription price $2.50 per year)

Take Advantage of this Offer Today

Astrology was used by great men and women and people of wealth through the ages. Today it has found an important place in the lives of thousands. No longer is it the power of the wealthy. YOUR DESTINY is written so you can understand it in clear, non-technical language. You can learn to know more about yourself, your opportunities, your future, if you will take advantage of the knowledge Astrology can give you.

Every issue is replete with articles and features of interest and value to YOU. Among them is the "Daily Guide" indispensable in planning the opportune time to make important moves or specific appointments. A feature never attempted before in any publication is the "Forecasts for All." Departments devoted to romance and marriage problems; the hidden secrets of your name, and monthly cash prizes for your letters.

SOLD ON ALL NEWSSTANDS, 25c per copy

FILL OUT AND MAIL THIS COUPON NOW

Destiny Pub. Co., Dept. P.
145 West 41st St., New York, N. Y.
Enclosed find $1.00 for six months subscription.

Name .....

Address .....

City ..... State .....
Please answer the following question.

.....

Have You Found Your Place in Life?

Others who could not "quite" locate their talents or abilities have succeeded after consulting Pauline Cleaver. Thousands of letters of gratitude reach her from those benefited by answering her questionnaire.

PAULINE CLEAVER believes in abundance for every individual; that poverty is a disease. She is opening the door to hundreds to help them solve "their money problem.' Her suggestions are practical, reasonable and applicable to you.

If you cannot arrange for a personal consultation, write to PAULINE CLEAVER, 82 Rockview Avenue, Plainfield, New Jersey, enclosing four cents in stamps, and she will promptly mail you her questionnaire. The study of this alone is helpful. See how clearly you can answer her questions. Find yourself in this sane, scientific way to better self-understanding.

PAULINE CLEAVER
82 ROCKVIEW AVENUE, PLAINFIELD, N. J.
Writer and Psycho-analyst, and conductor of PSYCHOLOGY'S department, "YOU, TOO, CAN MAKE MONEY."

Our friends and schoolmates marveled at our success, both in our lessons and in our financial arrangements, tho few of them knew anything of the actual circumstances beyond the fact that we were working part of our way and that we had a family to support. Frequently some one would remark "You don't look as if you had a worry in the world." I would laugh and ask "What good would worrying do?" No one knew that we had been down to less than twenty-five dollars in our savings account, nor did we tell any one.

My health began to improve almost from the day my husband and I started to study together and as I had always held a cheerful attitude toward life, I did not look old. My friends gasped when they learned that I was the mother of five children. I could have had some interesting flirtations with some of the men of the class but I didn't want any. I was too supremely happy to be studying with the "One Man In the World" the one thing we had so long wanted to study.

So—if anybody tells you that anything you want to do is impossible, laugh at him!

Selling Yourself

(Continued from page 20)

I went to the biggest and finest store I knew and I said I wanted to open a charge account. I gave my bank as reference. I didn't have a nickel in it.

The credit man wanted to talk to me. I told him I had never cheated anyone out of a cent in my life; that I could give any number of personal references but it was true that at the moment there wasn't a cent in my bank account.

"We'll take a chance," the man said.

We got the clothes my husband needed and the next day he landed a job. Shortly after, the account was paid up. The point is that there must be some way for a person who has honest intentions to outfit himself for salesmanship. And, I repeat, he must look successful; not expensively clothed, not the last word in sartorial elegance but self-respecting looking and not as tho your sale would give him bread and butter.

Not everybody can be a salesman for it requires a firm belief in one's self; a belief that can't be shaken. But once you've convinced yourself that selling is your forte, go at it with the firm conviction that you're going to be a "wow" at it. And you will be, too, if you believe in yourself.

Don't take "no" for an answer. Be like the insurance salesman and come up smiling. Just think "They can't lick *me!*" and they won't be able to.

Digitized by Google

Marie Dressler Queen of Laughter

(Continued from page 22)

Her love for travel is heightened each year with the visions of Italy and Venice. It is this particular city that seems to fascinate Miss Dressler and to give her hard-working soul the panacea and rest required after the strenuous season at Hollywood.

Miss Dressler lives in a two-story red brick house at Beverly Hills, with a housekeeper who has been with her seventeen years, comfortably but unobstentatiously. She has learned the great lesson of living by trying to get each day's quota of life as it goes by. When she was asked what she considers constitutes a star comedienne she said without hesitation, "You can't really be funny on the stage until you have grown old and sensible enough not to care how you look. Of course this does not include the late Mabel Normand, who is the only really young girl who let herself go in comedy and who was able to look beautiful and still be one of the first comediennes. Youth is vain —on its dignity, but you have to forget your appearance in order to do the things which make the public laugh. One must pass the age when one cares about concealing age. It really is all in the day's work and to truly interpret the emotions and sentiments which control human life one cannot think too seriously of how one looks. The only time to think about appearances in a comedy is when we wonder if we look funny enough.

"To be a true comedienne one must have a working knowledge of the psychology of life. He must have lived long enough to have learned by experience exactly how human beings behave under certain given circumstances. And then after the knowledge gained by studying the workings of the human mind and body for years, it is necessary to study the taste of the theatergoing public.

"The modern flapper would consider a long time before making herself ridiculous for the sake of the laughs the public might get out of ridiculous situations. And I consider that the art of making your audience happy is far more difficult than making it sad; that it is far more difficult to make them laugh than it is to make them weep.

"For myself, I never expect to get so old that I cannot or will not be on the lookout for new ways and new means of teasing a giggle out of my audience. But on the other hand I never expect to live to see the day when making laughs isn't the hardest job in the world."

And Miss Dressler should really know, for she has been equally successful in both comic and dramatic characterizations. In Anna Christie and in "Min and Bill" Miss Dressler combined in a single role the comic and the tragic which, of course, are the two basic elements of real humor. The dramatic parts of these plays Miss Dressler considers much easier than the comedy characterization.

"Comedy roles are the most difficult because they are more artificial in the sense that the laughs must be measured and timed, and there are really only two periods in life when an actor or an actress can honestly 'let go' in the comedy roles. That is in the child period and in the years past the half-century mark. Children haven't any inhibitions or false ideas and people over fifty are usually sensible enough to have dropped them—that is, those engaged in professional work anyway. I think if a picture or play was produced with only children not over five or oldsters over fifty in the cast it would be the surest safeguard against that famous and favorite line of the critics—'The performance was artificial'."

Miss Dressler knows well the feelings of discouragement that come with the "slumps" which form part of every life experience. After her work in "Tillie's Punctured Romance," a hilarious comedy, with Charlie Chaplin, Miss Dressler sank into the obscurity which has been the fate of many of the stars of the motion-picture world. For years we heard little of Marie Dressler. Then suddenly her name was heard on every side, and "Anna Christie" and "Min and Bill" were cited as two of the most outstanding plays, not only of her own career but of motion picture history.

The "talkies" had brought Marie Dressler back. Trained as she was to the speaking stage, it took but little guidance to put across the talkie screen her vibrant, inimitable voice, with the characteristic antics and "emoting." At the present time she is one of the most prominent and sought-after actresses in Hollywood.

To be a true comedienne as Miss Dressler most assuredly is, one must have within oneself the love of life and the ability to see the ridiculous even thru difficult times. Marie Dressler has known difficult times, yet thru it all has been able to keep a warm, impulsive and cheery nature, which acts as a positive antidote to the personal



See How Easy You Can Learn HYPNOTISM TRY FREE 5 DAYS!

SEE for yourself how easy it is to master the great science of Hypnotism—how quickly you can learn to bend people to your will—banish fear, worry and opposition—increase your earnings—and *force* others to give you the recognition, power and admiration you deserve. I'll show you how to use this great force to help you master every situation or *The Five Day Trial is FREE!*

In just a few hours I'll teach you the hidden secrets of Hypnotism—the methods used by the great operators—the amazing things you can accomplish once you understand this mighty power. You can use it to overcome obstacles, achieve your fondest ambitions and become MASTER of yourself, friends and acquaintances—either sex. Now you can quit being just one of the crowd—now you need not be unpopular, lonesome or unhappy a minute longer. Through this strange power you can learn how to stand out—dominate—to make your life what you want it to be!

In his startling NEW book, *The Science of Hypnotism*, the world famous hypnotist—Prof. L. E. Young—reveals the most carefully guarded secrets of this fascinating subject. He not only explains the methods of noted hypnotists, step by step—but tells clearly all about the nine stages of Hypnotism, The Hypnotic Mirror, Mental Telepathy, how to select your subjects, magnetic healing, methods of hypnotizing, how to wake the subject, how to make money out of hypnotism!

Mysteries of Hypnotism Revealed
How to Hypnotize at a Glance
Susceptible Subjects
How to Hypnotize by Telephone
How to Give an Entertainment
How to Make Others Obey You
Overcoming Bad Habits
How to do Dozens of Hypnotic Feats
Use of Hypnotism in Operations



Try 5 Days FREE —Send No Money

So confident are we that Prof. Young and his great book will quickly teach you the science of Hypnotism, that we will send you a copy without one cent in advance! Simply clip and mail the coupon below. When the book arrives pay the postman the special low price of $2.00 plus few cents postage. Then test the powers of Hypnotism 5 days! If not amazed and delighted, return the book and money will be refunded at once.

