

★ ★ PSYCHOLOGY

POPULAR • INSPIRATIONAL • HEALTHFUL

HAVE I THE COURAGE
TO FACE LIFE?

The Real
CLARENCE DARROW

Ideas of
ULTIMATE RELIGION

CAN A WOMAN AVOID NERVES?

LET'S BANISH GLOOM

NOW IS THE TIME
to Marry

TIMES ARE HARD
—But

AUGUST . . . TWENTY-FIVE CENTS



Revolutionary **NEW** SUPER-JUICER

**Banishes Another
Hateful Kitchen
Job!...**

**Oranges, Lemons, Small
Grapefruit Juice Themselves
LIKE MAGIC!**

At last . . . a Remarkable New Kind of Automatic SUPER-JUICER now makes the dream of every modern housewife come true! It's different—hangs on the wall. Just a turn of the handle and fruits juice themselves like magic. No waste, work, worry or bother. Easy to clean. No parts to rust. Guaranteed 5 years. Yet Priced Amazingly Low! Now old-timers and beginners alike pocket the profits of their lives! Unique LIBERAL NO-RISK TEST OFFER puts this unusual opportunity in your lap. Simply rush coupon below IMMEDIATELY!

AGENTS!

**Just Turn the Crank and Make Up To
\$17 IN A DAY Easy!**

FOR years America has clamored for a simple, inexpensive device that would automatically juice citrus fruits! Almost every one today drinks fruit juices at least once a day for their health-giving ingredients. But housewives have had to contend with makeshift gadgets and squeezers with accompanying waste, worry, work, mess and bother! Now, into this nationwide market, comes an astonishing scientific marvel—the SPEEDO SUPER-JUICER—to bring new kitchen freedom to housewives and to provide ambitious men and women everywhere with a spare or full time money-making opportunity, breath-taking in its scope!

Imagine saying to a housewife: "Madam, here at last is the SUPER-JUICER you have always wanted—that enables you to get all the juice from oranges, lemons or grapefruit quicker and easier than you ever dreamed possible. Hangs on the wall. Does not have to be screwed or clamped to table every time used. Just a turn of the crank and the juice is ready to pour. Strains all seeds, pulp and pith. And so easy to clean! No cracks, no corners—no parts to rust. Notice its beautiful finish—you'll be proud to have it in your kitchen. It is guaranteed in writing

for 5 years." Then, when you make your lightning-quick demonstration, man, how she wants it and hopes she can afford it! And when you mention to her in closing the smashing LOW PRICE at which she can now enjoy its tremendous benefits for years, your sale is clinched!

Pushover Sales Waiting Everywhere

Market, demand, unheard-of new features and LOW PRICE! Your own good common sense will tell you that your search for a real money-maker is ended! Shrewd old timers, who know a seller when they see one, are flocking to the SUPER-JUICER in order to cash in on its demand while it is still new and selling like hotcakes. For, while this new Speedo marvel has only just been introduced to a waiting world, it already is bringing Speedo people everywhere as high as \$8 in an hour, \$27 in a day and \$125 and more in a week!

Make 4 Profits on One Sale

Investigate this unusual profit chance while choice territory is still open. The coupon below brings you details of the new SPEEDO SUPER-JUICER. Also facts about three other equally marvelous SPEEDO sensations needed and wanted in over 20 million homes. Get our NO-RISK TEST OFFER that guarantees sales without risk to you whatever. Send no money. Just RUSH the coupon AT ONCE! Central States Mfg. Co., Dept. K-5535, 4500 Mary Ave., St. Louis, Mo.



Easy to Operate

The NEW SPEEDO SUPER-JUICER lifts in and out of the patented SPEEDO wall bracket; hangs on the wall. Just a few easy twirls of the handle and fruits juice themselves. So simple even a child can do it.

Easy to Clean

And how this great feature appeals to women! After the SUPER-JUICER reams fruits of all their precious juices, it's unbelievably easy to clean. Just turn handle to left and rinse Juicer under faucet. No parts to rust.

**NO RISK
Test Offer
Simply
Mail Coupon
NOW!**

CENTRAL STATES MFG. CO.,
Dept. K-5535, 4500 Mary Ave., St. Louis, Mo.
Rush full details about the new SPEEDO SUPER-JUICER and NO-RISK TEST OFFER on this and three other million dollar SPEEDO inventions.

Name

Address

City State

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

Afraid to face the TRUTH About Himself!

What most men would hear
if their mirrors could talk

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

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

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

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

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

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

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

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

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

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

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

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

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

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

This great reserve of mental power, almost wholly lost by the average person, is capable of making his life more SUCCESSFUL, HAPPIER, MORE SIGNIFICANT. Right within the mind of the average person is contained the ability to ACCOMPLISH his aims—whenever a GREATER PERCENTAGE of his latent but unused mental power is HARNESSSED and directed through scientific mind training. Any person who wishes to DO more, to HAVE more, and to BE more, must put into his life a PRACTI-



CAL PLAN to bring together the natural powers he already has, strengthen them, and PUT THEM TO WORK.

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

Men like Edgar Wallace, the famous mystery-story writer; Sir Herbert Austin, manufacturer of the "Austin" car; General Sir Robert Baden-Powell, founder of the Boy Scout movement; Sir Harry Lauder; Prince Charles of Sweden; Frank P. Walsh, former Chairman of the National War Labor Board, and hundreds equally famous, praise this method of increasing brain power.

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

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

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

Thousands who read this announcement will DO NOTHING WHATEVER about it. The little effort and the will needed to send for this book—which is FREE—will be "JUST TOO MUCH" FOR THEM! How can these people EVER gain what they hope for, dream about? They are the skeptics, the doubters, the "show me" wiseacres.

The thousands who are open-minded—who are willing to learn something to their advantage—will ACT on their impulse to send in the coupon. They will be COURAGEOUS enough to FACE THE TRUTH about themselves. They will WANT to find out what's HOLDING THEM BACK—will want to DO SOMETHING ABOUT IT. Such people will find it IMPOSSIBLE to put a 2c stamp to greater use than MAILING THE COUPON BELOW. If you are one of them, mail this coupon TODAY.

THE PELMAN INSTITUTE OF AMERICA
271 North Ave., New Rochelle, N. Y. Suite 688

The Pelman Institute of America,
Suite 688, 271 North Avenue, New Rochelle, N. Y.

I want you to show me what Pelmanism has actually done for over 700,000 people. Please send me your free book, "Scientific Mind Training." This places me under no obligation whatever, and no representative will call upon me.

Name.....

Address.....

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

The Standard Publication of Practical, Inspirational and Applied Psychology

PSYCHOLOGY

Life and the Modern World

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Arthur Frank Payne, Associate Editor

Contents

	PAGE
With the Wits.....	8
Keep Your Balance (A Chat with the Editor).....	12
Henry Knight Miller	
Don't You Remember? (A Poem).....	14
Joseph De Nio	
Clarence Darrow, As He Is—Not As the Newspapers Say	
He Is	15
Charlotte Kinney	
Have I the Courage to Face Life?.....	18
Joseph D. Amorose	
Success (A Poem).....	20
Successful Sales Psychology (Even Now You Can Sell) 21	
Harrison Lewis	
Use Your Brains to Create Something New.....	23
F. K. Berrien	
Can a Woman Avoid Nerves?.....	26
Louis E. Bisch, M.D.	
Times are Hard? Yes, But.....	28
Paul Ernst	
The Power of Imagination.....	29
Dr. Harry Emerson Fosdick	
What Psychology Has Done for Me.....	31
J. T. Mallory	
The Unemployed Mind of Today.....	32
Dr. Arthur Frank Payne	
Now Is the Time to Marry!.....	34
Ada Patterson	
Come Let's Banish Gloom!.....	36
June Davis	
Building a Perfect Body.....	37
Dr. J. Douglas Thompson	
Time Everlasting (Second of the "Ultimate Religion"	
series)	38
William Charles O'Donnell	
The Master Weaver (A Poem).....	39
Maurice C. Waugh	
You, Too, Can Make Money.....	40
Pauline Cleaver	
What Can We Do for You?.....	42
C. Franklin Leavitt, M.D.	
From Kitchen to Factory.....	44
Elizabeth Williams Sudlow	
William A. Engle Says.....	47
My Garden (A Poem).....	48
Grenville Kleiser	
Companionship (A Poem).....	49
William Howey	

In September

I Found a Job

(Anonymous)

The actual day-by-day experience of a man, who, a faithful employee for years, was discharged because his company "must reduce expenses." His emotions, his efforts to place himself again, he has vividly told. Happily, as the title reveals, he *did* find another job, but what he learned in the interim—!

Thou Shalt Not Gamble With Life!

Dortch Campbell, in his usual vivid style, tells some of the ways we adopt to take precious years off our life span.

The Psychology of Salesmanship

Another illuminating business article by Harrison Lewis, who persistently assures, "You *can* sell things in 'Hard Times'"—and means it!

The Idiot's Daughter

A strong story by Hodge Mathes which reveals how opinions we fasten on people calling them "hereditary traits" are sometimes quite undeserved and mistaken.

Start 'Em In Colt Harness

A wise, amusing and altogether charming article by that admirable writer, Eugene Field Tinker. This will give you ideas.

Eldora Field, Managing Editor; Charles H. Desgrey, Advertising Manager; Irene Kenney, Circulation Manager; James F. McCarthy, Secretary; Samuel J. Schwartzman, General Counsel.
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Are Unreasonable FEARS and NERVOUSNESS Wrecking Your Life?

Fear Is YOUR Worst Enemy

You are destroying yourself by your own wrong thinking. Worry, Self Consciousness, Apprehension, Overseriousness, Overanxiety, and the hundred and one fears which can accompany loss of confidence, can tear you to pieces and in time actually kill. They create fertile soil for the growth of very real disorders. FEAR poisons you through a chemical change which it creates. FEAR lowers your vitality and tone, causes functional inaction, and creates nerve-supersensitiveness. These statements are backed by the best medical authorities of today.

Has FEAR become stronger than your REASON? Do you find yourself in a "Mental Trap" from which you can see no avenue of escape? Is FEAR limiting you mentally, physically, socially or financially? Then it is TIME TO ACT. FEAR will crush you completely if you continue to be a slave to it.

The True Cause of NERVOUSNESS and NEURASTHENIA

One out of every ten persons in the U. S. today is suffering from a partial or complete NERVOUS BREAKDOWN. Over 500,000 cases of mental disorders were treated in institutions alone last year. The demand for a very REAL FORM OF HELP is great. Breakdowns are the result of loss of confidence—FEAR. They come to those possessing a sensitive, emotional nature, with a slight tendency toward nervousness; whose early childhood training was not suited to this type of child. Your temperament represents an active—"going" mind which has become introspective. Worry alone will in time completely wreck the strongest nervous system. FEAR is a constant irritation to the Sympathetic Nervous System, and in time the nerves become so hypersensitive that alarming symptoms present themselves. Help is sought along purely physical lines until the sufferer learns that this form of service is of little avail. YOUR type and temperament must be dealt with as an individual. There is no standardized or set form of aid which will work in all cases. BUT YOU CAN BE RESTORED TO HEALTH.

To Just Drift SPELLS DESTRUCTION

You CANNOT drift out of your present condition. Conditions must be met in JUST THE RIGHT WAY if you are to again be normal. You must first have a perfect and definite understanding of yourself, these FEARS, and of your powers. Through a process of reeducation your VIEWPOINT toward self and life must be changed. When you have reached a point where you can FORGET YOURSELF and view things as normal people do—YOU WILL BE NORMAL. There is no hidden, undiscovered, obscure state of weakness present in you, but you have drifted into this condition through a lack of understanding, and it has all been according to LAW.

Let one ignorant of the laws of electricity take hold of a heavily-charged wire and death may be the result. But that very same force when wisely used and directed becomes most constructive and a real blessing. So it is with YOUR powers. There is but ONE FORCE at work in you—THE NATURAL LIFE-FORCE—and when you have made the proper adjustments and redirected these powers, you will find them growing stronger and serving you in a most wonderful way. TRULY, you have been your own worst enemy.

YOUR Trouble Is Absolutely Curable

Drugs cannot be of service to you. You must go back to the TRUE CAUSE of your trouble and eliminate the destructive influences that WRONG THINKING and LIVING have brought. The change will be according to law and will be in the form of Psychology, Psycho-Analysis, Physical Culture, Dietetics, etc. The change which takes place in those who earnestly and honestly follow out NATURE'S WAY, is astounding. You haven't really lost any of your powers; they have just been weakened through lack of proper direction. You CAN build up YOUR powers, CAN get yourself in hand, CAN make all necessary adjustments—CAN BE FREE.

A Human, Intimate, Personal Help Is Offered YOU

I have made a success of my work because I have never lost sight of the fact that I AM HUMAN, and have taken a very real interest in my patient. YOUR troubles are MY problems when you come to me with them, and I can feel YOUR suffering, and see things from YOUR angle. I understand perfectly and KNOW that your suffering is very real. Your reactions are NOT imaginary and I know that your suffering at times is very real torture. There is no suffering quite as hard to bear as that created by mind and nerves. I have a service—A MOST HUMAN ONE—that I can carry to your very door. It is of a very personal and intimate character. Thousands have been made stronger and happier through this service. I OFFER IT TO YOU.

Send for This Book on FEAR and NERVOUSNESS And Procure a FREE ANALYSIS of Your Case

I have written a 100-page book, based on my twenty-four years of experience in the treatment of Mental and Nervous Disorders. This book will tell you more about fear and its reactions, and YOUR NERVES, than you ever dreamed could be taken up in so small a volume. It will tell you about YOUR powers—of that GIANT WITHIN YOU—and help you to analyze YOUR troubles. It has been pronounced by thousands as PRICELESS, and has been the means of materially assisting a large percentage of its readers. 200,000 copies have been sold. YOUR COPY IS WAITING FOR YOU.

To those who purchase this book at the very small cost of 25 cents, I will give a Preliminary Psychological Analysis. This can prove of great value to you, for it will show you what is back of your trouble, and suggest what is the proper procedure in your case as far as your future is concerned. The reply to your filled-in Blank will be without cost or ANY OBLIGATION TO YOU. Blank will be enclosed with your book. Your confidences will receive the very same protection they would were you coming to me and paying a large fee for my services. Your blank will come direct to MY desk and be opened by ME.

Fill Out the Coupon and Mail, With 25 CENTS

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C. Franklin Leavitt, M.D.

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

What a Few of the Thousands Have to Say

(Written on a photo hanging over my desk)—"With heartfelt appreciation from one he lifted from sinking sands, after a life-time's mind-depression; to a peaceful, happy, joyous state of mind." G. A. F.

(From another photo)—"Leavitt-Science has not only made me complete master of my body, but it has placed me on an equality with Big Thinking Men." J. E. G.

"Now I am coming along fine, fine, fine. I feel many years younger, my eyes are blue as fairy flax and my brain is especially keen. Troubles? I haven't any. Nothing rattles me. I make it a point to run into all the trouble I can." L. W. B.

"After a month's treatment I am feeling fine. You surely have done wonders for me. I cannot thank you enough." C. E. R.

"Doctor, I have never felt better in my whole life than I do now. That's saying a whole lot, isn't it? Well, it's true. You and your method of cure get the credit." L. S.

"It is a funny thing that I had to roam about different parts of the world for forty-eight years before I found out what was the matter and how to right the trouble. I like the winning feeling." T. W.

"I have never invested \$— which brought me as much return as my investment in your work. As I have learned the effects of fear on the body I see now why I had my nervous breakdown." J. A. S.

"Besides gaining in health and strength, everything seems to be coming my way. I have taken an entire new lease on life; work is a pleasure; and I can once again enjoy a good laugh. But best of all, I feel sure of myself." F. G. F.

"I am feeling splendid, Doctor. I feel grateful to you for what you have done for me. I was a perfect wreck when I came to you for help. I was on the downward road, toward suicide, but things have changed completely." E. T. G.

"The other day I met a friend who didn't know me because I looked so good. He certainly commented on my good appearance and I really look the part. I must truthfully say that this improvement has taken place since I began treatment with you." J. G. L.

"Your one month of instruction simply changed my whole viewpoint of life." J. S.

FREE ANALYSIS COUPON

**C. Franklin Leavitt, M. D.
Suite 1516 T, 58 E. Washington St.,
Chicago, Illinois.**

Enclosed you will find 25 CENTS to cover the cost of your book, SELF MASTERY THROUGH UNDERSTANDING. This also entitles me to a FREE Preliminary Psychological Analysis of my case—WITHOUT ANY OBLIGATION.

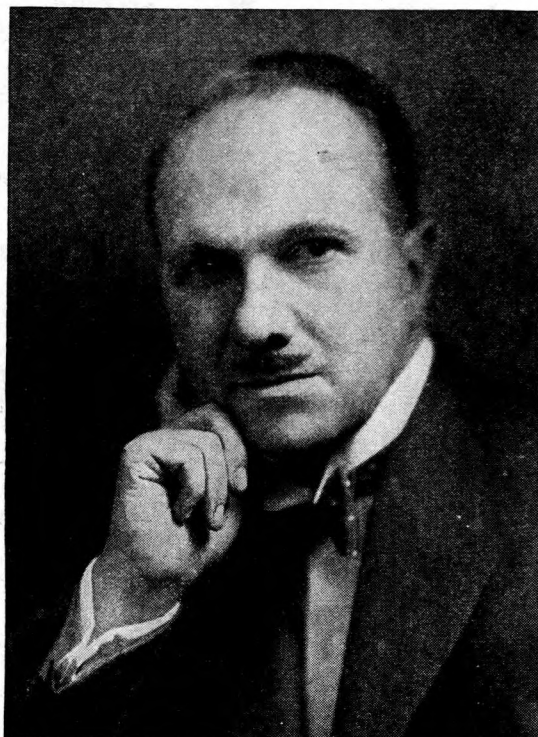
NAME _____

ADDRESS _____

CITY _____ STATE _____

Do You Need Advice?

Let Dr. Henry Knight Miller Help You



Photograph by Bachrach

DR. HENRY KNIGHT MILLER

Every life has its problems. What are yours? Health—Fear—Worry—Inferiority Complex—Love—Marriage—Sex—Religion—Money—Vocation—Despondency—Nervousness.

Dr. Henry Knight Miller, the editor of Psychology Magazine, has helped thousands of men, women and children to find themselves. As a clergyman, pastor of a great metropolitan church, most of his time was spent helping and advising people, solving their problems, fighting their battles, healing their wounds, pointing the way to larger life.

As a psychology lecturer tens of thousands heard him in the great cities of the nation and thousands sought his counsel and sympathetic, understanding advice.

As a psycho-analyst he delved into the innermost recesses of the human soul and found for many patients the hidden spring to power.

As an editor he has studied every phase of the psychology of human life. He understands life as few men living today. He has a great compassion for human frailty. He loves his fellow and finds his greatest happiness in helping others to find peace, happiness, security and understanding.

Dr. Miller will accept a limited number of applicants for personal counsel and advice. He has helped thousands—let him help you. His fees are as reasonable as the great demands upon his time make possible. A personal interview ten dollars (\$10.00). A long personal letter five dollars (\$5.00). Call: Longacre 5-5943 for appointment.

Write: Dr. Henry Knight Miller
101 West 31st Street
New York City

GEMS FROM DR. MILLER'S WRITINGS

Love is the great cleanser, the divine factor in life. It is love that sweetens life. It turns the rough path into rose entwined bowers, makes luminous life's darkest night, speaks peace to the troubled waters, warms the heart chilled amid life's hard experiences and makes the desert places to blossom as the rose. Live the love-tinctured life and you will draw men to you as an oasis in the desert, or the shadows of a great oak in summer's noontide.

Faith turns defeat into victory. With faith nothing is impossible. We are organized for triumph. We are ordained to possess the earth. Break through the conscious mind to the source of all power. Let the secret jewels shine forth. We can all be conquerors. Believe in yourself, your mission, your fellows. Faith is soul health—it can cure any disease of body, mind and spirit.

Work has therapeutic value. It keeps life sane and wholesome. Glory in your work. Perform the simplest task with a sense of fine fidelity. Go thru the daily routine with the air of a monarch. Perform your labor with a smile—rejoicing that it is yours to do. Then will your work be a blessing, a benediction, a communion with the great Master of all good workmen.

The mind is master of destiny. We are largely the product of our prevailing thoughts. We create our own world, our environment, our success, happiness or failure and despair. Think wholesome, constructive thoughts. Think health—your disease will tend to vanish. Think prosperity—opulence will reward you. Think happiness—content will banish unrest.

There is but one standard of success—the development of a full orb, harmonious personality in which power is exemplified, poise enshrined, sympathy evident, love supreme, and happiness possessed. Such success is rare but its possession is a revelation to those who attain and those who behold. It creates a super race of God-like men. They dignify life. They pitch the tents of the race on loftier altitudes. Their very presence is a benediction. Their touch turns all to music, laughter, sunshine and gold. They are the saviours of the world, the advance guard that lead in the quest of the good, frontiersmen on the far flung horizon of hope, benefactors who go to the struggling masses as the shadow of a great rock in a weary land.

Many victims of the prevailing economic cataclysm are crushed and broken by the hardships enforced by their present lack of money. Some commit suicide. Others become despondent. Some give up, curse God, and beg to die.

But I have met a number of stalwart souls who laugh at their losses, defy the general conditions, adapt themselves to their changed status, bravely face the future and seek with undiminished zeal to reconstruct their fortune.

If we learn the lessons which the upheaval has brought, the futility of worshipping money, the error of undue emphasis on non-essentials, the absurdity of the false show and tinsel of trying to "keep up with the Jones," and seek with unrelenting optimism and application of all the resources at our command, to build on the ruins of what was, a more substantial and enduring structure, then will the tragedy of depression give way for us to ultimate success and victory.

WHY NOT START?

You have suffered from sickness long enough. Why should you continue when it is so easy to get well. Why not be free from your aches and pains, from those tired feelings, those costly operations. Why not put off old age, outwit your disease and bring back that sparkle in your eyes and roses in your cheeks. You can be well if you only want to . . . by living in accord with Nature. Leading doctors will tell you that all disease springs from food reactions. Eat correctly and disease will give up its fight. You will lose all your worries and that fretful look. Your aches and pains will vanish and once again you will rejoice in PERFECT HEALTH.

This is a Proven Fact

It is not theory. It is based upon the cure of more than one hundred thousand people who have suffered for many years from all types of disturbances. Dr. J. Douglas Thompson, the Pacific Coast's famous diet specialist, has proven this to be true. He knows that what he has done for others he can do for you too. He has had to build his own building to care for his tremendous practice, and now, in order to help YOU and the many, many millions of others who cannot visit him personally, he has written the greatest weapon of all times in the war against disease . . . the result of more than ten years of long, arduous research work and twenty-two years of scientific experience in eliminating humanity's ailments. This masterpiece is known as . . .

Eating Your Way To Health

Which is now in its seventh edition, completely rewritten from cover to cover with more than forty-two new chapters on as many new diseases.

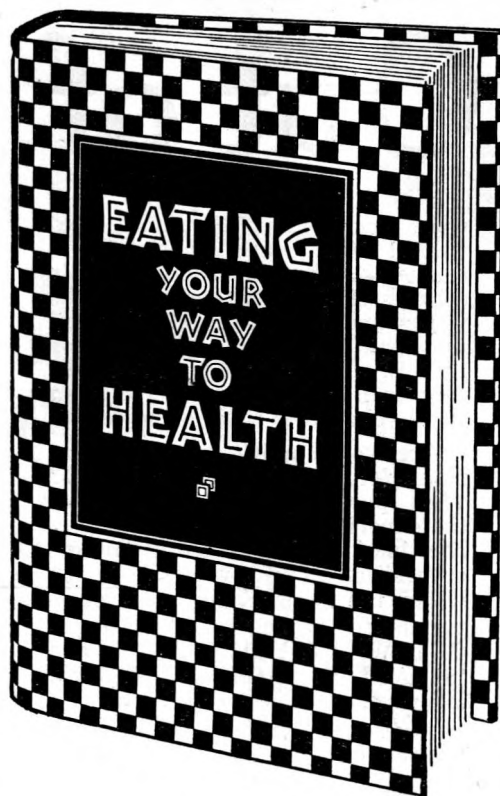
The Work of a Lifetime

Has been crowded into this gripping volume of two hundred pages. Not only has the Doctor written elaborately on the subject of health and how to increase as well as retain it, but his most masterful accomplishment is more fully explained in the dozens and dozens of chapters treating every conceivable disease known to mankind from the cradle to the grave.

Tells You Exactly What To Do

To overcome every disease that any one of the members of your family might become afflicted with, from the first childhood disease to old age. Each chapter, first of all, tells you what the disease is, gives you its varieties, tells you its cause, and follows this by giving you the various warnings of nature; immediately following which you are told just exactly what to do at home to completely overcome this condition through sensible home care. Last, but not least, it tells you what you must eat for each meal in the day, week, month and year.

Among its many delightful chapters are, "The Necessity of EATING YOUR WAY TO HEALTH", "Contributing Causes of Disease," "Cleansing the Body," "How to Conduct a Cleansing of the Body," "Thinking Your Way to Health," "EATING YOUR WAY TO HEALTH Exercises" for every conceivable part of your body, "EATING YOUR WAY TO HEALTH Daily Routine," "How We



Digest Our Foods," "Why You Should Not Use Condiments," "Natural Flavoring for Each and Every Food," "Combining Your Foods Correctly"; Part Two consists of, "How to Overcome: Acne or Pimples, Adhesions, Anemia, of all types, Antrum Infections, Appendicitis, Arteriosclerosis or hardening of the arteries, Arthritis, Bronchitis, Catarrhal diseases, Cystitis, Constipation, Chicken Pox, Coughs and Colds, Deafness, Diabetes Mellitus, Diabetes Insipidus, Dyspepsia, Gastroparesis and Vicer-optosis (sagging condition of the stomach and internal organs), Gastric Ulcers, Cancer of the Stomach, Intestinal Indigestion and Obstruction, Intestinal Parasites, Intestinal Ulcers, Cancer of the Intestines, Mucous Colitis, Cancer of the Colon, Inflammation of the Rectum, Hemorrhoids or Piles, Rectal Fistula, Cancer of the Rectum, Diphtheria, Dropsy (swelling of the ankles), and last but not least, a chapter on female disorders of all types, commencing with the explanation of monthly irregularities, then telling you of all types of tumors; such as cysts, fibroids, etc. . . . a chapter that every woman will want to read and

follow to the betterment of that health of hers.

Start "Eating Your Way To Health"

It is just as easy and more so when one knows how, for all that is necessary is the knowledge of combining your foods properly . . . and the seventh edition of EATING YOUR WAY TO HEALTH WILL tell you exactly how to do this in an enlightening manner.

200 Pages of Real Information Beautifully Bound

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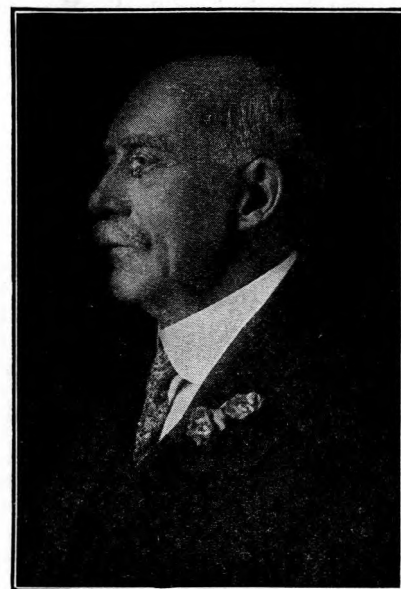
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Emergency

In the most extreme emergency some people insist on things being done under strict system.

The fire brigade of a small South of England village had turned out in response to a fire call. An excited villager dashed up to the chief of the brigade.



"Chief," he shouted wildly, "another fire has started at the other end of the village."

The officer turned on the man fiercely.

"Can't help that," he snapped. "We've got our hands full here. They'll have to keep the other fire going until we can get there."—*Kablegram.*

* * *

Reversing the Dope

"Yes," said the lawyer to his client, the grocer, "you've got the best case I've ever heard."

"Thanks," said his client, grabbing up his hat and making for the door.

