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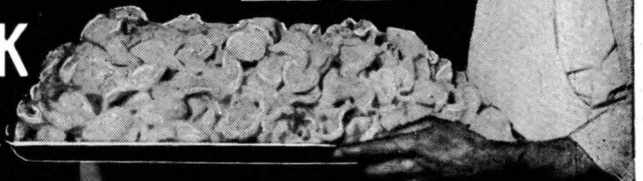
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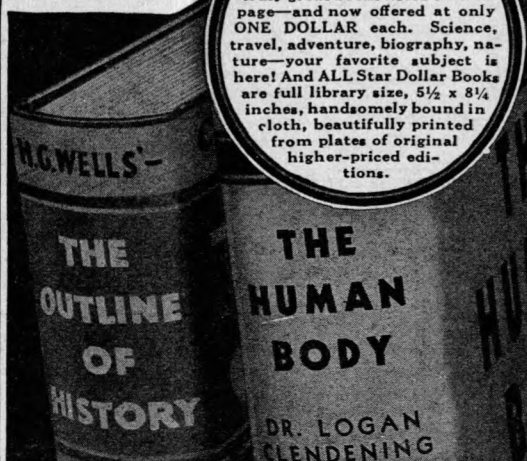
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PSYCHOLOGY

Health

Happiness

Success

VOL. XX, No. 4

Walter Whiteley Hubbard, Editor,

JANUARY, 1934

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Associate Editor,
O. G. Van Campen

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THIS ISSUE

When such notables as grace our title page this month—and a dozen or more beside—give PSYCHOLOGY their intimate, personal life plan, or as brilliant Noel Coward phrases it, a "Design for Living," we think it's a Red Letter month. Anyway, these life plans include excellent charts with which to start the New Year—and set us a pace.

Father Coughlin, that outstanding radio personality, was especially gracious to a PSYCHOLOGY representative in New York recently, and whether our readers agree or disagree with Father Coughlin's virile statements made at that time, it's our pleasure to give our readers these first hand views.

The gland expert, Dr. Herman H. Rubin, opens fields of thought for us in his article, "Your Glands Dictate" . . . In "You Are Hypnotized—Every Day" Kerry E. A. Wood presents clever conclusions in his own inimitable way. Dr. Richard Lynch's inspirational, "No Mental Hazards" will carry strength and courage to his wide following throughout the country.

"I Am at Sea—Help Me!" is a cry from the younger generation and deserves every attention . . . "Voice of Experience" . . .

NEXT MONTH

Very many of our readers will rejoice that Dr. William Charles O'Donnell is again to appear in PSYCHOLOGY. He begins a new series of articles in the February issue, and sums up the constituents of what lies at the basis of the Ultimate Religion.

"I Planned to Kill Myself" is necessarily anonymous—one of those intensely human stories . . . Another human document is, "Fred Got Work"—a story which relates the successful battle of a man who refused to be beaten by adversity.

Again, many readers will be inspired and helped in practical ways by one of those scientific, but human interest articles of Dr. C. Franklin Leavitt . . . In "Forgotten Influences" he explains how many of us are unconsciously grappling with the past . . . Elberta Wilson, in "Today's Thought, Tomorrow's Harvest" . . .

Edgar White Burrill, founder of the widely known Literary Vespers, in an unusual article . . . "The Men I Wouldn't Marry," the revealing of a woman's psychological reaction to romantic adventures. . . . Many other vivid articles, stories, interviews. . . .

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Avoid the Deadly Dangers of Wrong Food Combinations

You may be cutting your life short by ten or twenty or thirty years by careless eating. The time to start eating correctly is NOW! Next week may be too late!

THERE are thousands of people in this country—yes, hundreds of thousands—who are shortening their lives by their incorrect habits of eating.

Take the case of a woman of forty-five who is fifty pounds over weight and whose husband, five years her senior, is thin, almost to the point of emaciation. Both eat the same foods in the same combinations.

The woman suffers from short breath; she has palpitation of the heart occasionally; her color is high and she is often subject to dizzy spells; in the summer she has hay fever, and at periodic intervals she suffers from colds, catarrh and sore throat; headaches every now and then cause her much suffering; when the weather changes she feels twinges of pain in her joints; but in spite of these ills she considers herself in fairly good health.

The man suffers from intestinal indigestion; he is extremely nervous and irritable; his doctor tells him his blood pressure is too high and that his arteries are hardening; an examination for insurance has disclosed traces of albumin in his urine that indicate Bright's Disease; but because he can eat three square meals a day he believes that he is enjoying average good health. **YET THESE GOOD PEOPLE ARE ACTUALLY DIGGING THEIR GRAVES WITH THEIR KNIVES AND FORKS!**

The Dangers of Bad Combinations

They don't realize it, because no one has told them that eating good foods in *wrong combinations* causes disease. They imagine they must eat quantities of rich, nourishing food in order to preserve their health. Whenever they notice a lack of appetite they become worried and force themselves to eat.

The truth is that the woman is dangerously overweight because she eats too much. She assimilates easily and the surplus turns into fat. The man is thin, and growing thinner, because he eats too much; and the more he eats, in his effort to gain weight, the thinner he gets. He has lost the power of assimilation by constantly overloading his stomach. *The ills from which these people suffer are directly due to improper eating.*

As time goes on, as they advance in years, they will probably develop serious chronic disease, as a direct result of their habits of diet, and unless they change their habits of eating before it is too late, they will die ten or twenty or thirty years before their time. *Pills, powders, serums, vaccines, drugs and operation cannot save them. They are doomed by the foods they eat, by the incorrect combinations with which they tickle their palates.*

Don't Be a Diet Crank

You need not starve yourself nor adopt a freak diet in order to be well! But there are certain foods that *should not be eaten at the same meal*, and there are other foods

that *should not be eaten the same day*, and there are certain other food elements that should be taken into the system daily, if you are to avoid disease and enjoy good health. Authoritative knowledge in regard to *what, how and when* to eat is essential for those who would be well.

Where can this vital knowledge be obtained?

Rasmus Alsaker, M. D., altho licensed to practise medicine and surgery in three States, ever since his first two years of practise after graduation from medical college has refused to prescribe drugs for his patients, because he became convinced that *drugs do not cure*. People from all over the world consult him in regard to diseases of

tural and organic changes have taken place that make complete recovery impossible, but even in so-called incurable cases the Alsaker methods often produce astounding results. Those who cannot recover completely, can in nearly every instance be relieved of pain and be made more comfortable.

Definite instructions in regard to eating comprise over 90 per cent of Dr. Alsaker's treatment of all diseases. Every patient who consults the doctor personally is told to follow his general instructions contained in his work "Eating for Health and Efficiency" which covers *how, what, and when to eat* and tells not only what foods to select, giving many pages of sample menus, but which also teaches the reader how to prepare and cook all kinds of foods so that the health-giving elements they contain may not be lost.

And Read This—

Through an especially fortunate arrangement, the publishers of PSYCHOLOGY are able to present you with this incalculably valuable two-volume course, "Eating Your Way to Health and Efficiency," by R. Alsaker, M. D., and include a full two-year subscription to this great inspiring magazine at the ridiculously low combination price of \$4.95.

Remember this: You cannot measure the value of good health in dollars and cents. It is easy to spend many times five dollars in drugs and get no permanent results—but only regrets. A single visit to a specialist of established reputation would cost you twice the price. You can't afford to delay taking decided action when your health—your very life, possibly—is at stake. A single year added to your life should be worth ten times—yes, a hundred times five dollars. So act NOW and send for your set of "Eating Your Way to Health and Efficiency," together with two years' subscription to PSYCHOLOGY.

Guarantee

If at any time within 30 days, you decide that you are not entirely satisfied with "Eating Your Way to Health and Efficiency," and will return the volumes in perfect condition, your money will be refunded in full.

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Address

Canada: Add \$1.00. Foreign Countries: \$2.00 extra.

Remarkable Testimony of Doctors and Patients—Permanent Relief Effected by Alsaker Methods

"Dr. Alsaker's 'Eating for Health and Efficiency' contains much common sense and is free from fads. Anyone who will follow the principles it contains, can feel that they are eating properly." C.W.H.D.O., Dover, N. H.

"Desire to inform you that the writer has purchased several of the health books written by Dr. Alsaker on the efficacy of foods properly prescribed, and have advised my patients accordingly, with splendid success after everything else had failed. It gives me great pleasure to tell you that there is not a day passes that we do not use the 'Alsaker Way' publications for reference and advice before prescribing."—E. M. Herring, M.D., D.O., New York City.

"I think your books are wonderful. Since early childhood I have had a weak digestion and fermentation. For the last twenty years I had chronic catarrh in my head, but since following your suggestions in 'Curing Catarrh, Coughs and Colds' I have positively cured myself of this trouble."—B. R., Syracuse, N. Y.

"I follow 'Eating for Health and Efficiency,' and have had wonderful results from its use—lost over forty pounds."—S.R.H., Johnson City, N. Y.

"Am delighted with 'Eating for Health and Efficiency.' Improvement came soon after I changed to 'The Alsaker Way.' Have gained four and a half pounds in a single month."—H.C.H., Chicago, Ill.

"We have 'Eating for Health and Efficiency,' and 'Curing Catarrh, Coughs and Colds.' I had intestinal indigestion and my wife the worst case of constipation and now both are cured. Best of all is we didn't have a cold since we got the books. Disease disappears like magic."—H.F.Jr., Stanton, Ill.

all kinds that local physicians have been unable to cure.

The Alsaker Way Explained

Dr. Alsaker says that he cannot cure anyone of any disease—that no doctor can. What he does do is to teach his patients how to live so that the causes of their diseases are removed and then Nature restores them to health. In some cases struc-

Now He Can Put His Hat-

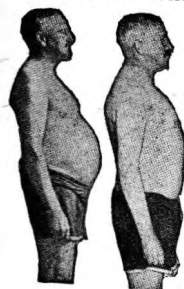


Where His WAISTLINE Used to Be!

This 65-year-old man can now hold his HAT between his PRESENT waistline and his FORMER one! Thousands of other men don't have "bay-window" worries any more either. They've found a new and very simple way to rid themselves of all surplus Abdominal Fat—and the Constipation, Indigestion, and general Sluggishness that so often go with it.