Franklin Pub. Co., Dept. C-530, 800 No. Clark St., Chicago, Ill

FRANKLIN PUB. CO., Dept. C-530,
800 No. Clark St., Chicago, Ill.

Please send me your amazing new book—*The Science of Hypnotism*—by Prof. Young. When book arrives, I'll pay the postman only $2.00 plus postage. If I am not satisfied after 5 days' trial, I may return the book and you are to refund my money.

Name_____

Street and No._____

Town_____ State_____

If you are likely to be out when postman calls, send $2.00 with coupon and we'll pay delivery charges. Customers outside U. S. send cash with order.

The Bible Way
To Success—Health Happiness

In the old days when Christ walked the earth, He taught the way to success, happiness and health.

How to Read the Bible
By Elizabeth Towne



Elizabeth Towne
Editor of **Nautilus**

Editor of NAUTILUS MAGAZINE of New Thought gives you a new understanding of the old, old prospering and healing truth.

For over six years Elizabeth Towne spent from two to four hours a day in the study of the Bible.

What she discovered enabled her to first heal herself and then to demonstrate success and attain happiness.

In this little booklet she tells you how to read the Bible for the attainment of your desires.

Henry Ford said, "The human mind is a channel through which the things that are to be are coming into the realm of things that are."

Get in tune with the infinite source of all "things that are to be," through a proper understanding of Christ's teachings. "How to Read the Bible" points the way.

For 10 Cents

We will send you the booklet, "How to Read the Bible" and a month's trial of NAUTILUS MAGAZINE of New Thought, Elizabeth Towne and William E. Towne, Editors. Personal experience articles showing how others are successfully applying New Thought feature each issue. Use the coupon today and begin at once to demonstrate what you want.

The Elizabeth Towne Co., Inc.
Established in 1898
Dept. C-30 Holyoke, Mass.

COUPON

THE ELIZABETH TOWNE CO., INC.
Dept. C-30, Holyoke, Mass.

Here is 10 cents for "How To Read The Bible" and a month's trial of NAUTILUS MAGAZINE.

Name.....

And.....

Address.....

He Said He'd Never Marry!



THEN he met this girl. She had read the secrets of "Fascinating Womanhood," a daring new book which shows how any woman can attract men by using the simple laws of man's psychology and human nature. Any *other* man would have been equally helpless in *her* hands. You, too, can have this book; you too, can enjoy the worship and admiration of men, and be the radiant bride of the man of your choice. Cut out this ad; write your name and address on the margin and mail to us with 10 cents and a little booklet entitled "Secrets of Fascinating Womanhood," giving an interesting synopsis of the revelations disclosed in "Fascinating Womanhood," will be sent postpaid. No embarrassment—the plain wrapper keeps your secret. Send your dime today.

The Psychology Press, Dept. 65-C, 585 Kingsland Ave., St. Louis, Mo.

Money in the Mails

Whenever you buy a book, magazine, or other article by mail, your remittance should be in the form of check or money order—never dollar bills or coins, unless you register the letter. For remittances under one dollar, most business houses accept two-cent postage stamps in strips.

jealousies and antagonisms found on every lot in the film capital.

Miss Dressler weighs two hundred pounds, is five feet, seven inches tall, but she doesn't mind her avoirdupois, since she looks at it as a major asset to her cinema success. And she eats what she wants when she wants it!

Probably she is the most generally popular member of the Hollywood screen colony. And we learn from her friends that she receives more week-end invitations than any other picture star. As she herself explains, there can be no jealousy where she is concerned; no rivalry in manner of appearance or dress can possibly excite the other feminine members of a party, yet she is usually the centre of attraction; rather they flock around and listen to her brilliant witticisms and her jovial conversation. For as we have said, Miss Dressler is Marie Dressler off the screen as well as on.

In accordance with theatrical custom generally Miss Dressler has adopted what is known as a stage name. However she has no hesitancy in informing one of the name given her at birth—Leila Koerber. A favorite aunt's name, Marie Dressler, was adopted in her early theatrical days.

The humor of life is often forgotten, and it is a verity that if we remember happenings or incidents we find that those of an unpleasant nature remain longest in our minds. Marie Dressler was born to make the world laugh, and she has taken her business seriously. She has given to those who would take up the work of bringing smiles and a bit of happiness to the distressed and harrassed people of earth four fundamental rules for keeping one's mind in proper condition for the creation of laughter.

One. Never carry sore throats or corns into the lives of others.

Two. A smile is more soothing than a check.

Three. Believe in God—but do not allow religion to numb the funny-bone.

Four. Accept kindness without looking too closely to see what the kindness covers.

What Makes You Laugh?

(Continued from page 24)

selves and let go. Laughter, perhaps even hilarious laughter, is the result.

This explains also why girls in their teens giggle so much, at least more than boys. These girls are becoming sex-conscious and are more or less ashamed and afraid. The boys, on the other hand, are rather proud, figuring that such a state of mind means masculinity and adulthood. The girls giggle because they have been found out; what they have held to be secret concerning their own emotions has now been discovered. The boys don't have to giggle because they don't care who knows it.

The joke with the double meaning, of course, lends itself peculiarly well to the expression of repressed sex and other immodest ideas. Anybody can tell such a joke with a sly and knowing wink. The joker pretends innocence because one interpretation of his words is perfectly harmless. But he wants to see if you also appreciate the other meaning, the sex meaning. If you don't understand this other meaning you are considered naïve. If you do, you laugh with the joker himself, for you both have an understanding because you both admit similar repressions. The intimacy thus engendered between you gives a thrill.

Another important point concerning laughter is that it is so often associated with a desire to inflict injury upon others—the word injury being used here in its broadest sense.

Have you ever observed how a person slipping on a banana peel will always bring a laugh? Sitting on a hat likewise is always sure-fire and especially if the hat be a derby, silk or straw hat which, by being sat upon, is utterly ruined. In other words, when somebody else is in difficulty we experience a feeling of safety and even of relief that we are not similarly afflicted—hence again, the pleasure for ourselves in laughter, a kind of exultation over our good fortune.

The old reliable slap-stick comedy in the theater and movies is of this same variety. Here, too, persons are made ridiculous—really "injured" in the psychological sense—for our benefit. Again we laugh because we are so glad we are not in that other fellow's shoes up on the stage. Belittling of others, hearing of persons caught in compromising situations and the rest of the types of jokes I listed previously, all have to do with some variant of injury. And pie-throwing? That is something we would like to have done as children but have had to repress—a variant nevertheless of the injury-to-others principle.

You may at this juncture have thought of a person slipping on a banana peel and wondered why you, yourself, do not think this funny; you may have thought that you would not have laughed had you seen this actually happen. For it is true that all of us do not laugh at the same things.

Consider, however, your intellectual reactions in distinction to your purely

Digitized by Google

emotional ones in this regard and the matter becomes clear. If, for instance, you felt the person who slipped and fell on the peel did not hurt himself you would be more likely to laugh (or merely smile) than if you knew he had really been definitely injured. In the latter case your reasoning, you see, would make you repress the natural tendency to laugh. Reasoning would insist that the injury had gone too far; repression of the laughter would occur, sympathy and pity rising out of the emotional sphere to take its place.

As another instance I may point to the crush to be seen during rush hours in the subway in New York City. Lots of people really think that the spectacle of so many persons being thus discommoded is very funny—"injured" really in the psychological sense—and the more dignified the people are who thus get shoved about the funnier they appear. Yet others *reason* about this pushing and jostling. They don't think it a bit funny or a cause for laughter. They consider the actual injury possibilities, the disgrace of human beings being compelled to be subjected to such indignities, the health factors involved, etc. These latter don't, therefore, laugh.

Which brings us to another interesting thing in the study of laughter: strange as it may seem, tears and laughter are but the manifestations of opposite extremes of a single emotion.

No doubt you have had the experience of seeing a person laugh and laugh until the laughter became uncontrollable. The next step is then likely to be crying. This, in other words, is what is popularly spoken of as an hysterical attack. If you observe the facial expression in such extreme laughter, you will be struck by its resemblance to the expression in deep sorrow voicing itself in crying. Indeed, often it is impossible to determine whether a person is laughing or crying. Even the voice sounds may be confusing.

Weeping, of course, is also an expression of repressed emotion. We may weep for joy, really; we may also laugh lest we weep; both manifestations being, you will observe, most necessary emotional outlets.

In fact, we are all motivated thruout life by what is known as the *pleasure-pain* principle. Instinctively do we seek to do things that will give us pleasure while we recoil and avoid everything that will give pain. We are, therefore, continually swaying back and forth between the forward movement of pleasure and the backward one of pain. Joy and laughter go with such forward, advancing trends; sorrow and tears with retrograde progression.