"Where are you going?" asked the astonished lawyer.

"I'm going to settle this case out of court," the other informed him.

"But I've told you it's the best case I've ever heard."

"Maybe," said his client, "but not for me. I've told you the other fellow's story."—*Wall Street Journal.*

* * *



"Aw, g'wan, there never was a fish that big."

—*Kablegram.*

Service

A very fussy diner entered a restaurant.

"Now, waiter, I want a nice chop," he said. "I want there to be a little fat on one side. I don't want the chop to be underdone, nor do I want it to be burnt. I want it just right, with plenty of gravy. Now, you'll tell your chef exactly what I require, won't you?"

"Certainly, sir," said the waiter, whereupon he shouted down the speaking-tube that connected with the lower regions: "One chop, Joe."

* * *



"I'll have one of those frozen assets."

—*Kablegram.*

* * *

A Wonderful Man

"You cannot get eggs without hens," said the speaker stressing the point.

"My dad can," piped a small voice from the rear.

"Please explain yourself, little boy," said the speaker.

"He keeps ducks," yelled the boyish voice from the rear.

—*Watkins Roll of Honor.*

* * *

Tut, Tut!

Poverty is often just a state of mind created by a neighbor's new car.—*Pacific Mutual News.*

Unnecessary Worry

We can afford to laugh if our worries have a happy ending.

There was great commotion on deck. The timid passenger ran up from his cabin.

"Whatever has happened?" he panted.

"Be prepared for the worst," said the captain, sternly.

"Wh—where are the life belts?"



"They'll be no good to you now," said the captain. "From now on you must look out for yourself."

The timid man hid his eyes with his hands, and began to tremble.

"No, no," he cried; "tell me yourself what has happened."

"We're in harbor," said the captain. —*Kablegram.*

* * *

Kindness to Nuisances Week

Wife (as husband is leaving)—"Dear, will you remember to bring home something for the rats this evening?"

Hub—"Something for the rats? Certainly not! If the rats can't eat what we have in the house, let them leave."

—*Boston Transcript.*

* * *



A Scotchman falls overboard.

—*Kablegram.*



.. His Harvest Years Made Miserable

Through Failure of the
DANGER GLAND*
That Wrecks Men After 40!

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

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

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

Yet it's often so easy to stop these gland ravages! Nature sends out hundreds of warning signals to tell the victim what the swollen, sick prostate gland is doing long before the final attack! Men over 40, who have to get up at

night, from two to ten times, have a clear warning. Pains in the back and legs—unaccountable headaches—fits of the "blues" and depression—these all warn of coming trouble with the prostate gland.

And a hundred thousand men today, who heeded these warnings and learned the truth about this danger gland, have found a way to end these painful, sometimes embarrassing warning symptoms and prevent the disaster which threatens them. Through a clearly written little book, filled full of sound facts which every man over forty should have, they have learned how a great scientific discovery can

Prostate

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

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

Of course, we can't publish all those names

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here—not one-tenth of them could be put on this page. But we can, and we will—send you this book which showed them the facts about the prostate weakness and the facts about Thermalaid, as this easy, drugless gland stimulation is called.

Don't let one of those symptoms go overlooked. If you suffer them—night rising, pains in the legs, back and feet, undue exhaustion, and the mental symptoms of worry and depression.

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

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Get What You Want
Change Your Life at Will
Develop Perfect Memory
Improve Power of Imagination
Use the Subconscious Mind
Break Undesirable Habits
Overcome Depression
Use Your Mystic Powers
Heal Yourself and Others
Use Suggestion and Auto-suggestion
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
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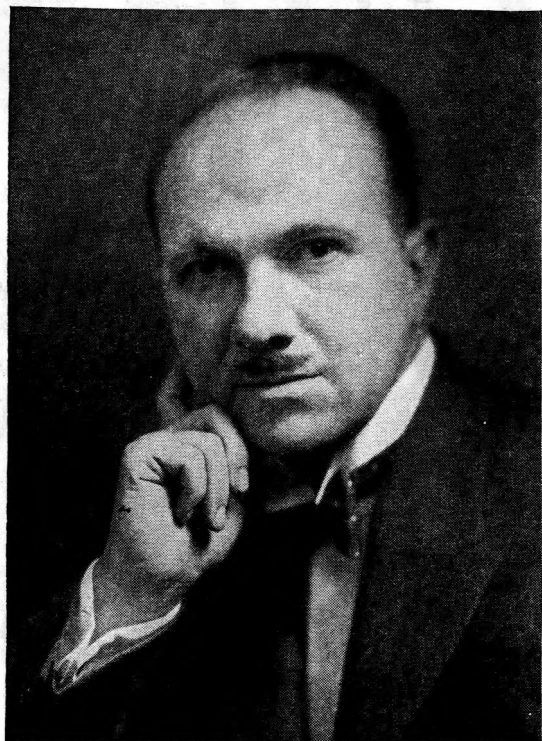
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for a
PENNY**



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DR. MILLER

TWICE a day, for years, at a famous circus, vast audiences held their breath as a dare-devil entertainer performed on a wire a hundred feet above the ring, with no net to catch him in the event of a misstep. He walked back and forth, carrying weights, riding a bicycle and doing apparently impossible stunts.

A thousand times he bravely defied death. Occasionally the awed multitude would behold him waver for a moment. Men gripped their benches, women shrieked, and fainted. The tense spectators expected to see him lose his balance and crash to his death. Each time, however, by superhuman effort and consummate skill he regained his balance and finished his act with a flourish, amid thunderous applause.

But one day he felt unequal to the task. He was ill. His wife begged him not to try it but the manager, a selfish brute, who thought only of the gate receipts and a satisfied audience, taunted him with being "yellow" and insisted that he go on.

In the midst of his act he wavered, lost his balance and crashed to his death amid hoarse cries, shrieks and general pandemonium.

Can you keep your balance? Few can. The world is filled with lopsided folks. They lean this way or that. They never find a happy medium. They lack poise. They are too talkative, or too silent. They love too little, or too much. They are too puritanical, or too utterly devoid of ethical principles. They are honest, but miserly, or perhaps very generous, but not scrupulous about matters of financial integrity. They are fanatics about some political, social or religious issue, but lack any fine sense of patriotism, altruism or spiritual serenity.

There are many who keep their balance while all

Keep Your Balance

By HENRY KNIGHT MILLER

goes well. But let misfortune come, disappointment in love, business failure, social disapproval, illness, unpopularity, and they lose their balance, become demoralized and crash to tragic doom.

Times like these test the souls of men. It is easy to be cheerful, confident, kindly, to be undisturbed by the little squalls that blow upon the sea of each man's life—when the skies are blue, the weather fair, and the sailing secure. But when the waves of life dash with destructive fury upon our storm-tossed barques; the clouds are dark and threatening, thunders crash like the roar of ten thousand field guns; lightning flashes like the finger of an avenging deity—then is the test of the true soul. Can you keep your balance when tempests assail?

In the midst of the economic cataclysm which engulfs us, every day scores of people, weary of the struggle, hopeless of the future, hurl themselves from the windows of tall buildings or otherwise refuse to continue a life that has become unendurable. What is wrong with these poor souls? They have lost their balance.

★ ★ ★

Millions of others are out of work, steeped in debt, expelled from their homes. Millions taste the bitter fruit of disappointment. Millions are reduced from opulence to poverty. But these live on, their heads bloody but unbowed, adjusting bravely to new conditions, creating new standards, grinning, drawing what joy they may from the sheer adventure of living. They must start all over again; they are born from the womb of misery into a new and unfamiliar world, but they keep their balance, face the future chastened but unafraid, and live on.

What are some of the elements which aid us in maintaining balance? Foremost is right thinking. Those who lose their balance are invariably victims of negative thinking. Sound, constructive habits of thought fortify men against collapse in life's tense and critical hours. If we think constructively as a matter of fixed habit, when the testing time comes, our thoughts will bear us thru desolation and despair and guide us to a solution of every problem and to ultimate triumph.

To think rightly we must guard ourselves against certain negative influences. Most people's thinking—such as it is—is largely motivated by tradition or emotion. We believe in our religion, political party, social theory, moral principles—not because we have critically examined them and found them logically acceptable, but because our parents thought so and so; belonged to such and such church or political party and accepted

A Chat with the Editor

certain conventions as the infallible and fixed moral code. To question the faith handed down by the fathers is a sacrilege. To forsake the political party one was born in, is tantamount to being a traitor. To violate the conventions or morality accepted by the particular group one is kin to, is to become a moral outcast.

All of these motivating influences tend to inhibit clear thinking. When the average person supposes he is thinking he is simply repeating like a parrot the formulas handed down to him by the dead hand of tradition. This racial habit of slovenly, uncritical thinking has done more than all other factors combined to retard the progress of human life. All progress has resulted from the occasional courageous soul who has broken with religious superstitions, seeking a genuine religious fellowship thru approaching the infinite, unfettered by dogmatic prejudice; who has risen above political parties in quest of saner political standards, and has worked out his own ethical ideals, seeking higher and saner ways of life. He has submitted everything to critical analysis. Instead of reacting with fury and hate against those who question his religion, politics and morals, he has welcomed criticism and examined all new facts presented, ever willing to change his views in conformity with any convincing array of facts, logically presented. He has faith but his faith is tentatively held, rather than fanatically held, in blind prejudice. Such a man will maintain his balance. Clear thinking will carry him thru the most devastating cataclysm. He will maintain his balance when all about him lose their mental and emotional equilibrium.

* * *

Imagination, likewise, is a great balancing force. Emil Coué, the great master of auto suggestion, placed imagination at the head of the list in importance. He contended that wherever the will and imagination came into conflict, imagination always won. We have cited before in these columns Coué's plank-walking experiment. It is very easy for the average person to walk on a hundred foot plank, one foot wide that rests on the ground without stepping off. Suspend the same plank in the air sixty feet above ground and the average person would have extreme difficulty in maintaining his balance. It is the same plank but the imagination pictures what would happen if there were a misstep! The drop to the ground seems a thousand feet. Fear caused by an overwrought imagination destroys the sense of balance and security. A feat which on the ground was simple, because the imagination conceived of it as simple, becomes difficult, if not impossible.

An undisciplined imagination will destroy where a disciplined imagination will protect the interest of the individual. In the midst of an economic cataclysm such as that under which the whole world today groans, the man whose imagination is not under disciplined control will lose all balance and crash to ruin. He imagines the worst, rather than picturing the best, and adjusting his affairs to the finding of a constructive solution to his difficulties. Imagine you are going to lose your job and you greatly increase the likelihood of joining the tragic army of unemployed. Imagine you cannot

find work, if you are unemployed, and you reduce the chances of finding a job about 1,000 per cent. Imagine that you have nothing to fear, make yourself invaluable to your employers, and the chances of your being laid off are proportionately lessened. If you are out of work, build up the confident expectation of securing early employment and your chances are greatly enhanced. Then do not wait for a job. Use the imagination constructively. Imagine a number of ways you might make a living. Select the most appealing. Create a job for yourself. Thus imagination, set to work, will solve your problem and aid you in maintaining your balance.

A sound philosophy of life will likewise aid in maintaining your balance. Not a ready-made philosophy handed down from some one else but a philosophy forged in the crucible of your own soul's experience. Use the best from all philosophies of life. Build up a sane, rugged theory of life that will make you strong in the face of disaster and bear you thru the surging waters of life to a haven of ultimate tranquility and security.

In this synthetic philosophy of life we need some touch of stoicism. The stoic refused to permit the objective world to impinge upon his inner consciousness. His subjective calm and serenity were alone important. Outward disaster had no power to sway or disturb him so long as he zealously guarded the citadel of his own soul against whatever assault might be launched from the world of outward manifestation. He sat unmoved in the face of whatever disaster.

* * *

We need some of the philosophy of Buddha. This great prophet and seer proclaimed that enslavement to desire was the great ill of human life, the source of most human misery. In complete freedom from desire, he taught, was to be found happiness and victory.

That modern school of philosophy known as pragmatism has a rugged note. An idea is conceived as being valid, if it works. Test all faith in the school of practice. Those things which will endure the test of life are worth while. All else is of no value. Let it go.

The philosophy of the master of Galilee will always remain as the supreme revelation of more abundant life. It was the philosophy of love, service and spiritual values. He called men away from the worship of material things to a life of loving sacrifice, the "cup of cold water" in His name. He proclaimed the great truth, difficult for the race to grasp, that a man "finds himself" in that inspired hour when he is willing to "lose himself"—that is to give up the frenzied quest of things and join a spiritual fellowship of service and love. "Such things as ye have need of," it is promised, will then be forthcoming from out of the storehouse of the Infinite God.

A wholesome, happy, courageous philosophy of life will tend to give perspective to life. We will look beyond the petty problems of the dark hour to the joy that cometh in the morning. We will be less enslaved by non essentials and will follow the star of faith in the quest of life's more abiding values.

Thus may we hope to maintain our balance, while millions all about us lose theirs, and to stand firm and secure against the tides of woe that destroy those unprepared to meet adversity with courage, faith and an all-conquering technique that leads to victory.



Dey Photo

Don't You Remember the Long Ago?

By Joseph De Nio

*D*ON'T you remember the long ago
 When the lights burned high and the
 lights burned low;
 When the days were warm and the days were
 bright,
 And the shadows danced in the evening light?
 When we were young and life was new,
 And hopes flared out and, oh! but you

*Are older now, and I am, too,
 And the dreams we had, well, some came true;
 And others died in the heat of strife,*

*But they helped to shape and mould our life;
 They gave us zeal to bend to the task,
 And now that they've gone, what more can
 we ask?*

*Oh, I remember the days gone by,
 When the vista stretched as vast as the sky;
 When out of the mystic sea of the past
 Came the ship of hope with its glistening mast—
 And, oh! I remember the dreams I had,
 In the early days,—when I was a lad.*

Clarence Darrow

AS
HE
IS

by
*Charlotte
Kinney*



Not
As
The
*News-
papers
Say He Is*



SCENE: the reception-room of Clarence Darrow's Chicago law office.

"He's busy," announced the efficient office girl, "will you wait?"

I accepted a chair. Across from me sat two colored men, a discouraged-looking chap with a paralytic leg, a distinguished judge-like person and an officer. Tense with eagerness, I awaited my turn for the summons that would usher me into the lion's sanctorum.

I was, therefore, surprised when the door opened and Mr. Darrow himself quietly came forward. He most cordially shook hands with us.

Here was the man often called "America's greatest criminal lawyer" meeting two brick-layers, a book-agent, a scientist, a policeman, and an art-student, as if we were all old friends. He probably did not remember us—at least not all of us—yet he made us feel that he did, and that our presence there pleased him.

I made a mental note, "Friendliness is his outstanding characteristic."

He chose to see the colored brethren first. To me, he said heartily, "If you do not mind waiting, we can have a talk less likely to be interrupted. Maybe you will have lunch with me. I want you to tell me about Fairhope."

It was in Fairhope, Alabama, one February, that I

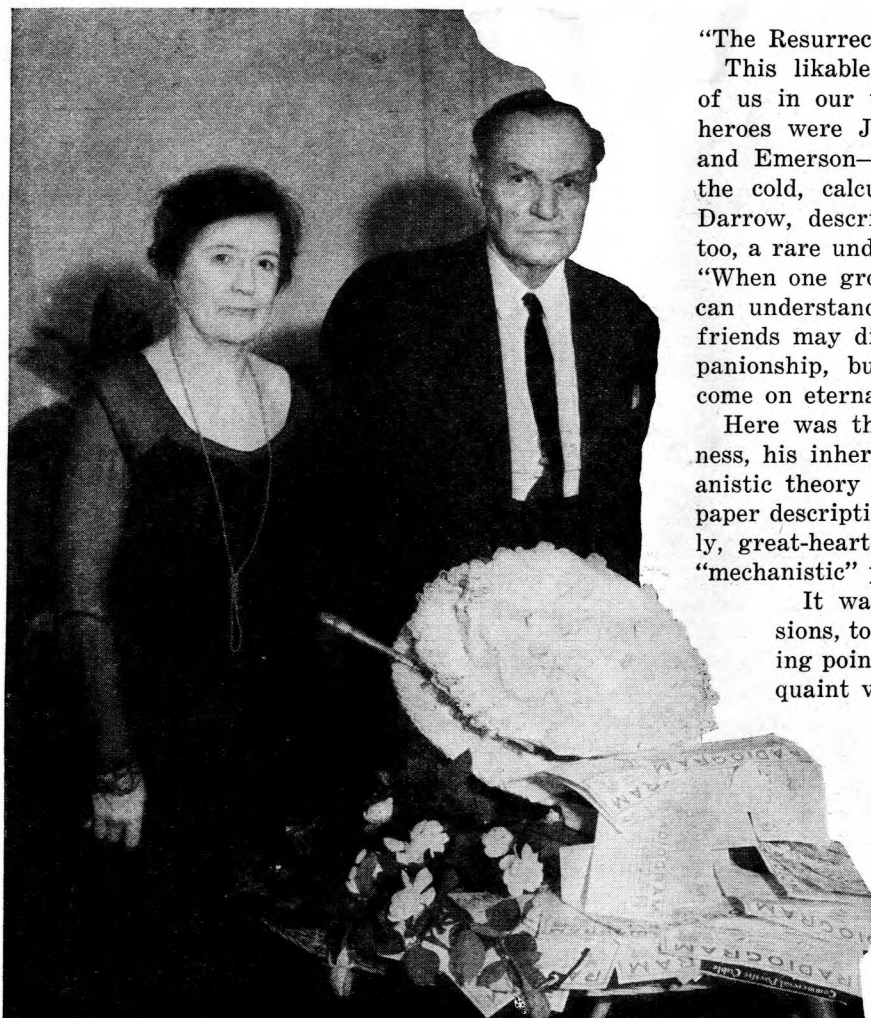
had the rare privilege of seeing him at play. The opportunity impressed me with Schiller's illuminating truth: "Man is wholly man only when he plays." For this reason, I feel that I know the *real* Clarence Darrow as few people know him.



Wistaria was quivering from the galleries of Fairhope's antebellum houses. Cardinals were calling; azalea boughs bursting into rosy flame. In the School of Organic Education, in the large, sunny shop, the not unpleasant odor of pine shavings and paints announced the joyous Kingdom-of-Creative-Effort. A group of Fifth Grade lads were designing Viking-shields, the spirit of Lief Ericson in their fresh, adventurous hearts.

In the other end of the room that served as studio, were rug-looms, pottery and various objects in clay—Heracles overcoming the lion, a Greek chariot and horses that brought to memory the glory of Greece. There were drawings of children, pet animals, birds, trees and flowers. And here (of all places in the world) before a group of bright-smocked young artists sat posing the famed defender of men accused of desperate crimes—Clarence Darrow.

In the button-hole of his sober tweed coat was jauntily tucked a crimson camellia. The lock of hair, that



—International News Photo.

Mr. and Mrs. Darrow about to cut the birthday cake sent in by well-wishers on Mr. Darrow's seventy-fifth birthday recently. In Honolulu at the time, Mr. Darrow received congratulations from all parts of the world.

usually hung carelessly over his right eye, was carefully brushed back. His unruly blue tie, adjusted. To the school-visitor he sheepishly grinned, "They're making me look like a Rudy Vallee!" He was as gay as a youth with a holiday.

To see Mr. Darrow in this delightful environment and in this novel occupation (his best friends would not call him handsome) was to forget his life-long association with crime and courts, sentences and acquittals. He seemed magically made over. The forceful mouth was relaxed. The lines in his face, creased and seamed from many hard-fought legal battles, were ironed out. The sharp eyes were less dominating and were animated by a pleasing humor. This was Mr. Darrow vacationing—haloed by childhood, youth and spring-time!

Presently, he changed his position. The sculptress, Kathleen Wheeler, whose bronze bust of Mr. Darrow modeled at this time is now in the Chicago Art Institute, put down her clay, the rest of us our palettes. We gathered about his chair. In these rest-periods he usually read to us. Sometimes from his own autobiography, "Farmington"; again Milne and Christopher Morley. Today he produced from a sagging pocket, a copy of Tolstoy. With a smile shaped in lines seventy years in the forming, he put on his glasses and began reading some chosen passages from his favorite novel,

"The Resurrection."

This likable, approachable man, who lived as one of us in our village, who came to our school, whose heroes were John Brown, Wendell Phillips, Thoreau, and Emerson—this Mr. Darrow seemed remote from the cold, calculating, unfeeling materialist, Clarence Darrow, described in the newspapers. He possesses, too, a rare understanding and comradeship with youth. "When one grows old," he told us, "one is lucky if he can understand and sympathize with the young. Old friends may die and leave you forsaken of their companionship, but," he smiled wistfully, "the children come on eternally."

Here was the *real* side of this man. His friendliness, his inherent kindness we felt, refuted his mechanistic theory of the universe and made the newspaper descriptions wide of the mark. For, paradoxically, great-heartedness is the keynote of Mr. Darrow's "mechanistic" personality.

It was my good fortune, upon several occasions, to drive Mr. and Mrs. Darrow to neighboring points of interest. He especially enjoyed the quaint village, Daphne, whose sleepy, crumbling

houses were guarded by azaleas and massive live oaks; whose old hotel bore the mark of a shell from Farragut's mosquito fleet as it sailed up Mobile Bay, shelling the woods along the shore. Fairhope, largely settled by Northerners, and owned by the Fairhope Single Tax Corporation, was energetic; Daphne, shamelessly (and delightfully) shiftless and restful. In its magnolia-shaded streets roamed, here and there, a benign cow; a lean patient-eyed horse. Once, a sow with her littler rooted along the middle of the pink-clay dusty road, uncon-

cerned by our obliging motor. "You don't see *that*," Mr. Darrow chuckled, "in my street, Chicago!"

Here, too, Old Black Joes and Aunt Jemimas sat outside tumbled-down cabins sucking stick-candy, unworried by world-problems and the world's unrest. Once, at his request, we drove to a remote colored school that could be reached only thru miles of winding trails among turpentine-pines. To encourage the colored people—especially the children—was always *play* for his spirit. One of my pleasantest memory pictures of him is associated with this shabby school, where he moved about followed by a sparkling-eyed train of pickaninnies, who tucked friendly brown hands into his friendly white ones.

The most memorable of these school visits was to the Negro Normal Industrial School in Daphne. On this occasion, the program opened with spirituals—sung as only the untrained Alabama negroes can sing them. During the singing Mr. Darrow sat with his huge form relaxed, loosely, in his chair, his legs crossed, one mighty foot teetering up and down, his sharp, deep-set eyes flashing out beneath his bulging brows. He immensely enjoyed their entertainment. There was a prayer. He was elaborately introduced.

Mr. Darrow arose. He began speaking very simply in his favorite role of counsel for the defense of a people he believed to be the victims of misunderstanding

and intolerance. Before him were young men and women who would presently go forth as teachers and leaders among their own people. These he counseled with the sincerity of a Booker Washington; a Countee Cullen, voicing denunciation of the past, and patient hopefulness for the future.

I have listened to Mr. Darrow in a great city's court, on the lecture-platform; in the homes of the rich and cultivated, but never have I heard him speak with more earnestness, eloquence, and power than he spoke this night in that humble school room. No one, who saw him there, could ever lose the picture—the powerful figure with its massive head, and unruly hair, his countenance lighted by the emotions that played upon it as he looked into those black faces. What marvelous eyes he had! How they saw beneath surfaces! How irresistible he was! How he “stabbed their spirits broad awake.” It was a talk such as no other white man had ever given them.

“Get education,” was Mr. Darrow's theme-song. “Ignorance and conceit go together. The less a man knows the more he can talk about what he doesn't know. As soon as you can, stop taking tips, and give them. Get some land and an independent business. For only education and property can be relied on to help. Your only hope,” he concluded, “is to make yourself more skillful in whatever work you undertake. There is a celebrated colored surgeon in St. Luke's Hospital, Chicago. You have brilliant novelists, poets, and playwrights. Intellectual people are on your side.

“You have many friends—Jane Addams, Zona Gale, a host of others. No people has ever made such rapid progress as you. You can sing. You can dance. You are clever. Press on. There will not be much change in your day, but perhaps it will be some better in your children's and grand-children's.” He smiled kindly. “Yes, in a hundred years, a thousand years, things will

be better for you.”

There was silence in the room. They had been too deeply moved for applause. The negro principal arose and said, “I hope my colored friends will show their respect for our white friends by keeping their seats until the whites retire.” There was an exodus of whites. Mr. Darrow's party remained a few minutes to shake hands with the colored faculty. Outside, a crowd of negroes, young and old, gathered by our car. One or two had been slaves. When they saw Mr. Darrow coming, they ran to meet him, shaking his hand, and thanking him for his message. There was brilliant moonlight. I shall never forget their rapt, black faces surrounding Mr. Darrow's huge, bent, worn figure—his friendly handclaps, his compassionate glances. It was as if Lincoln had come back, and walked the earth.

As might be expected, this speech, in which Mr. Darrow had eliminated the barrier of color, and spoken as man to man, brought down the wrath of the Klan that, at that time, was in power. Foolish lies were invented and circulated in an anonymous circular:

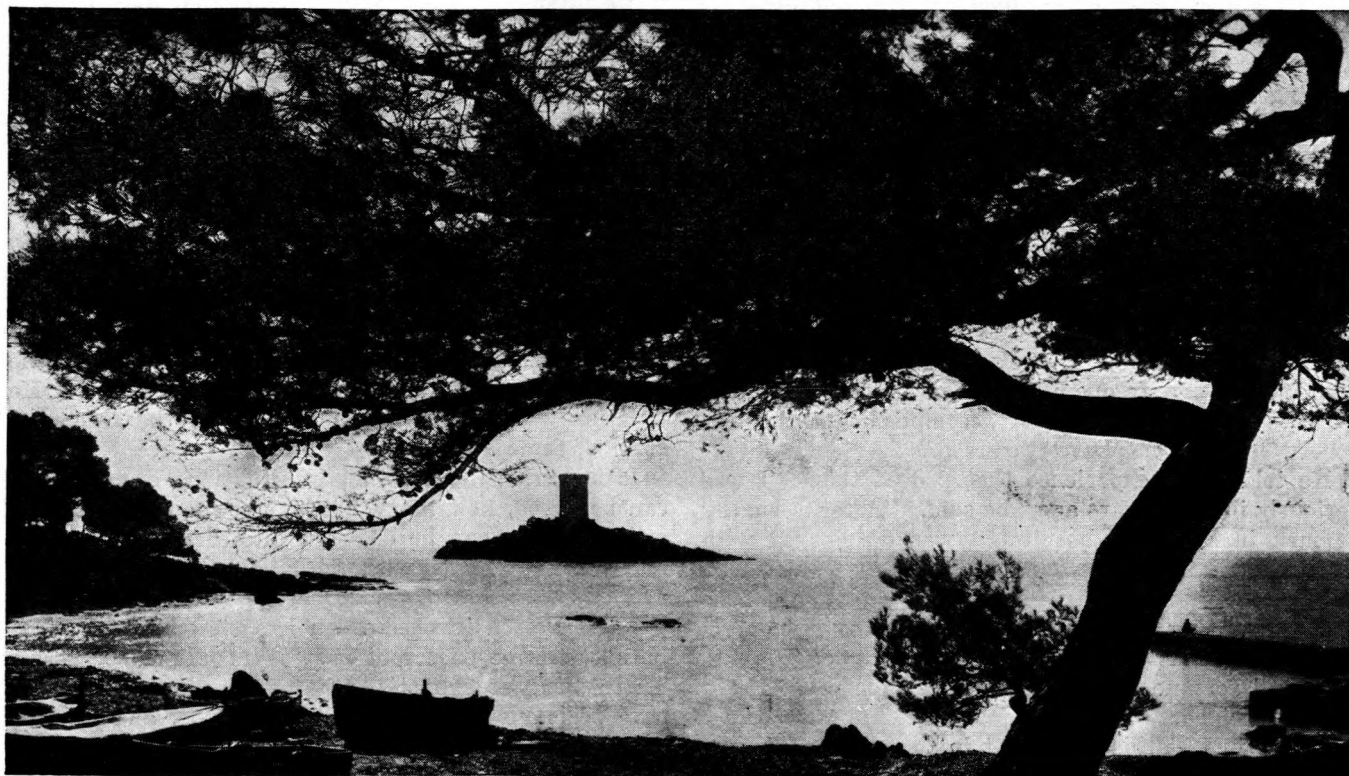
“Darrow told the niggers that they were better than white men, and for them to resist the whites.”