HERE, at last, is a simple method for the single and specific purpose of reducing the waistline! NOT for general reduction—but for the exclusive use of those with surplus fat and sagging muscles in this vital center of bodily health. This new way to banish the unsightly "bay-window" is creating a sensation. Men tell how they have rid themselves of 2 to 18 inches of unwanted waistline fat.

In cases where even drugs, cruel diets and exhausting exercise have failed, this new method is paring off unsightly fat, and restoring the youthful physical vigor that returns with normal slenderness. When cases like the ones shown on this page are being duplicated time after time, it is no wonder that so many thousands of men have decided "there must be something in it."



LARGE WAISTLINE HELD HEALTH PERIL

Middle-Aged Man Who Keeps His Small Lives Longer, Government Bureau Says.

FIGURES SHOW DIRECT LINK

Overweight People Have Worst of It in Mortality Tables Covering 15 Causes.

WASHINGTON, Aug. 24 (UP)—The man who keeps his waistline small when he reaches middle age is the most likely to win the race for health, is the conclusion drawn from a new study of the relation of weight to physical defects just published by the Public Health Service.

"By the time that middle age is reached, these figures indicate, it is a definite advantage to be under the average weight for height," says the report.

Overweight people have the worst of it in an analysis of the death rate from fifteen causes among men classified as twenty-five pounds or more underweight; "standard lives" or "normal" men, and those fifty pounds or more overweight.

The Official Government Survey

... as quoted here from the New York Times, clearly points out the dangers of waistline fat. This research shows that "Overweight people have the worst of it in an analysis of the death rate from 15 causes!"

This new method involves none of the risk of drugs, none of the punishment of starvation diets, or strenuous exercises. In fact, one important part of it is the discovery of a new body-movement, which can be done without exertion or loss of time right at your desk—unnoticed.

Constipation and Indigestion—Are You Troubled with Them?

There is no ridiculous flailing around with arms and legs, as prescribed in so many other "reducing" treatments. Every step is concentrated on the one point you wish to reduce—your abdomen! And, because of this concentrated effect at this vital part, conditions of Constipation, Indigestion, Flatulence or daytime Drowsiness go quickly too! (Women have also reduced abdomen, diaphragm, hips, and thighs this easy way.)

"The Culture of the Abdomen"

Just two of the many noted authorities who highly endorse this method are Dr. T. Tait McKenzie of the University of Pennsylvania, and Sir William Arbuthnot Lane, the renowned London specialist. "The Culture of the Abdomen" is the name of the famous book that fully explains this astonishing safe, easy way to reduce your waistline.

Dr. Lane says, "The book will be of greatest service to the public. The author describes, in the simplest and clearest manner, how it is open to everybody to be vigorous and healthy. His methods are excellent in their simplicity, and are most effectual. To my own certain knowledge he has treated quite a large number of people most successfully."

It is said of H. G. Wells, the great author, that this book gave him "a new lease on life." And another world-famous writer, whose name is also known wherever books are read, said: "I know a middle-aged man who suffered for thirty years from ill-health. He was a regular dyspeptic. One day he bought 'The Culture of the Abdomen.' The suggestions given in the book oc-

cupied but seven minutes per day of this man's time. In three months he had lost thirty pounds. His dyspepsia had vanished. I can vouch for the case. For the man was myself!"

"The Culture of the Abdomen"—clearly written, right to the point, and completely illustrated with photographs—is GUARANTEED to regain for you a slim and strong waist. It has proved it can banish the general physical sluggishness which waistline fat so often causes, and to restore youthful alertness, exhilaration and poise. It is GUARANTEED to do this for YOU, just as it has done for so many others, on the following very liberal offer—without risk or obligation on your part:



6 1/2" of Unwanted Waistline Gone!

This man's waist measure WAS 44 1/2 inches. NOW it is 38 1/4 inches—a loss of 6 1/4 inches. His chest expansion increased 1 1/2 inches—and his lung capacity increased 85 cubic inches!

SEND NO MONEY

5 DAYS' FREE EXAMINATION

Send no money with coupon. Don't pay any money to postman. We will send "The Culture of the Abdomen" at once, on approval. Read and examine the book for 5 days. If for any reason you then decide to return it, simply do so and forget the matter. But if you feel that this remarkable new method will reduce your waistline and end such troubles as Constipation, Indigestion and Gas (as it is doing for so many others) then send us only \$1.95 plus the few cents for postage as payment in full.

Think what a flat, strong-muscled, youthful abdomen would mean to your appearance, your health, your general physical energy and activity. Distended, sagging folds of fat make many men look, feel, and act years older than they really are!

Now it's easy to "do something about it" at once. Merely mail coupon—without money—now. NELSON DOUBLEDAY, INC., Dept. 991, Garden City, N. Y.

NELSON DOUBLEDAY, INC. Dept. 991, Garden City, N. Y.

Please send me in plain wrapper, for FREE EXAMINATION "The Culture of the Abdomen," telling how to reduce my waistline a new way, without drugs, harsh diets, or exhausting exercise. If within 5 days after receiving book I decide to return it to you, I shall do so and the trial will cost me nothing. If I decide to keep the book, I will send you within 5 days \$1.95, plus a few cents for postage.

Name

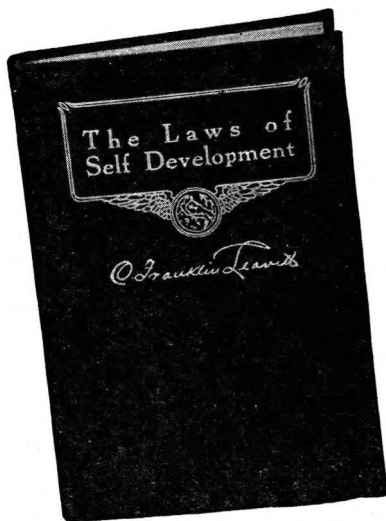
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☐ Indicate here if enclosing \$1.95 WITH coupon, thus saving postage charge. Same 5-day Return Privilege Guarantee applies, of course.

You should know— The Laws of Self Development!

To Gain Mental and Physical Supremacy



*Ella Wheeler Wilcox Wished the
Whole Suffering World to
Read This Book*

My Dear Dr. Leavitt:—I want to tell you how valuable and important I think your book "THE LAWS OF SELF DEVELOPMENT" is. I wish the whole complaining world could be given a chapter of this book to commit to memory each week, until the whole contents were ascribed. I am sorry that the editors to whom all my work is contracted are not broad enough to permit me to express in print my appreciation of so valuable a work as yours. If my words are of any value to you, your publishers will make me happy by using them in circular form.

Very sincerely yours,
Ella Wheeler Wilcox.

*Teaches How to Train Our Forces
for Health and Advancement*

This is a work of very high order dealing with the causes that govern conditions and clearly setting forth principles controlling our realization of life and its truth. It deals conscientiously with the metaphysics of being, giving directions for control of the mental and a course of illustrated physical exercises. It teaches how to train our forces for health and advancement. Bound in de luxe cloth, stamped in gold and white. Price \$2.00, postpaid.—The Progressive Teacher, of Nashville, Tenn.

*"It is Full of Facts—Not
Theories"*

After an introduction concerning the question of Self-Healing the author adopts the letter form of treatment for the presentation of the important subject of self-help. There are forty-two letters dealing mainly with positive facts rather than theories, and being kept well within the lines of demonstrable truth. The book contains a large number of artistic illustrations of physical exercises, and several fine anatomical charts; there are almost 400 pages.—Naturopath Magazine of New York.

*A Proof That it Really Gives
Material Aid*

Dear Dr. Leavitt:—I have just finished reading your book, "THE LAWS OF SELF DEVELOPMENT." I have never known a time when words seemed so small and insufficient just to say that I thank you. Thank you seems so small.

Sincerely yours,
Mrs. Bert King.

**A Book for All Those Wishing
to Add to Their Mental and
Physical Strength**

THIS book deals in CAUSE as well as EFFECT. Shows you just how disorder and unhappiness begin. And shows you the way to overcome these obstacles. It gives you definite formulas for combating these evils and has suggestions covering the different phases of mental and physical inharmony. It shows you how to get into intimate touch with your subconscious mind. It opens up to you the working of the "inner man" so that you may use your powers in building up habits of a constructive and creative nature. It helps you open the doors to that Giant within you and thus a bigger and broader expression follows. It deals with most of the intimate problems of life on both the mental and physical planes.

The construction of the brain and nervous system are taken up in a most complete way. Colored charts show you the minute mechanism of the nervous system and descriptive matter tells you just how these nerves of yours develop disorder. There are scientific breathing exercises and charts showing the best form of physical exercise.

It unfolds to you the wonders of the body and mind so that you are able to clearly see JUST what you should do in order to overcome weaknesses and misery. Mental and Nervous breakdowns are fully discussed, as well as hundreds of other things you must regard as important. It will help you to meet the inroads that mental strain and nerve tension bring. It shows you how Success can be yours through complying with LAW. The entire book is based on LAW, both Psychological and Physical; and these interesting subjects are placed before you in both an alluring and very helpful way.

True understanding is the foundation of all success, whether it is Health, Happiness or Financial gain that represents success to you.

If you will spend a few minutes a day in really trying to help yourself you will be surprised at the gains you will make in a comparatively short time. **YOU REALLY CANNOT AFFORD TO BE WITHOUT THIS BOOK.** It is quite different from any book you have ever read.

THE LAWS OF SELF DEVELOPMENT is now in its Fifteenth Edition. This will show you what a wonderful reception it has met at the hands of suffering humanity. **Bound in beautiful de luxe cloth and stamped in gold, it contains 390 pages, of which thirty are full-page halftone illustrations from original photographs, and six**

Partial Contents

INTRODUCTION—The Question of Self-Healing—Some Valuable Data—Cures at a Distance.
LETTER I—A more Direct Word—Other Than Psychic Means Sometimes Required.
LETTER II—The Mystery of Cure—Medical Fallacies—The Healing Entities—The Healing Mysteries.
LETTER III—The Basis of Cure—Deductions Regarding Cure.
LETTER IV—The Rationale of Cure—The Curative Energies—Influencing the Unconscious—The Special Field for Leavitt Science.
LETTER V—Nature and Cause of Diseases—The Author's Methods—Hereditary Influences—A Glance at Disease Development—Emotional Causes of Disease—Extrinsic Causes of Disease.
LETTER VI—The Three Mental Attributes—Loss of Balance Between Will, Intellect and Feeling—Examples of This Unbalance in Certain Disorders—Hysteria—Neurasthenia—A Health Guaranty.
LETTER VII—Direct Personal Influence of the Physician—Unction—Persuasion.
LETTER VIII—Education of the Physician—Environment—Self-Mastery—Mental Attitude Toward Sex.
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LETTER XI—Command by the Physician—The Question of Self-Help—Another Glance at Jesus' Method.
LETTER XII—Psychoanalysis by the Physician—Theories and Methods—Suggestion Produces the Effect—Freud's Dream Theories.
LETTER XIII—Telepathy in the Treatment of Distant Patients—Unrecognized Telepathy—Curative Telepathy—Telepathic Curative Methods.
LETTER XIV—All Cures Are Self Cures.
LETTER XV—Self-Reeducation.