Different races don't laugh at the same things either. That is because their pleasure-pain tendencies have been modified differently because of environment, climate, racial antecedents, etc. Even the Americans and the English, two peoples speaking the same language, do not laugh at the same situations or mental pictures conjured by identical words. In this connection I am told that American motion picture companies find it difficult to adapt their comedy lines and situations to the different foreign audiences whom they would like to entertain. The American, for instance, doesn't mind poking fun at his government or bootlegging, an evasion of established law. But an Englishman, brought up to worship and respect his king, can't see anything funny in hoodwinking so venerable an institution.

The psychology of laughter is, of course, one of the most difficult and intricate subjects to analyze, the chief reason being that it flows from the emotions, these being more variable and presenting more individual differences than any other mind factors.

Of one principle you may, however, be absolutely certain and that is that *laughter is good for you.*

Yes, laugh all you can. Let your repressions come out via the safe, socialized avenue of laughter. You doubtless have read the advertisement about an apple a day keeping the doctor away. Such a habit, let us say, will help you physically. In like manner will a laugh a day keep the mental doctor, the psychiatrist, away. For the mind needs to cleanse itself of the poisons of repressed ideas just as does the physical body of the poisons of food.

If you would become an easy laugher, so to speak, make yourself, first of all, as healthy as possible. Then seek out stimuli that will evoke laughter. See comedies in the theaters and movies. Read the joke books and funny stories. Peruse the comic strips in the newspapers.

Should you find it difficult to laugh at things most people laugh at it means that you are a very repressed or a very intellectualized person, or both, and that your so-called *"threshhold of laughter"* is high. This threshold, however, is like a wall and it can be scaled no matter how high it may be. Find the right and more subtle stimuli in books, etc., that will carry you over. For such as you need laughter even more than those whose thresholds are low. Nobody really can do without laughter nor should he ever try.



Have YOU Found PROSPERITY



The PSYCHO-PHONE Way?

MONEY just through using the PSYCHO-PHONE (Soul Phone)? Seems impossible? Then read what users say: **"In six weeks it increased my husband's salary 50%."—"My salary increased from $200 to $318 per month."—"Doubled my practice"—"Increased my bank account $500."**

Stop being whipped like a cur with the lash of your money worries. Let PSYCHO-PHONE direct *your* unconscious mind into new, constructive channels of plenty, *while you sleep.*

Now in Fifth Successful Year

Year after year, PSYCHO-PHONE forges ahead, solely on user confidence and RESULTS. To-day, in so-called "depressed" times, more men and women are using PSYCHO-PHONE than ever before! Can YOU afford to overlook this valuable aid to all of life's most worth while things?

Send for Valuable FREE Book

Send for interesting book, "Mind Power." Read how PSYCHO-PHONE has helped men and women achieve *every reasonable human desire.* No cost. No obligation. Mention any personal problem in *strictest confidence.* Don't delay. Send for Free Facts NOW. The Psycho-Phone Company, Dept. 1-3, 103 Lafayette Street, New York, N. Y.

Lucky Coupon Worth $2.00 Good 30 Days

This coupon, good for thirty days, will entitle you to a reduction of TWO DOLLARS from the regular rate of five dollars for a straight two-year subscription to PSYCHOLOGY Magazine (no premiums). Pin your check or money order for only three dollars to this coupon and you will receive the next twenty-four issues of PSYCHOLOGY mailed to your doorstep.

DON'T PASS THIS BY—IT MAY NOT COME AGAIN!

PSYCHOLOGY 3-32
101 West 31st St., New York

Name .....

Address .....

Add $1.00 PER YEAR Foreign postage; 50c PER YEAR Canadian.

TYPEWRITER ½ Price



Save over ½—Rock Bottom Price on all standard office models—Underwood, Remington, Royal, etc.—Easiest terms ever offered. Also Portables at reduced prices.

SEND NO MONEY

All late models, perfectly refinished like brand new. Fully Guaranteed. Sent on 10 days' trial. Send No Money. Big Free Catalog shows actual machines in full colors. Greatest bargains ever offered. Send at once!

10-day Trial

International Typewriter Exch., 231 W. Monroe St., Dept. 3247, Chicago.

Food and the "Flu"

(Continued from page 41)

retentions that would otherwise poison the system.

The seventh thing is to take the linens off your bed and replace them with blanket sheets, and gown the body with either woolen pajamas or a woolen nightgown.

This simple procedure causes the absorption of the perspiration which is due to the increased temperature, throwing off the poisons by way of the pores of the skin and preventing you from re-inoculating yourself by a chill.

The eighth thing is to take a plain hot-water foot bath every night before you are ready to go to sleep, keeping your feet in hot water—as hot as you can possibly tolerate it—for a period of fifteen minutes. Then dry them thoroly with a rough Turkish towel and crawl back into bed again as soon as possible.

During the first few days of influenza you will have little if any appetite. Therefore, a small quantity of food goes a long way, and the best thing to resort to when running a fever is cool, delicious, palatable and refreshing fruit juice. These juices may be used in the form of orange, pineapple, grapefruit, or tomato juice, and are the most useful in overcoming your condition in a shorter period of time than any other food known to science. Thousands of people have dug their way to an early grave by attempting to feed their bodies while fighting a fever. In reality they were feeding the fever and starving their bodies. The road to the cemetery is paved with good intentions, and don't make one of them the foolish idea of feeding your cold and starving your fever, because the millions who have tried it have already created tombstones for themselves. Orange juice is the most useful fruit juice in the world when it comes to influenza, and can battle those "flu germs" better than any other food that I know of. The use of from two to four glasses of cool orange juice at breakfast, with a like quantity at luncheon and dinner will be quite sufficient to satisfy the appetite of any patient suffering from influenza. Be sure to have the patient sip it slowly thru a glass straw or feed it to the patient a teaspoonful or tablespoonful at a time, for in this manner all the nourishment that it contains is secured by the sufferer.

After the patient's fever has subsided for two continuous days, then the orange, grapefruit, pineapple, or tomato juice fast may be broken, and the use of such foods as cream soups, made from milk and vegetables, a very small quantity of fresh fruit salads with mayonnaise dressing, and steamed vegetables, is permitted from that time on. As the patient's health gradually returns to that of normal, his diet may be selected from anyone of the spring, summer, fall or winter menus mentioned in my book, *Eating Your Way to Health.*

After this has been accomplished, and you know what to eat at each meal of the day, follow a suitable group of exercises to strengthen the lungs, thus resisting future infections and building up the vitality and stamina of the body. Thus you will create for yourself a successful and prosperous life—with longevity as Nature's gift for your good sense. Limit the quantity of meat, fish, poultry and game that you will eat from this time on to not more than an every-other-day serving of either one or the other. Discontinue the use of white bread and substitute whole wheat bread. Use as an evening cocktail on retiring, one glass of orange juice with the yolk of one raw egg beaten into it, and you will find this not only a splendid health-builder, but one which is rich in iron, sodium, calcium, phosphorus and silicon . . . the five essential elements necessary to build up your health and vigor.

Big Mick

(Continued from page 29)

brought a shovelful of dripping coal to the surface. Another lunge and a twist and it was hissing in the red fire. Another shovelful, two; a brief rest to wipe off the sweat and look around. Then the slice came in play with another fire. Then more shovelfuls.

He saw his companions stealing away one by one, and he laughed. He knew very well just what the position of the Calvania was. He had not been to sea all his life for nothing. And he was reveling in his strength and the unshaken heart of him that enabled him to keep on at work while the others fled or crawled away exhausted.

But the work was getting harder. Water made the shovels heavier to lift, and missing men did not ease matters. Later one or two of the junior engineers, sick with fatigue and fright, crept up on deck and joined the throng milling about near the boats. The seamen stood before the boats, what of them were not at the pumps, and kept the uneasy crowd back. The deck officers talked and sometimes struck. And thru it all, from the bridge, clear to the after rail and back, went Captain Ramsay, calm and unruffled, justifying his position and the gold braid he wore.

Darkness came, pitch darkness, not even a star showing thru the greasy scud. Something happened to the dynamos and the lights went out, but the captain already had hurricane lanterns handy and their feeble glow flickered in the high wind and gave some small reassurance. After the throng was stilled somewhat the stewards served hot coffee and beef tea and biscuits.



The band had long ceased playing. The boat deck was choked and with terror-stricken members of the crew. The hand pumps were helping considerably and the rise of the water was slower. But just the same when the chief engineer demanded men for his stokeholds only seven or eight would go down, and those by ones and twos trickled back.

It was hot and ghastly below. Thru it all Big Mick worked, feeding his fires and other men's fires and ceasing at intervals to cough up blood and wipe the sweat from his distorted face.

With him there was a Frenchman, a bearded, sardonic fellow, and a little Cockney far gone with exhaustion. These three out of all the firemen the ship carried remained at their posts. The rest had fled. A couple of stewards and three engineers were at the shovels. The men trimming ceased one by one. It was too hard to fill a barrow and force it against surging water. Besides, the wet coal was shifting,

Digitized by Google

shooting down in the bunkers in small avalanches as the ship rolled soggily.

A few more feet and the water would reach the fires. Even now it splashed against the red-hot doors and sent scalding steam billowing upwards.