Threatening notes, advising Mr. Darrow to take the air farther north, appeared on the Darrow porch. There were mutterings and bitter things said. These reports reached Chicago, where the *Tribune*, in a Darrow-editorial, commented:

“It is still advisable for any orator to take geography into consideration occasionally. Alabama and negro meetings is no place for too free self-expression.”

Still Mr. Darrow continued to speak where it pleased him. For good measure, he even threw in a lecture or two, giving the proceeds to a local and worthy educational institution. The K. K. K.'s could not cramp his style. If more men had Mr. Darrow's courage—for it took courage in those days (Continued on page 46)

Nature is an open book to him. He delights in the flowers, the sea, the clouds. Trees seem to have a special attraction for him—



Have I the COURAGE

—or do I weakly say,
"I have nothing to live for"

By Joseph D. Amorose

ARE YOU inclined to quit when the going gets rough?

Recently, I saw a motion picture which made the point that we often too easily justify our "passing up" difficult problems.

In this picture, a gangster—who, however, had a good streak in him—saw, and followed, the slouching form of a woman as she was making her way toward the river.

Hiding behind some timbers, he saw her pause near the edge of the pier, look around, and then jump in.

He dived after her. When she was revived, she was not grateful, but angry. "Why didn't you let me go—I have nothing to live for—I want to die," she exclaimed.

Her benefactor stood for a moment, motionless. Then he said sharply:

"You're right. I should have let you go. You're no good in this world, for you haven't courage. You're a quitter."

This stung. She determined to live and give his words the lie.

"I *have* the courage to face life," she declared, and keeping her vow to "show him," she later developed a full, happy and useful life.

"What a splendid thing to ask ourselves," I thought as I walked from the theater. "Have I the courage to face life? Or am I a justifier of my own weaknesses? Am I, too, a quitter?"

This made me think of a friend, a very successful writer, who called on me the other day. We were discussing courage. "Misfortunes and hardships impose the greatest challenge to one's courage," he remarked, "but very, very frequently, the attempt to overcome them leads us into paths of accomplishment that we otherwise would not have traversed."

He told of an experience that proved this. "I was seriously ill some years ago," he said. "After a lengthy sojourn in a certain hospital, I was discharged with the warning, 'Be very careful. You have a weak heart. You must do nothing strenuous.'"

This warning made me know that I could not resume my former work. I was very miserable. "Health, hope and fortune gone, what is there for me? Nothing," I decided.

It was just at this time, that in the syndicated lines

of a daily newspaper, a writer, beginning "Listen World," expressed such understanding of the human heart that I was moved to write to her. The answer gave me a jolt but it was good for me.

"Life never stands still," she said. "And life won't permit us to block her path, or progress. If we insist upon doing so, she returns our bodies to the soil, releasing our souls from the vessels which frustrated growth. Life wastes no time with anything that has stopped growing."

She went straight after my "ill health" justification.

"The hereditary part of ill health is chiefly an inheritance of wrong habits from our forbears—laziness, ignorance, excesses!" she declared.

Then she concluded, "You don't have to stop growing? You don't have to watch others accomplish, and yourself experience a life of inactivity and loneliness."

"You don't have to—*If you don't know when you're licked.*"

Another part of the letter said, "Have you ambitions? Then hop to them. Do you want to write? Then hop to it. Stevenson did, and look what he accomplished before he hit his detour."

I began to see a ray of light. "I wonder if I could write," I mused. "I'll try." From that day, I wrote and—I've been writing ever since." This man's name has become a household word wherever good fiction is read. Almost certainly, but for the illness and the need for readjustment of his life following this, he never would have been heard from.

"Sweet are the uses of adversity," said the immortal Shakespeare.

"Ah, but my case is different," you say. "It's *really* hopeless."

Can it be worse than was the situation, at one time, of Governor Franklin D. Roosevelt of New York? "Hopelessly crippled with infantile paralysis" was the verdict attached to him. But he didn't accept it! He practically cured himself and mounted the ladder of success, fame and power.

It is surprising how many situations despaired of can be saved, how many battles apparently doomed to end in defeat can be changed into victory if we will only flood our minds with words and thoughts of courage. It was this phase of psychology that the great General Petain invoked when he uttered that famous phrase, "Ils ne passeront pas;" (they shall not pass). Those words so hypnotized the soldiers that no thought save resistance could enter their minds, and tho the battle raged furiously, the enemy did *not* pass.

to Face Life?

Illustrated by
Leonard Kissell

Scarcely a better illustration of the efficacy of inspirational messages can be demonstrated. Many of these truly border on the miraculous and it was my privilege once to observe one of such nature.

In a hospital ward, side by side, were two men, equally sick and suffering from the same disease. To gain the benefit of climate they were transferred to another institution better situated. Upon arrival there both the men were re-examined. Follow-



"You're right. I should have let you go. You're a quitter."

ing the examination, one of the men asked the doctor what he thought of his condition. The examiner, a most indiscreet person, frankly replied, "I don't think you have a chance."

A cannon ball couldn't have struck the man a harder blow. He had previously entertained high hopes of overcoming his affliction but the utterance of that statement sounded his death-knell. Immediately he

gave up hope. Tho transferred to a ward where he was given the best of care he never rallied. He kept going farther and farther down grade until that day a month later when a final entry was made on his chart and "finis" was written as the closing chapter in a life that might have been saved—if only courage hadn't failed.

Now let us move to the bedside of the other man. He soon grew very seriously ill. This man didn't

trouble to ask the doctor about his condition; he didn't need to. He could interpret the anxious look on the faces of relatives and attendants well enough to know that his days on this sphere were numbered. He had practically become resigned to his fate. It was on the day that he was given only twenty-four hours to live that a visitor entered the sickroom and asked to see the patient. Taken to him, he seated himself at the patient's bedside and began talking to him. In low murmuring tones he could be heard exhorting the sick man to come to life. "Pick up your bed and walk. Your time hasn't come yet," he was plainly heard to say. After a few minutes of this the sick man raised his head, looked around, then pushed back the bed covers. Rising in bed, he turned to the tearful sobbing kin around him and exclaimed, "Wipe those tears away, I'm not going to die yet, I'm going to get well."

And get well he did. On the third day following I saw him sitting up in bed, eating a hearty chicken dinner. From then on he improved rapidly and the last time I saw him, he was employed as a salesman for a calendar-publishing house. He looked the picture of health. He told me he carried daily a sample case weighing seventy-six pounds and one must admit, that is no job for a weakling. (That man is living in Ohio to-day and if he reads this he will know I am talking about him.)

"But who was the visitor?" you ask. None other than a friend of the family who understood the art and power of psychology. And in the face of that account one is inclined to ask, "Is the age of miracles past?"

Only when faith and strength of heart have failed. Fear lurks at the bottom of the human heart like a viper in its hole. That explains why some are so timorous, vacillating and lacking in initiative. They have to be literally pushed off the brink to start them on a path of accomplishment. They always fear something unpleasant will happen and hesitate because of these possibilities. "If we only knew in advance what was going to happen!" they say. If they did, they wouldn't derive much pleasure from living. If everything in life were routine their curiosity would soon atrophy. *It's the uncertainty that makes life interesting*, just as it is true that it takes courage to face that uncertainty.

This power is something we can all avail ourselves of. It comes from many sources. Some seem to be born with it; others instil it into themselves; then there are those who, it might be said, have it thrust upon them.

Women often have proven themselves a great incentive and source of inspiration to men. Few indeed are the men whose achievements cannot be credited in some way to the effort of a woman—wife, sweetheart or mother. Biography teaches us that.

Many of us find courage in uplifted thought when all other means seem to fail. Apropos of this I am reminded of a conversation I once held with a French soldier after the war. He thrilled multitudes with a daring escape he made from a German prison camp during the war. He had been recounting some of his experiences when the subject of religion was broached.

"I was never interested in anything that bordered on religion—never thought much about it," said he. "But after those months of fighting, fleeing thru enemy territory, going days without food and coming within an ace of getting caught dozens of times, it occurred to me when I reached neutral territory that I should get down on my knees and thank the Power that had pulled me thru. And I did, too. I was thankful for being able to do it.

"Since then," he went on, "I have placed myself in the hands of this Power. This gives me strength and courage to face the many obstacles in everyday life."

Of course, each one must seek his own individual sense of power, but be the source what it may, when a man strongly desires, nothing shall stop him in his quest for achievement—as long as he goes prepared with that unflinching tried and proven

remedy for disappointment—faith and courage.

Twenty-nine years ago, an eminent lawyer, educated in English schools, was called to South Africa on an important law case. In England and Europe he had always been received with utmost courtesy for he was a man of high race and culture. But when he reached Africa, he was put out of hotels, kicked about, insulted. He was even thrown into jail—all this because he belonged to a dark-skinned race against which great prejudice prevailed.

He had contracted to remain in Africa for the period of one year. Undoubtedly, the most natural thing for the average person to have done would have been to catch the next outbound train.

But to this man the situation presented no real difficulties. He had gone there for a purpose. He had work to do and he was going to do it. Undauntedly, he proceeded to establish himself and went to work.

He remained in Africa not one year, but twenty. When he did leave he had to his credit the accomplishment of having organized a (Continued on page 47)

SUCCESS . . .

*Success is being friendly when another needs a friend;
It's in the cheery words you speak, and in the coins you lend.
Success is not alone in skill and deeds of daring great;
It's in the roses that you plant beside your garden gate.*

*Success is in the way you walk the paths of life each day;
It's in the little things you do and in the things you say.
Success is in the glad hello you give your fellow man;
It's in the laughter of your home and all the joys you plan.*

*Success is not in getting rich or rising high to fame;
It's not alone in winning goals which all men hope to claim;
It's in the man you are each day, thru happiness or care;
It's in the happy words you speak and in the smile you wear.*

*Success is being big of heart and clean and broad of mind;
It's being faithful to your friends, and to the stranger, kind;
It's in the children whom you love, and all they learn from you—
Success depends on character and everything you do.*

—Bindery Talk.

Successful Sales Psychology

By Harrison Lewis

*You must have
the well-
wishes of your
business asso-
ciates.*



Paramount

EDITORIAL NOTE: Mr. Harrison Lewis has, for many years, been associated with the selling industry as salesman, salesmanager, sales lecturer, etc.

He has made a profound study of the problem of effective salesmanship, recently completing a tour of sales organizations both in the United States and Europe to gather the facts which would enable him to write a series of articles to enhance the effectiveness of salesmen in whatever branch they may be engaged.

PSYCHOLOGY Magazine has secured the exclusive rights of this stimulating and helpful series and these articles will appear each month for the next six issues. If you are interested in selling do not miss one of these valuable articles. They should increase your efficiency and enlarge your selling profits.

IT HAS been my pleasure to direct the efforts of successful salesmen over a period of many years. This experience has afforded excellent opportunity to observe the application of various methods and to witness the results obtained.

One outstanding fact is that out of every large group a few individuals rise head and shoulders above the others. It has been very interesting to discover just

what it was that enabled these few men to achieve.

Careful study has disclosed that in addition to possessing the natural qualities of earnest and hard working men these few, knowingly or unknowingly, adhered to certain psychological principles a discussion of which is the purpose of this article.

Just what were the qualities of these few successful men and how they applied what they knew, or applied that indescribable something not knowing what it was they applied, I shall discuss, hoping to make clear what these principles were that brought such success.

The author takes it for granted that the reason for reading an article of this kind is to improve one's condition—to help one become a better salesman—and therefore to aid in entering into a larger and more active life. If this is correct, I feel you will not be disappointed. However, if you expect to find some magic short cut to riches without constructive effort then I am afraid you are likely to be disappointed.

If, on the other hand, you are a serious-minded individual seeking to improve yourself, then these statements, if properly read and digested, will prove to be the talisman you are seeking.

To begin with, there are certain well defined principles that must be adhered to in order for any one to be permanently successful and I can say, without hesitancy, that unless an individual does adhere to these principles he cannot become permanently successful.

The Bible says: "Ye shall know the truth, and the truth shall make you free," and it is my purpose to draw attention to some of the truths that have withstood the test of time and which we can accept as established principles. It has been found that life is not a hit-and-miss proposition, but a law-governed existence, based on well established principles. Therefore, it stands to reason that our success or failure in life depends upon our adherence to these governing principles. The reader should not entertain any lack of faith or confidence in the principles set forth herein until he has faithfully tested them. Then only is he capable of determining the workability of such principles.

It is said that out of every twenty persons in the United States, three of them would be marked successes if their abilities were properly directed, and the other seventeen would be much better off if they received similar direction.

What do we mean by directing our ability? We have read, "as a man thinketh in his heart, so is he." The correctness of this statement is an accepted truism. In other words, our contact with the Power which created us is thru the medium of our mentality and the nature of our thought determines what reaction takes place in us.

It is believed by some of the greatest minds of today that we are surrounded by an intelligence that receives the impress of our thoughts, and acts upon them. "Impossible," you say. In reply I can only ask: Is there anything impossible to the Power which

has created and maintains the universe in which we live? There are thousands of persons who, to their satisfaction, have demonstrated the existence of such natural laws and principles and who are applying them in their daily lives.

Mental Attitude

The first principle we shall discuss is that of "Mental Attitude."

Whether you are a salesman, a professional man, or the head of a great institution, your mental attitude is the governing factor in your success or failure.

"It is done unto you as you believe" is a statement of Law. You must keep yourself in the right mental attitude if you expect to be benefited by applying these principles.

You cannot think failure and at the same time be successful. You cannot doubt your ability to evolve into a successful individual and at the same time become successful. The law does not operate in that manner. You must expect success, for the elixir of life is anticipation and expectation.

To be a success, you must acquire a *success consciousness*. You must desire success and happiness more than anything in life. Then, and only then, will you become truly successful. You must be willing to make the necessary effort to accomplish what you desire—for until you surrender all doubt as to your ability to master these principles you cannot succeed. It is of the nature of this law that you must have faith in yourself and in the principle under which you desire to operate.

If you are a salesman and desire to succeed, you should not deal in anything but that which you are thoroly convinced is right in every respect. You cannot doubt the value or integrity of your commodity and at the same time expect to succeed in selling it. The salesman will learn that when he sincerely wishes only good for those with whom *(Continued on page 55)*

Out of every twenty persons in the United States, three of them would be marked successes if their abilities were properly directed.



Use Your Brains to Create Something New

By

F. K. Berrien, M. A.
of Ohio State
University



*We desire to create
—invent a machine,
perhaps, write a
book, produce a
play—*

A Paramount
Picture

ALMOST everyone has had the desire to make something new.

He wants to invent a machine that will change the world of industry; to write a book or a play which will startle the critics; to hit upon some new theory that will remake science; to create or do something worth while that no one ever thought of before.

Sometime, somewhere, nearly every normal person has had this desire. Unfortunately, very few have seen their dreams materialize and become actualities. Why?

The new school of psychologists are beginning to say we do not have more inventors and creators because most persons do not know two essential things: first, the mental tricks of getting ideas, and, secondly, how to develop ideas after getting them. These psychologists are saying that men of genius are perhaps more often made, than born; that the ability to create something new and original is not necessarily inherited, but may be acquired by almost any normal person who has a reasonable amount of brain capacity and imagination.

There has been a lot of scientific slush going about, declaring that anyone can become anything he wants

to be if he wants to hard enough. Nothing could be further from the truth. But it is true beyond any doubt, that a good part of the mental energy of most individuals is either being wasted or misdirected. Most persons have greater mental ability than they realize; they can originate more ideas, more new contrivances than they really believed possible.

These statements seem out of place with the general notion most persons have had about inventiveness and originality. Sir Francis Galton, a great master mind of the past century, put forth the theory that the ability to originate ideas was largely a matter of heredity. He made studies of the families of the great men of his day and found that many had famous ancestors. His facts cannot be disputed and have stood for some time as the basis for our current beliefs about inventors.

Later investigations have shown, however, that not all geniuses or near geniuses have had eminent forebears. Even a cursory glance at the family histories of numerous present day inventors, authors, theorists, statesmen, and scientists will reveal that many came from average, every-day homes.

Originality, then, is not entirely a product of hered-

ity, altho in many cases it may be. Psychologists are coming to believe that in a goodly number of instances it is rather an achievement; a product of circumstances—the result of “mental tricks.”

The first trick that almost all men of creative ability use is a note book or some means of collecting ideas. When a thought comes, they make a note of it *right away*.

I am well acquainted with a scientist who carries, at all times, a small package of file cards on which he jots notes for magazine articles or research projects. He once told me of a table conversation he had with some friends in New York City. Immediately after he left his companions, he boarded a train and spent the next three hours making notes of thoughts which had occurred to him during and following the conversation. Out of these memos he got the central ideas for several valuable articles.

Even your dreams, and notes on them, are valuable.

Dr. H. A. Toops of Ohio State University, himself a statistical genius with a psychological bent, has suggested a technique for acquiring ideas. He terms it the refutation technique. Its operation is far simpler than its name. Set down a number of declarative sentences—the larger the number the better—and then simply negate or refute them.

A simple example is, “Books are made with their pages securely bound.” Negation, “Books should not be made in that manner. What we need are loose leaf books.” Think of the convenience to commuters who read not only newspapers, but novels on their way to and from work. Often a person may not read more than a few pages at a time, but he has to carry the entire hundred or two hundred pages.

Another example: “Furnace boilers are usually located in the basement.” Negation, “They should not be located there for the basement space, especially in

a department store, is often valuable.” Why not put them on the roof?

Of course, this method brings to light a lot of impossible ideas; ideas which for one reason and another are not practical. In spite of this objection, it is valuable. We find that many geniuses have also had scores of impractical ideas for every one which brought them success.

Edison, one of the most productive of all inventors, spent many years in a venture in which the magnetite ores of New Jersey were to be the basis of a great iron and steel industry. He spent the greater part of his fortune which he had made on previous electrical inventions on this project. In the end, after his plant had been set up with enormous power and machinery of novel design, it proved a failure from the economic standpoint. The cost of production prohibited the iron to be sold at a price comparable with that of other iron.

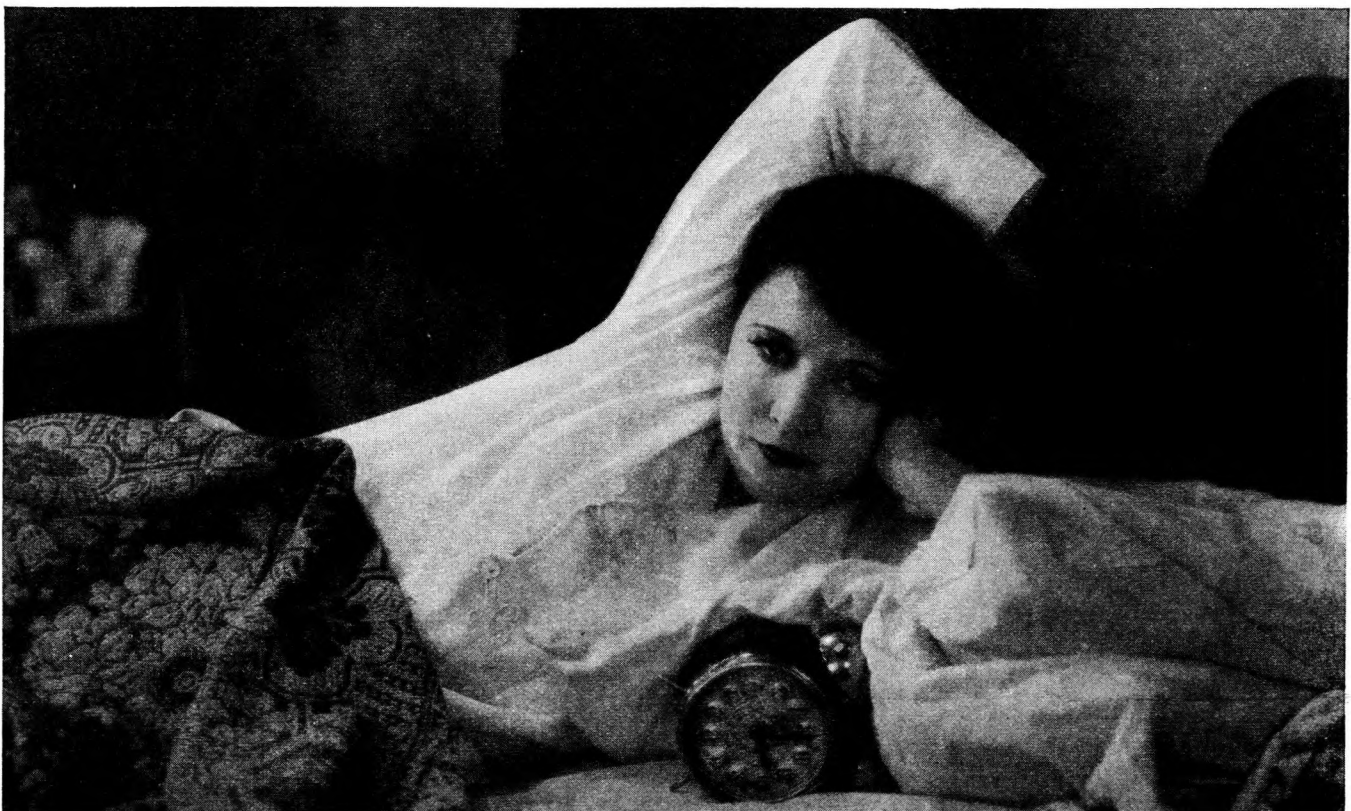
When his secretary happened to bring to mind the fortune he had lost in the enterprise, his face lighted up and he said, “Well, it’s all gone, but we surely had a good time spending it!”

Cartwright, who invented the power loom and the combing machine, is reported by F. W. Taussig in his book, *Inventors and Money-Makers*, to occasionally have had impractical ideas, for we read, “A day or two before his death he wrote an elaborate argument to a friend on a plan he had discovered of working the steam engine by gunpowder instead of steam.”

Ericsson, the inventor of the screw propeller, had a force of men work on a rat trap. It proved an excellent place for preserving cheese. It caught no rats and neither did it frighten them away.

Yes, of the refutation technique, or any other technique which creators use, the failures and almost-failures are seldom reported; the successes and the

Even your dreams are valuable





—Warner Bros. Photo

In a table conversation with New York friends, ideas exchanged later grew into valuable articles—.

outstanding achievements are alone conspicuous.

For the third method used to get ideas we are also indebted to Dr. Toops. Probably because he is a statistician he has called it the combinations and permutations technique. It is simply an artificial way of grouping possible ideas so that no single problem in a given group will be overlooked. An example will make this method clear.

Let us take the general question of transportation, and divide it into two general sub-heads; vehicles and power by which vehicles may be moved. We may then make up a table such as the following:

POWER	VEHICLES				
	Autos	Air-planes	Boats	Rail-roads	Motor-cycles
Electricity		X			X
Steam		X			X
Gasoline					
Crude oils					X
Wind	X			X	X
Rockets			X	X	

The X's are placed in those squares to indicate that for one reason or another little work has been done to adapt the type of power on the left, to the vehicle at the top of the table. We note, for instance, that electric power for airplanes has not been experimented with. The advantages of a quiet motor in such a vehicle are obvious. Of course, there are difficulties to be overcome and problems to be solved. That is the inventor's job. This table merely gives you an idea on which to work and eliminates the possibility of overlooking a single application.

This method of arriving at ideas has been used with great success in discovering areas in the field of public education which need investigation. It has also been used in making up complete job specifications for certain occupations. A little practice will reveal that its

applications are many and varied.

It has been said that he who gives an idea receives two in return. This technique of getting ideas has been used for decades by scientists on a wholesale basis. Our university libraries are filled with journals in which are reported experiments, theories, and observations in all branches and sub-branches of knowledge. The value of the exchange of thoughts in this manner can hardly be overestimated.

But it is not necessary to have articles published to get ideas. Merely talk to your friends about your problems and projects. They will present new aspects of your job, give new sources of information, and provide helpful suggestions. Some especially will be only too glad to find faults in your plans; faults which are real, but which you perhaps overlooked. Again there are others who will be constructive in their criticism.

Now that we have discovered how to originate ideas we turn to ways of developing ideas.

A creative genius must have plenty of time in which to work, so it becomes necessary for him to reduce routine work to a level of habit. That is to say, the inventor should train himself so that he can think about anything he wants to while doing his daily routine chores and tasks. For instance, it has been rumored that many a bright idea was either born or developed in a bathtub. One successful man hit upon the idea for a well-known book while leaning over to put on his shoes.

The absent-minded professors are made the butt of many a joke, but it is this obliviousness of their surroundings that is a factor, often, in helping them arrive at new and original thoughts. They are able to answer the phone, give intelligent replies to any questions asked, look at their watches and know they have time to finish what they have to say. Yet when questioned about their con- (Continued on page 48)

By

LOUIS E. BISCH
M. D. Ph. D.



Fox Film Photo

CAN A WOMAN AVOID NERVES?

MOST people seem to think that it's natural for women to be nervous. Indeed, women themselves believe that. And so we find not only that the average member of the female sex is not surprised when she develops a case of nerves, but what is more, this being highly important, she is likely to accept the condition as inevitable and do absolutely nothing about it.

Even the general medical practitioner is likely to belittle nerves, especially when it concerns his female patients. "Only a case of nerves" is the familiar way of putting it. Therefore we find hundreds, if not thousands of women everywhere, who pay not the slightest heed to their nervous systems because they just figure it's "no use," the general result being that many women gradually develop into a chronic state of nerve disorder of which it is very difficult, if not wholly impossible, to cure them.

Only the other day a lady came to the office, who had suffered more or less from nervousness since the age of sixteen. "I never paid any attention to it, really," she remarked. "My brothers never were nervous, nor my husband. But my mother was, and my three sisters. I just figured that nervousness goes with the sex. Of late, however, my nerves are interfering with my routine and happiness. So I resolved to consult a specialist."

Yet women need *not* be nervous! There is no reason why a woman should be bothered with nerves and there is no reason why she cannot avoid nerves.

First of all it is necessary to examine into the nature of the feminine character make-up. For here we

find why that ancient fallacy about women and nerves gained such a firm foothold.

Women differ, of course, from men. And this cardinal difference lies in the fact that women are more emotional than men.

If we divide the mind's functions into groups, we may say that there are two outstanding ones: intellectual processes and emotional processes. Under the former, would be listed reasoning ability, logic, powers of inference, imagination, memory, etc. Under the latter would come love, anger, depression, joy, amusement, fear, etc. In other words, intellectual processes are those in which "feeling" as such is absent, wholly or in large measure. Emotional processes are those which, altho they may be modified by the intellect—controlled, for instance—are made up wholly of feeling.

Now think of a man and think of a woman. Is it not true that you do not associate a man with as much feeling as a woman, or a woman with as much reasoning, if you will—at least intellectual control—as a man?

In this connection it is interesting to give Professor J. M. Baldwin's Classification of the Emotions. Note how many of these traits especially seem to fit with the feminine gender.

The Common Emotions

- A. Interest.
- B. Reality Feeling and Unreality Feeling.
- C. Belief.
- D. Doubt.

The Special Emotions

A. Of Activity.

- I. Of Adjustment. Distraction or confusion, abstraction, or clearness, contraction or effort, expansion or ease.

II. Of Function.

1. Of Exaltation. Freshness, triumph, eagerness, alertness, hope, courage, aspiration, elation.
2. Of Depression. Hesitation, indecision, anxiety, timidity, melancholy, irritation, fear.

B. Of Content.

I. Presentative.

1. Self-Emotions.

- a. Emotions of Pride.
- b. Emotions of Humility.

2. Objective Emotions.

a. Expressive.

A. Of Attraction.

I. Admiration, veneration, awe.

II. Attachment.

III. Affection, confidence, patience, security, etc.

B. Of Repulsion.

I. Unattractiveness.

II. Objectionableness, inferiority, disdain, distrust, etc.

III. Distaste, impatience, scorn, rebellion, hatred, etc.

IV. Abhorrence, detestation, contempt, disgust, loathing, etc.

- b. Sympathetic. Congratulation, fellow-suffering, pity, jealousy, sensitiveness, and many others.