NOTE: There are 27 more letters, but lack of space prohibits listing them. You should not miss any of them.

are charts of two and three colors. This book will be mailed to you upon receipt of \$2.00. Or, send \$3.60 to cover a year's subscription to PSYCHOLOGY and the book. A marvelous combination!

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A Plain Talk

on Mental and Nervous Disorders

by

● C. FRANKLIN LEAVITT, M.D.

THOUSANDS ARE IN URGENT NEED OF HELP FOR MENTAL AND NERVE TORTURE—AND KNOW NOT WHERE TO TURN FOR AID.

NEURASTHENIA

Neurasthenia is a rather common term for a mental and nervous disorder which frequently drifts into most trying and acute conditions. It is caused by **SOME FORM OF FEAR**. You may not recognize the mental state preceding it as one of **FEAR**, for by fear I do not mean a fear of outside things, but rather a fear of **SELF**, which manifests in the forms of worry, apprehension, over-anxiety, over-seriousness, self-consciousness, inability to forget yourself, or some other expression of **LACK OF CONFIDENCE**. The opposite of confidence is fear, isn't it? These fears have a very stimulating and irritating effect on your Sympathetic Nervous System and soon we find this system of nerves in such a hyper-sensitive state that the least form of emotion plays on it in a seemingly alarming way—to the great discomfort of the sufferer. Gradually, through nerve tension and repression, functional life is interfered with and the circulation is disturbed; vitality and tone are lowered; and you begin to experience strange, unaccountable sensations that you, uninformed, cannot account for. This interference with functional activity can even go so far as to materially change the chemistry of the body and change blood pressure, the character of the urine, and overstimulate or depress the normal gland functions. Thus, your body becomes fertile soil for the growth of very real disorders. The regular orthodox practitioner has not been trained to combat these disorders originating in **MIND**, therefore patients frequently drift into states where their condition seems absolutely hopeless. But I wish to state here and now that Neurasthenia is **CURABLE** and not in any sense of the word hopeless.

NERVOUS BREAKDOWNS

This is merely an exaggerated form of Neurasthenia where nerve tension and hyper-sensitiveness have developed to a point where there are symptoms of great weakness and exhaustion. In this state it is not uncommon for one to experience at times a sense of extreme weakness, a "passing-out" sensation; uncertainty in locomotion; twitching, jumping or crawling sensations in connection with the nerves in certain parts of the body; poor appetite; possibly insomnia; a fear of heights, or elevators, or cars, or crowds, or to be left alone; fear that something may happen at most any moment; an extreme consciousness of self and every little feeling or sensation; a fear of being shut in without a handy exit; fear of disease, germs, dirt, dying, insanity, embarrassment; or many other peculiar fears. The patient becomes so concerned over himself that he watches every little indication of trouble and greatly exaggerates each feeling or thought of an unnatural character which puts in an appearance. The fact that he has tried this, that and the other thing without success frequently breeds the thought that his case is hopeless and he may then begin to contemplate some drastic way out. I frequently read of tragedies, which they state have been the result of a "Nervous Breakdown," and my heart aches for those who are left and the unreasonableness of the act. If such people were to fall into **RIGHT HANDS**—what a different future and story it would be. Adjustments **CAN BE MADE**, happiness restored, and a normal future life experienced.

I realize that there is nothing quite so hard to bear as Mental and Nerve Torture, but I unhesitatingly state that these troubles are **NOT** hopeless and that my experience of Twenty-Five years in the treatment of such disorders proves that all who build up interest in a future life and show sufficient faith to cooperate and do their part, soon throw off the exaggerated symptoms, redevelop their normal strength, and reestablish confidence. My friend, **YOU** know as you read this if you could just **FORGET YOURSELF**, that your troubles would be over. But this must come through a process of reeducation, through your gaining a better understanding of yourself and your powers, of these fears, and of the laws

underlying life as lived to the fullest. This, along with a different picture of things and an absolute knowledge of **JUST** what is taking place in you; how it happened that you drifted into your present condition; and **JUST** what is necessary for you to do to get out of it; will gradually change your **VIEWPOINT**, and when that is changed, **YOU WILL BE CHANGED** and the troublesome symptoms will disappear. Now don't lose heart, but just **KNOW** that there is help for **YOU**.

SELF CONSCIOUSNESS

Those of a sensitive, rather emotional nature are more than likely to become self conscious. The self conscious are ready victims of these more troublesome mental and nerve states I have written of. This is due to self-centeredness and a pernicious form of introspection. Aside from what self consciousness may develop into, it is in itself a most limiting, embarrassing, unhappy state of mind. Those who suffer keenly from self consciousness are limited mentally, physically, socially and financially. Through it they find it difficult to secure as good a position as they might, and through their sensitiveness to criticism they dislike to show initiative and assume responsibility, which means slow advancement. Again, this type is more than likely to make unhappy marriages, if they marry at all due to their power of selection being limited. This suffering is due entirely to a **WRONG VIEWPOINT**. They magnify every little thought and feeling, associate things with self which they have no business to, and are too concerned about the view that others have of them. Self consciousness **CAN BE CORRECTED**.

THE SENSITIVE AND EMOTIONAL POSSESS A GOOD TYPE OF MIND

So frequently I hear—"anyone suffering from such a complaint must have a weak mind." But this is not true in connection with Neurasthenia, Nervous Breakdowns, or Self Consciousness. In such cases it is a good, active mind that has become turned on self and is in reverse. Napoleon, Presidents Lincoln, Wilson, Theodore Roosevelt, in fact, most of those who have really made good in life, have possessed just such a nature. In the case of President Wilson we see the two expressions of such a nature. Strong, active, determined and forceful, while in the ascendancy; and then, when bitter discouragement took possession, illness and death. It represents but one force, but this force can be used constructively or destructively, according to its use and direction. Don't say to self, "I wish that I were born with a different temperament," for if you will just gain a good understanding of your powers and use them intelligently, it will be possible for you to reach heights that a phlegmatic person could never attain. Understanding, training and development will bring **MASTERY** and you will then have these wonderful powers working **FOR YOU**, instead of against you. Your present suffering can be turned into victory and achievement.

LIFE IS WHAT WE MAKE IT

Nature does not say at birth to one child; you are to live a life of misery, be full of fears and make a failure of what you undertake; and to another—you are to be showered with life's richest blessings and be most happy and successful. In the early period of development training, environment, companions, etc., of course play a big part in forming good or bad habits. But what this represents is **ONLY HABIT** and tendencies, and habits can be broken and new ones formed. We do not come into this world with the power of thought, but more as a piece of clay which the potter (which is represented by our early training) moulds into one type or another. This may at this moment seem rather vague to you, but I assure you we are **NOT "fate-driven"** but to a



C. Franklin Leavitt, M.D.

Consulting Psychologist, Physical Culturist, Dietitian, author of many books, contributor to many of the leading magazines.

great extent **MASTER OF OUR OWN DESTINIES**. It is a matter of first understanding just what to do, and then of being willing to pay the price in effort.

THIS WILL CLEAR AWAY THE DOUBTS

I have stated that your **FIRST STEP** toward a different life must come through intelligently understanding your handicaps, your own powers and just how to use them, and the laws underlying life as lived to the fullest. I have written a 100-page book—**JUST FOR YOU**—if you are suffering from any of the states written of above. It is crowded from cover to cover with just the information you have been seeking, for it will tell you about **YOUR FEARS** and their reactions, Nervousness, Your Subconscious Mind, Faith, Success, Habits, and the many different phases of **MENTAL AND NERVOUS DISORDERS** and **SELF CONSCIOUSNESS**. The reading of this book **CAN**, as it has to thousands, mean a different outlook on life and the beginning of changes which can mean real happiness and later success to **YOU**. The book is most interesting, very startling in its disclosures—but in it there is nothing to fear, for it is written along stimulating and constructive lines. It represents truths which I have gathered during an active practice of Twenty-five years in treating these little-understood disorders.

A **FREE SERVICE**. To those who purchase this small book I shall gladly give a Preliminary Psychological Analysis—**WITHOUT ADDITIONAL CHARGE** or any obligation whatsoever. This in itself will be worth many times the cost of the book. A complete Analysis Chart for you to fill out and return to me will be mailed with the book. Have no fear whatsoever in filling out the Chart for it will come direct to **MY** desk and be opened by **ME**. Your confidence will be sacredly guarded.

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Dated Hats

Madam: "I want a hat—after the style of the one I am wearing."

Assistant: "Certainly, madam. All our hats are after that style."

* * *

Sarcasm

A party of American tourists in a motor-coach were being driven among the mountains of Switzerland.

"Say, where did those large rocks come from?" asked the man next to the driver.

"The glaciers brought them down," replied the driver.

"But where are the glaciers?" was the next question.

"They've gone back to fetch more rocks," was the weary reply.—*Fishing Gazette*.

* * *

Of a Kind

"I cannot understand why you call yourself a kind father," he wrote his dad, "when you haven't sent me a check for three weeks. What kind of kindness do you call that?"

"That's unremitting kindness," wrote the father in his next letter.—*Cal Banker*.

* * *

Unforeseen

College President: "You told your class that a family of four could live on \$718 a year. Are you sure of that?"

Economy Prof.: "Absolutely—I can prove it by statistics."

President: "Fine—I'm glad to hear it, because we're cutting your salary 50%."—*Twin Twinkles*.

* * *

Shrewd Grandpa

"To what do you attribute your great age?" asked the city visitor of Grandpa Eben Perkins.