So the Calvania went thru the night, an uneasy, frightened and murmuring crowd on her boat deck, her funnels belching fire, her lights extinguished and certain swearing blackguards below saving them all.

Twice attempts were made by passengers to lower boats against all warning and advice.

The sea tossed mountainously and the wind screamed over the liner's superstructure, then thru the driving smother ahead an officer saw the flicker and wink of a light, and there was no more fear of panic. For Captain Ramsay told them all that that light marked the entrance to the harbor he was heading for and it was only an hour away. All of which Big Mick did not know as he bent and straightened and heaved in the semi-darkness, with the water rising slowly to his waist.

No one trimmed coal now. It was too fearful a thing to go into the bunkers and too grueling a task to force iron barrows along. But there was enough on the plates below water to last a while. Big Mick and the Frenchman and two stewards were all that were left at the fires.

Captain Ramsay took the Calvania between the harbor heads and into the bay beyond, where the waves subsided to swells and finally to nothing but uneasy muttering water. He took his ship driving past stumpy tramps—ships at anchor and tall-masted sailing vessels riding at the buoys. And he rang down thankfully for slow speed. And then he stopped the tired engines. And he beached the Calvania neatly on the sand so that she tipped slightly to one side and then was still. After that he gave orders about rockets and flares to bring assistance from the shore two miles away. Then he went down to the boat deck, smiling, to reassure his charges it was over.

In the stokehold the Frenchman and the stewards had gone as soon as the jar of the keel on the sand had been felt. Only Big Mick, drunk with toil, was left. And it was he who drew the fires and made things safe for those above in case the water should reach the boilers. After that he leaned against the bunker door and wondered if there was any rum left in the jar, tho he knew it was useless to look in the dark. He coughed continuously now.

On the promenade, after the classes had repaired to their respective decks, Captain William Ramsay received his congratulations.

The women came, prattling prettily and admiring him. He felt his touch of pompousness coming back. He had handled a bad situation well. He was a fine sailor. His chest swelled a trifle. He knew he looked fine in his uniform. He knew also that the famous journalist who was present would spread his name a long way. He answered the women as was his wont. There had been no real danger. He had seen to that. He was William Ramsay.

The famous journalist was at his elbow, hand thrust out, assuring him he would be famous next day. There would be a purse, too, of course, as a token of appreciation, almost surely a gold watch. It was the usual thing. And Captain Ramsay felt it was just, and expanded unconsciously. He had a right, too, in a way, for he was a good sailor.

But no one thought of Big Mick leaning against the bunker door below and spitting up blood and cursing foully by the light of a hurricane lantern lashed to a stanchion.

What India Thinks

(Continued from page 32)

manuscript littered the table. Thru the single window, generated by the traffic eighty feet below, bellowed a barrage of noise which fell unheeded on the ears of the scholar.

His secretary showed me in, and Dr. Chatterji arose in greeting with the most jovial of smiles.

"You will excuse my receiving you in this manner," he chuckled. "In Calcutta I have never found the heat so oppressive as in New York. This is the only way I can work here in any semblance of comfort."

And then we sat, made ourselves at ease, and talked, while the sounds of New York traffic gradually dimmed and the walls that hemmed us in gave way to the vision glorious that was India's in the long ago.

Purusha, the Supreme Person who exists beyond time and space—thus sang the poets of old—slept, his rest following his appearance in the form of previous universes as night follows day. "By His own Nature," says the Rig Veda, "did That One breathe, tho not a breath of wind was stirring."

Waking from his long slumber, Purusha glances round, and forgetting himself, find that nothing exists, that all about there is only emptiness.

Out of this experience of Nothingness comes the next stage, the recollec-

7 ESSENTIALS OF HEALTH

Do you know the 7 Essentials of Health?
If you overlook ANY ONE of the 7 Essentials you cannot have LASTING health?
Do you know how to make the body help the mind?
Do you know how to make the mind help the body?
Do you know why bread is NOT the staff of life?
Do you know what the TRUE STAFF of LIFE is?
Do you know why whole wheat bread is WORSE than white bread?
Do you know why the drinking of too much water is harmful?
Do you know the dangers of eating nuts?
Do you know which of the NATURAL FOODS are CONSTIPATING?
Do you know the harmful effects of using artificial aids to move the bowels?
Do you know the TRULY NATURAL way to REALLY CURE Constipation?
Do you know why many vegetarians DO NOT enjoy the good health they should?
Do you know the DANGERS of fasting?
Do you know why you have gas, and a simple way to eliminate it?
Do you know that when teeth decay the other SOFTER parts of the body also decay?
Do you know how you can ABSOLUTELY STOP all tooth decay and at the same time stop all bodily decay?
Do you know how to attain your normal weight with safety and ease?
If you have tried many things without success and still have your ailment, it is a sure sign that you have never applied ALL of the 7 Essentials.
If you want HEALTH you must STOP THOSE DISEASE PRODUCING MISTAKES.
Learn these vital facts and ABOVE ALL LEARN WHAT THE 7 ESSENTIALS ARE.

——MAIL THIS NOW——

DR. PHILIP WELSH, Dept. 2
PACIFIC PALISADES, CALIF.

Without obligation send me information and price of your course on the 7 Essentials of Health.

Name _____

Address _____

HOME-STUDY BUSINESS TRAINING

Your opportunity can never be bigger than your preparation. Prepare now and reap the rewards in earlier and larger success. *Free 64-Page Books Tell How.* Write *now* for book you want, or mail coupon with your name and address in margin *today.*

O Higher Accountancy O Business Mgm't
O Mod. Salesmanship O Business Corres.
O Traffic Management O Credit and Collection Correspondence
O Law: Degree of LL.B. O Modern Foremanship
O Commercial Law O Personnel Mgm't
O Industrial Mgm't O Expert Bookkeeping
O Banking and Finance O C. P. A. Coaching
O Telegraphy O Business English
O Rail. Station Mgm't O Commercial Spanish
O Railway Accounting O Effective Speaking
O Paper Salesmanship

LASALLE EXTENSION UNIVERSITY
Dept. 363-R Chicago

DEAF—Read This

Don't be handicapped by deafness. VIBRAPHONES, small silver devices that fit snugly in the ears, are helping thousands. VIBRAPHONES have no wires, head bands, or batteries to annoy you. They are so inconspicuous that even your friends will seldom know you are wearing them. Nothing to get out of order and no additional expense. This is what the hard of hearing have long been looking for. Write for our booklet. The Vibraphone Company, Station 1699, Central Nat'l Bank Bldg., St. Louis, Mo.

ASTROLOGY BOOKS All Kinds All Prices

Ephemeris: All Years in Stock.—Tables of Houses. Send for free descriptive list.

H. C. BULLOCK, Box 1286, Providence, R. I.

WHEN YOU MOVE!

Whenever you change your address, try to give our Subscription Department three or four weeks' notice. Be sure, of course, to give your old address as well as your new and, if possible, mention your subscription order number.

BEVERLY HILLS HOTEL
AND BUNGALOWS



The most distinguished address on the Pacific Coast

RIDING · GOLF · TENNIS · DANCING

A ten-acre tropical garden midway between Los Angeles and the sea....A homelike home for particular people with the ocean but fifteen minutes away

European or American Plan

William Marsh Kimball
Resident Manager

BEVERLY HILLS
CALIFORNIA

NEW YORK'S
3 ACE HOTELS

HOTEL COLONIAL
81st Street and Columbus Ave.
Conveniently located—at most reasonable rates. Room, with running water, $2.00; room and bath, $2.50; double room with bath, $3.50; suites, $4.00 up. Telephone: TRafalgar 7-2000.

HOTEL MARSEILLES
103rd Street at Broadway
High class family hotel. Room with connecting bath, $2.50 per day; room and bath, $3.00 per day; room and bath for two persons, $4.00 per day; suites, $5.00 per day up. Telephone CLarkson 2-2100.

HOTEL ANDERSON
102 West 80th Street
Here, too, rates are extremely reasonable. Room and bath, $3.00 per day up; 2-room suites, $4.00 per day and up. A really delightful place to live. Telephone: ENdicott 2-2900.

All under ownership management of
CHARLES TENENBAUM
245 West 51st St. Phone: COlumbus 5-8950

The Public Be Pleased
BOSTON $4.00
PROVIDENCE . $3.00
WORCESTER . $4.56
(Above fares include berth in cabin)
Pier 11, N. R. N. Y. (foot of Liberty St.) Daily and Sunday 6:00 P. M.
Outside staterooms with running water $1.00 up
Colonial Line
Telephone BArclay 7-1800
ORCHESTRA and DANCING

Palm Sunday March 20 Easter March 27
Special Rates
at
HOTEL GRAHAM
ATLANTIC CITY
Famous Boardwalk Easter Parade, Mecca for thousands who want Something Different. Attractions Galore! Write us your Requirements. Bookings now. American plan—low Rates
W. GRAHAM FERRY
Owner and Proprietor

Radio Reprints
by
Dr. Arthur Frank Payne
We have a limited number of reprints of Dr. Arthur Frank Payne's Sunday afternoon radio talks. These are in neat booklet form and the four available titles are:
1. The Inferiority Complex and Automobiles
2. We Are All Liars!
3. How Is Your Vocabulary?
4. Does Your Child Misbehave?
Send only thirty-five cents in one or two-cent stamps and all four booklets will be sent you by return mail.
PSYCHOLOGY PUBLISHING CO., Inc.
101 West 31st Street, NEW YORK, N. Y.

tion of the worlds that were. Like a vast panorama, there now appears the Mighty Vision, and as its wonders unfold, Purusha loses himself in the contemplation of this bygone splendor.