II. Relational.

1. Logical. Feelings of reasonableness and unreasonableness, anticipation, distance, coexistence, quality, identity, fitness, objective power, etc.

2. Conceptional.

- a. For System in Mental Construction.
- b. Ethical Feelings. Moral sympathy, moral obligation, remorse, etc.
- c. Aesthetic Feelings.
 - (a) Lower or sensuous.
 - (b) Higher or representative.

In stressing the emotional side of women I do not wish, however to be misunderstood. I would not want, for instance, to give the impression or to claim that men are wholly without emotion. We do know that men can be emotional. In artists, whether writers, painters or musicians, the emotional side is highly developed. Yet that is why we often think of such persons as being somewhat feminine. Quantitatively speaking, and like women, they seem to possess more emotion than does the average man who goes in for business, the professions or for ditch-digging. Besides, even where men have the variety and quantity of fe-

male emotion they hold it in check—they repress it—and therefore in their general behavior they actually may seem to lack emotional response.

An emotional state has been termed a "stirred-up" state by Professor R. S. Woodworth and the designation is particularly apt. Since it is a stirred-up state it is active, dynamic. For the same reason something is likely to result because of this stirred-up state. Which is the reason, of course, why emotional states can make people lose control of themselves and do things which afterwards they may be sorry for, or it can upset them internally to such a degree as to affect the general health.

I know a woman—and I can think of several others of the same type—who realizes the devastating effect of her emotions but she cannot help herself, so to speak, in consequence of which she simply allows her emotions to wear her out.

"I know all about it," she retorted when, one day, I was explaining the matter as outlined above. "But what can I do about it?"

Well, there was a lot she could do and finally *did*. To this point I shall (Continued on page 45)

*Women are more
emotional than men*



Fox Film Photo

Times are Hard? Yes, But—

By Paul Ernst

WHAT can I do to earn a little extra money to make up for the wage cuts I have had in the last two years?

What can I do to earn a living until things pick up and I can get my old job back?

Where can I find work that will let me set my own income figure, and that isn't apt to be snatched away from me every time some executive decides expenses must be reduced?

Such are questions a great many of us are asking ourselves nowadays. Perhaps you are asking them.

These are trying times. All too many of us are out of work, on the verge of it, or have had our salaries cut so that we're practically working for nothing. A great many of us, who are able to look ahead for more than just a few days at a time, are wondering if there isn't some profession, some line of endeavor, where income is less dependent on the misfortunes of one man or company than is our own at the present moment.

There is such a profession. There is work to be had, now, today—work that is worth serious consideration, either as a stop-gap for the present, or as a permanent position. This work includes answers to all the above questions—and this is direct selling.

Times are hard? Yes.

But the world is still buying food, clothing and a hundred and one articles not quite so basically important but which civilization has made into necessities. These things may be bought in one of two places: at stores, or right in your own home, where you can sit at leisure in your own easy chair and inspect the goods offered. You can go out for them, or they can be brought to you.

More and more, nowadays, people are demanding that commodities be brought to them. It is a significant trend, and one easy to follow: the stores themselves illustrate it. Who has not been approached by a salesman from some department store that is sending out

men to sell vacuum cleaners, radios, washing machines, even wearing apparel? In a word, the stores have sensed the demand that goods be brought to the customer and they are entering the field of door to door selling. Direct selling.

But in this rich field, quietly gathering a harvest over a good many years, are hundreds of men and women who have earned fine livings thru good times and bad as direct sales agents for large and established manufacturers of necessities. They found that field long ago, long before the stores, their rivals, were forced to acknowledge their superiority. They make up an army of alert, keen workers who are their own bosses, set their own working hours, and write their own pay checks.

There is still room in this army of direct sales representatives for hundreds more who want to answer the present economic question once and for all.

Sell something. Select some necessary, medium-priced sales article and take it to the consumer. Shirts or silk hose; suits or dress fabrics; kitchen utensils, or money-saving electrical devices—it doesn't matter what your choice may be if it is something the world needs and wants to buy at the lowest possible price.

It is a way out of present financial distress. It is a very obvious way out. And yet it is a pathway trod by all too few men and women!

Go to an employment agency. You will find scores applying for every type of position—except selling on commission. Pick up a newspaper and turn to the "Help Wanted" columns. There are ten direct sales jobs offered for every one of other types—yet you can be sure that only a few people apply for the selling jobs—while hundreds besiege the offices that want clerks or stenographers—at wages that even in 1928 could never equal the money that direct selling offers.

The reason for this is simple—(Continued on page 63)

Points of Salesmanship

Times are hard? Yes, but the world is buying food, clothing, and a hundred and one articles not so basically important.

Sell something. Select some medium-priced article and take it to the consumer.

More and more, nowadays, people demand that goods be brought to them—where they can inspect the commodity at leisure.

The one that does the bringing will make a living.



Dr. Fosdick

Culver Service

The Power of Imagination

By

Harry Emerson Fosdick



SOME of you will remember in George Bernard Shaw's drama, *Saint Joan*, Cauchon's summary of the whole appalling business that led up to the martyrdom of the Maid:

"Must then a Christ perish in torment,
in every age, to save those that have
no imagination?"

Most of our catastrophes come from the failure of imagination. Of that I am convinced.

"Son of man," cried Ezekiel "hast thou seen what the elders of the house of Israel do in the dark, every man in his chamber of imagery?"

Even a casual consideration of the matter reveals how deeply imagination is concerned in the affairs of daily life.

I had a friend who was struck blind at the climax of her years. I wondered how I could comfort her, but she comforted me instead, for she said: "I am in a bunker. Now watch me use my niblick. It is a good one—faith."

What she did in the chambers of her imagery, was as tho she had said, "Come, let us use our creative imagination on this situation and find out what we can make of it." And in consequence her next decade, tho it was spent in blindness, was the most useful of her long career.

The way we handle any situation depends largely upon how we picture it to ourselves.

As for religion, imagination goes to the very pith of

that, for merely to believe something is futile if we do not make it real to our imagination.

So Milton theoretically believed the new Copernican astronomy that had just come in, but in writing *Paradise Lost*, he employed for the frame of his poem the old Ptolemaic astronomy of the central and stationary earth.

That is to say, he theoretically believed one thing but another thing was still capturing his imagination. Multitudes of so-called Christians believe this or that formal creed, acquired or inherited, while another view of life altogether, has captured their imagination. It is always *that* and not their theoretical belief which controls their lives.

You see, we too commonly think of imagination in terms of fancy, of whimsical caprice and pleasing illusion. We say with Shakespeare:

"The lunatic, the lover, and the poet,
Are of imagination all compact."

We think that imagination is a plaything. Well, to be sure, one *can* play with it. Here in the teeming city one can imagine oneself in the spacious solitudes of nature and find rest, or tired with work, can mount the magic carpet of a book and flee to kindlier realms. One can play with this tremendous power of the imagination, but that is not half the truth. "Son of man, hast thou seen what the elders of the house of Israel do in the dark, every man in his chambers of imagery?"

For one thing, our basic morality depends upon

imagination. We all render lip service, for example, to the Golden Rule.

It would be difficult to find a man in such moral rags and tatters that he would not consent to the soundness of the Golden Rule.

But the practice of it involves a difficult and all too uncommon use of the imagination. Consider. "Whatsoever ye would that men should do unto you, even so do ye also unto them. The practice of that means that a man imaginatively must put himself in other people's places and see the situation with their eyes. If we did so use our imaginations to put ourselves in other persons' places, as is indicated in the Golden Rule, there would be less trouble in this world.

Fewer families would be estranged by misunderstanding between the older and the younger generation if we imaginatively put ourselves in one another's places. Fewer bitter judgments and tales of unkind gossip would pass our lips if we put ourselves in the other person's place. Fewer racial, national, and class prejudices would stain our lives if first, imaginatively, we saw ourselves in the other person's situation.

You see, this Golden Rule has been too superficially interpreted. We Christians are sometimes called sentimentalists because we exalt love as the queen of the virtues, whereas love, they say, applies only to those near and dear to us, and in wide areas of our experience does not apply at all, but justice, fair play, the Golden Rule apply. That sounds plausible, doesn't it?

Could coaches at a football game say to the players, "Young gentlemen, you must all love one another?" They could say, however, "Young gentlemen, we will have fair play in this game and you will take no advantage for yourself that you are unwilling your opponents shall have in the same situation; we will practice the Golden Rule."

Or could a moralist go to business men in the rough and tumble of competitive commerce and say, "You must all love one another?" A man often does not know his business rival, much less love him. What the moralist could say, however, is, "Business should be fair play, each treating the other as he would consider it fair to be treated." So, they say, not love but justice, sportsmanship, fair play, the Golden Rule is the law of life.

Very well, I am willing to begin there. But, my friends, consider the use of the imagination that is involved in doing this and when once you start with

imagination's use how far it carries you!

If, for fifteen minutes every day, all capitalists should imagine themselves in the places of the laboring men and all laboring men should imagine themselves in the places of the capitalists, I suspect our industrial relationships would begin to change as tho a new climate had come for them to grow in. If for fifteen minutes every day all white men should imagine themselves in the colored man's place and all colored men imagine themselves in the white man's place, our racial relationships would suddenly begin to improve. You see, this Golden Rule is not so simple a matter as it looks.

It was said of Robert Browning that he was born with a passion for living in other people's experiences.

Rabbi Ben Ezra, Fra Lippo Lippi, Andrea Del Sarto, Bishop Blougram, the characters of the Ring and the Book—into how many other lives Browning put himself, saw their points of view, thought their thoughts, said what they would have said!

Well, when what Browning did for art's sake is done for life's sake the results are marvelous.

Jesus, we say, lived the kind of life he did because he loved people. Yes, but the very core of Jesus' love was imagination. He imaginatively saw the prodigal's problem from within. He imaginatively felt upon his own body the wounds of the victim whom the Good Samaritan helped. He put himself in the place of the widow when she dropped her meager gift into the treasury. He became blind Bartimæus when the cry came from the roadside. And even the woman taken in adultery—his imagination made her

problem his very own. Mark this! All egotism springs from a mean imagination and all altruism has for its fountainhead the capacity to put oneself into other people's places.

If now, someone says, Well, tell us how to get imagination, I answer, We all have it already. Every one of us all the time is doing something in the chambers of his imagery. No capacity is more universally possessed in some degree or more constantly used but lo! what we do with it! Seest thou what we do in the dark, each man in the chambers of his imagery?

Walk thru another gateway in this truth and move out into another realm. All social progress depends on imagination. Imagination a plaything, a caprice, a whimsy, a phantasy? Upon the contrary, it is the indispensable element in all creative activity from writing a lyric to building a business. We are living in a world today where our ex- (Continued on page 50)

Most of our catastrophes come from the failure of imagination.

The way we handle any situation depends largely upon how we picture it to ourselves.

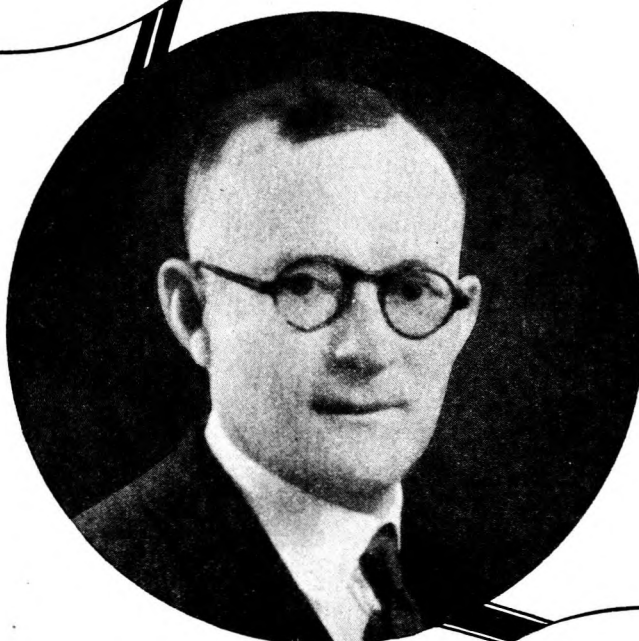
Imagination a plaything, a caprice, a phantasy? Upon the contrary, it is indispensable . . . from writing a lyric to building a great business.

We are living in a world today where our external circumstances depend on the fact that once somebody began imagining Bessemer steel . . . combustion engines . . . harnessed electric energy, dreamed airplanes sailing the skies—

What Psychology Has Done for Me

In June, *Psychology* asked for letters of "What Psychology Has Done for Me," offering a \$10 prize for the best. J. T. Mallory, of St. Albans, West Virginia, is the prize winner. Those receiving honorable mention and whose letters follow, are: Bessie Lovelless, Chandler, Arizona; Mary Arthur, Vancouver, B. C., Canada; Gladys B. Moore, Utica, N. Y., and Genie Griffin De Wolfe of San Benito, Texas.

Mr. Mallory, in a letter to the editor says, "By profession I am a railway train dispatcher, and my hobby, if any, is studying the thoughts of the intellectually great."



By
J. T. Mallory

PSYCHOLOGY has revolutionized my entire life and has taught me that in the realm of thought each of us can be a king.

In my mind I live. In my castle of dreams I am free. I know that within my being there is a power that has lifted me high above the sordid things of life and leads me ever onward into a beautiful treasure house of knowledge.

Mind, thought, what a mystery thou art! You have taught me to reason from cause and effect. By the application of continuous thought the subconscious can be reached and that mighty power (within the bounds of reason) will lead me step by step to the things I most desire—namely: health, happiness and success.

The subconscious has made me strong where I was weak. It has aided me in a great fight against disease. By helping me to develop will power it saved me from the slavery of the tobacco habit. It has given me a comfortable home, taught me the joys of simple home life and has aided me in holding down a responsible position. In every walk of life, it is my friend and with its aid, I am able to meet any situation.

Psychology has given me a new religion of knowledge

So widespread was the response to the contest "What Psychology Has Done for Me" that the editors of *Psychology* have decided to continue these stories each month, as a department. All letters published will be paid for at regular rates. Photographs are desirable. Letters should not exceed 350 words, altho, if good, greater length will not positively bar these actual experience stories.

and happiness which I have erected upon the ashes of an old one of fear, ignorance and superstition. My creed is simple; my faith is great.

I have reverence in my heart for the Power that gave me life and that (Continued on page 58)

The Unemployed Mind of Today

By Dr. Arthur Frank Payne

WE ARE suffering today from a National Psychosis.

I hope that you will not misunderstand when I say that it is largely psychological.

Also, I want you to believe that I am speaking from a standpoint other than that of mere theory. I have had the experience, in my life, of being without a job and I am surely much in sympathy with all those who are unemployed at this time.

I know that the man who loses his job and is out of work for a long period of time has a difficult time mentally. His ego is vitally disturbed, and often entirely destroyed.

This is the third so-called depression that I have seen and my observations have brought me to the conclusion that this depression that we are now in, and which, I repeat, is largely psychological, is really the working out of a great law, the operation of which makes for the survival of the fittest and the elimination of the unfit.

You, of course, want to be among the "fittest."

That is natural, and it is a good thing to consider what we can think or do to keep ourselves, in the future, from falling into this thing we call the "depression."

Let us consider what there is in the psychology of the worker of today. And let us see the types of mind that are engulfed by unemployment.

We'll begin with the very sane and normal type—the fellow who says, "This country has been thru this sort of thing before."

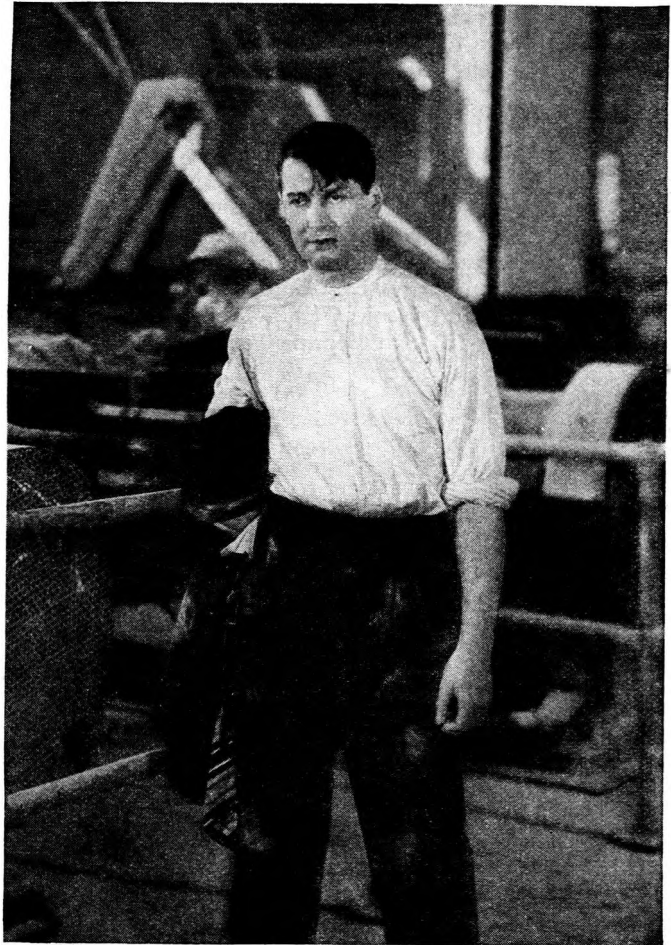
This man knows that times are changing; that certain types of goods are going out of use, and that therefore, there are certain kinds of jobs that will never open again. But he does not bewail the fact—he doesn't waste time doing so and he is wise enough to not hang around waiting for his former boss to call him back to his old job.

This man does the best he can and is very likely to quickly regain his feet.

The second type of the unemployed has a very tired mind. Quite startling is the fact that the general opinion, which is wrong, is that fatigue, a pronounced feeling of tiredness, comes simply from the fact that you may have been working hard. People can get miserably tired—actually tired to death, from doing nothing at all.

Such persons, literally exhausted, need a new mental environment. They need to contact fresh ideas.

It may, of course, be part of the general situation—when the individual is bored with life but I believe many persons, and this applies so very often to women



Paramount

The man who has lost his job has a difficult time mentally

—are tired because there is not sufficient bodily elimination, there is not a proper functioning of their bodies. Don't give this too much importance, however, and turn into fadists. Don't get into a fever heat because you think your eyes or your teeth or some other parts of your body are wrong.

The physical cannot be overlooked, of course, but a general cause of tiredness is lack of mental qualities necessary for success in the particular kind of work you have elected to do. Many persons who have lost their jobs and who have been conscious of this tiredness I speak of will be wise if they do not try to get back into their old jobs, nor their old line of work.

Just here, someone may feel that this is contradictory. "I held that job successfully, even tho I felt as you describe," they say.

In the prosperity period of the past, many persons were able to hold jobs that they were not fitted for. There is such a thing as having too much intelligence for a job, and that is equally as bad as not having enough intelligence for it.

A chronic fatigue is frequently caused by repression of the natural instincts, impulses, emotions.

Of course our civilization demands repression. It is the specific job of civilization, in fact, to repress our

natural impulses. Education and religion—many forces, join hands in this repression and so, we find many unemployed, or unemployable persons who are so because their jobs repressed them too much.

Fatigue is often traceable to strain—traceable to too much supervision by a boss who finds constant fault, for instance. Or you may yourself be the supervisor, even if it's only in your own home. You may expend your strength supervising others. Don't do that. It's neither fair nor wise, to yourself or the other fellow.

The type of mind that I shall call poisoned is the next I want to direct your attention to and ask you to avoid. You can poison your mind and keep it poisoned quite as decidedly as you can poison your body. Into your mind you can inject, or allow others to inject the poison of hatred, for instance.

This might be called psychic poison. It makes no difference what you call it, it's miserably bad for you and far more persons suffer from this kind of poison than ever suffer from things taken into the stomach. Persons who poison their minds do not always give evidence of it, so that you can perceive it, but the results are not missing.

Keep the poison of bitter, unwholesome thoughts out of your minds. This will aid in keeping you out of the ranks of the unemployed.

The pre-occupied mind is often present among those who find themselves out of employment. Many persons say to me, "Please help me to concentrate." The truth is, that every mind is concentrated upon the thing that its owner wishes it to be.

Johnny, when his teacher calls upon him for an answer about the matter of fractions, may be accused of being pre-occupied. As a matter of fact, he is thoroly concentrated—only it's upon the delightful vision of what he's going to do when he's a grown up man. Altho we can look around and it seems as if certain persons get something for nothing, it only looks that way. To be happy, to really "get there" you must, even tho unconsciously, have a goal—then you'll drive in that *direction*, anyway.

The day-dreaming mind is common. Those who are of this type of mind, altho they may not realize it, are endeavoring to escape from the world of reality. Many,

many miles away are some we see sitting quietly in offices, or working in factories or stores. We really should be careful about this day-dreaming. Indulging in this to any extent tends to make one unable to concentrate upon his job when he would most wish to.

Perhaps the most irritating kind of employee—at least very many employers think so—is among this type—this fellow who means to be efficient but gets to day-dreaming and forgets regulations. Certainly the *day-dreamer* is very likely to get into the ranks of the unemployed.

I have deep sympathy for the next type of mind. I mean the kind of mind that is borne down by worry. Our civilization very largely is responsible for the ills that result from worry. The extreme tension, the pressure, the high speed—these, the men of delicately balanced mind cannot stand. In the mental hospitals to-day, more patients are being taken care of than in any other kind of hospitals.

After all our minds are millions of years ahead of our bodies. From somewhere must come a Moses who will lead us out of this industrial chaos. If he comes, he will establish the much-needed feeling of security. He will, it is hoped, abolish the ridiculous and cruel inclination to put a man on the shelf of life after he has reached fifty or fifty-five.

Right here, I want to mention what is indeed a very bad type of mind—the kind that is always predicting and expecting things to get worse and worse. This type sees banks failing, disasters clouding in every direction of the business skies—and he sees nothing else. This mind constitutes a harmful contagion to others.

I shall have to be very careful in mentioning the next type of mind, or some of you will think I am aiming at you personally. If I call this type of mind ignorant, I, of course, don't mean for you to misunderstand me and I don't want you to get indignant.

Many persons that have skills undeveloped may be in no way to blame. Their ability, however, is very limited. But they are better off than the bluffer—that is, if they are honest and frankly say that they don't know, and especially if they indicate that they are willing to acquire new thoughts, new ideas, and thru them, greater skill and efficiency.

And now we come to the truly unemployables. On my way down town to-day, I saw at least a dozen persons who would distinctly come under this head. They are mentally defective, or have contracted disease which makes them undesirable or impossible as employees. There is very little hope that this type of person can find a job.

By the way, now, in time of peace, we should set up better ways of classifying persons than we had when we set up the draft law and entered the war. Thru the action of that classifying machinery, we skimmed off the cream of our civilization—and don't think I am talking as a pacifist. I am not. I am talking from the standpoint of a biologist and psychologist when I say that we are spend- (Continued on page 54)



All workmen want to remain among the "fittest"

Now is The Time to Marry

An interview with Dorothy Romaine, artist, and organizer of the Allied Decorators' Service

By
Ada Patterson

"Not for fifteen years has it been possible to so cheaply fit up a pretty and pleasant home," says Miss Romaine

THIS is a time when no young couple need fear to marry. No longer need the dread that they cannot fit up a charming and tasteful home deter a man and a maid from wedlock.

I propose to prove to you that a pretty and pleasant home can be secured for less than has been possible for the last fifteen years. I shall show you that the necessities and the decorative features can be supplied for less than one hundred dollars.

Even that sum need not be expended at once but may be spent, bit by bit, as articles are needed and the right objects for furnishing are found.

I know this because it has been done. I have done it. The spirit of 1776 has been revived.

Young couples may, and should, realize that now, as in that far away time, the draft is not upon their purses but on their will, their taste, their ingenuity and their determination. If taste be lacking, thru experience in selection, that can be borrowed without repayment.

I shall tell you exactly how it can be done.

You want to be married and you would be content, supremely happy indeed, in a three room and bath apartment in the city or a three room and bath bungalow in the suburbs.

But how?

I can best make that clear to you by describing the room in which I am writing this and telling you the story of its evolution from a bare room to one which, all visitors assert, is a thing of beauty and one that breathes comfort; a room in which one can relax and rebuild the strength lost in the contacts and conflicts of the outside world.

A living room of comfortable size with enough window space for light and ventilation. An average room, that might become a drear, depressing chamber or a

livable home, according to the way one develops it. A room is like a child. It is properly brought up by the expenditure of time, thought and loving care. All those this room has had.

It has a restful couch, a desk, large enough for family use but not large enough to be ugly nor cumbersome; a book case, a table that may serve for library use or dining, four chairs, a rug, and two pictures.

The couch, because of its size and coloring, is the predominant feature of the room. On that the eye rests when one enters the room. On that one sinks for a comfortable half hour's rest. That couch cost me fifty cents.

Incredible? Let me convince you. I found it at a quaint auction shop in the lower part of New York, ten minutes' walk from Fifth Avenue. Lift the golden brown cover and you will find it is an iron cot. My husband brought home my purchase, washed and painted it dark green. This is covered with a mattress to which later I will revert. It is covered by a brown spread in Navajo pattern, which I had bought for seventy-five cents at a shop where decorators' remnants are sold. When an interior decorator had finished his fitting out a great house there were bits left that are sold at this shop.

Cushions followed. I bought at the same convenient shop a yard of red wool damask and worked out a design that divided it into four squares. These I outlined with green embroidery wool that I had and a spool of silver thread I bought for five cents. At the same time I saw what seemed a hopelessly soiled piece of purple velvet. My spirit of invention told me I might be able to wash the shop dust from it. I paid a dime for it, brought it home and washed it in a mild suds. It looked as fresh as when newly off a shelf. I worked a design of four squares in two shades of embroidery



Tiffany Photo

No longer need the dread that they cannot fit up a charming and tasteful home deter a man and a maid from wedlock—.

silk. Total cost, twenty cents. These I used to cover cushions of mine that had grown passé.

Against the wall stands what now presents itself to the eye as a handsome, substantial table with an under-shelf. Clearly that desirable in any home—an oak table. That cost me twenty-five cents. Before surrendering a quarter of a dollar for it I examined the grimy object, peered with seeing eye at what its scratched surfaces revealed, and looked underneath it to discover that its joining was good—that is, it was well made and in good condition save for the disreputable condition of its painted surfaces.

My husband carried this home from the blessed, nearby auction shop and set upon it with a paint remover. This remover is a substance of which one can buy a large can for a quarter. Its quick destruction of the undesirable paint will reveal what lies beneath—sometimes a piece of furniture in hard wood. Always wood is a thing of dignity.

When the paint remover disclosed that handsome oak table, my husband and I embraced each other and hurried out for some stain to further bring out its beauty.

Another sortie into an auction shop, several of them, before I found what I wanted, a smaller table to place

in the corner and to serve as the beginning or foundation of a desk. My husband, I knew, could and would, from odd boards he had assembled for his beloved carpentering hours, build the upper half or shelves of the book case. He did this in his evening hours at home.

Mind the hammering? The sound was music to me. Meanwhile I patiently pursued my search for two suitable chairs to place before the oak table. I found them. Two graceful, straight backed, Colonial chairs, with tiny coverings that I immediately immersed in suds and that emerged, lovely red wool damask cushions that I thoroly dried on the roof. They, including their colorful cushions, all well preserved, cost me eighty cents apiece.

Two wicker arm chairs, with their sand-colored, cotton covered cushions, I bought for one and a half dollars apiece. For either of the dining room chairs, had I bought them while new, I must have paid at least seven or eight dollars. The arm chairs would have been cheap at fifteen dollars apiece. Many times have I exclaimed, on surveying this growing up living room of ours, "Blessed be the auction shops!"