"I can't say yit," answered Grandpa cautiously. "They's several o' them testimonial fellers dickerin' with me."—*B. & H. "Movies."*

* * *

A Mixture

"Does your son burn the midnight oil?"

"Yes, and a lot of gasoline with it."—*Exchange*.

The LAST LAUGHS

Hello and Hello!

Jones was seated in his office when the phone rang. "Hello, is this Mr. Jones?"

"Yes," Jones replied, "who is this?"

"This is Johnson, Johnson, Johnson, and Johnson—lawyers."

"Oh—good morning, good morning, good morning, good morning."—*Ex.*

* * *

Bad Advertising

The Scandinavian had just arrived in California, delighted at the way his new car had withstood the trials and tribulations of the trip.

"How were the roads, Hans?"

"Vell, dis guy Lincoln was a great engineer. But dat Frenchman, De Tour, he vas no road builder a-tall."—*The Pacific Woodman*.

* * *

Danger

An infernal machine is any kind of motor vehicle that ambles along the middle of the road at just about ten miles per hour.

* * *

Double Dose

From the bedroom of the twin boys came the mingled sounds of loud weeping and hearty laughter, so Father went up to investigate.

"What's the matter up here?" he inquired.

The joyous twin indicated his weeping brother. "Nothing," he chuckled, "only nurse has given Alexander two doses of castor oil and hasn't given me any."—*Fishing Gazette*.

* * *

Obviously

How can a girl get a man's wages nowadays? asks a correspondent in a woman's paper.

By marrying him!—*Windsor*.

* * *

Liability Becomes Asset

"My daughter's music lessons are a fortune to me."

"How is that?"

"They enabled me to buy the neighbors' houses at half price."—*Gazzettino Illustrato (Venice)*.

* * *

Foresight

Indulgent Father—No man wants to be too hard on his children's follies.

Suitor—Then, if I marry your daughter, can I count on you to make the proper allowances for her?



Perfect Description

"What's your friend like?"

"Well, 'e's something like Gary Cooper, only 'e's got 'air like Ramon Novarro and a smile like Richard Dix, and a nose like Ivor Novello, and 'is figure's like Jack Holt. And 'e can sing like John Boles, and 'e's something like Douglas Fairbanks, and when 'e's funny you can't tell 'im from Buster Keaton."

"I see."—*B. & H. "Movies."*

* * *

Mutual

Mistress (discovering butler helping himself from cellarette)—Robert, I am surprised.

Butler—So am I, ma'am. I thought you was out.—*Exchange*.

* * *

The Retort Courteous

The honeymooners were driving through the country when they met a farmer leading a mule. Just as they were about to pass, the animal turned towards the car and brayed vociferously.

The bridegroom in a teasing way turned to his wife and remarked: "Relative of yours?"

"Yes," she said sweetly, "by marriage."—*Cornell Widow*.

* * *

Up-To-Date

"I am going to fail, and you are a preferred creditor."

"Thank you. How much do I get on the dollar?"

"Nothing."

"Then how am I a preferred creditor?"

"You are a preferred creditor, because you know now that you're not going to get anything. The others won't know it for several months."—*Bindery Talk*.

* * *

Reason Enough

"I'll work no more for that man, Sullivan," declared Casey.

"An' why?" inquired his friend.

"Sure an' 'tis on account of a remark he made."

"An' phwat was that?"

"Casey," says he, "you're fired."

January, 1934

LONG NEEDED INVENTION SWEEPS COUNTRY

A BUSINESS IN THE PIONEER STAGE, AS NEW AS AIR CONDITIONING, PAYING PROFITS COMPARABLE TO PROFITS MADE IN EARLY DAYS OF RADIO AND AUTOMOBILES

INSTALLATIONS FROM \$7.50 TO \$150.00 AND UP ON WHICH SALESMAN MAKES \$5.00 TO \$116.70 AND UP.

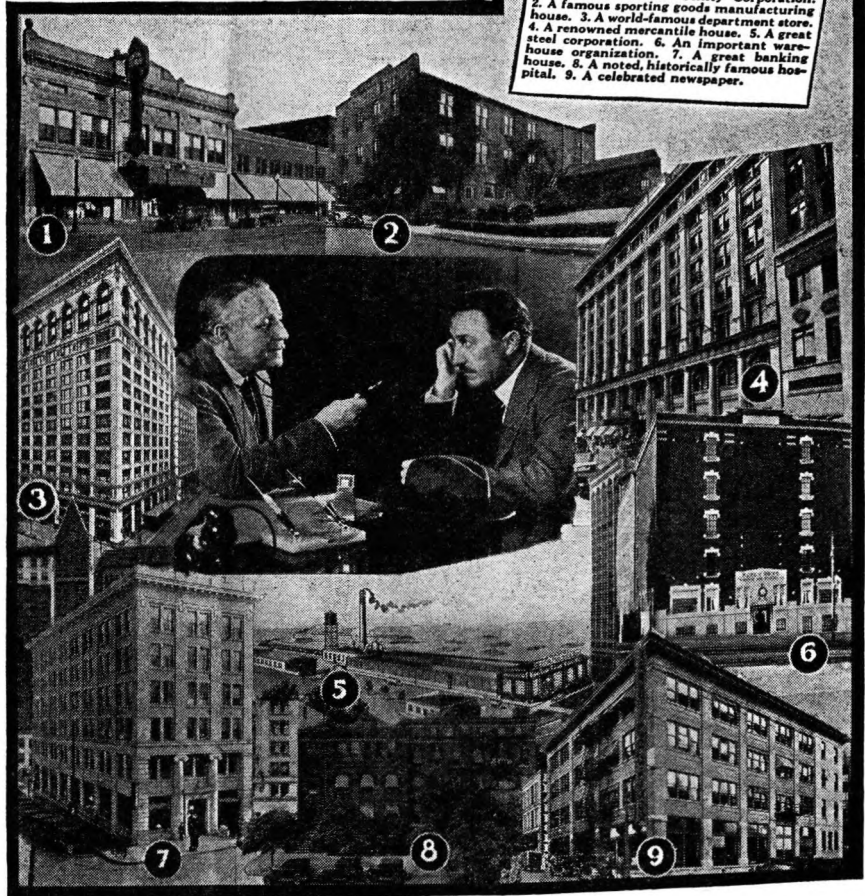
This is a call for men everywhere to handle exclusive agency for one of the most unique business inventions of the past decade. To such men we say, "This is no doubt one of the most revolutionary money making inventions that has ever come to your attention." To those who ask, "Is it some clever new gadget?" we say, emphatically, "NO! This is no knick-knack, no trick filing idea—no new kind of adding machine—not a check protector." Instead, it is an invention needed by the smallest business man as well as the largest corporation and it has already saved countless thousands for the business firms which have adopted it. AND, in so doing, IT HAS PAID THOUSANDS TO THE SALESMEN WHO HAD THE GOOD LUCK TO BE THE FIRST TO SEE OUR NEWSPAPER HELP WANTED ADVERTISEMENTS! Think of it! One of these first men has already made over 1,000 sales—each of these sales paying a profit of \$5 to \$60—truly a fortune in profits on the 1,000 sales! Another's record shows \$151.71 clear in 3 days! Still another's orders give him a profit of \$4,920 in three months! Now we know this is a great success—and now we are out to cover the entire country. Men wanted everywhere. Any man, young or mature, who grasps this opportunity, may duplicate this success. The annual business should run into millions. Roughly, only 1,000 exclusive territories will be available. Any of these should be worth \$3,000 a year, and many \$15,000 to \$20,000. We feel it will be worth while for every man who realizes the importance of this opportunity to telegraph, or rush by fastest mail, the coupon for our proposition.

Saves Thousands of Dollars for Offices, Stores, Factories

What is this remarkable invention? You have to see what it is, read all about it, what it has accomplished, to believe it is possible. This astounding record of accomplishment is reported and verified over the signatures of many of America's finest and most distinguished business houses. Large firms are not the only beneficiaries—small organizations are enjoying tremendous dividends, too. Sanders Ridgeway of Kansas invests \$88.60, saves \$4,707.00 between April 5th and June 29th. Fox Ice and Coal Co., Wisconsin, saves \$3,564.00. Baltimore Sporting Goods Co. saves \$1,600.00 on \$45 installation. L. S. Warner Merc. Co., Texas, saves over \$1,000 on \$15 installation. With these and scores of similar results to display, our representatives interest every business man, from the very smallest to the very largest. No one can dispute the proof in the photo-copies of actual letters which our men show.

Installed on Free Trial—Sells Itself—Saves Enough to Pay for Itself Before Salesman Returns

Many claim a product that "sells itself," but few actually enable the salesman to make such an offer. We actually enable you to make installations at our risk, let the customer sell himself after the installation is in and working. This does away with the need for high pressure selling—it eliminates the handicap of trying to get money before customer is really convinced. You simply tell what you offer, show proof of success in every line of business and every section of the country. Then install our invention without a dollar down. It starts working at once. In a few short days, the installation has actually produced cash money that is there and available to pay for the deal, with profits above the investment coming in at the same time! You then call back, collect your money. Think of it! Out of every \$75 business you do, nearly \$60 is your own profit! The very smallest you make is \$5.00 on a \$7.50 installation! Nothing is so convincing as our offer to let results speak for themselves without risk to the customer! While others fail to get even a hearing, our men are making sales running into the hundreds. They are getting the attention of the largest firms in the country, and selling to the smallest businesses by the thousands. Business is GOOD, in this line, in small town or big city alike! It's on the boom now. Get in while the business is young!



RECORD SALES

made to leading firms, foremost institutions in America. Examples shown in this photo: 1. One of the offices of a leading Middle West Public Utility Corporation. 2. A famous sporting goods manufacturing house. 3. A world-famous department store. 4. A renowned mercantile house. 5. A great steel corporation. 6. An important warehouse organization. 7. A great banking house. 8. A noted, historically famous hospital. 9. A celebrated newspaper.

Each Installation Leads to Automatic Repeat Sales

No need to go elsewhere, once you have sold every good prospect in town. You may stay where you are and build up a permanent substantial business. Every pleased customer needs "refill" supplies constantly. You make exactly the same commission on these big repeat orders as you do on the original sale. Washington Sanitarium and Hospital writes, "We have already used more than ten installations of the large size so far." H. C. Heath writes, "We have only 13,000 population and I have already sold 76 installations, many of which repeated, and the above order makes 128 units for yours truly." Practically every time you establish a new customer, you increase your permanent income from repeat business. This enables you, on exclusive contract, to build an established, permanent route of customers which can be sold anytime like any other established business.