Presently the Vision fades. Remembering Himself, the Supreme Person makes a distinction between the Universal Vision as the Object, and Himself as the subject, the Experiencer of that Object. In so doing, He imposes a limitation upon Himself. Where before he was the limitless "All in All," he now becomes two things, Himself, and the embodiment of this Vision.

Out of this self-limitation of Purusha, so hymn the Vedas, the worlds begin to appear. Vast ages elapse. Universes of soul, sensations-in-general, of mind and ideas take form, each field being one step further removed from the First Cause, until at last the stars are formed, taking their courses thru space and with them their trains of planets. Life has completed its march from the Supreme Person and is fully involved in the material worlds.

Now begins the upward curve in the mighty arc, when Purusha calls back to himself all that has gone forth. From the minerals, Life slowly emerges, entering the plants, stirring dreamily thru long eras while seas and continents shift and change. In time, portions of this life, waking further, become the first of the animal kingdoms. The fishes, the reptiles and at last the mammals appear.

Here in the ancient Vedas the evolutionary idea first appears but it is not presented from a materialistic point of view. Thru all this development, say the Vedic books, Life, dividing into myriads of individuals, knows no death. Regularly the bodily forms perish, but that which animates them returns ever and again to new habitations for more experience. Sharp conflicts in the world of matter awaken the multitudes of dreamers, stimulate them into ever more complicated forms of activity, into feeling and memory.

Having attained the summit of the animal world, Life enters the domain of savage man. Thru countless additional births and deaths, it recovers still more of its innate qualities, rises to the level of the barbarian hosts and with the lapse of further ages, to the splendid stature of civilized human beings.

The Vedas declare that the Divine Person sleeps soundly in the minerals, begins to dream in plant and animal life, and wakens in the human state, recovering complete self-consciousness at the super-human level.

For civilized man, a few steps remain. Greatly weary of life, man looks about him, seeking the source of all the movements he has observed. He has tasted every experience and found it wanting. Thru the senses he is able to find only

Digitized by Google

more facts, yet no answer comes which will explain to him the source of his own individuality and of the world in which he lives.

Determining to find the answer, he becomes the spiritual man, accepts hardship cheerfully, learns to look upon all human beings as his brothers. Then, one day, in the midst of great humility of spirit, he finds himself taken suddenly out of the strident clamor of life, as it were, and set away in a quiet countryside. There he remembers that Life of which he has always been a part, recalls his infinite past, sees his own true self as the one Self of the universe. All the longings of aeons in exile are fulfilled. Man has discovered his way home.

"All this," explained Pandit Chatterji, "is given by adherents of the Vedic system not as a mere matter of inference or imagination but as truth which has been positively experienced for ages by an unbroken line of men called 'Rishis' and 'Yogins,' continuing down to this very day.

"Western psychology—not that of the street corners, but the classical psychology of the universities—consists of the study of mental states in an indirect manner. This is done by observing the behavior, the outward changes produced in a subject, who is another person than the observer. The conclusions taught in western psychology are therefore based on inferences.

"Indian psychology studies not only from that point of view but also by a method of self-analysis and introspection whereby man is able to experience for himself all that is going on in the uttermost depths of his consciousness.

"Western psychology finds no abiding being in man, but only mental states. Indian psychology says that there must be something unchanging in order to experience changes. This is not mind, which is activity, but behind mind, the Knower, that which can never die. Indian psychology says also that it is possible to know this thing in a complete and direct way by a process of psychological development which we call 'yoga,' that is, 'self-discipline.' The words 'yoga' and 'yoke' are etymologically identical. The meaning is that one harnesses, disciplines oneself and thru this self control, self unfoldment and self knowledge result.

"Western psychology at present is unacquainted with the significance of this power of knowing, as well as with the means of experiencing it fully. In the west, only certain schools of metaphysics touch upon it and they, by inference only. Yet your psychology must surely attack this problem sooner or later.

"Indian psychology agrees with western psychology in one thing—that the individual in man, call it 'soul' or any any other name you like, is nothing but a bundle of movements and mental states but differs in this: the predominant psychology of the west holds that these mental states are only functions of the body. At any rate, they cannot be experienced apart from the body, and there is therefore little guarantee that they will not disappear with the death of the body. The psychology of India holds the opposite view, and maintains that it is the mental states that are primary, the body being an effect.

"The individual, then, altho it consists only of bundles of movements, yet continues to exist as separate and self-identifying units. This persistence is possible because of the background of the Universal Being, just as a piece of music, broadcast from a radio station, continues as a separate unit because of the background of the ether —or whatever the medium may be— on which it is carried.

"Because the individual not only continues to live on as individual, but also reappears over and again in new bodily habitations, therefore he reaps whatever he sows. The result is, there is moral adjustment in the universe. Western psychology, by showing no such continuity in man, cuts away the rational root of all moral justification. For if people hold as modern behaviorist psychologists do, that there is nothing enduring in the individual, there can be no foundation for morals. As a rule, moral adjustment is not visible within the span of a single lifetime. However much stress be laid then upon the doctrine of doing unto others as we would be done by, the practical ethical code inevitably becomes, 'Eat, drink and be merry, for tomorrow we die.' This is undoubtedly the reason why the business of 'having a good time' is becoming dominant.

"A host of ills follows. There is self-seeking at the expense of others and consequent extremes of poverty and wealth. Desire for physical things mounts beyond all reason, consuming time and effort that might far better be given to human service, to cultural recreation, study and quiet thinking. The true picture of the majesty of human progress, and the practice of those virtues which make it possible, are lost sight of; instead there exists the desire to get too much and give too little.

"When an entire people has this viewpoint, it is inclined strongly to admire men of wealth and personal ambition, rather than those who have the public welfare at heart. It is rare under such circumstances for the best men, in the moral and spiritual sense, to be placed in public office and in other high positions of responsibility.

"In India, tho a man make tons of money, he does not necessarily have the admiration of others. On the other hand, he may be a beggar, yet if he is

DO YOU WISH TO FACE FACTS?

An Announcement of Interest to Thinking People

Would you learn the truth about yourself, your prospects, and the possibilities of your life? The ancient science of Astrology has been consulted by thinking men and women throughout the world, who have derived untold benefit from its aid. And so would a knowledge of the hidden forces which sway your destiny enable you to escape the perils and pitfalls which perhaps lie in your path, to make the most of your opportunities and probably avoid endless difficulties and misunderstandings. Unlike many present-day astrologers, I apply my knowledge to definitely useful purposes.

TO PROVE IS TO CONVINCE

Let me CONVINCE you by PROVING that this science may be made one of real utility and help. I have made Astrology my life's work and offer a most interesting interpretation of the Zodiac sign under which you were born. Were you born under a Lucky Star? Will your future be happy? Prosperous? Do you know what your Star of Destiny decrees for you and those born under your particular sign in love, marriage, or business? To introduce my work to readers of this paper I will send a most interesting informative reading for only 25c.

If you wish to accept my offer, send exact name (Mr., Mrs., or Miss), address, and DATE OF BIRTH, and I will send your Astrological interpretation in a plain sealed envelope. In this reading certain FACTS about yourself will appear before you as plainly as if you were looking into a mirror; it may contain a word of warning, or a prophecy of happiness—perhaps a few "home truths"—but it will be as you ARE, your life as it IS, without flattery or pretence. Write now! A GREAT SURPRISE AWAITS YOU. Enclose birthdate and 25c in Stamps to defray partial cost of this announcement, etc. Address me personally. Put a 5c stamp on your letter and address to

PROFESSOR ELROY (Dept. 53)
37, Albemarle St., LONDON, W. 1

Testimonials received from all parts of the world.



MAGNETIC HEALING

Are You Interested in Healing the Sick?

Would you like to be able to stop pains, relieve suffering and be a help to suffering Humanity?

If so, why not investigate the MYSTERIOUS POWER, for convenience called MAGNETISM—that Ancient and MYSTERIOUS LAW that has been used in all ages for healing? It is the Common People's Remedy.

Would you like to know how to stop nearly all pain, cure Headache, Fever, Boils, Blood Poison, Abscesses, Appendicitis, Piles, Gall Bladder Troubles and all kinds of Female Troubles?

Twenty-five years of constant office practice as a physician has enabled me to affirm the wonderful power of Magnetism to heal disease when all other methods have failed. YOU CAN DO THE SAME WHEN YOU HAVE LEARNED THE LAWS GOVERNING ITS APPLICATION. They are EASY OF APPLICATION AND EXTREMELY EFFECTIVE.