My husband and I both love books. Therefore we looked at the boxes of un- (Continued on page 41)

Come, Let's Banish Gloom!

by

JUNE DAVIS

BEAT it, little microbe,
Beat—quickly;
I won't have you hanging 'round, you sickly,
Mean, contemptible little thing!
For just "two bits" I'd swing
Upon your blarsted neck,
And maybe I wouldn't wreck
Your infamous reputation!
I wonder, now, what delegation
Brought you here.
We serve no liquors, wines, nor beer,
So don't be swinging on *my* gate,
I'm fussy; and I'll have no date
With the likes of you.
So beat it, now, Skidoo! *Skidoo!*

What! you show the fist!
You still persist!
Kate, fetch a broom!
Take that and THAT! Zoom! Zoom!
Zoom! Zoom!
I have no room in my little house
For the likes of you!
So beat it, now Skidoo! *Skidoo!*

In moments of sleeplessness, I had amused myself by composing this convincing ballad. With this fiery challenge in mind, I now sat up in my feverish bed, punched a savage blow at my defenceless, unresisting pillow, as if it were an extremely harassing enemy.

"Take that and that! Zoom! Zoom!

"Zoom! Zoom! I said mentally in tones of thunder, as I shook it fiercely and grinned at my own fierceness, as the humor of the situation dawned upon me.

The next thing I knew I was laughing outright—heartily. Here was I, who had the reputation of never being ill, actually on the verge of perhaps a serious illness—at least if one could judge anything by the deep rumbling noises which seemed to emanate somewhere from the depths of me and the heavy weight that seemed to be pulling at the back of my neck.

I could actually feel the presence of a great fat microbe sitting by my pillow, leaning over me with hot breath, stroking my hair with damp, clinging fingers 'til my sensitive head began to throb and swell and feel as big as two.

"I won't have you hanging 'round, you sickly,
Mean, contemptible little thing!"

I said, defiantly addressing the microbe,
"So beat it, now, Skidoo! *Skidoo!*"



What real, self-respecting microbe, with a pedigree of any note, could put up with such nasty, uncultured manners! Even as I looked it began to diminish, to shrivel up. "Ha! Ha! Ha!" I laughed. It gathered its scanty skirts about it and with as much dignity as it could summon, haughtily swish-swashed out thru the open window.

Laughter bubbled up and overflowed inside of me. It was gone. Me sick! Don't be ridiculous! Nothing the matter with me! I'm absolutely 100 per cent well! I feel grand! Never felt better in my life! Just a whiff of that delicious air that's coming thru the window! A long breath! Ah! that's great! I'm going to work tomorrow!

Turning my pillow over on the cool side, I patted it caressingly. "Blessed, refreshing sleep," I said, "How wonderful it is!" And with a deep sigh of contentment I was lost in soothing oblivion.

This is a true story. The next morning, to the complete surprise of my family, who fully expected me to be in bed for a week or two, I got up and got ready for work. They remonstrated. I said, "I am perfectly well and I am going to work."

"How do you get that way?" my sister questioned; "you were coughing your head off last night when you went to bed. I thought you were going to have pneumonia."

"Sorry not to oblige, but what's the use of being sick?" I said gayly, "when right thinking and a sense of humor can cure you?"

Isn't it the truth? I have proved it many times. The road to health is paved with laughter, optimism, right thinking. How many thousands of persons are ill thru worry, fear, habit- (Continued on page 54)

Building a Perfect Body

Some Valuable Facts About Your Summer Diet

Why Certain Foods are BEST for You—How to Prepare Them

By Dr. J. Douglas Thompson

OF the many millions in this old world of ours, there are but few persons who possess a body that can be called perfect.

It is estimated by the authorities on statistical evidence in Washington, D. C., that only one out of each one hundred thousand persons possesses a body that can be classified as measuring up to the ideal standard for height and age.

FOOD BUILDS YOUR BODY

The principal things necessary in building a perfect body may be compared very much to those in building a perfect foundation for a forty-story building . . . and just as the building rests upon its foundation, so a perfect body also rests upon the fundamentals of just one thing—and that is what you eat. It is what you eat that later determines what you shall be, from the very hair on your head to the toenails on your feet. The two principal elements in the average diet which mean so much toward the building of a perfect body are those of fresh fruits and vegetables. So many persons have been asking questions of late relative to these two different classifications of food that an article at this time on the subject is indeed a timely one.

FRUITS CLEANSE OF IMPURITIES

These inquirers are of the opinion that fresh fruits increase the acidity of the blood stream, and in many instances give rise to no small amount of trouble. This is, of course, a misconception, for fruits alkalinize the blood, thus cleansing it of its impurities and restoring its natural state. All fresh fruits, it is true, do contain a certain quantity of acid that may suitably be called fruit acids, but these are used by the plants themselves in their synthetic process, and are always found in varying proportions during the various stages in which the fruit is ripening. As a matter of illustration, let us take the blossom stage of fresh fruit while it is still very much in its earliest embryonic development. After fruit has passed the blossom stage and has developed into what will eventually become an apple or an orange, or a peach, the fruit acid is taken from the life of the tree, which is commonly known as the "sap" . . . it is this "sap" that liberates the great quantities of ether and carbo-hydrates too. Fruit acids are usually found in connection with the alkaline salts of sodium magnesium, calcium, etc., and

it is because of this organic substance that they increase the alkalinity of the blood as well as act as a special tonic to all of the digestive juices.

ACID IN THE BLOOD

Fruit acids, like all of the carbo-hydrates, undergo the process known as oxidization, hence, you can readily see that for those who are so unfortunate as to suffer from an acid condition of the blood, and which usually brings on many complications among which are inflammation of the mouth, stomach, intestines, gall-bladder, kidneys and bladder, nothing is more capable of improving their state of health and restoring their bodies to normalcy than regulated amounts of fresh fruit taken in the form of any of those which are so delicious and palatable at this time of the year.

Principally among these we have the orange, grape-fruit, and pineapple, and when these are taken in diluted quantities of half fresh fruit juice and half water and are used regularly at one of the three meals during the day, they always bring about an increased ratio of health. This is particularly true should the body be running a fever, at which time fresh undiluted fruit juices may be used to great advantage in reducing the temperature and restoring the body to a state of normal health. After the third day, other foods may be added.

CONSULT YOUR DIETITIAN

I have had more than six hundred patients this year, who have been given this form of diet with success. However, of course, various conditions will arise which at times require one form of fruit juice, while still others will necessitate another. So, in order to be certain of one's condition, it is always wise to consult your dietitian before attempting to follow any special group of instructions.

Immediately following the fresh fruit diet of a day or two, one should break the diet in the most careful way by using two meals of fresh fruit and the evening meal of steamed, green, leafy vegetables. These, of course, are to be used in reasonable quantities to begin with and gradually increased as the afflicted one resumes a more normal state of health. During this time, it is always wise to eliminate all other types of food until the diet is entirely broken and a normal one resumed; hence, the quantity of meat, fish, poultry and game and even eggs and (Continued on page 61)

Second of the
TEN GREAT
IDEAS of the
Ultimate Religion

By

William Charles
O'Donnell, Ph. D.



TIME



Courtesy American Museum of Natural History
A Perspective in Time—Painting by D. Owen Stephens

EVERLASTING

SPACE illimitable!

Time everlasting!

Religious thinking must be cast in the mold of the gigantic.

To desire knowledge relative to the age of the multitudinous systems composing our universe is as natural and as inevitable to the thinking man as the bending of the bough before the breeze.

To produce the forms and functionings of the existent order of things has required ages and ages of time flowing in unbroken rhythm from out the depths of the great unknown. The consciousness of a significance in this accumulation of ages furnishes indispensable background for the profitable study of life in current moods.

He who would live but for the day lives not at all.

Destiny has appointed a richer program for the race in the unfolding of which man is to find his chief delight. There is a form of fellowship which makes us one with the ages, a fellowship that gladdens time and guarantees eternity.

Both time and space have been subjects of profound research and prolonged disputation. Abstractly considered, the nature of time remains one of the intangible mysteries of philosophy. We are now concerned with its more practical aspects. It involves the conception of duration, an established consecution of events, a system of measurement furnishing a chronological perspective of historical happenings and personal experiences.

We can speak with some definiteness of understanding of seconds, minutes, hours, days, weeks, months,

years, decades, centuries, milleniums, ages, cycles, aeons. The changes ever occurring as these periods pass are necessarily interrelated. If we could but trace the intimate history of these changes back to the absolute beginning, to the veritable sources and origins of the mighty process, then would we know precisely the age of the universe, an accomplishment beyond the reach of finite mind. The very suggestion brings us inevitably face to face with the Great Idea of Time Everlasting.

About three hundred years have passed since the learned and illustrious William Ussher, Protestant Bishop of Armagh, finished his scholarly labors which resulted in the accumulation of materials for a Biblical Chronology. After his death, his calculations were embodied in that outline which for generations was printed in the margin of the King James version and which, no doubt, was regarded by many devout readers as equally inspired with the text. In the early 17th century six thousand years must have seemed like an amazing and well nigh incredible stretch of time. According to the Ussherian chronology, not only was the entire drama of human history enacted within the limits of that period, but it was considered sufficient for the complete work of the creation of the universe as pictured in the first book of Moses called Genesis. The state of knowledge and the condition of mind making possible such a belief now seem primitive. If the modern mind is accustomed to deal with infinitely vaster reaches of time, our freer thought should be trusted to lead us into clearer spiritual vision and to open for us great avenues of richer spiritual experience.

With the increase of knowledge the proportions of time as well as the dimensions of space are ever expanding. We are not dealing with facts and forces created by fiat some six or seven thousand years ago. We know that for uncounted ages the framework of the heavens has been in building. The attempt to fix an exact date for the starting point of the procession of marvels and mysteries that make up our universe is in itself a confession of inadequate knowledge as to the nature and scope of creation.

Human beings are born into the world under the operation of unerring law. The thread of life is brittle and may snap at any moment, or life may take its normal course thru infancy, childhood, youth, middle life and old age, to pass eventually thru the portal we call death. In exceptional cases only does this process extend thru a century. A hundred years, therefore, taken as a standard of measurement of human experience upon earth, is a long period of time. The strength of four score years is but labor and sorrow, according to Holy Writ—three score and ten being assumed as the normal allotment. In any community

the centenarian is a marked man. Under these limitations human beings have been living and dying for tens of thousands of years, coming and going, generation after generation, each in turn making its appointed appearance on the stage of history or moving thru the mists that antedate scientific chronology. By comparison the possible life-span of a century may serve in our thinking as a help toward the comprehension of those attempted measurements of time that take in milleniums.

For nearly six thousand years man has been keeping written records of his experiences, achievements and progress. This is the span of authentic history. Further back there are monumental evidences and geological traces of man's existence covering a period of some sixty million years. A hundred million years at least will be required to account for humans and their immediate antecedents upon our little planet.

What a breath-taking vista of time thus confronts the imagination! A million times the conjectured life span of a century. To merge our personal problems into the history of the race is to give to life a larger meaning, to reconcile ourselves to the temporary pressure of adverse circumstances and to deepen the sense of the presence of that reality which counts a thousand years as a single day.

Impressive as the contemplation of this enormous passing of time may be to the sensitive mind we must remember that after all the human family is but a recent arrival upon this earth. The question inevitably arises, "How long was the planet preparing for the coming of man?"

Science has long been working at the answer. We have now to deal with a thousand million years rather than with the one hundred million that is supposed to encompass the span of human life upon the earth. To what can we compare a thousand million years? Could we live ten million lives at the rate of our adopted span of one hundred years for each life journey, only then would we reach the mark suggested as the age of the earth. So long, at least, and possibly many more millions of years has it taken to mature a planet competent to serve as a home of mankind.

There are ways known to science to compute these enormous periods of time. The earth bears its own evidence. A writer in the Smithsonian Institute Report a few years ago stated that, considering the amount of Uranium and lead in the earth's crust its age is apparently less than eight billions of years and probably something like four billions. Thus lightly can science handle discrepancies of billions of years in dealing with earth age. It was the dictum of James Hutton, who laid the foundation of modern geology, that life forces now at work in the earth would explain the past history of the earth. (Continued on page 49)

The Master Weaver

By Maurice C. Waugh

*The past is a pattern from which is spun
The future of mortal man,
And yet the design may be just begun
Which ends with the earthly span.*

*The present is sort of a shop wherein
This fabric of life is made;
The craftsman, none other than Time,
must spin
Each piece of His stock in trade.*

*With heart beats and thought waves
upon the loom
Propelled by His master hand:
Altho it be finished beyond the tomb,
That which has been woven is grand.*

You, Too, Can Make Money!



**Says
Pauline
Cleaver**

A RAINBOW TEA HOUSE

REGARDLESS of depressions, there will always be persons who have creative and original ideas.

They will always find ways to make money and in happy and congenial work, too.

At Tarrytown-on-the-Hudson in New York, there live a mother and daughter who had an original idea and who turned their mansion home into a tea house.

These artistic women named it the Rainbow Tea House and proceeded to put their knowledge and feeling for color into beautiful, harmonious decorations. It is enough to make one happy just to enter the place.

Every color of the rainbow is present in the painted, glazed tables. Each table is named for some lovely flower and suggests the beauty and color of that particular flower.

As one comes thru the entrance door, the effect is as if one were entering an old fashioned garden. Cosmos, zinnias, hollyhocks, roses—all are there and you choose the table suggesting your favorite posy. The china, the glassware, the dainty, colorful napkins all harmonize.

The food is daintiness personified and surely it tastes better in such lovely surroundings. Many, many persons go far out of their road to sit and eat in this country-garden atmosphere. I shall tell you more of this if you are interested and will write me.

MONEY FROM CHILDREN'S FROCKS

I HAVE a letter from a woman who has made a success of her business. It has taken her two years to do it. At that time, she had written me saying that she needed to make money and had been earning a little by making children's school frocks.

However, she had a limited acquaintance and the orders for the frocks were infrequent.

After she had filled out the questionnaire that I sent her, which made me acquainted with her talents and inclinations, I advised her to get in touch

with manufacturers of children's frocks and see if there was a demand for her goods.

She began on two models. These were made of stout, washable material with deep hems that admitted of lengthening. They were very plain models and allowed the treatment which she wanted to give them—the hand-made touch.

She was a very skillful feather-stitcher and when she finished applying trimming to the dresses, their value was more than doubled. It was easy and attractive work and from the first, her work was highly approved.

She has taken a helper into her home and there is a constant demand for the originally decorated little frocks which keep both of the women more than busy.

MAKING PARTIES PAY

"I DON'T really know how to do anything but give parties," a young woman laughed ruefully one day.

"That might prove worth while in a way that would pay," her girl friend answered. This set her to thinking.

She knew that all persons were not equally adept at "getting up" social affairs and she felt that many would be glad to have the worry and trouble end of the parties taken out of their hands.

So the two girls organized a party-arranging firm and you would scarcely believe that it would have been so popular. The depression has not interfered, indeed, it has helped their business because they thought up clever ways to economize and still entertain one's friends.

I shall tell you of just one example. Six women friends who had social debts but who felt that they could not "swing" a party unaided, handed their problem to the girls. The party was given at the home of one of the women who had the biggest house and the expense divided among the six hostesses.

In the home was a large refectory table ten feet long. About this was built a "bar" made of beaver board. A grill was arranged behind the "bar" and upon this "hot dogs" were done to a turn. On top, a whole cheese was placed and pretzels, pickles and other dainties were appetizingly spread out.

Altho the drinks served were only red lemonade or coffee, the effect was very cute and brought much laughter.

All furniture was removed from the large room and over the lights were soft rose cheese-cloth drapes. Red-checked table cloths covered the card tables in the library. The invitations were written in pencil on brown wrapping paper and included the request to come in "your oldest clothes." Many funny costumes arrived on owners giggling happily, like school children.

There were many clever ideas that cost almost no money carried out at this party and the guests declared that they had more fun than they ever did in the "prosperity" days with champagne and expensive ices and all that go with them, mounting the costs.

A CLEVER "JIFFY JUICER"

A FRIEND of mine has invented a wonderful juicer which extracts the juice from all kinds of fruit and from tomatoes. Its greatest asset is that it is not difficult to wash and clean. It has only two parts and placing it under the faucet thoroly cleanses it.

One push of the handle—and the fruit or vegetable gives forth every drop of moisture. But as valuable as the juicer itself, is the method of selling approach that its inventor has worked out for those who would sell the commodity. Twenty girls that I know of have been able to make money from selling, under the owner's direction.

You may think, "What has this to do with me?" Just this: there are all kinds of simple things—things that you could think up to do—right at hand if you will *not* decide that, as I often hear folks say, "We'll have to wait until the depression is over before we can expect to make money." This is not true. Look around you and see if you cannot see a good and needed commodity lying in materials right at hand.

A BOY WHO WOULDN'T BE "OUT OF A JOB"

THIS boy was "laid off" and stayed without a job just forty-eight hours!

First I must tell you that he was not

a boy who did things around the house. He was thoroughly masculine and had never made a habit of even drying dishes. That's why, what he jumped into, was such a surprise.

First he made some signs. They were rather crude but unmistakably informed the public that the Smith (that was *not* the name) House Cleaning Company could be reached by call-

ing a certain telephone number.

This enterprising boy got several persons to go in with him for a certain percent of the earnings and they washed windows, beat rugs, cut grass, mopped halls—anything in fact that came to hand. And don't believe there aren't persons who, in spite of "the times" are glad to pay for such work, well done.

Remember, this boy swallowed any pride he may have had and got busy on what he saw there was a market for. He only drew the line once. That was when somebody called up for help in having her two children taken care of, while she went shopping.

However, the fact that there *was* this call, may give a practical idea to someone else.

Now Is the Time To Marry

(Continued from page 35)

opened books that had come from his before-marriage home and mine and determined that we must give them a more fitting abode. One evening he came home tired but triumphant. He turned on me his beaming, boyish smile. "You won't want me to apologize for throwing those things on the floor, my dear, when I tell you that they are redwood planks. I got them at a bargain."

I looked dubiously at them. "Because they are not of even lengths?" I guessed. "I wanted them that way. Wouldn't have had them any other" he answered. "You shall see."

I did. For he began building the book shelves that night. After three evenings' work of sawing and joining and planing the book shelves stood there, perpendicular on one side, that fitted into the corner, a series of steps on the other. Those steps formed shelves on which we could place some treasured ornaments—as an Etruscan vase, three thousand years old, a wine cup, a Russian jar and a gift from my father, the critic and author, Charles Henry Meltzer. Papa made me the gift, a Persian tear cup, when he returned from a visit to the Orient.

Lovingly we unpacked our books and installed them in their home. Thoughtfully my husband had arranged the shelves at irregular distances, for the accommodation of large, medium and small books. An arrangement that I enjoyed making was the grouping of books of the same color, together. The blue books beside each other, the brown books side by side, the red books forming a cheerful color note. They made fairly regular blocks of color. Our friends all say "What a charming and unusual arrangement!"

Next we had to have a rug for the living room and one for the bedroom. I set out, dreading the expense, but on my second and patient waiting at the auction shop I saw the object of my anxious dreams. It was a sand-colored rug large enough for two rooms.

"Fifteen dollars," I exclaimed. My voice was thin and frightened. "Sold,"

said the auctioneer. The one-toned, sand colored rug was mine. "But first you must cut it into two parts and bind it for me" I bargained. "All right, ma'am. In halves?" "No. Two thirds and one third. You will have to bind the rough edge of each." Two more dollars for that and I was sure the floors of both my rooms would be well covered.

Every object in the room, chosen piecemeal as it were, conformed to the background of that room. For we had chosen that the walls should be painted blue-green. My landlord had agreed to this, for we were moving into a new house. He was glad to be relieved of the problem of decoration.

The walls my husband painted, in four shades of that color. Beginning with a pale tint at the ceiling a tint that extended two feet below the meeting point of walls and ceiling, then he applied a darker shade of equal length, then another and darker—the last where it met the floor, darkest of all. So well did the shades blend that one was scarcely conscious of the difference. Yet when the eye traveled from the ceiling to the floor one was conscious of the four shades.

This room, in which we were to breakfast and lunch and dine and rest and receive our friends, we felt required some brightening touches. For those I went to Brasstown. On Allen and contiguous streets I found candlesticks for which I would have had to pay three dollars and seventy-five cents had I bought them by the pair. By selecting two of different sizes, I got them for seventy-five cents apiece. The larger I placed on the table. The smaller, on my bookshelves.

Surveying the room in meditative movements I realized that it still lacked something essential. My husband solved that problem by painting a border of black upon the floor. This brought the blue green walls, the sand colored rug, the generally brown tones of the room together. It was the connecting link of what we hope, and our friends think, is a plan of soft-toned beauty.

The curtains? The room was furnished in the early summer. For this season the windows have been screened only by the regulation shades. In the autumn we shall have contrived something inexpensive, thick enough to keep out the dust and thin enough to let in the sunlight. I predict that they will be white and that, by the magic of dyes, I will change them to the color of the sunshine.

Of pictures in the room there are two. One is a scene in Venice. The other is a group of figures against a sunset landscape. Both are said to be good. I hung them here because the predominating color is red. I painted them. But if I had not, I should have contrived to find something good and cheap and with the right color note in the auction rooms.

The bedroom with its one window, and that upon a court, presented a problem. We solved it in part by painting the walls light, blueish green. Against the background I painted dogwood trees abloom with pink blossoms. By suggesting the out of doors, a garden, it lent the little room the illusion of spaciousness.

Before the built-in wardrobe I hung two curtains that represented little money but much persistence. Seeing a remnant of striking Viennese curtain material, pink striped against a creamy background, at one dollar ninety-five cents a yard, I made repeated visits to the basement of the department store at which they were shown. For weeks I repeated my frequent visits. When the higher-priced tag had disappeared and a twenty-five cent one had taken its place I bought the curtains that had come from a famous shop in Vienna. A mahogany bureau, once priced at fifty dollars, I bought at an auction for five dollars and seventy-five cents. Above this, I hung a French plate glass mirror I had secured for one dollar seventy-five cents. The bed, an iron cot that cost us a dollar, I painted as I did the mirror frame, silver.

I said on my first page that I would
(Continued on page 52)

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. B. writes:

I have been a real success in life and made good with several well-known concerns, but in each case, thru no fault of my own, they were obliged to close their doors during the depression of the past three years. The last place I was in let me out with but a week's notice. Since this I have not been able to make a connection that would give me a real living and I am rapidly losing my grip and frequently indulging in fits of the "blues." Of course my present work cannot be very remunerative even in the best of times and this discourages me too. Is there anything you can suggest?

ANSWER:

You have made good in the past which means your income, of course, was considerably more than it now is. You are perhaps drawing wrong comparisons in your present work and, because your income is very much less than it was previously, have the wrong slant on your work and this discourages you. I know of any number of men, in the same position today that they formerly were, who have had their salaries cut two-thirds. A friend of mine who formerly made \$20,000 a year, now, with the same firm, is drawing but a comparatively small fraction of this. So, if you compare your present work in the right way, you perhaps will see it is not as bad as you have pictured it. We are all obliged to make tremendous sacrifices during times like these. It is the one who lacks courage who gets the worst of it. Get back your confidence, do your present work with all the enthusiasm and interest you can command, and stick to it, if you are making anything at all, until a better position is found. Your present work is certainly better than nothing at all, and there are several million of our people who are not able to find anything to do. Let's see how brave you can be and if you will meet these

times in just the right way it will prepare you all the better for the good times that are *sure* to follow later on.

QUESTION:—D. B. writes:

I think I am a neurasthenic—I have all the symptoms. I give myself helpful suggestions and try to act them out but this seems only to intensify my nervousness. I get almost panicky, and sometimes numb all over. If I keep right on ignoring this will the feeling leave me? I look well and have gained in weight. When company comes in, I get excited and panicky. If I force myself to entertain, I get easy before they leave but it is the same thing over again when a second experience is met. If I sit at the table with company and eat, I feel as tho I would have hysterics. I have read a lot of your writings and have faith in you. What shall I do? Am I going crazy?

ANSWER:

Suggestion, followed by action, is the proper procedure, but strive to let go and forget yourself as much as you can while putting your thoughts into action. To restore health will mean the recreation of confidence and control. Your emotions are running away with you, your sensitiveness is dominating *you* in place of your controlling and ruling *it*. You constantly have a picture of *fear* in meeting these trying situations in place of *faith*. It is the fear working thru your emotions on your nerves that causes the sensations you experience. The numbness is merely a nerve condition. There is nothing *real* to fear for you will not die in one of your attacks nor will you go insane. If you cannot meet this alone, my suggestion would be for you to go to someone who has a good understanding of such a state as you are in, and let him help you. Certainly your condition is both trying

and limiting and taking away from your life in a material way.

QUESTION:—V. C. writes:

I become panicky when I am in closed places, in crowds, on any high place, even in first balcony in a theatre. I live on the third floor in the apartment I occupy and I am constantly in fear that I might jump out of one of the windows. I have not noticed this last fear until recently. I fear going to church as I picture that I might have some spell, have to be carried out. Of course, that would be most embarrassing. What in the world is wrong with me? Are these thoughts of a perfectly sane person?

ANSWER:

You are suffering from psychasthenia—or called in general—neurasthenia. You are perfectly sane, but for the moment your conscious, reasoning mind is pushed into the background and these *habits of thought*, which represent subconscious action, are dominating. You know the subconscious self hasn't reasoning power, so it is possible for one to have very foolish and unreasonable habits of thought, just as one has unreasonable and even impossible dreams at times. Back of most of these fears is the thought that you might at some time lose your mind and do some of those things you picture, such as jumping out of your window. But you will not lose your mind and these fears will go on remaining unmaterialized fears—just as long as you will permit them. Get that *reasoning, conscious* mind to work and ignore the foolish fears just as much as you can. Get back your confidence and you will again be mentally free.

QUESTION:—E. G. writes:

Some years ago, my husband contracted syphilis. This he has never

properly attended to and during all these years we have lived in the same house, but not as man and wife. Since contracting this disease he has taken to drink and there is not a night that he does not go to bed drunk. Our physician has told me that I was running considerable risk in being in the same home with him, and that our children, thru their not giving towels, etc., the same consideration, are in still greater danger. But what am I to do? I am a religious woman, believe that a wife is supposed to stand by her husband thru the dark days as well as the brighter ones, and I haven't been able to bring myself to a point where I feel that I should desert him. I may still be able to help him. What is your idea of such a situation?

ANSWER:

I never feel like giving a definite answer to such a question as you have put up to me for what one should do must to a great extent rest with that person's own conscience. It means to a great extent, choosing between love and duty and the personal safety of yourself and children. I would ask myself: "Is it right for me to possibly wreck the lives of my children by remaining here? Do I owe this to him or to my God?" It would seem to me as tho you would perhaps have to sacrifice husband, or the happiness of your children. I don't believe that your family physician would have spoken to you as he did unless he believed that there was very grave danger of future trouble. I believe if I were in your position that I would again have a talk with this good-hearted physician and follow his advice—whatever that may be.

QUESTION:—W. W. writes:

From boyhood on, I have lacked personality. I have never been able to "put myself over" when with people and I am just one of the "sheep" instead of the leader, and most of the time even as a "sheep" I am bringing up the rear end. I have been told by people that I am not bad looking, am average height and in no way deformed, but I just lack that "something" that I see in others that makes them well liked. Is this lack something that I have inherited, or is the fault more or less mine? If I just *knew* perhaps I could try harder to change myself, but if it is an inheritance—well what's the use?

ANSWER:

It is quite apparent that you have all the essential powers that are given to the average man and that the fault is all yours. You have lacked confidence and thru it have built up an inferiority complex that is holding you back. You

have not placed a proper valuation on yourself. It is evident that you are of a sensitive nature which easily becomes fertile soil for the growth of just what you are suffering from. Learn to command yourself and your powers—*know* that you are as good as the best. Think this and act it—and in time you will, thru exercise, practice and experience, assume a very different attitude toward yourself and life. Personality and magnetism are merely reflections from within. It is a thought atmosphere that you surround yourself with. If your thoughts are weak, wavering and lacking in confidence, this atmosphere is felt by others and you lack that drawing power. Generate the right kind of thoughts regarding self and you will find things quite different. You have not inherited the things you are suffering from today.

QUESTION:—O. E. L. writes:

My reason for writing you, doctor, is just this. I am so overcome with terrible grief and sorrow on account of my wife having divorced me two years ago, that I am worthless. I still cry often and am no good to myself or others. Do you suppose this was due to the fact that she has found another man or that she had just learned not to love me? We have two children and this naturally complicates matters for I can see them only on occasions as they live some distance from me. I have tried to forget her but her image is ever before me. I want to get back to normal and be able to again take up life in a regular way. How am I to do it?