ABusiness of National Importance

As well as selling thousands of installations to small merchants, professional men, etc., we number the parent companies, branches, or dealers, etc., of world-famed concerns among our customers: Cities Service Oil Co., Great Lakes Fisheries, Inc., National Majestic Radio, Chevrolet, Chrysler, Damascus Steel Products, Public Utilities Consolidated Corporation, Union Gas Corp., Yawman and Erbe Mfg. Co. (world's foremost office equipment firm), Coca-Cola Bottling Co., National Radio, Timken Silent Automatic Co., Central States Petroleum, United Aluminum Corporation, Street Railways Advertising Co., Great American Life Underwriters, National Paper Co., and scores of others nationally known. Universities, newspapers, doctors, etc., buy substantial installations and heavy repeat orders.

Your Customer Takes No Risk

Customer gets signed certificate guaranteeing cash profit on his investment. Very few business men are so foolish as to turn down a proposition guaranteed to pay a profit, with proof from leading concerns that it does pay. Protected by surety bonded national organization.

No Canvassing No Supersalesmanship

We equip you completely, give you the tried and successful selling methods of one of the fastest staffs of high-grade executive-type salesmen in the country. This has made top-notchers out of recruits, made them thousands of dollars. It is a golden opportunity for every man who knows that the fine art of high grade selling pays thousands where ordinary methods pay hundreds.

Communicate with Us at Once If you have not already heard of this invention being sold in your territory, lose no time but get in touch with us immediately. This specialty is as important a business opportunity today as the typewriter, adding machine, and the dictaphone were in their early days. Men who can take the measure of an opportunity will see this instantly. If you can show us you are the right man for exclusive franchise in your territory, your future is assured. Write or wire at once. If writing, use the coupon below for convenience. No obligation. Full information will be sent to you at once.

F. E. ARMSTRONG, Pres.
Dept. 4023-A, Mobile, Ala.

SALESMEN NEEDED EVERYWHERE

YOU RISK NO MONEY

In trying out this business. You have the opportunity to see for yourself before making a final decision. Complete Training furnished. Every man with us today started at scratch, without previous experience many coming out of clerking jobs, many out of small businesses, some out of large concerns. We teach you every angle of the business. We hand you the biggest money-making business of its kind in the country. Can't possibly tell you all in the limited space available here. Mail the coupon now for full information—nothing to risk, everything to gain.

RUSH FOR EXCLUSIVE TERRITORY PROPOSITION

F. E. ARMSTRONG, Pres., Dept. 4023-A, Mobile, Ala.
Without obligation to me, send me full information on your proposition.

Name.....
Street or Route.....
Box No.....
City.....
State.....

The Three

by **ETTA BALDWIN OLDHAM**

I FOUND a man who waited—quiet,
For Opportunity.
Such patience struck me chill with awe
For, oh, sick heart, dull eyes I saw
In that poor man who waited.

Another flitted by who sought
Out Opportunity.
Unstable was his variant flight
A restless firefly in the night—
A waster gone a-seeking.

I came upon another man
Who polished with a sane, firm hand
A precious stone most rare.
Emotion, reason, law he graved
In the rapt interest that had saved
That drab and uncut stone.
And even as I watched I knew
'Twas no rare stone but potter's clay
He molded just as potters do.

Oh, lapidary, potter, what you may—
I saw his work glow neath his touch
Like burnished gold, and, as such,
I realized that this man made
With his own hands,—I saw it wrought—
What the passive one had waited for;
What the zealous one had sought.



The New Year

by GRENVILLE KLEISER

BEGIN the New Year with clear purpose, strong resolve, and supreme faith. Concentrate upon essentials. Put your high ideals into practice and resolve to live nobly every day.

Do your work well. The best reward for good work will be greater work and a larger sphere of usefulness. Rid yourself of everything which in any way retards your best progress. Scrutinize your thought habits, and be alert to every chance for self-improvement. Keep your mind upon a high level of constructive thought, realize the priceless value of time and opportunity, and feel inspired by the truth that success is your birth-right.

Cultivate silence and stillness. You grow your best thoughts in times of solitude and meditation. To continue to grow and accumulate useful ideas, you must have frequent periods of mental and physical relaxation.

Beware the modern tendency to hurry and waste. The time you give to quiet and intelligent meditation will repay you well. Cultivate quietness, poise, and deliberateness. When you are still and receptive you can best hear the voice of God and learn His will.

Among your good resolutions for the New Year you might include these:

Resolved that I will be an intelligent optimist, and look for the best in everyone and in everything.

Resolved that I will daily develop the habit of constructive thinking.

Resolved that I will maintain a high standard of personal conduct at all times.

Resolved that I will always speak well of other people, or keep silent about them.

Resolved that I will cultivate in my daily life the cardinal qualities of courtesy, gratitude, sincerity, generosity, courage, and humility.

Greatness of character implies self-denial and self-sacrifice. As you grow in bigness of spirit you will more readily yield your personal preferences to the wishes of others. The God-like spirit demands that you give freely, generously, rendering helpful service when possible, and seeking constantly to make the world better and happier.

Greatness of life is largely the product of clear purpose and lofty

ambition. When you have made definite choice of a worthy life purpose, there will come to you a wonderful sense of increased power, and many influences will set to work for the sole purpose seemingly of helping on your progress. The consciousness at the close of each day that you have made real and substantial advancement towards a great purpose will increase your courage, and still larger possibilities will be revealed to you. In this spirit you will learn that all really worthwhile work must be in harmony with God, and that worthy work always has divine approbation.

Your daily life is made up of desires, choices, judgments, and deeds. These are largely under your personal control, so that in reality you are daily making your own destiny. Nothing can hold you back if you have set your mind and heart wholly and earnestly upon a great life purpose.

THERE is something sublime about the beginning of a New Year. Possibly the past year has been filled with dark misgivings, losses, disappointments, and dominating fears. But the beginning of a New Year, with its promise of unexplored possibilities, should gladden the heart and inspire the soul. It is the time for stronger resolutions; for new courage in face of difficulties; for more diligence in useful labor; for more generous service to less fortunate fellow-pilgrims.

.

Here is a good plan for 1934:

I will start the New Year gladly with a clear and noble aim; I will give unselfish service to enrich another's name.

I will speak a word of courage to a soul enslaved by fear; I will dissipate drab discord with the sunshine of good cheer.

I will be sincere and humble in the work I have to do; I will not indulge in censure, but will praise the best in you.

I will do what I am able to advance a worthy cause; I will strive to lessen evil and obey the laws of right.

I will pray to be guided in the straight and narrow way; I will shun false pride and folly, and I'll live my best each day.



No Mental Hazards!

The Wise and Strong Refute Them

by **DR. RICHARD LYNCH**

TO THE golfer, the word hazard has come to mean any obstruction which impedes his progress in the game, whether it be of water or of sand—in the form of barrier, fence or ditch. It suggests to his mind something to be accomplished—a handicap to be overcome.

But hazards make the game interesting to a skillful player. He knows that if he keeps his vision clear and his hand steady and his attention fixed on his stroke, he can avoid many of the dangers of the hazardous bunkers. He knows, also, that even if he does make a misplay and get into the sand-pit, a few intelligent, level-headed strokes will get him out of trouble and put him back in the running again.

This subject of "Mental Hazards" was suggested by some recently published impressions of one of the world's brilliant golf players—one who has often been a contender but never a champion. He has been called "a champion in chains," and he, himself, has forged the rings of his fetters. He is a congenital brooder, and frets his titles away. He has the skill and the power to drive past or over all obstacles of the links. But his hazards are mental ones. His enemies are imaginary and, like all things which are greatly feared, never fail to come upon him.

One of this man's friends, who is himself a golf champion, relates an incident of the night before an important match in which both were competing. The fearful one had discovered, that afternoon, a large maple tree in the middle of the fairway, and all night he wrestled with his dread of being unable to play around it. His friend, being of an even, philosophical turn of mind, advised him to go to sleep and forget about it. This he couldn't do; all through the hours of darkness he saw the tree, shining out as a bull's-eye for his play. Of course next day the inevitable happened—straight at the tree he drove his ball, striking it fairly in

the middle. Even then he had a winning chance; it was possible to retrieve his bad play by dismissing it from his mind and concentrating on his next shots. However, his mental hazards were too strong. He could not forget his error. The tree loomed ever in his foreground and lost him the match which he could easily have won.

WE ALL have mental hazards—imaginary fears we can't seem to overcome. They have been likened to the cold eye of a cobra—luring and attracting—but leading only to destruction.

Many of us can remember the day of the bicycle and our experiences in learning to ride. So long as we kept our eye on the path ahead all was well, but when our attention wandered to the rock or tree or rough spot at the side, we found ourselves leaving the way of safety and heading directly for the obstacle.

Billiard players have told me that many first class players fear certain parts of the table or positions of the balls as unlucky for them. Their fear so controls the mind that nerves and muscles obey and perform accordingly.

Salesmen have confided to me that they fail frequently through similar hazards of the imagination. Each salesman has a particular type of man he cannot sell. However he may walk around the block to bolster up his courage, or argue with himself over his foolishness, he is still "licked" before he starts, because in his subconscious mind is fixed the mental hazard of failure.

MUSICIANS, public speakers and actors, all have their hazards in various forms of nervousness and stage-fright. Most people could probably plead guilty to a number of seemingly inconsequential superstitions or fears, or influences involving unlucky days, movements of the planets, black cats, spill-

"Those who have given most to the world have been conquerors of obstacles—men who have made of barriers, ladders on which they mounted to success."

ing salt, knocking wood and many others, too numerous to mention. They all come under the head of mental hazards in that they focus attention on the power of outside influences to discourage or to harm us. We can't afford to trifle with even the least of these.

We play the game of life much as the golfer does his tournament; some of us are champions, but most of us are amateurs. So long as we drive the ball of thought straight down the fairway of life all is well with us. But we must give our close attention to the ball. We can raise many mental bogeys for ourselves by conjuring up terrifying visions of sand-pits of disaster such as lack and limitation, unemployment and panic. We can image the hill of struggle against discouragement and disappointment; or see ourselves entangled in the hazardous weeds of doubt and despair; or drown ourselves in the waters of Lethe, where many a ball is lost in oblivion.