Why not learn its principles and become independent of sickness and poverty? IT CURES WHERE OTHERS FAIL. I have written a book concerning "Magnetism, Its History, Origin, and Use," with indorsements by some of the world's greatest minds. No book of its kind has ever been published before. A revelation of the wonderful healing power of Magnetism. The most astonishing facts ever published concerning the treating of disease. This book will open your eyes to certain TRUTHS about this law and yourself. It may be the first step toward a NEW LIFE and HEALTH. It may put you in touch with yourself, and THAT WONDERFUL HIDDEN POWER WITHIN. Magnetism will make you MASTER of pain—make you sought by your friends—because of your power over pain and suffering.

Let Me Send You This Book for ONLY 25 CENTS

HEADACHES and CONSTIPATION

If you are suffering from either of these ailments my book "**The Key to Health**" containing 153 pages will bring you the knowledge that has brought relief to multitudes. This book is the product of 25 years of office and sanitarium practice. Sells for $2.00.

Let Me Send You These Two Books for ONLY 50 CENTS
All Foreign Replies Add 10c

DR. E. L. SWICK
Ridpath Hotel, No. 2 Spokane, Wash.

PRACTICE HUMAN ANALYSIS

Special Diploma-Degree Course. (Quick and Easily learned.) Delightful, well-paid "Human Engineering"—Professions. Demand increasing everywhere. Other popular courses. Major and Special, by mail. Write Desk 10a. **Prof. E. J. Stevens, M. Sc., Ph. D., 242 Powell, San Francisco, Calif., U. S. A.**

Public Speaking —Has Its Rewards

If you are interested—



NOW SENT FREE

—to develop the ability to speak effectively in public or in everyday conversation—to forge ahead twice as fast as you are now doing, read *How to Work Wonders With Words* now sent free.

This new booklet, recently published, points the road that thousands have followed to increase quickly their earning power and popularity.

It also explains how you can, by a new, easy home study method, become an outstanding speaker and conquer stage fright; timidity and fear. To read this booklet will prove to be an evening well spent.

Simply send name and address and this valuable free booklet will besent at once. No obligation.

NORTH AMERICAN INSTITUTE
3601 Michigan Ave., Dept. 5893, Chicago, Illinois

Advertising

as a CAREER for Men and Women



NOW SENT FREE

If you really want—to get ahead faster—if you want to make more money—if you want a career filled with thrills and big opportunities—or want to advance in your present position—read "Success in Advertising," now sent free.

This new booklet points the road hundreds of men and women have followed to quickly increase their earning power.

It also explains how you can, by a new, practical home study method, qualify for a position in any one of the many branches of Advertising. To read this booklet should prove to be an evening well spent.

Send your name and address and this free booklet will be sent at once. No obligation.

PAGE-DAVIS SCHOOL OF ADVERTISING
3601 Michigan Avenue Dept. 5893 Chicago, Ill.
Send FREE booklet *"Success in Advertising"*, and full information.

Name .....
Address .....
City ..... State .....

I CAN HELP YOU



Grapho-Analysis has helped thousands of people to achieve success. Learn more about this remarkable new science that is taught by a chartered educational institution. One of our students writes: "I would not take $500.00 for what I have already learned from your Course." Our Placement Bureau secures positions for many of our students before they complete their training. Home Study. Easy monthly payments. For full information write to I. L. Paddock, Director, **American Institute of Grapho-Analysis, Inc., Kansas City, Mo.**

Are YOU Suffering from "NERVES"?

Are you always excited? Fatigued? Worried? Gloomy? Pessimistic? Constipation, indigestion, dizzy spells, sleeplessness and sex weakness are caused by **NERVE EXHAUSTION.** Drugs, tonics and medicines cannot help weak, sick nerves! *Send 25 cents for my amazing book. Money-back guarantee.*
Richard Blackstone, N-203, Flatiron Bldg., N. Y. C.

STUDY FOR THE DEGREE

of Doctor of Psychology (Ps.D.) Doctor of Metaphysics (Ms.D.) or Doctor of Divinity (D.D.) by correspondence in the quiet of your own home. Write for further information.

The College of Divine Metaphysics, Inc.
Desk 2, Denison Hotel Bldg., Indianapolis, Ind.

How to get the VOCABULARY you want WITHOUT using a DICTIONARY

Regular $5 Course Only $1
A complete, amazingly simplified and practical 85 course (exactly as given in our Resident School) to increase and broaden your vocabulary. Results immediate. You'll astonish your friends. Mailed postpaid for $1.
NIAGARA SCHOOL, INC.
212 B.L.E. Bldg. Cleveland, O.

a spiritual man, he receives the highest honor. Gandhi, a man who has nothing, Buddha, who renounced a kingdom—indeed all who realize this inner union with life—they are the men whom India follows and adores. To us, the greatest spirituality is this direct experience of the One Source of life. Unselfishness must be the result of this, for when you know that you are one with all others, then you must share what you have with them. Unity is the inner fact; brotherhood and the right treatment of others, the outer. They are the two phases of the one supreme reality. And as this truth comes to be realized, and brotherhood practised thru the world, the face of the earth will be remade.

"Foreign visitors hurrying thru India, startled by the outward contrasts with their own lands, do not see the inner spiritual life. Finding the images, they accuse all Hindus of idolatry, not knowing that a very great proportion of popular worship addresses itself to the One Life which lies behind all forms.

"The progress which sets the western world apart in so many material ways has been recent. A hundred years ago, before the days of power and popular education, there was no difference between the east and the west, except perhaps that the east may have been spiritually a little ahead. India, during this century of progress, has not been free to develop in the way that western nations have done. Americans will be surprised to learn that even today India does not have free primary education.

"Spirituality does not necessarily mean that there should be no wealth. India's wealth, until she came under the hand of foreign rulers, had been fabulous thruout all time. In fact, it was in seeking a new trade route to India that Columbus discovered America.

"Wealth and spirituality can go hand in hand whenever men are clear-sighted enough to see that true and lasting happiness can never be built upon possessions. Desire can never be fulfilled with mere things and sensations. When one desire is satisfied, its place is taken by a greater. Renunciation of these things as the means to happiness, and an earnest striving towards the inner unity thru the simple beauty of the good life, is the only way out of this problem.

"There are in India many men who have attempted to find this happiness by giving up work and devoting themselves to meditation and the search for truth. Great numbers of them are earnest and sincere. Others are undoubtedly humbugs. But to leave active life is a mistake. True renunciation is a mental attitude, not necessarily a physical fact. One can have a home and money without depending on them for peace of mind.

"Our word for this is 'Sannyasi,' meaning 'one who renounces.' Probably the best example of this manner of life in America is found in Henry David Thoreau, who fulfilled the true Indian idea of a Sannyasi. Thoreau was one who put aside all the possessions and ambitions upon which people commonly lean for happiness. His life was complete in itself. He found that happiness which, being free of conditions, can never be taken away.

"Towering above all else, however, is the great realization of unity, the loftiest spiritual summit to which the human soul can attain. Knowledge of this is not confined to India. In the western world you have had great spiritual men, vaguely called 'mystics,' who have tapped this reservoir of Truth, and in the language of their own faith have described its glories. Probably the most outstanding was Ruysbroeck, the Flemish priest, whose experiences coincide almost exactly with those of many Indian saints. Ruysbroeck's should be better known in America. Hear this:

" 'God is in all and in each, all is thru Him, all is in Him and of Him; the heavens, the earth and all Nature.'

" 'There are times during the tempests of love when we are rapt away in spirit beyond the world of the senses; then the ecstatic hears words and sees visions . . . But sometimes, the man passes beyond this region, and is borne into the incomprehensible. Here he can no longer explain how he sees or hears; this is ecstasy, and in this direct contemplation to hear and to see are one. This sovereign activity is from God alone, Who in such supreme moments meets the soul without intermediary . . .'

" 'In this union, the spirit depends neither upon itself, nor any virtue in itself, but remains in God, depends from God, and turns to God as its eternal foundation.' " (Flowers From a Mystic Garden)

Chatterji became silent and contemplative. Then: "Whether your own Emerson directly experienced this truth is uncertain. But at least he wrote of such a unity most beautifully.

" 'The youth puts off the illusions of the child,' Emerson says, 'the man puts off the ignorance and tumultuous passions of youth; proceeding thence puts off the egotism of manhood, and becomes at last a public and universal soul. He is rising to greater heights but also rising to realities; the outer relations and circumstances dying out, he entering deeper into God, God into him, until the last garment of egotism falls, and he is with God,—shares the will and the immensity of the First Cause.' (Letters and Social Aims, P. 348 Canterbury Ed.)

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

GUIDE YOUR HUMAN ENDEAVORS

EVERY INDIVIDUAL WHO CAN READ—WRITE—COUNT TEN should avail themselves of the information contained in MACK STAUFFER'S 1932 ALPHAMATHO VIBRATORY SCALE CALENDAR. This Book gives SCIENTIFIC DIVISION OF MAN'S PSYCHOLOGY. Placing it upon a METHODICAL BASIS— so simple—that THOUSANDS who use the SCALE to GUIDE their Human Endeavors each day of the 365 call it THE WORLD'S GREATEST THOUGHT DISCOVERY.