ANSWER:

I certainly feel sorry for you, but you are not meeting your troubles in the manly way you should, therefore, your present grief is a hang-over that *you* have permitted to exist. You have failed to take the right view of this matter. It is evident that you were not present at the time of the divorce or you would have known what her grounds were. It is evident that she does not care for you—and did not at the time of the divorce—or she would not have procured it. Perhaps the thought of another, has caused you jealousy and sorrow. What has become of your pride? Surely you do not want a wife who does not care for you. It is very evident that this is a closed book in your life. Why not accept it as such and put an end to all this surmising and speculation? It

would do you good to get mad at her for having treated you as she did in procuring this divorce. Force outside interests. Get away from yourself just as much as you can. Be a real man, and strive to put this out of your life for good and all. You can do it—thousands of others have. Instead of trying to forget by going out and mingling with people and forcing interest in your business, you have evidently kept these thoughts green by giving yourself plenty of opportunity to dwell on them. *Forget—ignore—* that is the only way to meet it.

QUESTION:—A. M. O. writes:

I would like to ask you if you feel that there is any definite proof of life hereafter, and if there is, what form does it take? My father died some two years ago and at times I seem to feel his presence with me. Sometimes I can almost distinguish words that he utters. I do not fear this but am interested in knowing more about it. Can you give me any reasonable proof in regard to these things?

ANSWER:

An entire book could easily be written in reply to your question and it will be difficult to answer it intelligently in the space that I have. I believe we have plenty of proof that there is a life hereafter found in nature itself. Things in nature never die. They merely change form, and life indicates that it is progressive in character. Just what form we take on in this future life we have no proof of, and it is all speculative. You are evidently quite psychic, that is, you are a sensitive, impressionable type and feel things. It is very easy for such people to draw on their imaginations. You are carrying about with you a subconscious impression of your father, perhaps a stronger one than the average person has, and this even would form itself into words and sentences which you might consciously grasp at times.

I do not believe that it is a direct communication from your father—only facts regarding your father and his life that your subconscious mind has stored away there. Many of these things we could not easily recall consciously, but when one recalls that everything that we have ever thought, read, seen, heard or felt is recorded there, it is not surprising that some of these things come to the surface at times in a surprising manner. One of your type should not visit meetings of spiritualists for you could easily be convinced of certain things that could become quite troublesome to you. Just feel that your communion with your father is within your own self and let it go at that.





MRS. DES PLAND

From Kitchen to Factory

*"I've lost my money;
I must not lose my nerve."*

Do you know of persons who have suffered business defeats and have made a "come back"? *Psychology* will be glad to publish short, short, stories (*which must be true*) of such experiences and will pay for them at regular rates. Photographs desirable.

By Elizabeth Williams Sudlow

I'VE lost my money; I must not lose my nerve." This is what Mrs. Leon Des Pland said when she realized one day that the business into which she and her husband had put their money and so many years of effort was wiped out.

For many years the Des Plands had operated the Des Pland Hotel at Daytona Beach. As a special dessert delicacy Mrs. Des Pland sometimes served crystallized fruits. This she prepared herself in the hotel kitchen, as she delighted in creating new and delicious confections.

All the native citrus fruits were used in her experimentations. Not content with crystallizing dainties, she made many delectables in the way of jellies and marmalades of the native citrus and other fruits. All of these were highly popular with the guests of the hotel.

But the hotel business failed and the Des Plands were faced with the problem of making a living. Then it was that Mrs. Des Pland looked the situation in the face and said, "I've lost my money; I must not lose my nerve."

What could she do? The guests at the Des Pland Hotel always praised her crystallized fruits and preserved dainties, she recalled. Perhaps others would be equally well pleased with them.

And so, Mr. and Mrs. Des Pland moved to Miami and settled in a small house near beautiful Biscayne Bay in the Coconut Grove section of the city.

Here in her kitchen, working on a small oil stove

and with only the most meager equipment as to kettles and other pans, Mrs. Des Pland started to make her jellies and marmalades as well as crystallized fruits. These delicacies were offered for sale thru a few local stores. At once they made a place for themselves. Demand for the Des Pland products was soon on a steady increase, and Mrs. Des Pland was kept busy filling orders.

That was the beginning of what has developed into very worth-while industry.

During the past year approximately 10,000 jars of fruit were produced in her kitchen. Not the first little kitchen in which Mrs. Des Pland started her business, however, in such a modest manner, but the big airy kitchen of a factory where many persons are employed to make the dainties which have become widely popular. The first kitchen-workshop is no longer in existence. During a disastrous hurricane which swept over southern Florida the Des Pland home, kitchens and store were completely destroyed, and the family escaped with only their lives.

Again Mrs. Des Pland said "I must not lose my nerve," and once more a very humble start was made.

Since the business was started several years ago, Mrs. Des Pland has been constantly experimenting with her fruits and syrups.

Over and over again her experimentation resulted in disappointment, but on the other hand, many were the delightful confections which resulted from her efforts. Mrs. Des Pland feels that in order to keep

the buying public interested in her product, as in any other, new things must necessarily be created constantly. Today, more than fifty different kinds of jellies, marmalades, preserves, jams, butters, conserves and sweet pickles are produced in the factory kitchen.

Mrs. Des Pland personally supervises every bit of the work. Practically every glass and jar passes thru her hands. Only the choicest of fruits and best of other ingredients are ever used. All this is citrus fruit grown in the immediate vicinity of Miami.

In addition to the crystallized fruit of all kinds, Mrs. Des Pland has now added bon bons and chocolate candies, using preserved citrus fruit centers. A novelty which has met with wide favor is a crystallized whole grapefruit, filled with an assortment of crystallized fruits.

There is 100 per cent cooperation on the part of Mr. Des Pland in this business. He attends to much of the outside work, buying the fruits and shipping and marketing the product.

But it is Mrs. Des Pland, who, by giving constant attention to the production end of the business, has been able to offer to the public so many new and novel confections.

The shop and kitchens are located



on a side street in Coral Gables, yet customers drive many miles from nearby towns to get the Des Pland's delicacies. A large part of the business

is for shipments out of town. Indeed last year three-fourths of all the business was done by mail. People come in and order boxes or cartons of fruit or jelly sent to distant friends as gifts. Packages were sent during the past twelve months into every state but Arizona—and into five foreign countries, Holland, Belgium, France, Switzerland and England. Some business is done thru local retail stores where a display of the product is made.

But Mrs. Des Pland, in spite of her intense application to the business which she has made successful, gives much time to a hobby of hers—the cultivation of flowers. She is also an old-fashioned devoted grandmother to a tiny girl—the only child of her only son.

So life is very full and includes many happy experiences.

Truly, she has been richly rewarded for the brave stand she took at the time when conditions looked so dark, and for her firm conclusion, "I've lost my money; I must not lose my nerve."

Can A Woman Avoid Nerves?

(Continued from page 27)

have more to say presently.

Here another important consideration should be entered into. This concerns the individual differences that exist between one woman and another. For, altho women possess more emotion than men, all women do not have the same amount of emotion. Women differ even as to the emotion of love. Some fall in love more readily than others. Some love children more than others. There are women who become disdainful of others when they marry well while others again, should they inherit or earn a million, would never feel superior toward their former friends in any way.

Lastly, in considering the question of nerves in women we must think also of the individual differences existing between various members of the sex as regards the sensitiveness of the emotions they possess.

In other words, Miss A. and Miss B., let us assume, possess about the same quantity of emotions. But it takes a stronger stimulus to arouse the emotions of Miss B. than it does Miss A.

While Miss A. is sitting quietly reading at home she suddenly hears a scratching noise. She soon figures out that it's a mouse. Even before the mouse appears Miss A. goes into a panic of fear. But Miss B. is different. She, too, happens to be in the room at the time. She remains while Miss A. runs into the hall. Miss B. remains courageous until the mouse

actually runs across the floor. Then she, to, makes her escape as quickly as possible.

Yes, emotions and emotional reactions are extremely complicated and intricate mechanisms! Now let us inquire why it is that women possess more emotion and are more emotional than men.

Well, as far back as there are records of bygone civilizations, or even of loose communal organizations, man has stood preëminently for one thing and woman for another.

The male of the species was stronger physically than the female. Furthermore, because of this superior strength it was "up to him," so to speak, to procure the food, build the shelter, at least so far as the heavy work was concerned, and protect the female and his offspring from wild beasts and other maulauding primitive people. Muscle and brawn, therefore—since it was so closely linked with self-preservation and the very existence of what might be called the family—got the upper hand. Might became right. And since brawn not only was so necessary but also proved itself to be so practically effective, man's mental make-up developed apace and in line with this general tendency.

The male, for instance, who could plan an attack or imagine in advance what the elements or beasts or savages might do was more likely to survive

than he whose intellectual processes—summarized as reasoning, we'll say—did not come to the rescue. Strong men with "brains" therefore became the criterion of excellence. To this very day this is standard for the male sex.

But women, you see, did not have to be so powerful muscularly. No doubt they did a great deal of hunting, home-building and protecting in conjunction with their sex partners. Special attention had to be directed, nevertheless, to the more quiet pursuits of cooking, nursing the baby, and caring for the children in general. So in women then, as now, there were developed interests which best fitted with the division of labor that naturally came into being between the male and female.

A further step must be stressed. Altho man and woman had to combine in some sort of partnership, in some sort of give-and-take arrangement in order to survive, there nevertheless also developed between them feelings of enmity and rivalry. Surely woman did not always want to perform the task that it was plain she ought to do or which her man ordered her to do. Since he possessed greater freedom of movement, he probably gave most of the orders.

At any rate, he was the stronger. He could enforce his will. He could punish. So, of course, there was nothing left for the woman to do but

to develop that side of her which would tend to bend her man to *her* will without her going to the trouble of having a physical encounter.

Undoubtedly, in a general way, this is why women in the passage of the centuries developed more emotions than men. Intellectual development had to go with brawn development else the latter was useless. But women showed man the value of love, pity, loyalty, sentiment and all the rest that we still recognize nowadays as distinctly feminine qualities and which man must needs worship.

Women really had to learn to attract men and hold them via her emotions. Not that her intellectual processes did not develop at all, but even in this field we note that women became tricky. Even nowadays we see this. They use their reasoning and other intellectual faculties largely to place man in such positions that he will succumb to their emotional appeal.

From what I have already said the reader will probably conclude that emotions and "nerves," in the sense of illness, are more or less identical. This is true in the great majority of cases. Whereas emotions are stirred-up states, nervousness, as such, is a continual stirred-up state which sooner or later affects the general health and interferes seriously with the general well-being of the individual concerned.

Every woman, you see, should realize how it happened that she, as a member of the female sex, came to have so much emotion and placed so near the surface as compared to men. Next she should ask herself if she is not overdoing it? That is, modern civilization being what it is, it is no longer necessary for her to combat

masculine brawn with emotional appeal alone. In other words, women should learn to develop their intellectual side. They must not hesitate to use reasoning and all the other intellectual processes the same as men. This, anyway—less dependence placed upon the emotions—is one of the best ways of avoiding nerves.

Next we must consider repression, as such, as a cause for nerve maladjustments.

If the emotions are permitted to express themselves it's like letting off steam thru a safety valve and the individual is thereby benefited. But hold the emotions in too much—especially in cases where quantitatively the emotional content is high—and something is bound to happen, to "blow up," sooner or later.

In the beginning of this article, I mentioned a woman of my acquaintance who recognized and admitted the devastating influences of her emotions and who asked point-blank, and rightly enough, what she could do about it.

In her case, as in so many others of the same type, what is necessary is to make the individual realize the true nature of her emotional make-up in detail; then to harness it with intellectual control so that emotional expression, altho let loose and no longer repressed, will not run riot. Merely by realizing the principles set forth in what has gone before a host of women have been able to avoid repeated cases of nerves. Should such self-analysis fail, however, a thoro psychoanalysis is needed, in other words, the same kind of work done by somebody else, a psychological expert, who is familiar with the usual difficulties involved.

Has the organic side anything to do

with nerves, you ask? Is the trouble always the emotions?

Indeed, the organic side may have a great deal to do with the matter. But always it affects the emotional side.

Loss of sleep, so-called "overwork," overindulgence in alcohol, tobacco, tea and coffee, faulty elimination—all may be factors.

And then the endocrine or ductless glands must be thought of in all cases of nervousness, especially the thyroid gland and the adrenal glands. The former is situated in the front of the neck, behind and somewhat below the "Adam's apple." The adrenal glands are two in number, one on top of each kidney, very small in size and in no way connected with kidney functioning.

These two endocrine glands—and there are others besides, the ovary for example—may oversecrete or undersecrete and produce nervous symptoms. Often, however, this occurs because of the mind—repressions—and more particularly of the state of the emotions. Then the emotions affect the glands, the glands affect the emotions, and general nervous system, this affects the glands again, and so a vicious circle is established.

But glands, too, can be treated and adjusted. Often the best way is via an analysis of the mind. Or tablets may be given of certain glands—these made from sheep or hogs—until the entire glandular system is once more brought into normal balance.

No woman should feel that she is doomed to nervousness. No woman should despair even if she is habitually attacked by nerves.

For the typical case of nerves can be prevented. Or, if already present, it can be cured!

Clarence Darrow

(Continued from page 17)

to ignore the Klan—we would have less injustice in the world.

That Mr. Darrow is particularly interested in the welfare of the negro is not surprising when one learns of his early life. His boyhood home was a refuge for colored slaves trying to escape. As a child, he told us, he had awakened in the night hearing his father and mother helping some slave. Such incidents left an indelible impression upon his life. As a man his sympathies are with the oppressed. As Mr. Darrow put it: "I cannot hunt with the cruel, barking hounds, for, in sympathy, I must run with the timid, frightened hare."

A close friend of Mr. Darrow's tells me that he will defend a poor negro, who can pay him nothing, as readily

and skillfully as a client who can pay him a thousand dollar fee. Indeed, of the many hundred cases Mr. Darrow has defended in his fifty years' legal practice, more than half he has defended without fees. Contrary to what is generally supposed, Mr. Darrow is not a rich man—largely, (I suspect) because of these generousities. He now has to depend upon his writings and lectures, he told me, for most of his income.

In his school addresses, as well as his informal talks to us of the art-class, he did not speak on his usual lecture themes, but of intellectual adventure. He made us feel that good-will and kindness in human relationships, helpfulness, and growth in the understanding of life and the universe, were the

things that made life worth while.

Many distorted and exaggerated statements concerning Mr. Darrow get into the papers—the most prevalent that he is an "infidel." An infidel is one who denies the existence of God, while the agnostic says simply, "I don't know." Mr. Darrow is an agnostic. If, as St. John assures us, God is Love, and if we know Him only by expressing some of His spirit, perhaps this compassionate, understanding, generous man knows more of God than some of his critics. We came to feel that the war Mr. Darrow wages is not on God or the Bible, but on what he believes to be their false interpretations.

Such a God he might conceive, without impiety, and in so conceiving Him, come as near the divine essence as is

possible to the puny mind of man.

Clarence Darrow is an idealist with the courage to say what he thinks. As he usually is fighting for unpopular causes, and as practically everything he thinks is a challenge to the conservative mind, he finds himself with the minority on most questions that divide men. For example, after a life-long association with crime and criminals, he comes out vigorously for the demolition of the prison. "If I had my way, a jury would determine nothing except the guilt or innocence of the prisoner; there would be no sentence. The defendant who has been convicted would be isolated in a hospital."

Mr. Darrow's outlook is often reported, "tragic and hopeless." We, students, did not find it so. Altho his many contacts with human beings in moments of crises has deepened his sensibilities, and given him a vivid appreciation of the melancholy aspect of humanity, his sense of humor, we felt, has kept him from despair very much as it preserved Lincoln in his dark hours.

In his chats, he enriched us with many

a great thought. The two that most impressed me, and that I would like to see engraved upon the walls of every school-room in America have to do with the two dominant qualities that have moulded Mr. Darrow's own life—*sympathy and imagination*:

"The fine art of living is to endeavor to see thru people compassionately. Instead of condemning, one should seek to understand. No one ever judges any one else without finding him guilty. No one ever understands another without having sympathy."

While it is true that Mr. Darrow's is the analytical mind, he also possesses a vivid poetical imagination. He is essentially a literary man. He read us some of his short stories which were very sad but powerful with something rich and noble in their music.

In spite of his association with the grim and the sordid, he has kept his heart tuned to beauty. Nature is an open book to him. He delights in the fields, the flowers, the sea, the clouds. Trees seem to have a special attraction for him. Once we drove miles to visit a magnificent live oak. He is a fas-

cinating companion and these excursions in the great outdoors were always play for him, as well as ourselves. In one of these adventures, a friend and I questioned him:

"You have lived, now, a long time, Mr. Darrow. Life must have taught you much. If you could sum it up . . . pass it on . . . what would your credo be?" We were walking, at that time, in an azalea garden. There was a broken bough of blossoms across his path. Reaching down, he gently bent it back, and supported it among the other foliage.

"Oh, I don't know," he drawled, "to 'make the most of what we yet may spend'; to be kind; to be happy." His blue eyes glowed. "And if possible, to make it a bit happier for someone else."

Here we knew was the *real* man—the spirit that has fought so courageously for what he believes is justice, tolerance and mercy.

I cannot help but feel that this sad old world would be a much pleasanter place in which to live if there were more Clarence Darrows.

Have I the Courage to Face Life?

(Continued from page 20)

Congress, formed an association for education and founded a newspaper—all these devoted to the interest of his people.

His tenacity of purpose, heroic gentleness and indomitable courage in the face of all obstacles were what enabled him to win out.

Here we have the story of a man who greatly desired to do things—a man who reached that distant goal because he possessed that prime requisite—*courage*.

To-day we find Mahatma Gandhi's name on the front page of newspapers all over the world. He has become known as the inaugurator of the movement which is regarded by the British as the most menacing in the history of the empire. In his action is represented the will of three hundred million people, over whom he has great influence. On the shoulders of this thin, shrivelled-up human rests the most preponderous of responsibilities; there rests the scale that is to weigh the fate of his people. He has but to utter the word and a mammoth nation will be plunged into a state of chaos.

That is why when this man

says "I want," Great Britain sits up and listens, as does the rest of the world.

What a lesson we might learn from

him—what a power we too might possess if we would only inject some of his faith and courage into ourselves!

An incident in the life of that great

writer, Nathaniel Hawthorne, will serve to illustrate what great powers often lie dormant in the average individual—powers that need only a prompting to bring them out to their full possibilities.

As you probably know, Nathaniel Hawthorne was so little read that he was compelled to take a position as weigher in the Custom House at the Port of Boston. He held that position until that day when a new party came into power. Then he was notified that his services would no longer be required. This stunned him. He went home that night a greatly depressed and discouraged man. His wife sensed that something was wrong as soon as he entered the house.

"Why, what is the matter?" she asked nervously.

After great hesitation he informed her, "I have lost my position."

Instead of berating him his wife, wonderful woman that she was, simply said, "That's fine. Now you will have time

William A. Engle says:



Where *Joy* is given,
happiness is the boom-
erang.

Living has its span, but
life goes on forever.

He is most *satisfied* who
gives the best *satisfac-*
tion.

To complain of your afflictions is to encour-
age their *growth*.

Often in the storms of *adversity* is found the
jewel of *prosperity*.

Truth can stand naked, where a lie must be
well-screened and dressed.

The *spirit* of man is strong and powerful;
it is only *he* who is weak in its use.

to do that writing you always wanted to do."

Those few words of encouragement were all Hawthorne needed to bring his full powers into play. Soon thereafter, he justified his wife's faith in him by producing as his first sustained effort, that masterful work "The Scarlet Letter." It was hailed everywhere as the work of a genius. All this, the result of a little encouragement and effort.

The papers daily inform us of great numbers suffering from want. But it says nothing of greater numbers suffering from a "want of want." That "want" implies effort and many, in the sense I infer, have actually ceased to "want."

How many enthusiastically set their hearts on a task and firmly resolve to go thru with it. Then when the road becomes a trifle rough they quickly relinquish all work and trust to fate that circumstances will solve their problem without their personal aid.

I've met people like that often and I've noted that they always find out, much to their sorrow, that circumstances unaided are not likely to work for their best interests; the urge must be steady and the application constant.

Regularly in our newspapers and periodicals appear varied accounts of captains of industry, eminent persons who have attained success in some par-

My Garden

By GRENVILLE KLEISER

My garden is a pleasant place
In which to work and rest;
Of all retreats that I have known
It seems to suit me best.

Within this sheltered sacred spot
I spend such happy hours;
Among the treasures gathered
there
Are many lovely flowers.

I owe so much for what I have
The debt I can't repay;
My heart o'erflows with grati-
tude
When I would something say.

A better place for me to dwell
'Twere difficult to find;
I hold a lease on it for life,
The garden of my mind.

ticular field of endeavor. Many of these men had previously failed; some came to grief a number of times but they kept courageously on. Success crowned their efforts because there prevailed within, a continuity of urge and application.

There is no such thing as luck. Probably a little rhyme I saw a long time ago will better express this:

What we call luck is simply pluck,
And the doing things over and over;
Courage and will, perseverance and skill,

Are the four leaves of luck's clover.

People whom we are apt to regard as consistently lucky simply make their own good fortune; it doesn't just drop down upon them out of the heavens. It is made by their attitude of mind and the power they instil into themselves. If fear takes hold of the reins and the inclination to quit comes, they merely pull all the harder.

In conclusion, the whole philosophy of this article may best be summed up by the thought implied in that memorable paragraph of Joseph Conrad when he wrote in the preface of his "Nigger of the Narcissus":*

"My task which I am trying to achieve is, by the power of the written word, to make you hear, to make you feel—it is, before all, to make you see. That—and no more, and it is everything. If I succeed, you shall find here, according to your deserts, encouragement, consolation, fear, charm—all you demand and perhaps also that glimpse of truth for which you have forgotten to ask."

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Use Your Brains to Create Something New

(Continued from page 25)

versation over the phone immediately after hanging up they can give but a meager report. Or, when asked what time it is just after carefully placing their watches in their pockets, they must look again. One professor in describing his process of lecturing said, "I start my mouth going, then walk away and leave it."

A genius must not only be able to reduce routine work so that it becomes automatic, but he must keep awake to current ideas and discoveries of other men. This involves wide and varied reading of newspapers, journals, and books. If a man has a good fundamental knowledge of a single field he may see applications of that information in other fields which at first sight seem unrelated. Dr. Donald A. Laird of Colgate University has made his name well-known largely because he has applied psychology to perfumes, digestion and nutrition, noise, and sleep. Who would think that your stomach had a psychology all its own?

Even the most unimportant things may be the start of an unexpected success. It was an article in an electrical journal describing the properties of the "Hertzian waves" that suggested

to a young Italian the possibilities of sending messages without wires. Marconi did not discover anything new; he merely applied the theories which were current and used a number of instruments which up to that time had been no more than interesting playthings. With this combination of notions and things he accomplished a feat which the world has since declared a marvel. Even with all of Marconi's work we would not have had modern radio had it not been for the development of the vacuum tube, and that is another story.

Edison discovered years before wireless telegraphy had been heard of, the fundamental principle of the vacuum tube. Edison could see no use for his discovery. It was Fleming, years later, who chanced upon Edison's experiment and adapted the principle to make the Fleming valve. This was a two element tube containing a filament and a plate and operated as a rectifier only. Following this, DeForest introduced the third element, the grid, making the three element tube. Subsequent inventors have introduced still a fourth element, the screen grid. So we see how one man discovered a principle

and other men built upon it to make the principle practical.

Inventors need not originate abstract theories. Many men are needed to apply the theories already current.

Perhaps one of the greatest geniuses of the present day is Einstein, the philosophical mathematician. It is true that such a level of reasoning which characterizes this man may be limited to a few of unusual intellect. At the same time it is said that if someone can apply and use the theories he is proposing, revolutionary changes will come about in our social and industrial life.

For example, it is claimed that according to the theory of relativity, it may be possible to discover some substance of such a molecular construction that it will resist the pull of gravity. If such a substance were made in the form of a metal or paint it could be applied to the wings of an airplane and prevent it from falling. Who will be the man to do this piece of work?

A man who would be creative must be alive to everything. He must be sensitive to all the forces around him. Simply to hear and see things is not enough. He must feel, smell, and when

possible, taste all situations. An ordinary ice man is responsible for a new development in the synthetic perfume industry. Why? Because his nose was sensitive.

During the course of his visits each morning he noticed that even in the most immaculate of ice boxes there were often unpleasant odors from various combinations of foods. He spoke to a friend who was connected with a manufacturer of synthetic perfumes and deodorizers. The iceman's suggestion was passed along until that company has a product which will counteract all unsavory odors in an icebox without injury to the food.

Perhaps one of the greatest forces that keeps individuals from developing their abilities is the impression, that to learn anything new, is hard work.

Dr. E. L. Thorndike of Columbia University has recently published a book, *Adult Learning*, in which he reports a number of experiments showing that adults, even past forty, can learn much more than they formerly believed possible. He comes to the conclusion that learning ability in healthy persons *never* dies, and that you can teach an old dog new tricks.

A present-day example illustrates this fact very well. Dr. F. B. Robinson, now president of the College of the City of New York, was discussing this question with some friends who said that a man *does* reach the end of his learning ability long before middle age. Dr. Robinson disagreed, and offered to experiment upon himself to provide his proof. He asked them to select some field of activity in which he was unfamiliar and then set him a task to learn. After some consultation they told him they had chosen music, and had selected the 'cello for him to learn. He was given two months to master the technique. Totally unfamiliar with musical systems or methods, and never having played any instrument, he picked up a second hand 'cello and went to work. During the entire learning period he carried on his regular work. At the end of his time he invited his musical friends to attend his first recital. He played some of the most difficult se-

Companionship

By WILLIAM HOWEY

*As Rain to earth
As sun to flowers,
As joy at birth,
As happy hours;
As lip to lip,
As flowers to sod,
As is companionship
With God*

lections written for the instrument. His performance was acclaimed a success even by those with whom he had disagreed two months previous.

There is still another reason why the latent powers of most persons go forever undeveloped. It is the fear of being different. Modern civilization looks with distrust upon the man, especially upon the man who has no reputation as an inventor, who attempts something new. He is labeled as queer or "half crazy."

Edison was a victim of this sort of criticism in his early days. Victor Hugo laughed at a model of Fulton's steamboat as it chugged its way up the Seine. He described it as a "swimming dog, a machine of very little good, a night-mare dream from Utopia." It is well to remember that foolishness comes not from having wild ideas, but, rather, from continuing to set them forth after they have been proved false.

A creative genius must obey the laws of supply and demand just as the business man does. He must find that field where the demand is great and the supply of productive inventors is limited. The field of astronomy at present is far from overcrowded with good men. Chemistry, a somewhat saturated profession, is beginning to turn to astronomy to analyze out, by means of the spectrum, the elements on distant planets. Philosophy is on the verge of changing its basic principles because of the discoveries of

Einstein concerning the properties of the universe.

A man mechanically inclined will do well to turn his attention to rocket ships rather than automobiles. The school teacher who has had some experience with developing human nature may profitably turn to psychology. Specialize where demand is great.

These are some of the ways to creativeness:

For getting ideas:

1. Make copious notes.
2. Use the refutation technique.
3. Use the permutations and combinations technique.

4. Talk with your friends.

For developing ideas:

1. Reduce routine work to habit.
2. Read widely and variously.
3. Apply established theories.
4. Open up your senses to all situations.
5. Forget that it is hard to learn.
6. Forget that inventiveness is the same as "queerness."
7. Obey the laws of supply and demand.

There remains only one thing more that a man must do if he would invent something of value to humanity. It is sometimes referred to as "sweating blood." Others call it persistence. Whatever it is, hard work, ten hours, or more per day, does much toward bringing home the bacon and keeping the home fires burning. Edison's long days of work are well known. The little hunchback of Schenectady, Steinmetz, is another example. It can probably be said that few men of genius were men of leisure. Many, however, have been men of fortune.