We must not cloud our vision with such imaginary hazards. Many years ago a very worthy, wealthy man, reduced to poverty and wretchedness, admitted that the thing he had greatly feared had come upon him. Like Job, we can bring our mental hazards into existence, and fret away our lives with imaginary ills. But the thing for us to do is to dismiss past mistakes and concentrate on our next move.

The strong man enjoys the hill-course, and for him who loses his ball in the miry depths of the water-hazard, there is always a fresh, new one, awaiting his command. Every stroke in the game must be taken into account. We can't afford to waste even one. We must keep our eye "single" to the

goal which lies across the "green" of life.

If we take an interest in the playing of the game, and bend every effort towards winning it; if we clear our minds of the inhibitions of past errors and future hazards; and, above all, if we have an assured confidence in our ability to win, we cannot fail to carry off a cup of championship.

To-day we see the result of the individual mental hazard which became world-wide. It brought us a menacing depression in business, with unemployment and its spectral effects of want and despair among the people who looked ahead to periods of hard times through eyes that could see nothing but suffering and disaster.

Experts of the world, in diagnosing the trouble, offered many reasons: over-production, under-consumption, the crash of the stock market, the tightening-up of the public

pocket-book, lack of credit, and so on. The best opinion advanced was that it is all a state of mind. In our country there was as much money as ever, and as many industries. There had been no loss in population, no pestilence, no famine—the supply was as great as ever. What, then, had happened? We were facing a great mental hazard. The cause of the depression and its consequences was, in fact, a state of mind.

There is a solution to every problem—a true and dependable one. It is to be found in correct thinking. Conditions do not make themselves. They are the effects of causes. Behind them millions of minds are working, many in various states of confusion; few in correct and orderly fashion.

We are witnessing to-day a perfect objective manifestation of mental hazards; an exposition, on a vast

The strong enjoy the hill-course—they keep their eyes single to the goal—

Illustration by Daniel Osher



scale, of wrong individual thinking. The situations here are mere surface conditions. Beneath them are fear, selfishness, greed, panic and confusion. The disorder that seems so real can be corrected only when people have calmed down and have begun to think soberly and constructively. Production rests on a mental basis. Machinery and muscular effort are mind's most obedient servants. If mind does not conceive, nothing does.

Economic reasons are given as the cause. We are said to be victims of the new machine age. We are told that industrial and agricultural situations are in a slump. Banks are overflowing with money, and have even had to cut down the interest on savings deposits in order to accommodate the great volume of money they have to lend; the usual outlet of such accumulated deposits being commercial loans. Millions of people have withdrawn their money from securities and placed it in savings banks, thus depriving industry of its flow of capital.

Those who have given most to the world have been conquerors of obstacles—men who have made of barriers, ladders on which they mounted to success. We can meet mental hazards calmly and courageously if we will, but every time we let our imagination cling around them fearfully, we

are weakening our genius for the game of living. The conquest principle has been implanted in every man. The urge to which he responds is the power he finds in himself. He can direct and drive this power straight and true, if he so desires and wills.

This present situation we are called upon to meet is not the usual, but the unusual. It is an opportunity to put our ingenuity and our resourcefulness to the test. It is a time, above all times, to put our faith in the universal Goodness. It is a time above all others when we must *not* say the country is going to the dogs, and civilization is a failure. It is a time to trust to the spirit within, and start at once on something close at hand which we can do, and do well.

.

In a little booklet called "That Something," the story is told of a man who had come a big cropper in life, and who had, in the depths of his discouragement, seen a great light. He began to obey "that something" within him which called for action. One day he was passing a steamer that was being loaded at one of the docks. Seeing an extra wheelbarrow he took off his coat and vest and started wheeling loads up into the ship. Since no one (Continued on page 61)

My World Vision

By GENIE GRIFFIN DeWOLFE

Men, Look Up! Behold the vision of a world united when
Triumphant is the doctrine of the "Brotherhood of Men."
Not as male or female counted, Jew or Greek—no creed, no caste
But the people of all nations in a family circle, vast!
Scoff not! Doubt not! It is coming, just as day has always dawned:
Through centuries of darkness where divisions dire have spawned—
Barriers have strongly risen; country, color, caste, and creed
Dissolve they must or Progress wipes them out at mankind's need.

Lo, as fire the smelter kindleth, fire to melt the ore from rock,
A prophetic torch is flaming. Shall it burn from human stock
All the dross of selfish purpose, leaving but the gold of love;
Or reveal the "Way of Service" so all searching souls may prove
'Tis a light that's surely breaking through the centuries of night?
It may be a flame to light us—or a brand to burn and blight,
Heat the crucible where nation's sifted in a melting pot
Are fused by fire and fashioned for the universal lot.

So may each of us divining something of the "Master Mind,"
As, through a glass see darkly, what it says that we must find—
Purge our dross by exercising what it gave us of itself,
And by faith that moveth mountains budge the barriers of pelf!
Men, look up! Behold the vision of what's coming unto man
Its dazzling brightness blinds us to the perishing of clan.
Fling ourselves into the vanguard of the march unto that goal
Mankind (by faith or firebrand) merged into a glorious whole!

Woodin, Brisbane, Darrow—

Other Celebrities Describe Life Plans

by ELDORA FIELD

IT WAS Harry Emerson Fosdick, well known pastor of Riverside Church, New York City, who said:

"Happiness remains one of the most elusive objects in the world. . . . Yet there is nothing we think so much about, care so much for, aim so much at, as somehow to be happy."

Planning for happiness—we're all doing that whether we know it or not.

Sure that PSYCHOLOGY readers would be interested to know the personal life plans of a number of notable Americans, the editors, some weeks ago, used the phrase that Noel Coward so brilliantly coined, and asked certain well known persons for their "Design for Living."

That gifted daughter of the great Commoner, William Jennings Bryan, sent her answer from Copenhagen where as the American Minister to Denmark, she already is giving force and significance to her high position.

"Editors of PSYCHOLOGY MAGAZINE," she wrote, "Your letter addressed to me at Cocoanut Grove, Florida, has just been forwarded to Denmark. I know of no better answer to your request for my 'Design for Living' and practicable rules for a happy life than the simple formula which includes belief in God and consideration for one's fellow men."

"I have found refuge from perplexity and discouragement in a conviction that there is a complete pattern of living of which we may see on a confused fragment—a Divine plan of which a human life, lived with courage and generosity, becomes a part."

Yours faithfully,

RUTH BRYAN OWEN,

American Minister to Denmark."

Equally imbued with reverent spirit it was the answer of that beloved songstress, Ernestine Schumann Heink. From Coronado, California, she sent this word:



"When I have my work—singing, teaching, helping the poor, cheering up the U. S. A. soldier boys—then I am grateful to God that I live." She naively adds—and how fine if we could all begin our year with this statement—"I don't hate anything, or anyone."

"Now wait a minute," challenged James Montgomery Flagg, the nationally known artist, who, living right in New York City, got his answer to us quickly. "You know there is no such thing as an approved 'Design for Living'—in spite of Noel Coward."

"From my point of view, we may be on earth, as the occult philosopher has it, because our past lives demand our return to continue our lessons. We cannot prove it. It *sounds* reasonable."

"If there is a design, we are too dumb to see the pattern. . . . We have to work out our lives with the qualities with which we were born."

A little softened by the years, that famous, most kindly of orchestra leaders, Walter Damrosch, tells PSYCHOLOGY readers:

"A 'Design for Living' changes its pattern constantly as the years roll by. My desires as a child differed greatly from those of my early manhood . . . And now I realize that my earlier desires and ideals have changed again."

"Some of them have been modified and others have been expanded. However I realize that it is given to none to paint a perfect life picture."

From his office at Washington, Secretary of the Treasury, William H. Woodin wrote promptly and concisely:

Reading from top to bottom: Adolph S. Ochs, Fannie Hurst, Arthur Brisbane, Anna Roosevelt Dall, H. G. Wells, Amelia Earhart, Clarence Darrow.

"Complying with your request for a 'Design for Living' I would say: 'Never deplete your vitality by worrying over anything you cannot help'."

Also from Washington—from the offices of the National Committee on Federal Legislation for Birth Control, that tireless exponent of a selective race, Margaret Sanger, sent this word:

"I am interested in your request for a 'Design for Living.'"

"Most of us are too busy working, to live fully or consciously. We design our work, perhaps, but seldom do we design our lives."

"I feel that I am a pawn in a great design of human evolution. I love every battle fought, and every defense taken. . . . To fight for this (her cause) is to go through life 'in high.'"

"Believe It or Not!" Ripley (Robert L.) had just returned from abroad when he received the letter from PSYCHOLOGY but he very graciously sent over the following:

"I offer you the Design of the Far Eastern and heathen lands: 'Live each day as though it were your last; and live each day as though it would last forever.'" And he adds, *"There is no better design than that—believe it or not!"*

A little chagrined we were by the crisp note on an Empire State, Inc., letter head. It was from the secretary of former Governor Alfred E. Smith. "The Governor has received so many requests similar to yours," she wrote, "that for his own protection, he has been compelled to refuse them all." So much for fame!

Arthur Brisbane was also reluctant to commit himself on the subject of a "Design for Living" and wrote comparatively volubly to assure us that his time was extremely well filled (we grant that—his writing appearing in 200 newspapers throughout America, influencing millions) but assuring us that he "might write something about your question, perhaps interesting others." We took that to mean that he intends to sometime discuss a "Design for Living" in his own column.

However, he closed with a personal statement after all, for he added:

"My own ideas, at my present age, are not of any importance on that subject."

Modest, but inaccurate in that, Mr. Brisbane! Your rich years (he is now seventy) make your conclusions, weighted with experience, valuable to all.

Marie Dressler, that happy and successful actress, who also has substantial years to her credit wrote briefly but energetically.

"In reply to your letter," she penned in

hand-writing that somehow looks just like her, "I may say that my only 'Design for Living' is to just try to do one good deed a day—and take a chance." Not quite plain to us—the last part of Miss Dressler's statement, but we venture that this big-hearted artiste takes no chance of failing in her "Design for Living," for according to many reports, she follows her own advice.