All in All; We believe the REAL VALID Investment for the Beginner-Student and Scholar is the 1932 ALPHAMATHO VIBRATORY SCALE CALENDAR—Price $1.00 Postpaid. Dollar back unless satisfied. 25th Edition—Copyrighted, SOLD OVER THE WORLD by

MACK STAUFFER PUBLICATIONS
918 W. Terrell St.
FT. WORTH, TEXAS, U. S. A.

MONEY FOR YOU AT HOME

YOU can earn good money in spare time at home making display cards. No selling or canvassing. We instruct you, furnish complete outfit and supply you with work. Write to-day for free booklet.
The MENHENITT COMPANY, Limited
263 Dominion Bldg., Toronto, Ont.

Become a doctor of

Bio-Psychology

and Expert Bio-Psycho-Analyst

Dr. Taylor will personally help you master his new science of life and mind, perfect your personality, make secure your own health and business success. You can gain a paying honorable profession: Lecture, Teach, Counsel, Heal, backed by Diploma from a high grade chartered institution. Send 10 cents to cover cost of mailing Prospectus and Book I of Correspondence Course for free examination.

TAYLOR SCHOOL OF BIO-PSYCHOLOGY, Inc.
Department C, Chattanooga, Tennessee

RUPTURES

Need firm but comfortable support

The patented Brooks Appliance retains securely without annoying springs or hard pads. Allows full body freedom. Worn and praised by active men and women in every walk of life. Over 3 million sold. Sent on 10 days' trial. Not obtainable through any store or agent in U. S., but made to individual measurements and sent direct from Marshall. Full information and free 28-page Rupture booklet sent in plain sealed envelope. Send for trial offer.



Trade Mark

C. E. Brooks, Inventor

BROOKS APPLIANCE CO., 179C State St., Marshall, Mich



QUIT TOBACCO

No man or woman can escape the harmful effects of tobacco. Don't try to banish unaided the hold tobacco has upon you. Join the thousands of inveterate tobacco users that have found it easy to quit with the aid of the Keeley Treatment.

KEELEY Treatment For *Tobacco Habit* Successful For Over 50 Years

Quickly banishes all craving for tobacco. Write today for Free Book telling how to quickly Free yourself from the tobacco habit and our Money Back Guarantee.
KEELEY INSTITUTE, Dept. C-545, Dwight, Ill.
Home of the famous Keeley Treatment for Liquor and Drugs. Booklet sent on request. Correspondence strictly confidential.



Write for Your Invitation

The Brotherhood, thru this simple means is setting a Sign Post for those who are seeking contact. Send for your invitation and curriculum of the great work leading from simple adjustment of your affairs to the highest work of White Magic. Non-commercial. For the sincere only.

The Mystic Brotherhood
TAMPA University FLORIDA

How Intimacy Affects Love

(Continued from page 37)

Too much "mothering" tends to lessen respect for mother.

Brother-Sister Distance

IT MUST not be inferred that perfect harmony always reigned in the Webster home.

Lois and Nellie had to share the same room all the time that they lived at home. This meant sharing the same dresser and clothes closet.

Lois was methodical and orderly. Nellie was disorderly and temperamental. Nellie usually dropped a thing wherever she happened to be when she was thru using it. This habit of Nellie's distressed poor Lois almost beyond endurance.

Then too, there was the problem of "helping mother." Nellie was the more loveable of the two girls but her carelessness often caused her mother extra work which further distressed the little plodder, Lois.

The two girls were in more or less constant verbal warfare which caused their nearness to fluctuate. But their quarrels were never very serious nor of long duration.

Both girls have homes of their own now and in the same city but the old sources of trouble between them have been eliminated. Their problems are now similar, if not identical. The result is a continuous nearness that they had never before achieved.

There is one more case that deserves mention because it illustrates a unique situation. It is the case of the Beck family.

Mr. and Mrs. Beck had no children of their own so they adopted a boy and a girl. Jack was several years older than Gertrude.

Mr. and Mrs. Beck are people of very high standards and they took great pains that Jack and Gertrude should not be thrown together too intimately, lest the intimacy should degenerate into familiarity, since the children knew they were not real brother and sister.

So cleverly did the parents handle the situation that Jack and Gertrude grew up in the same home, in the intimacy of the family circle, without the least awareness that their moral welfare had been carefully guarded. The boy and girl have a wholesome respect for each other. They regard each other the same as brother and sister even tho they understand they are not.

As a general principle we may say that intimacy without genuine courtesy, will lead to familiarity and "familiarity breeds contempt." Intimacy with sympathy and courtesy leads to nearness and dearness.



PROF. A. F. SEWARD
World's Foremost
ASTROLOGER
What the Stars Foretell in 1932

My Astrological Forecasts deal with business and social affairs, such as signing papers and contracts, seeking employment, speculation, stocks and bonds, travel, love, courtship, marriage, health, etc.
My fee for a reading covering 17 pages is $1.00. DON'T DELAY—ORDER NOW. Send your name, address and birth date with a $1.00 bill, check or money order.
You will be more than pleased with your Reading for 1932.

PROF. A. F. SEWARD
1541 Boardwalk, Atlantic City, N. J.
3620 Rokeby St., Chicago, Ill.

NEW VISION FOR OLD



Have you visual problems?

Thousands all 'round the world are learning how to Revitalize Their Eyes, Renew Their Vision, and See Without Glasses.

There's a hope-inspiring message, awaiting you, that may bring the dawn of New Vision to YOU, and with it the fullness and richness of a New Life and Future.
Sent FREE. Whatever your years or your problems, simply ask—now—for your copy of "NEW VISION FOR OLD."

Dr. EARL WARD PEARCE Dept. C-3
1247 W. 36th Place Los Angeles, Calif.

Photography for PLEASURE or PROFIT



A fascinating hobby or a profitable business can now be yours. Prepare quickly at home under the personal guidance of leading experts in the fine art of photography. No experience necessary. Full or spare time. Many earn while learning. Our thorough studio method also qualifies you to fill a well paying position upon graduation. Send coupon below at once for FREE booklet, *Opportunities in Modern Photography.*

AMERICAN SCHOOL OF PHOTOGRAPHY
3601 Michigan Avenue Dept. 5893 Chicago, Ill.
Send booklet, *Opportunities in Modern Photography*, and full information.
Name _____
Address _____
City _____ State _____

If you earn less than $500.00 MONTHLY



ROBT DAWSON

get my MONEY MAKING SYSTEM

See what the Real Estate Business offers YOU

Learn what others have done, read the facts about Aristotle Market who made $400.00 monthly in his spare time; F. J. Montagne who made $1050.00 in twenty-one days after completing the course; Mrs. Clara Rainey who in seven days, made $812.50. Don't take my word for it—they tell their own stories.
My story of how others have gained success, is waiting for you. It is FREE—Tell me today where to send it! ROBERT DAWSON, President, National Real Estate Institute, Dept. 703, Ft. Smith, Arkansas.

MENTAL HYGIENE

Symposium Lecture Course

FRIDAYS: 5:00-6:40 P. M., beginning Feb. 19th.
SOCIAL HOUR: Tea served 4:00-5:00.
FEE: For Teachers and Members P. T. A., $12.00. Single Lectures, $1.00.
CREDIT: Two Points, 15 Sessions. Meets Study Requirements, Board of Education.
FIRST SPEAKER: Clifford W. Beers, introduced by Dr. Wm. E. Grady.
OTHER SPEAKERS: Misses Additon, Hardy, and Hurwitz; also Drs. Blanton, Glueck, Jastrow, Lindeman, May, Michel, Moore, Overstreet, Peyser, Pratt, Wile, Williams, and Zachry.

For further information:
Dr. Werner C. Michel,
THE NEW SCHOOL,
66 West 12th St., New York City
Tel: Algonquin 4-2567

Digitized by Google

EARN MONEY AT HOME

YOU can make $15 to $50 weekly in spare or full time at home coloring photographs. No experience needed. No canvassing. We instruct you by our new simple Photo-Color process and supply you with work. Write for particulars and Free Book to-day.

The IRVING-VANCE COMPANY, Ltd.
342 Hart Building, Toronto, Can.

YOU MAY NOT NEED GLASSES
Tested and Proved



Marvelous scientific discovery; works wonders, regardless of age. A complete course of Eye Exercises and Chart, that will **build up your eyesight.** Money back guarantee. Clip this advertisement and enclose $1.00. Nothing more to buy or pay.
Prof. J. O. VANDER MERWE
Box 611, San Mateo, Calif.

HASUJOY METHOD
of Character Analysis and Vocational Counselling

Several approved systems combined with new features. Full analysis with constructive advice $2.00.
Address HASUJOY
100 Morningside Drive, New York, N.Y.