Creativeness is not entirely a matter of super intelligence. It is rather a matter of applying normal powers inherent in most persons. That few of us reach our limit of capacity is well illustrated in the story told of the French painter found weeping before the masterpiece he had just completed. He was quite sure he had reached the limit of his capacity—that he was done for—because, as he explained between sobs, the painting was so perfect that he "could find nothing wrong with it."

Time Everlasting

(Continued from page 39)

Nature's own book is the Bible of science. The story is startling yet credible according to the measure of human understanding.

The mind, filled with wonder at the contemplation of millions of millenniums, is now called upon to turn from figures applying to man and his planet in order to dwell upon the computa-

tions of time indicated by objects more remote in space. Again the wonder widens. In considering the age of the sun, for example, the eight billion years set as a maximum figure to represent the age of the earth dwindles in comparison to the vaster sum of a million million years. Yet science has arrived at the figures by

approved and accepted methods.

Astronomers tell us that the sun is radiating away its mass at the rate of 4,200,000 tons per second. If the sun were once as large as Sirius is now it has been radiating without interruption for a million times a million years. Even the learned ones pronounce this figure so great as to baffle

"comprehension and stagger the imagination."

The line between the sacred and the secular is narrowing to the vanishing point. In the prerogatives of science we have a providential leadership toward the Promised Land of truth even more real than that symbolized by the pillar of cloud and the pillar of fire on Israel's march out of Egypt. All liberating influences are of heavenly origin. As we enter into these treasures of knowledge we pass from vision to vision in the presence of an apocalypse outshining the splendors re-

vealed to the Saint of Patmos.

To realize its own power the spirit of man must be in accord with cosmic immensities. The immensity of time is no less appalling than that of space. To sense its meaning is to give to faith its firmest foundation. Individual experience is to be related to universal events and the passing day to the sweep of eternity. Our brief moment has its place in the accumulation of millenniums. By contacting with the ages we awaken to the significance of our own age and come to know the true sublimity of living. This coordi-

nation gives to life its nobler meaning.

The Idea of Time Everlasting has its practical implications for every mind capable of comprehension. Our span of years is set in a framework of eons. Earthly life is a fleck of life eternal. Birth is a miracle. Death is a climax. The adversity of the hour is insignificant compared with the magnitude of the hope that "springs eternal in the human breast." To be successful life must be consistent with our conscious affinity with cosmic time.

The Power of Imagination

(Continued from page 30)

ternal circumstances depend on the fact that once somebody began imagining Bessemer steel and combustion engines and harnessed electric energy, imagining airplanes sailing the skies and words racing the highways of the wind. Everything that man creatively does starts somewhere in the chambers of our imagination.

The more one ponders this the more one wonders that it is not better recognized. I do not recall that I ever heard a sermon on the imagination. On doctrine and duty, yes. On personal character and social service, yes. But none of these has any force save as it starts from and is real to and ultimately captures the imagination.

I believe that the Maine coast is beautiful but that is not half the story. The Maine coast has gotten into my imagination. Here amid the terrific artificiality of this metropolis I know what Wordsworth meant:

"How oft, in spirit, have I turned to thee,

O sylvan Wye! thou wanderer thru the woods,

How often has my spirit turned to thee!"

A man loves his family. Yes, but love by itself may mean much or little. What matters, is that family, deeply loved, gets into one's imagination.

"... And when I sue

God for myself, He hears that name of thine,

And sees within my eyes the tears of two."

When, now, one turns from these personal relationships to public matters like Christian unity or civic decency or world peace, how deeply they depend on what we are doing in the chambers of our imagery!

How, for example, are we thinking of our church home? A successful institution, adequately equipped—is that the picture? But Jesus of Nazareth never would have thought of any in-

stitution supposed to represent him with that image in the center of his thinking. A fellowship of Christian men and women vitally producing Christian character and overflowing in world-wide service—something like that would have been in the center of his imagination.

To have boys and girls and men and women find Christ in our church, not conventionally but vitally, so that lives are transformed and characters changed and careers modified and problems solved and new spirit released into this generation's needy life—we are an utter failure without that, no matter how large and successful an institution we may seem to be. My friends, never let your ministers, amid these multitudinous details, running an institution, burdened in days like these with budgets, forget that picture which Christ would have in his mind, and pray we never let you forget.

I love all the opportunity of service that rises up about the church, but it is nothing except as we, humble, humane-hearted Christian people help ourselves and others to genuinely Christian lives. Keep that picture in the center of your imagination. Never let it fade.

You see, imagination is socially creative. Indeed, I think more than half the trouble with our whole peace movement is that we have moved out into a brand-new world and that the popular imagination is still lagging behind in the old world.

Once each nation was isolated. Once each nation could subsist upon its own products. Once war could be fought with professional armies only and weapons were crude and with limited effect, so that once a nation could win a war and come back loaded with the loot.

That was the old world and the imaginations of multitudes still are twining around that trellis. Like Milton, we have moved into a new kind

of cosmos but the old cosmos still captures our imagination.

In this new world, no nation is isolated. Where is America? Our citizens are everywhere. Our property is everywhere. Our material and spiritual interests are woven like threads into the general fabric of the world's life so that wherever that fabric is violently torn, as at Shanghai, our threads are torn too.

That is the new world, and in this new world the weapons have changed from a poisoned arrow that could hit one, to poison gas that can slay millions. Never again will a great war be fought by professional armies, against professional armies only. Hereafter, wars will always fall, as at Shanghai, upon the great masses of urban population.

That is the new world and in this new world, no nation can ever really win a war. In any future war, we shall be sawing off the limb we are sitting on; cutting off our noses to spite our faces; blowing up our homes to get rid of the rats; making complete fools of ourselves, that is, and in the end, committing mutual economic suicide.

There are many things that the Christian church cannot do about this matter of peace and war, but if the church were in deadly earnest, it could do one thing: help bring the popular imagination up to date on the murderous folly of war in this new world. *For imagination is seriously creative.*

Oh, it is glorious fun, too! As a friend of mine once declared, "The difference between the man who lacks imagination and the man who has it, is like the difference between a planet which has no atmosphere and a planet which *does* have an atmosphere. In the one case, every meteorite that rushes toward it out of the infinite, hits as a solid chunk, and in the other case, it bursts into a shower of stars."

It is glorious to have a vivid im-

AN OPPORTUNITY TO BE INDEPENDENT

which may not occur again for 20 years

SOME MEN view a business depression with alarm. Others view it as an opportunity.

A business depression, like any other big shake-up in human affairs, causes old leaders to fall and new leaders to take their places.

That is what happened in 1907. It happened again in 1921. It is happening today.

Profound changes are taking place in business—this year, this month, *now*. The man who sees in these changes his opportunity for independence and power is the man who will make his fortune in the next five years.

Business today is new and complex. The old rules no longer work. A whole new set of problems is presented by production. Organizations are looking to foreign markets. An entirely new conception of selling is replacing the old hit-or-miss way. Consolidations and reorganizations have wiped out old jobs, created new functions.

In order to progress today, a man must know the new rules. And the man who does know the new rules will go farther and faster in the next five years than the average man goes in twenty years.

Send for the Booklet which describes this Opportunity

Since 1929 the Alexander Hamilton Institute has been laying the foundation of a new kind of Service for the leaders of tomorrow. The ablest business minds—men of international reputation—have helped prepare this new Service. Here are a few of them: M. H. AYLESWORTH, *President*, National Broadcasting Company; THOMAS J. WATSON, *President*, International Business Machines Corporation and *President*, Merchants' Association of New York; HUBERT T. PARSON, *President*, F. W. Woolworth Company; COLBY M. CHESTER, JR., *President*, General Foods Corporation.

A booklet has been prepared which tells about this new Service and about the opportunities of the next five years. It is called "What an Executive Should Know." The booklet is well

worth half an hour of your time. It contains the condensed results of 20 years' experience in helping men to forge ahead financially. Many men have said that in 30 minutes it gave them a clearer picture of their business future than they ever had before. This booklet costs nothing. Send for it.

To the Alexander Hamilton Institute,
658 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 Age

Business Address

Business Position

agination. But that is not half the story.

Pass thru one more door in this truth and out into one more field for a moment. Upon our imagination depends our interior spiritual companionships.

In one of O. Henry's stories, a girl is kept steady thru difficult temptation by a picture of Kitchener. "She knew," said O. Henry "that General Kitchener was away over in Japan, leading his army against the savage Turks." But the general had a strong face—you remember that chiseled, disciplined face—and looking at her from the gilt frame on her dresser, he kept her steady.

He captured her imagination. That did more for her than the preachments of her friends or the prohibitions of her ethical code.

Well, that is true to life. The most powerful influences that play upon us come from things and, most of all, from persons, who have captured our imaginations.

In the family that is true. We all know that. In the nation it is true. Washington and Lincoln, being dead, yet speak. They wield incalculable power because they have captured the national imagination.

As for Christianity, after centuries of changing theologies, shifting moral customs, the rise and fall of many churches, one thing persists, the most powerful single influence that ever invaded the spiritual life of the West-

ern world, a Personality who does capture the imagination.

My friends, if you are bringing up children, remember that their characters and their careers will inevitably follow their habitual imaginings. That is the desperate danger that lies in a lot of our present-day libidinous drama and literature.

One of our professional writers (so we are told by a college president), having made his money turning out rotten books, was horrified to discover that his daughter was taking seriously what he had written and, throwing over her standards, was plunging in after the fashion of her father's books. That man said to her, "I never dreamed you'd take seriously what I've written. That was written to sell."

So is most of this kind of writing, and by as despicable a crew of public panderers as ever debauched the imaginations of a people. Similarly, our vulgar and sometimes unspeakably rotten movies get at the chambers of the public imagery, using the charming gateway of the eyes.

Jesus had only a few months in which to work. What was to be accomplished had to be swiftly done. He did not stop to argue. He went straight for the imagination.

In matchless stories that mankind never can forget, in a ministry of service that haunts us yet, he captured the imagination, and when at last his enemies could endure him no more he carried a cross up Calvary and so

seized upon the imagination of the world, that while mankind may indeed betray him, mankind never can forget him.

Nothing else in Christianity is half so powerful. Most of us have changed our theologies, our ideas of the church, our moral customs, but one thing has kept us still Christian. O my soul, what is Kitchener's face compared to His in the chambers of our imagery?

So these words walk up to each man's soul and must be finished in each man's conscience. What are we doing with our imagination?

You are in trouble or temptation. How are you picturing yourself—as a helpless victim or as a soldier? You are throwing away the priceless opportunities of your youth and heading in for perverse and undisciplined living. I wish I could make you see yourself upon one of those California roads that start among the orange groves and eucalyptus trees and lead out at last, thru the desert, to Death Valley. What will you do in the end thereof?

Or you are trying to live without religion—and saying it does not matter?

How, then, are you picturing this universe—as a raft aimlessly adrift upon the high seas of a meaningless chaos, coming from nowhere and going nowhere—or as a ship with a captain and a goal?

That does make a difference. Seest thou what we do in the dark, every man in the chambers of his imagery!

Now Is the Time To Marry

(Continued from page 41)

revert to the subject of mattresses. I am convinced that there may be not only a false but a pernicious economy in the purchase of used mattresses. But new felt mattresses are far cheaper than they were once. For my living room couch I bought a new one, for seven and a half dollars. That which covers the double iron cot in the bedroom we bought at ten dollars.

"The kitchen must be a cheerful color," we agreed. So we painted its walls yellow; its ceiling, a lighter shade of the same color. The five open shelves along the wall were of the same shade as the walls but the inner part of the shelves were orange. The floor is covered with linoleum in black and white squares. For this, we paid five dollars. The porcelain-topped kitchen table, valued at ten dollars when new, we purchased by grace of the blessed auction shops, at one dollar and a quarter. I have seen such tables, in fair state of preservation, go at two for a

quarter. One I saw sold for five cents. Having gone to the shop the day before the sale, while the objects are on exhibition, I had selected two well-shaped kitchen chairs, which I bought next day for fifty cents apiece.

Every plate, dish, knife and fork in my home I bought at Woolworth's. You can get lovely Czecho-Slovakian ware of any color at five and ten cents apiece.

Every fixture in my bathroom, all clear blue against a background of yellow, I bought there for, at most, ten cents each.

Bed linen and table linen no longer can deter beginners in homemaking. One can secure seven good bath towels for a dollar. Sheets, that used to cost a dollar ninety-five cents apiece you can get for a dollar, or less. Huck towels at ten cents. Wash cloths for five cents. The cost of dish cloths and towels for the kitchen are in proportion. An excellent mat for the bath-

room floor one can buy for seventy five cents or less. Pillows that cost one and a half dollars a piece are covered by good durable muslin for fifty-nine cents apiece.

No young couple need halt to consider the high cost of living. It isn't high. It is low. It is the time to marry when it takes less than one hundred dollars to well furnish a home.

Time, patience and dogged application to the art of doing things yourself, of turning untrained hands to use, are more needed than money.

If, while pondering the problems of decoration, you become a bit panicky, the paint shop, or the department store from which you made your purchases of paints can, and should, send you a color consultant. Every store should have one. It is one of the supplementary uses for an artist's talent, an extension of his field for usefulness and inspiration.

Beware the Rupture That "Doesn't Bother Much"



Suction-Cell Retainer is the newest invention for rupture. No bulk, no slipping. Holds and lets Nature heal.



Light as a Feather Yet... Holds Rupture!

An Ohio Scientist is now helping Nature rescue thousands of rupture victims. No more cruelty. No more cumbersome contraptions of ancient times. His new appliance works without embarrassing bulk, without leg straps or springs or bars or leather. You will be astonished at its tiny size, its revolutionary coolness and convenience. His test offer actually includes an extra appliance sent to you absolutely FREE. Mail coupon today for the most astounding rupture information you ever read. It is FREE and will come in plain cover.

NOW rupture victims can abandon the needless pain and discomfort of torturous trusses. Science has at last developed a tiny, comfortable appliance of tremendous interest for every rupture sufferer. This device is called "Suction-Cell Retainer." It has been developed and perfected as a result of having made more than a million rupture appliances. With it comes an astounding natural help for putting real strength into the abdomen, so as to aid Nature in preventing recurrence of rupture.

Results with Suction-Cell Retainer are often so remarkable, so quick, so simple, that you, too, may marvel. It has no leg straps. It expands and contracts as easily as your own flesh. When you walk, run, bend, or exercise it tends to squeeze itself, not the part of your body

it rests against. It is so entirely lacking in bulk and weight that even some ruptured men's wives have not known they were ruptured.

PERSONAL GUARANTY

Suction-Cell Retainer must give the results that you expect or you simply return it. If your rupture is not actually and positively reduced in size during the free trial we allow, send it back and demand the return of your deposit as agreed. If 30 days' trial are not enough, write us and we will extend the time to 60, 90 days or even four months if you desire.

Think what the above words promise, not only in new comfort and immediate relief, but also the possibility of ultimate **FREEDOM!** No system like this ever devised! At last, comes sensible relief. Pleasant. Solid comfort. Natural way.

Reasonable in price. And you don't need to wait forever for results!

Get Free Offer

Send no money. Just mail coupon and you will receive our newest book about rupture, together with our attractive bona-fide offer of special **FREE** appliance, all in plain packet. It will open your eyes.

NEW SCIENCE INSTITUTE
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New Science Institute,
2399 New Bank Bldg., Steubenville, Ohio.
Without obligation or a penny of cost to me, send free special rupture book, offer of extra appliance absolutely **FREE**, etc., by next mail in plain packet. I am ruptured.

Name

Address

City State

Print address and be sure of reply.

NASSAU·MIAMI HAVANA·CRUISES

\$115...12 $\frac{3}{4}$ DAYS

Sight-seeing trips at each port. The steamer is your hotel. 3 days at Nassau, 2 days at Miami, 2½ days in beautiful Havana, or take the steamer round trip to Nassau only and stay 7 days at the *Royal Victoria Hotel* for \$125 . . . 12¾ days, all expenses included. Cooling sea breezes afloat and ashore. Fortnightly sailings by S. S. Munargo, on Saturdays at 3 P. M. Next sailings July 16, 30 and August 13.

Smooth Sailing . . . No Fog

BERMUDA \$55 Round Trip

Sailings Twice Weekly

Sail on 21,000-ton S. S. Pan America, or her sister-ships, all airy, outside rooms equipped mostly with beds and private baths. 5 days, all expenses, including hotel at Bermuda, \$61; 7 days \$73.

S. S. Pan America goes direct to dock at Hamilton, Bermuda

How you enter the Free Trip Contest on the Nassau-Miami-Havana Cruise or to Bermuda

(1) When you purchase your ticket, ask your tourist agent for an entry blank for the Free Trip Contest on the above services. (2) Write on entry blank in ten words or less a slogan for Munson Lines' Services. (3) Slogans will be judged together and a cash prize (equivalent to the minimum round trip passage for the service used) will be awarded for the best slogans on the basis of one award among every twenty entrants. (4) Turn in your slogan with your ticket at the Pier when embarking.

The above contest offer is good until further notice.

***Special arrangements available for large parties and
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All sailings from Pier 64, North River, New York.
For further information see local tourist agent or

MUNSON S.S. LINES 67 Wall St., New York, N. Y.
Bowling Green 9-3300

Come, Let's Banish Gloom!

(Continued from page 36)

ually negative thought! How many dig their own graves who might be well and strong and free! Count me out; I won't be one of them!

We make *ourselves* ill because we lack faith and vision and are constantly plunged into pessimistic depression, by our own gloomy thoughts.

Summer is at hand to enjoy! The world is glorious,—beautiful! Let us see brightness, not gloom! Let us have the courageous faith to believe that life was meant for us to enjoy, not to weep over. Let us *not* choose illness when we *may* choose health.

Surely we were meant to walk with heads held high, vision in our eyes and God in our faces!

The Unemployed Mind of Today

(Continued from page 33)

ing a lot of money and time on people who cannot possibly be rehabilitated.

One of the things of the future, and that will surely come, is sterilization. Your children will bring that kind of thing into being.

We must have a wider, deeper knowledge of birth control. But before this, it must be realized as a necessity. We shall also have to have birth subsidy. We shall have to pay some of these young people to have children. Does that seem odd and revolutionary?

You must remember that the human being is the greatest natural resource that the country has. Our richest mines, thickest and finest forests do not compare in importance.

The true test of any civilization is the measure of happiness that its citizens enjoy.

We must have more science and less sentimentality in handling the delicate problems of human relationships and human happiness. The advent of wide knowledge of this kind would surely melt away the vast army of the unemployables, would surely remove the possibilities of unemployment in our civilization and would make wise and adequate handling of unemployment a foregone conclusion.

We shall look forward confidently to the time when it will be ridiculous and unthinkable that any one who wishes to be employed shall, at any time, be idle.

Successful Sales Psychology

(Continued from page 22)

he deals, then good shall return to him.

For example, you cannot withhold information that should be disclosed to your customer. While possibly you do not realize it, you are putting a psychological barrier in your own way by so doing; you might possibly think you are putting over a shrewd deal, but in reality you are simply defeating your own efforts. If you want your customers to desire to trade with you, you must cultivate a real desire to help them and must earnestly wish for each, the greatest possible success. You will be surprised how quickly your customers will show a most friendly attitude toward you.

Another important phase of this is that we should guard ourselves most carefully against criticizing or making uncomplimentary remarks about those with whom we may be in competition. If you criticize others, or compete unfairly with them, you will only be inviting like treatment from them. Do not allow yourself to store up resentment or ill-feeling toward any one, for if you do, no one will be injured but yourself. One of America's outstanding psychologists, Professor Elmer Gates of Washington, D. C., reports that he found, thru laboratory tests, that most harmful effects invariably result from holding animosity against another person.

Do you want promotion and business success? Then do not allow yourself to become too critical of others—especially toward your fellow employees. In order to succeed you must have the well-wishes of your business associates, and if you desire the goodwill of your fellow employees, you must desire for them the greatest good. You will be surprised how quickly they will show a more friendly attitude toward you when you put this law in operation.

According to these principles, your desires for others reflect themselves in you. Therefore, if you think ill of others, ill shall come to you. This is psychological law of "like begetting like." Therefore, let me urge that you determine hereafter, to watch your thoughts most carefully and limit them to constructive lines only.

We all know we can feel the presence of a person who habitually thinks negatively the moment such a person comes into our presence. The same is true of one who habitually thinks of prosperity and happiness; one can also feel his presence but in an entirely different way. Let me urge

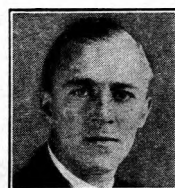
Writing . . . a source of income that many people neglect



"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, 368½ So. Burlington Ave., Los Angeles, Cal.



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



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

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.

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

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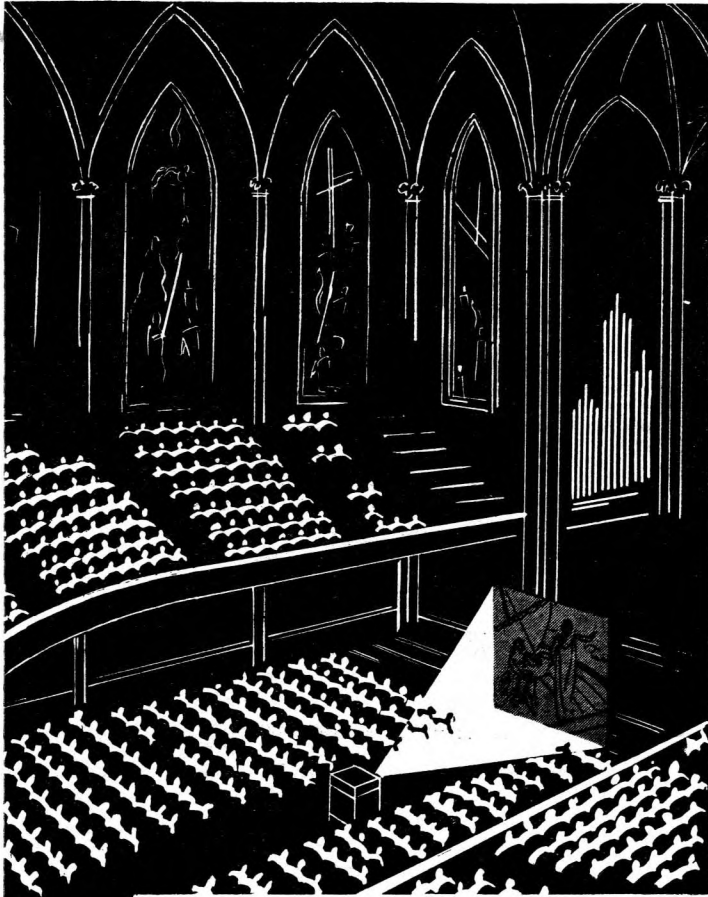
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A De Luxe 16 M.M. Talking Picture Projector

—without cost—



Cine-VOX Fills Churches

RADIO. The Cine-VOX has a six-tube super-heterodyne radio with powerful amplification, with a loud speaker producing loud tone of superb quality. The radio, as an adjunct to the week-night activities of a church, can be of great value.

ELECTRICALLY AMPLIFIED PHONOGRAPH. This will play any standard Victor or other record. The amplification is so great that an orchestral number has the effect of a full symphony or dance orchestra in actual presence. If dancing is a feature of social life in your church, 200 couples might easily dance to the music supplied by this remarkable instrument.

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A large library of educational films of general interest, presenting startling information in vivid and colorful form in the field of virtually all the major sciences, is now available in 16-Millimeter. The supply of entertainment films, comedies, dramas, biographical sketches and animated cartoons is virtually inexhaustible. Many hundreds of subjects have already been made into 16-MM films and thousands of others will be made. All of these films will be supplied, upon order, by the Church Talkie Service, being delivered by insured Parcel Post. This unlimited supply of desirable films at low rental solves the problem of institutional talking pictures, the rental cost of 35-MM pictures having been prohibitive.

Write for Information

As to how YOUR church, lodge, club, school, or other organization may secure this marvelous instrument—WITHOUT COST, address The Church Talkie Service, Inc., 101 West 31st Street, New York, N. Y.

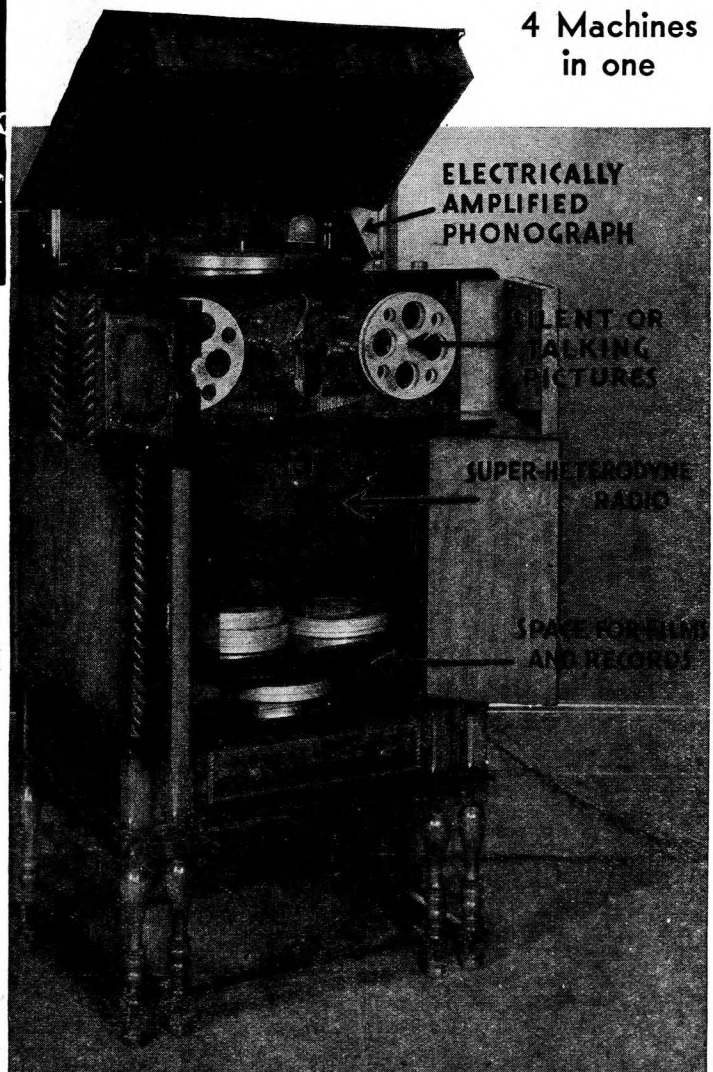
The Cine-VOX

The Cine-VOX is a sound-and-talking 16-MM motion picture projector. The tone is equal to that of the amplifiers of the average motion picture theatre which cost thousands of dollars to install.

The projection is clear and flickerless, projected on a screen seven feet by nine feet, adequate to the needs of a large auditorium. The immense superiority of this 16-MM projector over the 35-MM theatre-type projector for church use is in the low cost, equivalent results and the fact that since the films are non-inflammable, the projector does not require a booth or licensed operator. The Cine-VOX is so simple in operation that anyone can learn to operate it in a few minutes

Silent pictures of local activities, picnics, parades, athletic events, etc., also can be shown with a much larger and clearer picture than can be shown on standard 16-MM silent projectors that in themselves cost nearly as much as this entire machine. The marvelous effectiveness of this projection is enhanced by the fact that the inventor has used the horizontal form of projection rather than the vertical form in use in practically all other machines. The flickerless effect results from a special claw movement, which very steadily draws the film from reel to reel instead of pushing the film as in other type machines. The consequent result of this mechanism must be seen to be appreciated.

4 Machines
in one



that you avoid all individuals who continuously think negatively. Associate with cheerful and constructive people. You will find this will have a most elevating effect upon you, and if you will maintain an attitude of good-will towards all, and ill towards none, you will be surprised at the friendly attitude of others towards you.

The personality of an individual carries with it considerable influence in the success or failure of that individual. Our personality is the outward reflection of our physical and mental being. It is the reflection of the value we have placed upon ourselves. It is said that our personality is our advance agent for it is passed upon before our real self has had an opportunity to express itself.

If you have a well-balanced personality—one that radiates happiness, prosperity, and good-will toward all—you have much for which to be thankful. You cannot fake personality; it is the sum total of your thoughts. If you have been a morbid, fault-finding, or an irritable individual, it is written upon your personality. The old proverb, "Tell me what you think and I'll tell you what you are," is ever true.