Theodore Dreiser, novelist, had seen Clarence Darrow's "Design for Living" statement and wrote to PSYCHOLOGY to say that his reply "would differ in no large way from the reply of Clarence Darrow." Darrow had said:

"I have no 'Design for Living.' Life was wished onto me through the emotions of my father and mother. Since that time, I have been struggling to keep alive and satisfy some of the instincts, without any set purpose except to avoid pain and find pleasure."

"Like everyone else, I have had nothing to do with the trend of my life, but unlike most others, I know that I have nothing to say about it, or about the stopping of it."

Rather pessimistic, Mr. Darrow! However, Vice President Garner was more vigorous and evidently quite in the spirit of planning a "Design for Living."

His statement is: *"Practice truthfulness and honesty with a sense of duty to your neighbor and keen interest in all public, civic and national affairs."*

"Plan your life for the greatest possible service to your family and country. Each individual must of necessity spiritualize his own desire, thought, aim and method of trying to bring about his own greatest good and success."

Again, we have a statement from a great novelist, Booth Tarkington who says:

"As to what practicable rules make a happy life, I say—there are no such rules. Happiness is a matter of disposition. There are certain things that can be borne in mind, however; take your work seriously, but never take yourself seriously; and do not take what happens to either yourself or your work seriously." This from the man who has for so long made a tremendous fight against blindness!

Irving S. Cobb was terse and positive. *"I have no rules for living my life except to live it one day at a time—in fact, one hour at a time."* Wise, that Cobb fellow!

Governor Clifford Pinchot of Pennsylvania, although declaring he had been "far too busy to work up anything particular for a 'Design for Living'" added, "However perhaps this will suffice:



LEGATION OF THE
UNITED STATES OF AMERICA

Ruth Bryan Owen



THE SECRETARY OF THE TREASURY
WASHINGTON

W. Wood

Marie Heeler

W. B. B. B.

James M. G. G.

Norman Thomas

Reps

Ernestine Schumann Heintz

Walter D. D.

Margaret Sanger

"Don't worry. Eat what is good for you. Be sure you are right, then let no one stop you. Make allowances for your own state of mind when you are depressed or discouraged. Here are only thirty-three words of advice, but they cover a lot of ground."

Modest indeed was Norman Thomas' reply: "The statement which you want would lie outside of the field in which I profess any expert knowledge," he wrote.

But Adolph S. Ochs, the eminent publisher produced, for conciseness, the gem of all the "Designs for Living." He said:

"What is ill, I'll try to mend, and endure what can't be mended."

During the past year, PSYCHOLOGY has published interviews with numbers of interesting and notable persons and these interviews often included, if not a veritable "Design for Living" sound philosophy, by which to chart one's life course.

Amelia Earhart, famous woman flyer, in the September issue remarked:

"To want in one's heart to do a thing for its own sake; to enjoy doing it; to concentrate all one's energies upon it—that is not only the surest guarantee of success. It also is being true to oneself."

In recent issue, Nikola Tesla, world famous inventor and electrical wizard said:

"The desire that guides me in all I do is the desire to harness the forces of nature in the service of mankind."

President Roosevelt's daughter, Mrs. Curtis Dall, in an interview for PSYCHOLOGY referred to her interest in people:

"I shall never see enough of people," she told me. "I get a thrill out of meeting new persons of all kinds. Almost every new acquaintance constitutes an adventure for me."

... I believe that getting to know individuals from every rank is one of the most fascinating games of life."

George M. Cohan, internationally known actor and comedian said this to a PSYCHOLOGY interviewer:

"We must strive to keep our faith in human nature. Every man is tempted to be a pessimist . . . that is the poorest investment of thought force."

"I am sometimes inclined to think human nature is a poor and mean thing . . . but I have it out with myself and conclude that while this man or that may have made a poor showing, the trouble may have been with myself."

Will Rogers, sunny philosopher that he is, studiously shied away from anything that might be construed as a "Design for Living" but he unconsciously gave away much when he said (of himself) that he never was sick "Because—well, because I'm always so busy (mentally) there just ain't time to waste bein' sick."

H. G. Wells, the English writer, in an interview for PSYCHOLOGY declared "I am an incurable optimist. We never have lived in times so fraught with possibilities . . . Existence impresses me as a perpetual dawn."

But it was our writer, Fannie Hurst, who did not refer to any "Design for Living" yet nevertheless expressed it. "As she (Fannie Hurst) talked," the interviewer said, "the color of her, the motif of her life, its rich vitality, intrigued me . . . her spirit struck me with physical force, the music of her self absorbed me. . ."

After all, perhaps an individual's "Design for Living" cannot well be charted, analyzed. The design shows forth whether we would have it do so or no. Maybe, as Emerson said, what we are speaks forth so loudly that what we say we are is quite unheard.

Fragments of Life

***"The time has come," the Walrus said,
"To talk of many things:
Of shoes and ships and sealing wax,
Of cabbages and kings—"***

THE MEASURE OF A MAN

NOT "How did he die?"
But "How did he live?"
Not "What did he gain?"
But "What did he give?"
These are the units to measure the worth
Of a man as a man, regardless of birth.

THAT CLIMB UP!

PERSONS of intellect, and ambition, crave success. There is something in their innermost being that goads them on to this goal. Attainment of success is somewhat similar to climbing mountains for Columbines.

I've done just that. Scaled the treacherous places on old Pike's Peak, risked, and struggled—up, just to pluck a fragile flower, that withered, almost before my hands had touched it. Still, I had the pleasure of the ascent, the thrill of acquiring what I sought.

It's the strength, and the struggle, back of our efforts, that afford the real happy feeling of success,—not acquiring the bit of sham-flower, Fame. Always remember this—it isn't the flower you pluck at the top, but that grand, glorious, invigorating *climb up!*

Fama Ramona Stickel.

WHO ARE YOU?

WHAT do you believe about yourself? Your life will wither or unfold in accordance with your value of yourself. False beliefs are the road signs on the trail of destruction.

You have more power than many kings. You have more knowledge than many seers. You have more courage than hosts of armies, if you but convince yourself of your rich possessions.

Believe that you are great and you will tend to be great. Cling to the error of your weakness and you will remain weak. Believe in your own powers! Before you stretch the unlimited horizons of achievement that are possible to him who goes

forth armed with an unshakable belief in his own greatness.

That person you believe yourself to be, and the person you are, will some day be the same.

Irene Lois Cowan.

AFTER THE RAIN-DROPS

"INTO each life some rain must fall"—and into mine came torrents. After the death of my child and the desertion of my husband I faced a world of tears and black despair. One needs something to hold to at a time like that. A life line to draw one into safe harbor. I found it. In a beloved hobby belonging to my long ago childhood I built my pathway, day by day, out of my valley of despair.

I can smile now. I can look the world in the face and know that life is good. I have found courage, self control, and faith in the fine things of life. About me are my friends and my busy work-a-day world; behind me my golden memories; while before me stretches the pathway to a hopeful future.

Orlena M. Pinkston.

COURAGE

MY prayers are all so simple—
The words sound much the same,
For never do I mention
A wish for love or fame.

I do not pray for riches
Or lovely gilded wings—
I only ask for courage
To face what each day brings,
Mary A. Kiefer.

"GET GOING"

CHARLES EDISON, son of Thomas Edison, posted recently on the bulletin boards of his plants, fifteen suggestions for economic recovery. They were:

"President Roosevelt has done his part; now you do something.

"Buy something—buy anything, anywhere; paint your kitchen, (Continued on page 58)

Take an Inventory—

Of Your Real Self

by G. ARTHUR GAYER, Ph.D.

WE ALL want things, and we all ask and look for things: we want better health, we want a more lucrative position, we want more business, we want more money, we want more comfort and enjoyment.

But if we actually think for a moment, we find that we have these desires in fits and starts only.

Our minds stray from one thing to another, but we never stay long enough with any one of them to make a real and lasting impression.

There are so many other things to claim our attention and interest: that game of bridge, that theatre party, that late supper and dance, and many other wet and dry diversions too numerous to mention that take our minds off the main issue.

A HUMORIST once said: "If business interferes with pleasure, give up business." That there is more truth than poetry in this saying is proven by millions of human failures.

The fact of the matter in most cases is, we don't know what we want, hence we usually take what we can get, or what is actually thrust upon us.

We don't set our minds on any one thing to the exclusion of all others.

We are like children who want every toy they see—but none of them for long.

The first thing we have to do is to know our minds, to measure ourselves, to take stock of ourselves.

We must take stock of ourselves from every point of view. We must find out where we stand.

No man can live in an atmosphere of doubt or uncertainty about himself—about his own powers and abilities—without being at a serious disadvantage.

The modern man—the man who would make the best of himself—has to master his own house. He has to take stock and know what is there.



of perfect honesty with ourselves.

It is not a small undertaking, this self-investigation and self-analysis, but it has been the all-around salvation of hundreds of thousands of people.

The all important question is, how frank are we going to be? How true to our best selves are we going to be?

It is only through absolute frankness, truth and candor that we get to the secret places of our innermost selves.

A self-analysis of this kind teaches us to look into ourselves, to search into the depths of our own souls, to know ourselves as we really are, to see clearly and in measurable terms just what it is that puts us wrong and holds us back.

We are then no longer vaguely incapacitated. We learn to know ourselves.

KNOWING ourselves as we really are, means picking out the best things that make us individuals and cultivating them to the utmost of our ability.

It is this knowledge that gives meaning and direction to our lives. It teaches us what is holding us down or back.

It may be a subconscious repression of which we have no conscious knowledge.

It may be in the form of timidity or overconfidence.

It may be in the nature of fear, worry, resentment, impatience, lack of faith in self, others, or God.

It may be in the shape of grouchiness, sensitiveness, carelessness, inaccuracy, selfishness, laziness, etc.

Whatever our shortcomings may be, let us be honest enough, brave enough, to admit them—let us have the pluck and persistence to overcome them.

Not a single individual can claim perfection. All of us have some faults or weaknesses that we want to get rid of.

Maeterlinck says: "None but yourself shall you meet on the highway of fate."

At the bottom of all we are or ever will be

What is really required is a season

is our eternal self. At the root of every thought we entertain, every desire we cherish, every emotion we feel, every word we speak, and every act we perform, lives our immortal self.

The varying conditions and circumstances of life may sometimes force us to take steps

Here is the essence of modern psychology: Everything (within human possibility) comes true if you desire hard enough, if you study hard enough, believe hard enough and work hard enough.

and to do things which are foreign to our real nature, but underneath such divergencies lives and moves the everlasting I AM.