BIOCHEMISTRY

Is a thorough system of treatment for restoring and maintaining health by the use of the life salts that are used by Nature itself. System is easily understood, costs little, reaches nearly all conditions, uses no drugs.
Complete system entirely covered in Drs. Boericke and Dewey's celebrated work on Biochemistry entitled THE TWELVE TISSUE SALTS, 450 pages, cloth bound, $3.25 postpaid. Free circular. Address **B. R. Co., Box 386, Grand Rivers, Ky.**

COORDINATE YOURSELF

Great periods like this demand our best. Your name is the keynote of your powers. Know its numbers and work them. Cultivate your God-given individuality. It is the only road to economic stability and freedom. Send names, your preference, unusual pronunciation, birthplace, date, time and ruling ambition. The seven destiny numbers of your name analysed, $3.00; Astrological Chart and Coordination, $7.50; 1932 Personal Conduct Chart and Synthesis, $12.50; three in one order, introductory, $17.50; monthly service intensely individualised, $90.00 per annum. Why not play the game of life intelligently?
MAESTRO NUMEROS, 246 Fifth Ave., New York, N. Y.

YOU CAN BE WELL

That any person can be well is proved by the evidence of twenty
AMAZING, TRUE STORIES OF HEALING
These modern miracles and a description of the institution that performed them, make an inspiring story. Let us send
"The Way to Health" FREE to YOU
Write today for your copy. **Free. No Obligation.**
Weltmer Institute, Nevada, Mo., U.S.A. Dept. S

HYPNO-THERAPY A NEW SCIENCE

A HIGHLY PROFITABLE—UNCROWDED PROfession taught complete in my 6000 word treatise. Teaches art of producing hypnosis—How mind responds to hypnotic suggestions producing the suggested conditions in the body—How hypnotherapy excells all other methods in relieving pain, producing anesthesia and healing all psychogenic diseases. In fact covers everything the professionals practitioner should know $5 (adults only)
DR. W. E. HILL, Box 824, SPARTANBURG, S. C.

QUALIFY FOR DEGREE

Master Chromoelectronics (M.C.) Chromo-Science (C.Sc.) Dr. of Psychology (Ps.D.); Dr. of Metaphysics (Ms.D.) Dr. of Philosophy (Ph.D.) Master or Dr. of Occult-Mystic Science (also Analysis Gland & Dietetics Course). Write to: **N. C. E. INST., 242 Powell, San Francisco, Calif., U. S. A.**

I CHALLENGE

you that I will teach you, by mail, in one lesson, the simplest, shortest method, all for $1.00. Not telepathy. You can read one's mind to a dot, by only looking in the eyes of partner, chum, sweetheart, etc. Praised by New York, Boston, Montreal Police Chiefs; Colleges; Thurston; Black-, etc. If fake let them arrest me.
Psy. 14. A HONIGMAN, 5390 Clarke Street, Montreal, Canada

When Renewing
It always helps our busy Subscription Department when the subscriber points out that he is at present on the subscription list and mentions his last order number—altho these details are not absolutely necessary.

Walking With a Philosopher

(Continued from page 40)

"How did you come to think of this Yosian society, and did you vision its remarkable development?" I asked him.

"Like Topsy, it just 'growed'—naturally," he answered.

"Some years ago, my editor (Mr. Swift has been a New York journalist for over three decades) assigned me a little daily nature story, to be called 'News Outside the Door'."

(This daily story still gives the necessary publicity to the Yosians. When the old New York World went out of existence, requests that the Yosian notices of activities be continued, literally poured into the offices of the World-Telegram. A card index containing 38,000 Yosian names and addresses is on file there.)

"Seeking fresh material I took long week-end walks and as I reported these in my daily story, requests to accompany me began to arrive. It was seven years ago that I took the first group on a walk thru Rocky Lonesome. After that, the nature-walking society grew like wild fire. Right now, the average addition to Yosian ranks is about 500 a week—this, of course, including all sub groups."

"It looks as if the Yosian Brotherhood is stronger, more far-reaching and useful, because of its apparent lack of cohesion. It remains today, as it was at the start, without organization, red tape, officers or costs. Some of the strongest things in the world, you know, appear as the weakest!"

But surely the strong and invisible thread that holds this immense and unique organization together, is the deeply wise spirit of its leader—the man who says of the Yosian movement: "I am called a leader but I am its servant. . . .

"If for only a little while, we can get the sorely-puzzled, tired, or pleasure-weary folk away from the brick and mortar, the pounding subways, the dusty sidewalks, into the peace and silence under the forest trees—

"If we can conserve the things that have proved good for mankind; grasp whatever new things science offers as worth-while; help maintain an optimistic, happy frame of mind in others—

"Then I think we shall have added a worth-while bit to that supremely interesting fabric, Human Life!"

"We do not worry over much about wild rumors of the market place. . . . nor the rumblings that some say threaten civilization. . . .Life will go on and on. . . .our spirits are of the spirit permeating the cosmos. . . .we are part of a whole."

CLASSIFIED ADVS.

AGENTS

MAKE YOUR OWN PRODUCTS. Employ agents yourself. Toilet articles, soap, extracts. We furnish everything. Valuable book Free. National Scientific Laboratories, 1954 W. Broad, Richmond, Va.

ANALYSIS

1932 SCIENTIFIC FORECAST. Send Birthdate, 30c. D. Wightman, 2452 Geneva Terr., Chicago, Ill.

CHARACTER ANALYSIS: Send different specimens ink writing, birthdate. 50c, $1.00. Gertrude Ericson, Stratford, Iowa.

BROADCASTERS!

WE INVITE CORRESPONDENCE with live radio speakers who are also enthusiastic psychologists and can see a way of enriching their present programs (incidentally increasing their incomes) by incorporating the timely message of PSYCHOLOGY Magazine in their broadcasts. Write and tell us all about what you are doing. Address Circulation Manager, PSYCHOLOGY Magazine, 101 West 31st St., New York, N. Y.

EDUCATIONAL

YOUR SEARCH HAS ENDED. Secrets in Occultism As Mysterious As The Sphinx. Dime information. Mystic Brotherhood, 2525 Orchard St., Chicago, Ill.

Used correspondence school courses sold on repurchase basis. Also rented and exchanged. Money-back guarantee. Catalog free. (Courses bought.) Lee Mountain, Pisgah, Alabama.

CORRESPONDENCE COURSES—Sold, Bought, Exchanged. Rented. Bargain Catalogue Free. Hanfling, A-799 Broadway, New York.

Hypnotism: Clear, concise, easy lessons, practical guide to everything in psychology. Ask Fernando, Dept. E, Springfield, Mass.

FOR SALE

"PSYCHOPHONE LATE MODEL No. 6, good as new. $40. Miller c/o Psychophone Co., 103 Lafayette St., New York City.

HANDWRITING ANALYSIS

HANDWRITING reveals character. Know yourself and friends. Use ink on unruled paper. General analysis $.50, detailed analysis $1.00, complete analysis $5.00. VICTORIA, Graphologist, P. O. Box 389, Brockton, Mass.

YOUR HANDWRITING IS YOU! Handwriting reveals scientifically your character and latent talents. Send $1 for complete personal, individual analysis by expert graphologist. Benson Teitell, Box 61B, Kew Gardens, New York.

YOU OWE IT TO YOURSELF to know what your handwriting reveals. Practical, dependable, startling. Lewis, 6315AP Benson St., Huntington Park, California.

HANDWRITING ANALYSIS with pen-and-ink sketch of yourself as artist-character-reader visualizes you. Send handwriting, state age, weight. Fee 35c. Cameron Lord, 1680 Oakmount Rd., South Euclid, Ohio.

HEALTH

The Van Valen Sanatorium, Yonkers, N. Y. Psycho-Therapeutic treatment for mental, nervous, functional disorders and addictions. Also receive patients needing care, with or without treatment. Booklet upon request.

LET ME HELP you attain health and abundance. Vora B. Durand, 910 Lafayette Ave., Brooklyn, N. Y.

IMPROVE COMPLEXION, ambition, nerves, catarrh, constipation, indigestion, sex troubles, impotence, regulate weight. Booklet 10c. Vital Diet, 9-X, 811 North Fourth, Camden, New Jersey.

BECOME A FAITH HEALER. Good Income. Health. Box 70, Watertown, Mass.

THIRTY YEARS EXPERIENCE curing the drink-habit, disease and inharmony. Elberta Wilson, Rock River, Wyoming.

PERSONAL

LEARN SPIRIT MIND READING. Particulars free. J. Tillberg, Proctor, Vermont.

BUSINESS OPPORTUNITY

OLD ISSUES—IF YOU HAPPEN TO have a copy of the April, 1929, issue of PSYCHOLOGY which you do not especially need, write today to Circulation Manager, PSYCHOLOGY, 101 West 31st Street, New York, N. Y.

HELP WANTED—INSTRUCTION

INVESTIGATING and Tracing. Work home or trav-el. Experience unnecessary. Write AMERICAN SYSTEM, 2190-Y Broadway, N. Y.

Positions on Ocean Liners; Experience unnecessary. List of positions free. E. Arculus, Mount Vernon, N. Y.

MISCELLANEOUS

BANISH INFERIORITY COMPLEX. Particulars Free. Rosenberg, 440 East 146th St., Bronx, New York.

Digitized by Google