In referring to personality, please do not misunderstand my meaning. I do not refer to beauty of face or form but to that indefinable something we sense in certain persons that immediately commands our respect—something that draws us to them with a compelling desire to be of service.

One of the most striking cases of the purposeful creation of a wonderful personality that has come to my attention is that of a little hunchback woman with whom I am acquainted. She was badly injured when a child, her back being broken in several places. She was bedridden for many years, but the divine spark remained and thru sheer determination she overcame her lack of physical attraction by creating what we term "personality." Today, wherever this little woman goes, she is the center of an admiring group.

If we want to improve the personality, it is necessary for us to start from within, for as previously stated, our personality is the reflection of our inner consciousness. It is said that when Daniel Webster entered a room, many of those present would stand in awe, so greatly did his personality dominate them.

We are all familiar with the history of Napoleon, and how his personality dominated the soldiers serving under him. You will find that a person who possesses a pleasing personality to a marked degree is modest, cultured, truthful and considerate of others, for without these qualities, he could not reflect them in his personality.

We are told that everyone possesses

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There's an eager wish to serve in the very way the doorman takes your bags at the curb; there's a warm welcome when you register; when you are shown your room; when you call for service.....

Warmth-Hospitality-Comfort-Economy! These are the things that make the Melbourne Hotel the unquestioned choice of every experienced traveller. You will do well to follow their example while in St. Louis.

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EACH WITH BATH
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ROOMS \$1.50
WITH BATH UP
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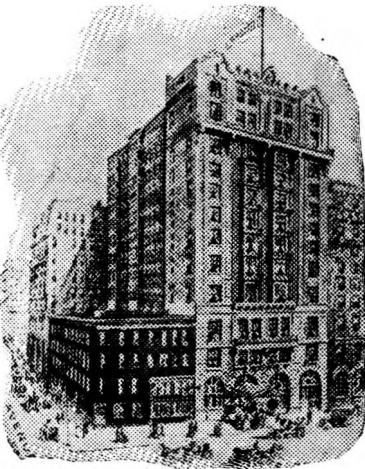
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A Really Fine Hotel

The Pennsylvania Railroad and Grand Central Depots are within a few minutes of the Hotel, while the subways, elevated trains, Hudson tubes, surface lines, Fifth Avenue Buses, Department Stores and Theatres are almost at the door.

ROOMS WITH BATH PER DAY

1 Person from \$2.00
2 Persons from \$3.00

Weekly Rates

1 Person from \$12.00
2 Persons from \$15.00

a mental atmosphere peculiar to himself. Some people possess this to such a marked degree we sense their presence when we come in contact with them. Do you know a pessimistic, gloomy, fault-finding individual? If so, he is not popular, neither is he sought after. On the other hand, the person who is habitually happy, cheerful and optimistic, is generally popular.

Do you desire a pleasing personality? Then start today to cultivate a personality that will command an increasing respect from those even who have known you intimately all your life. It is wise, however, to keep your own counsel as to your desires in these matters, for whatever you disclose to others is no longer entirely yours.

The first requisite is that you shall decide definitely that it is your intention to improve yourself. Then try to realize just what your shortcomings are and thereafter avoid them in every way. Remember, you will not change life time habits in a moment or without a serious effort on your part. The

next step is to desire strongly that you may become a worth-while individual—that you may be of greater service to your fellow-men—and then, each hour, each day, visualize yourself as being the man you desire to become. You will be amazed how quickly you will observe a change in your personality.

Continue this practice diligently day by day, adding more scope to your efforts as you become more familiar with the operation of this principle. You cannot fail if you correctly follow these instructions. You are dealing with a natural law and it has been successfully demonstrated by thousands who have applied these principles in their daily lives. The result is that it is no longer a theory, but a thoro proven and workable principle.

EDITORIAL NOTE: In the September issue Mr. Harrison Lewis will continue his series on salesmanship. The subject to be discussed in September will be: "Necessary Qualities for Sales Success."

What Psychology Has Done for Me

(Continued from page 31)

animates the universe from the smallest atom to the largest star. I seek the things that are noble, beautiful and true. I live without fear—in harmony with the laws of nature and the law of love as expounded by the gentle Nazarene. I do not believe there is any power that would add pain to human misery.

With love, sympathy and understanding in my heart for all mankind, I have found a new and joyous life—and a new universe in which to live.

Invaluable to Mothers

APPLIED psychology is undoubtedly of great value to the business man or woman but to the mother in the home it is *invaluable*.

I, and very probably many mothers, have often longed for a job that would bring personal achievement. I see things differently now. As a mother, I have the most important job in the world, and to make it a real success it is necessary for me to be an ardent psychologist.

So as a psychologist I have learned to be happy at all times. Without a happy mother a happy home is an impossibility.

One cannot entertain fear and worry and be happy so I have had to conquer all my old fears. At one time, when Johnnie went swimming I would say "Now be careful, don't get drowned" but now I say "Have a good time Johnnie."

He looks out for the drowning alright and comes home just as safely as if I have worried about him all day and we are both a lot happier.

When tempted to worry I remember "If we worry we do not trust; if we trust we do not worry."

I've learned the value of rest and quiet. I've listened to the Master's rebuke to Martha and taken it to myself. "Martha, Martha, thou art careful and troubled about many things," so in the middle of a hectic day I follow Mary's example and steal away to sit quietly and listen to someone who knows life better than I do. Maybe it is thru a good book or a magazine—or maybe it is just by being quiet—that I get relaxation. It isn't always easy to run away from family cares like this but it always pays.

I've learned, too, to expect the best from my children. I have faith in them. They are being brought up in a happy home with high ideals and will, I know, go out into the world to be happy helpful citizens.

So with the help of psychology I live richly and expect to achieve much.

Mary Arthur,

616 East 43rd Ave.,

Vancouver, B. C., Canada.

Immediate Help

THE June issue of PSYCHOLOGY arrived the very day I received a further cut in salary plus a fifty per cent cut in time; also a change from

\$12.00 up per week
Secures an airy, tastefully furnished room with **BATH and RADIO** (full Hotel service included) at
NEW YORK'S NEWEST HOTEL

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CONSTIPATION DISAPPEARS LIKE MAGIC

IF YOU CORRECT IT NATURE'S WAY
REMOVE CAUSE — RESTORE REGULAR HABIT

Don't ruin your health with harsh laxatives and artificial make-shifts. Profit by Dr. Gould's many years of experience in rebuilding men and women. Formula No. 7 will rid you of constipation and its causes—in Nature's Way. Prompts gentle action; establishes regularity; at the same time, heals and nourishes. No diets, drugs or exercises necessary. Send 10c for generous trial treatment. Dr. Gould will send his wonderful booklet, "The Modern Road to Health." It's free—no obligation.

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a salary basis, which, as a business girl, I had always been used to, to regular hour rate the same as unskilled labor.

I felt stunned and queer, and utterly lost. Depression I had heard talked in every direction, knew the hard times many were having, but it did not seem real until that minute—and even then it did not seem as if it could be true.

It just couldn't! I hardly dared to figure what my income might be. It would barely meet expenses, if that. Cheaper room and drastic cuts in every expense item would be necessary.

And there lay that *PSYCHOLOGY* magazine with its dancing figure on the cover! I almost threw it into the corner. It seemed almost a taunting piece of mockery, and I laughed bitterly at my eager interest in psychology and championship of it.

Down I flopped on the couch by my window, tired and discouraged. There was a letter, too, telling of the serious illness of my sister about whose condition I had long had reason to be deeply concerned. There was the big bill, besides, for father's care and funeral expenses to be met from my earnings. Nearly all reserves had been used up, and the little I could borrow on my insurance I dared not use except in utmost necessity. It just seemed too much!

But that *PSYCHOLOGY* Magazine with its liting, joyous dancing cover! How could anyone think of dancing figures! It was maddening, yet it lured me—it dared me almost to open to read. I finally pulled it over, and before I knew it I was reading as eagerly and hungrily as ever.

First Dr. Miller's editorial with its appeal for a deeper appreciation of the true riches, the invisible treasures of spirit and character. The Richest Man in the world!! A humble carpenter, yet how dynamically he had influenced the world thru all the centuries, and how tremendously that influence was increasing in power. My own father, who had died so quietly, so wholly unafraid—he too had been a carpenter; the old craftsman type of carpenter who had loved his work and whose hands would glide almost caressingly over the smooth wood—gnarled, bruised, tired hands—tireless, uncomplaining no matter what problems life had brought.

I closed my eyes and choked. I could almost see him again at the old carpenter bench, hear the rhythm of the saw and the plane. He seemed to pause and look over the top of his glasses, and I could almost hear his voice, "Perhaps we need these hard problems to develop some real stuff in us. Who knows?"

I rose up, my thoughts quite changed for the better, and with courage to again face the problems that life offers.

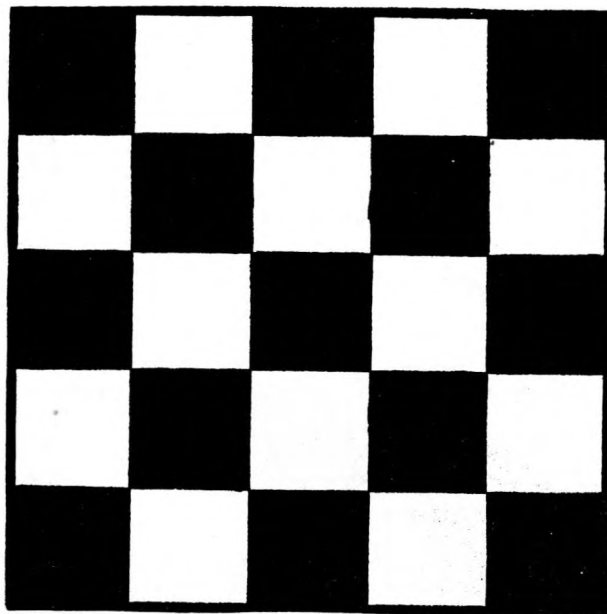
Gladys B. Moore, Utica, N. Y.

TEST YOUR SKILL

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Something
NEW...

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Can YOU Write "O" 36 Times in any ONE of the white spaces of this Prize Checker Board without touching the borders, black spaces or each other? Do this now and

QUALIFY FOR OUR 50-PRIZE CONTEST IN WHICH \$6,800.00 WILL BE GIVEN

THERE are 12 white spaces in the "checkerboard." Try any one of these—see if you can write 36 "o's in one white space. If you can do this, send it at once.

This is the 44th distribution of prizes to be made for an old established company and details will be sent you if you can qualify in this "checkerboard" test. The prize money is already on deposit in the sixth largest bank in America! I will award 50 cash prizes totaling \$6,800.00 to help build good will in publicity and expansion campaign. Over \$27,000.00 paid in prizes in 60 days. Many more thousands of dollars set aside for future prizes to be paid in the next few

months. Highest prize in this offer is \$3,000.00. A \$500.00 extra prize (earned by promptness) will make total \$3500.00 for first prize winner. Duplicate prizes will be paid in case of ties in final decision, but not more than one prize will be paid to members of one family or group of persons. Residents of Chicago or persons living outside U. S. A. are not eligible. No obligation, now or ever. Send no money. Take your pen or pencil right now and try this test. If you can make 36 "o's in one of the white spaces, then send it in a letter or on a post card at once. If you are successful in this qualifying test, you will be advised immediately.

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Not a Theory

APPPLIED psychology has done for me just what, through a study and demonstration of its laws, I have done for myself.

To me it is not a theory to be bandied about but a practice to be used in my daily living.

It has not made me rich in this world's goods but it has brought me a million dollars worth of health and more happiness than I can compute. I have not attained an angelic perfection in the flesh, but I have found the truth of that sage idiom, "Evil is to him who evil thinks." It is all in the mind.

The first thing I learned from its study and demonstration was that two thoughts cannot occupy the mind simultaneously. Next I learned that I could choose my thought to a great extent. It took, and still takes, a lot of patient effort to forget destructive, and register, constructive thought.

Not only have I been changed from a semi-invalid by applied psychology, but I have found a spiritual satisfaction (not to the point of stagnation) in my escape from religious fanaticism. Within this entity called mine, I have discovered the Kingdom of earth as well as heaven and the ruler of my fraction thereof.

The greatest light that has shone for me is the shaft which revealed to me my position as a part of the whole—and that God is what we make him—a creator or a destroyer, within. My God is as authentic as yours.

Genie Griffin De Wolfe,
San Benito, Texas.

A Mental Barometer

FOR me, applied psychology has been as a microscope upon my own mind and the minds of my fellow-men; a barometer of the mental weather of my kind.

Applied psychology has given eyes to my spirit, ears to my heart, powerful wings to my soul. It has enabled me to see universal laws in trifling facts; great principles in the common things of life; the fundamentals, tho in fancy dress, and hidden deep beneath a thousand veils.

Applied psychology has enable me to look thru the concrete into the abstract; to find the general in the particular; to recognize the Infinite Mind even in the strivings of the undeveloped and the ignorant. It has set my spirit free and allows me to roam thru the illimitable reaches of all time and all space, touching the spirit and the heart of man like a gentle breeze—bringing away the rich perfumes of thought from the most powerful and godlike minds.

Applied psychology has multiplied my powers and prepared me to give richly of all that is within me. And it has taught me what I may demand of my fellows, and why they may be forgiven seventy times seven.

Without a knowledge of applied psychology, I could never have my present understanding of the heights and depths of the human heart. I should be like a man half-blind, living in a little valley home and, who, all thru his long life, has never traveled but a few miles from his own door.

Bessie Loveless, Chandler, Arizona.

Building A Perfect Body

(Continued from page 37)

cereals should be limited to not more than a twice a week indulgence. The drinking of coffee, tea and the use of other habit-forming foods should be either reduced or dispensed with entirely as the inclination for these things is eradicated by a natural diet such as herein outlined.

Fruit acids, like sugars and all other types of starchy foods are composed of but three different elements, the first of which is carbon, the second, hydrogen, and the last, oxygen. These, of course, must always be distinguished from the free



acids which are usually the products of decomposition and oxidization and are always due to an over-indulgence in meat, fish, poultry and game, which always gives rise to

an accumulation of acids in the system and not infrequently to such disturbances as rheumatism, arthritis, and ulcers of all types. The free acids, however, can be controlled to a reasonable extent if a person will at least indulge in using but one meal of fruits exclusively, and this is best used at one's breakfast.

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Vegetables Rich in Calories

It is a well-known fact that a great many of the vegetables are richer in calories than meat, fish, poultry or game. Hence, vegetables can take the place of meat to a very great extent in one's diet, thus helping to dispense with the waste poison in the system. They truly can be called nature's real building stones of a better body, thus leading to perfect health.

Vegetables are vitally essential in everyone's daily diet for numerous reasons. The first reason lies in the fact that thru them one receives the bulky foods which have the ability of sweeping out all of the poisons contained in the digestive system; hence, keeping it clean and free of waste material. This is, of course, a most important feature . . . for if you did not indulge in foods that had such capabilities as this, your stomach would become lax, your liver sluggish, and the intestines somewhat static, thus giving rise to constipation which is the parent of most diseased conditions. So eat more vegetables . . . the raw vegetable salads are always delightful when served in an appropriate manner and the steamed vegetables are equally as nourishing.

Raw Vegetable Salads

Many of the raw vegetables, such as, spinach, swiss chard, celery, tomatoes, cucumbers, carrots, etc., are most palatable when properly prepared in the form of raw vegetable salads. Raw vegetables contain much more nourishment than those of the cooked type. So, for the sake of variety, try a vegetable dinner twice a week by selecting a raw vegetable salad consisting of sliced tomato and cucumber salad with a dressing of equal parts of olive oil and lemon juice. You may also use another very delicious dressing consisting of the Thompson Health Mayonnaise which easily can be made by beating the yolks of two eggs to the consistency of whipped cream and adding salad or olive oil to any quantity desired, beating same intermittently. Then use as a flavoring extract, sufficient lemon juice to give your mayonnaise a tart flavor. Mayonnaise, when served this way, is extremely beneficial to the entire body, for its ingredients are those of nature itself and have very laxative qualities.

Instead of boiling your vegetables, as has been the usual method these many, many years, try steaming them. Boiling your vegetables takes away from them all of the nourishable constituents placed there by old Mother Nature. After they have been thoroly boiled for an hour or more and their water poured down the sink, the very ingredients which your body necessitates have been dispensed with, and nothing has been left but a small

amount of cellulose and bulk which contains no value whatsoever. Secure a small vegetable steamer from your local hardware store, and fill the lower container one-half full of cold water. Place the lid upon this, and bring your water to a boil. In the meantime, wash your vegetables several times with your vegetable brush and rinse with cold water. Then place your vegetables in the upper compartment, the floor of which is perforated with many holes. After the lower container has come to a boiling point, remove the lid from it, place it upon the upper container and allow your vegetables to steam for a short period of time. You will find that spinach, when steamed this way, is ready for use within seven minutes, while asparagus tips are most delicious within twenty minutes, and artichokes, swiss chard, carrots, etc., within a corresponding period of time.

Unusual Flavor Retained

In order to be certain that your vegetables are ready, test them with a fork, and if they are easily penetrated, they are ready for serving. Virtually all of the vegetables will have a very unusual and delicious flavor surprisingly different than that of the usual manner in which you have prepared them. They will be especially appetizing and refreshing when served with a small piece of butter. For those who are desirous of gaining in weight, cream may be added to the vegetables in the quantity with which increased weight is desired . . . for instance, if you are desirous of gaining one pound a week, three tablespoonsful of cream should be added to each serving of steamed vegetables, and for each corresponding pound that one is desirous of gaining, add an additional tablespoonful until the required weight has been reached.

When serving meat for dinner in the evening, serve from two to three different sorts of vegetables, excluding, of course, the potato, carrot and different forms of squash, all of which are starchy and never combine with meat, fish, poultry or game.

Vegetable Dinner

When potatoes or squash are desired at a meal, use them on the evenings that you have set aside for your vegetable dinner. Steamed spinach, artichoke, asparagus, green peas, stringbeans, and baked potatoes will have a flavor entirely different than that to which you have been accustomed. You will find that your constipation, your nervousness, your mental irritability and sleeplessness very soon will disappear thru the new way of using these vegetables . . . for, in the old methods, virtually all of the nourishment that the vegetables contained was poured away in the waste

water. Thru this new manner, all of the vitamins and sixteen essential elements are preserved in them because the water never touches them directly. Thru the old methods of cooking and boiling, stewing and frying, what you ate helped but in a small way toward really building a perfect body—giving you a greater quantity of starch than the body could possibly handle. This gave rise to the many forms of nervousness that have been mentioned

above, thus fatiguing your strength, sapping your vitality, and leaving you with little if any durability.

Build a Perfect Body

Build a perfect body nature's way. Use these vegetables that have been mentioned in the forms told you of above, and you will find that by starting to "eat your way to health" you, too, will build a perfect body.

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Times Are Hard

(Continued from page 28)

ple and has been known to direct selling companies for years. It is at once a blessing and a hardship. A blessing for the people who sell, because it guarantees that their field will never be overcrowded; a hardship to the companies who advertise for sales agents because never can they get all the help they need.

It is—fear of the unknown. The average person has never tried to sell—therefore he thinks he could never learn. Only a few, he thinks, are born with an ability to sell.

The fact is that selling is the one profession in which every type of individual can succeed and in which experience counts for less than in almost any other. Any determined man or woman can make a living wage as a direct sales agent in two weeks or less!

That's a broad statement but it is a true one. It has been proved thousands of times by quick success in the

direct selling field of men and women who have tried and have gone "over the top" in a few days.

Times are hard? Yes. But there are certain necessary things that must be bought. More and more are consumers waiting for these things to be brought to them. And to the ones that do the bringing, greater and greater rewards will be granted.

Direct selling is not cited as a cure-all, but it is brought to your attention as a very lucrative field, easily entered, and never overcrowded. It offers jobs today when no other field offers them. In fact, it pleads for men and women to accept the work it has to give, and for which it will pay according to the time and effort they feel like putting in to it.

Look over the advertisements in which the scores of direct-to-consumer companies ask for agents, decide on a commodity you think ought to sell easily—and then give it a try!

New Super-Juicer Proves Big Money-Maker

There is no depression in the ranks of Direct Selling—not for the men and women who are demonstrating the new Speedo Super-Juicer recently placed on the market by the Central States Manufacturing Company of St. Louis, Mo. So rapidly is this remarkable automatic invention selling to homes everywhere that representatives in every section of the country are finding it easy to earn \$3, \$5 and more in an hour, full or spare time.

There are several reasons for this uninterrupted success. Consider the widespread popularity of fruit juices for health-building. Children and grown-ups alike are more and more drinking orange juice, lemon juice and grapefruit juice for their precious vitamins. This nation-wide trend has resulted in an urgent need for a simple, practical and nominally-priced fruit juicer. As a result, countless

gadgets have flooded the market in an effort to fill this demand but all have fallen short in one respect or another. Some are hard to use, slow and wasteful. Others are priced too high for the average family to afford. It is only natural, then, that with the timely arrival of the Speedo Super-Juicer, all America is welcoming it eagerly.

This new Super-Juicer is entirely different from other juicers. It hangs on the wall. You just turn the patented handle and citrus fruit—oranges, lemons, small grapefruits, etc., are juiced automatically like magic!

Anyone interested in making money in full or spare time will do well to investigate this popular invention at once. Mail the coupon at the bottom of the company's advertisement appearing on the front inside cover of this issue.

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

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

The Key to Happiness

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

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

My friend smiled. Said he, "You have revealed to yourself the last, ultimate



secret of every religion, every system of metaphysics and mental science on the face of the earth. You have the secret, the KEY to happiness, health, wealth and the things you desire. If everybody knew what you know, there would be no need for religions, or systems, or codes—no need for books, or lectures, or courses. All new thought sciences are based on a central idea so simple that it can be expressed in one sentence. The difficulty that confronts teachers is in making their religion, or system, or science difficult!

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

Nothing You Desire That You Cannot Have

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

Well, this amazing secret has done wonders for me—and all the friends I have told about it. It is actually like an Aladdin's lamp! I merely have to desire a new car, or a trip to Europe, or relief from pain, or a solution of business, domestic or household problems—and behold, I have it! My secret is not a new religion, a new system of mental science—it is the spark, the enlivening spirit of every religion. Every follower of every system of thought will immediately realize the full benefit, the complete promise of his religion, if he uses this secret, amazing revelation that I discovered

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I WILL PAY \$250

For the Winning Answer to this Question

I am going to give \$3,500.00 to some deserving man or woman who answers my announcements. *You may be the one to get it!* But, before I give it to anyone I would like to know how this big sum of money will help you right now IF I GIVE IT TO YOU! Just answer this question—tell me in a sentence of 20 words or less, and in your own way, how \$3,500.00 cash would help you right now—*nothing more to do toward the \$250.00 cash prize!* Sounds easy? It is easy! The first answer that comes to your mind may win the prize. No selling—no soliciting. There are no strings at all to this amazing prize offer of \$250.00 cash. ALL persons 16 years of age or older owe it to themselves to enter this contest.

20 SIMPLE WORDS WIN \$250.00 FOR SOMEONE, MAYBE YOU!

Nothing More for You to Do!

\$250 Prize given just for the winning answer to my question

There is no way you can lose. Simply tell me how \$3,500.00 would help you right now, if I give it to you. The prize for the winning answer is \$250.00, with an added \$100.00 for promptness.

The mere fact of sending in a few words for this big \$250 cash prize qualifies you for the greater opportunity to

WIN \$3,500 CASH

Or a STUDEBAKER-8 SEDAN and \$2,000.00 CASH

This huge prize is *extra and separate* from the cash prize offered for the best answer to my question in only 20 words or less. No wonder we say that here's your opportunity to win a fortune. Just imagine! \$3,500.00 cash besides . . . all coming to you at once. Think! How would \$3,500.00 cash help you right now? Would it help you start a busi-

ness of your own, pay off a mortgage on your home, buy new furniture or clothes? Maybe it would help you get an education. Consider all these things you could do with such a huge sum. Plan now—then write your answer—rush it to me at once. Yours may easily be the winner. All replies become the property of Richard Day, Manager.

BE PROMPT! I Will Send You a \$100.00 Cash Certificate AT ONCE!

To make it worth your while to be prompt in sending in your answer to my question, "How would \$3,500.00 Cash help you RIGHT NOW?"—if you will see that your letter is postmarked not more than three days after you read this

offer I will send you a Cash Promptness Certificate entitling you to an extra \$100.00 in cash should your reply, in the opinion of the judges, win the \$250.00 cash prize offered above, making a cash prize of \$350.00 in all.

HUNDREDS HAVE WON

Throughout the past year we have given financial help to hundreds of deserving people in all parts of the United States . . . we have given away hundreds and thousands of dollars in prizes. Beemer won \$4,700. Harriet Robertson won \$1,100. Hundreds more made happy with huge prizes and cash awards. Now is YOUR opportunity—ACT TODAY!

RICHARD DAY, Manager

909 Cheapside, Dept. W-80-H

Cincinnati, Ohio

RULES

Only one answer accepted from a family. Use your own name. \$250.00 given for best answer to "How Would \$3,500.00 Cash Help You Right NOW?" Answers must be postmarked not later than October 1, 1932. Judges will consider answer only for practical value of the idea, construction and spelling. Neatness or ingenuity of submitting answer not considered. Duplicate prizes will be given in cases of duplicate winning answers.



Just Sending Answer Qualifies You for Opportunity to Win \$3,500.00

Some say I am wrong. They say that giving money to people will not help to bring back prosperity. They say that the people who get money from me will spend it foolishly. Now I want to find out. I am going to give away \$6,000.00. Someone is going to get \$3,500.00, all cash. If I gave you the \$3,500.00 what would YOU do with it? Tell me in 20 words or less. Just sending an answer qualifies you for the opportunity to win \$3,500.00. If you are prompt I'll send you a \$100.00 Cash Certificate AT ONCE! Here is an opportunity of a lifetime. Costs you nothing to win. Rush your answer today. Send no money—just tell me how \$3,500.00 would help you right now—if I gave you the \$3,500.00 that I have promised to give to some yet unknown deserving person.

Richard Day

Use Coupon or Write Letter with Your Answer

\$250.00 PRIZE COUPON

**RICHARD DAY, Manager
909 Cheapside, Dept. W-80-H, Cincinnati, Ohio**

Here's how \$3,500.00 cash would help me right now:
(Write your answer plainly here, in 20 words or less):

.....
.....
.....
Name.....
Address.....
Town..... State.....
Date I read your offer.....

It may be news to you



...but the Egyptians knew it ages ago!

Suppressed knowledge! What strange powers did the ancients possess? Where was the source of knowledge that made it possible for them to perform miracles?

Thousands of thinking men and women are today seeking the answer, many are finding it and with it the way to a life of greater happiness, success and self-mastery.

This wisdom is not lost—it is withheld from the mass. You may have it, if you will lay aside your biases, doubt and hesitancy and determine to learn the truth. Your greatest desires may be made concrete realities through the study and application of certain fundamental laws.

These laws operate as unfailingly as the laws governing the sun, moon and stars. They were discovered centuries ago by the sages of Egypt. Preserved through the ages for you and other thinkers by the Rosicrucians, a world-wide brotherhood of advanced learning.

Time has long since crumbled Egypt's walls, but it could not destroy this formula of life control which is the very essence of life itself. In your hands this knowledge could alter the entire course of your affairs. It is the most powerful force ever known to the mind of man.

Rosicrucian Brotherhood
AMORC

**SEND FOR AN
AMAZING FREE BOOK . . .**

"The Wisdom of the Sages," which explains how you may receive the secret teachings of the Rosicrucians in the privacy of your own home. Knowledge that in ages past was revealed only to an initiated few in secret temples, grottos and hidden places. It is now released for man's enlightenment. If you are sincere, send the coupon for free book.

Scribe I. W. B.
Rosicrucian Brotherhood
San Jose, California

I am sincere. I want to learn more about the Rosicrucian teachings. Please send "The Wisdom of the Sages."

Name

Address

PERPETUATING THE ORIGINAL ROSICRUCIAN TEACHINGS