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No one can take our place. No one else can do what we can do. No one else can go where we can go alone.

No one else can suffer for us as we suffer for ourselves. No one else can enter into our triumphs as we enter into them.

You may succeed when others do not believe in you, and you may fail when others do believe in you; but whether others believe in you or not, you will never succeed if you do not believe in yourself.

Our highest duty is to ourselves. The difference between failure and success is the difference between a man who knows himself and a man who does not.

Whatever our handicap is, let us examine ourselves sincerely. Let us put aside what others think of us—the pleasant insincerities of daily conversation and intercourse, the outward appearances which so often are sham—and get down to bed-rock truth.

The question may now be asked: "What must I do to come into conscious knowledge of my real self?"

Well, I'll tell you: it is not merely by thinking, wishing or desiring that this can be accomplished.

The search for this pearl of great price must always proceed along the triple line of mind, body and spirit.

The force that impels the three is, first, desire; second, study; third, faith; fourth, effort; fifth, devotion; sixth, consecration; seventh, reward.

Desire to have, to be and to do. Study to know yourself. Faith to believe in your own powers. Effort to work out your own salvation. Devotion to the work in hand. Consecration to the end in view. Reward as a natural consequence.

You have here the essence of modern psychology. Everything (within human possibility) comes true if you desire hard enough, if you study hard enough, believe hard enough and work hard enough.

If we would rise to the full stature of all our powers and possibilities; if we would make the most and best of our lives, it is absolutely necessary for us to know ourselves—to become acquainted with the man or woman we actually are.

Whatever our handicap is, let us examine ourselves sincerely. Let us put aside what others think of us—the pleasant insincerities of daily conversation and intercourse, the outward appearances which are so often sham—and get down to bed-rock truth.

There can be nothing more salutary or more illuminating than to make an inventory of ourselves—a sort of Fall-time mental house cleaning.

When we make an analysis of our own lives we investigate a world which is more important than any country on the face of the globe.

To enable us to understand ourselves, to know our own actual and potential powers, to diagnose our deficiencies and defects, to have full control of all our faculties and capacities, to become masters of our entire lives—this should be our supreme purpose.

Psychology recognizes the study of the self as the most important of all studies.

What we need to-day is supermen and superwomen. This is the supreme need of the 20th century.

The question I want to propound to the many readers of PSYCHOLOGY Magazine is: "Does your life control you, or do you control it?"

What is your answer?

All your successes or failures, your triumphs or defeats, your strength or weakness, your well-being or ill-being, your happiness or misery, are contained in your "yes" or "no" to this question.

You may succeed when others do not believe in you.

You may fail when others DO believe in you. But NEVER will you succeed if you do not believe in yourself.

A \$100 Home—

*The Whole Family Built It**

by ARTHUR WOOD CHAPMAN

"All hell's broke loose in town, Sally! Gosh! I'm glad we got out while the going was good!"

Alfred Bates threw another stick of wood on the fire, dusted his clothes with his hands and backed up to the ruddy hearth. The two-by-four shack exuded well-being and the racy smell of fried rabbit. Sally Bates drew a pan of biscuits from the oven at the far end of the room and set it gingerly on the table.

"You don't say, Al! What did they do?"

Roland and Louise looked up wide-eyed from their lessons and exclaimed in unison: "What'd they do, Dad?"

Al rubbed the hot backs of his legs and stepped farther from the fire in evident enjoyment of the effect of his announcement. "I'll bet Ted Allison is laughing out of the other corner of his mouth right now—said I didn't know any better than to try to make-out in the sticks! He's sitting in the dark tonight, minus food and water. Don't wish him any hard luck, of course, but I'd laugh to see our proud friend come crawling out here one of these rainy Thursdays."

"What did they do?" repeated Sally patiently.

Al teetered forward on his toes, grinning owlishly. "Oh, nothing—nothing at all! I hate an I-told-you-so, but they've thrown so much mud at my prophecies, and this enterprise, that I can't help but laugh—"

"Stop it, Al! Tell us!"

"Well, if you must know, that crazy army of the unemployed, as they call themselves, went on a rampage today when there wasn't enough chow to go 'round at the commissaries. They crashed a lot of stores and warehouses, touched off a little dynamite under the city water conduit, and just for good measure, put the electric plant on the

fritz. Aside from that everything's hotstotsy—it is to laugh!"

"I don't see anything so excruciatingly funny about that," protested Sally. "What'll they do when there's no more stores to rob?"

"That's it, exactly. The dealers will cancel their out-of-town orders, and then there won't be any more places to raid. The police? They were ridiculous! You know, Sally, it never occurred to me before that our police force is based on the assumption that less than a tenth of one per cent of the people is law-breaking. When only a tenth of our fellow citizens takes the law into its hands that's about one hundred times as many as the police force can handle. The cops are driving around town with machine guns, but there's nothing to shoot at—everybody's well fed. Our worthy corporation councilmen are scared stiff. Well, they asked for it. Hi, ho, hum. I suppose the militia have arrived by now." Al's out-stretched arms contacted a two-by-four rafter; he grabbed it and chinned himself exultantly.

"Al! For heaven sakes! You're shaking dust all over the table!"

Eight months before, Al had "seen the handwriting on the wall" as he expressed it, after two ten-per-cent cuts and the institution of the three day week at his office.

"S no use playing ostrich, Sally. This town's steering smack into revolution; and when it breaks I want to be on the outside looking in. We can buy a tract of land—five dollars down and five a month—not very far out, throw up a shack, stick in a garden and sit tight until civilization returns—if ever."

Sally had protested, but Al, as usual, had gone right ahead. Eventually, when she discovered the number of "really nice people" clearing land and building little homes in what had been (Continued on page 59)

**The author says: "This is the true account of what one man 'did about it'. You will note it is no pipe dream of making a fortune on a shoestring and an acre. This man developed his place while still working part time. He used his head on his back-to-the-land enterprise. Thousands are getting by with something of this kind on the West Coast."*

Are You On the Waiting List?

by WALTER WHITELEY HUBBARD

PROCRASTINATION is not only the thief of time; it can be charged with grand larceny as far as many other things are concerned.

Our hopes can be thwarted, our enthusiasm dulled, our ambitions scotched and our energies dissipated by procrastination. It is the slow poison of the individual and of industry.

Are you on the waiting list?

One of the curses of our present day American life is the waiting list.

"We haven't anything in mind for you just now," the ambitious and talented young man or young woman is told, "but we'll put your name on the list and if anything turns up we'll be glad to let you know."

As a consequence of that repetition, youth, formerly so hopeful, now says:

"No good of going down town today; things aren't shaping up; I've got to wait until conditions take a turn for the better."

The business man, on the eve of a new year, consoles his staff and his associates with this hackneyed phrase:

"Wait until after New Year's; things will pick up." And he follows that one later with this epic:

"Just before the Easter season things ought to pick up; we'll hold back until then," and the "sister ship" of that is one about waiting until *after* the Easter season.

From then on it is simply a case of chronological order,—waiting until summer for business to pick up and waiting for summer to end so that conditions will get better; waiting until after Labor Day for things to get better and then waiting until after election; waiting until the late Fall season and then waiting for the Christmas season to bring real prosperity and a return to the good times we once enjoyed.

Ability is money. Money is what money can do. This is the only scientific definition of money. Now what can money do?

It can do whatever any group of people (national or otherwise) agree that it shall do. Whatever a group of people will agree to use as a basis of exchange among themselves is money.

Money is ability, but the value of any given money or ability is fixed by agreement. When agreement between persons about the value of money is changed, the money changes. When agreements are delayed by waiting, the values of money or ability are necessarily subject to the disrupting of outside conditions which should not normally affect the situation.

There is, right now, a group of business men in this country who waited until we went off the gold standard; another group is awaiting our return to the gold standard. Certain sections of the country felt that everything would be rosy if the administration should decide upon inflation or deflation, as the case may be.

Another large group is waiting for a definite decision for permanently pegging the value of the gold dollar or the adoption of a silver standard.

Manufacturers await the "effects" of the N. R. A. codes, the settlement of strikes, new tariff laws, and a thousand and one other things which offer them an excuse or an alibi for procrastination.

Whether these reasons for delays are legitimate or not does not affect the issue. As a nation we take too literally the old saw which says:

"They also serve who stand and wait."

Napoleon, when cautioned that certain circumstances might prevent the successful completion of his plans, replied at once:

"Circumstances! I make circumstances!"

Are you, Mr. Business Man, letting yourself stand in the waiting line of indecision and procrastination? Are you permitting national and local advertising and sales campaigns to wait upon events which are either accidental or evolutionary and over which you haven't the remotest control?

Not to decide is to decide not to!

With the new year we have a golden opportunity to really be the master of our own fate, the captain of our soul. All we need to do is to avail ourselves of that divine spark called courage which is within all of us,—plan our work and then work our plan.

And,—stay off the waiting list!

Why You Are Misunderstood

-As an Executive

by O. G. VAN CAMPEN

THERE are four distinct types of executives—four types which I believe you will readily recognize.

First, let us take the egoistic individual. Dominated, as he is by the will to power, he demonstrates and abuses that power. He forces you to recognize throughout every minute of the business day that he is the "boss."

He runs a one-man organization. Nothing is done properly unless it is done his way. Your intelligence, your ability count for nothing. You are forced to be little more than an automaton. This type of executive is the bully, the commander. If you work for such a man, you are under a strain. The end of the day finds you literally fagged out and often discouraged.

It is very difficult for the egoistic executive to realize how he hampers the efficiency of his subordinates.

Our second type we shall call, in contrast to the egoist, the timid or fearful type of executive—the man who is always trying to play safe. You find him hesitating and vacillating.

He is unwilling to make decisions. When he sits in a conference, he waits to hear what the other fellows have to say before he expresses his opinion. He is suspicious and continually on guard, ever ready to protect himself, even at the expense of those with whom he works. If by chance, you make a suggestion for the improvement of the department, you know very well that by hook or crook, he will take the credit.

The timid executive lacks initiative and is continually dependent upon the advice of his superiors. No real development ever takes place under his supervision because he is afraid to do creative thinking or creative work. Whatever talent he may possess remains buried deep within him.

The third type of executive is the emotional man—the one who is governed, not by thought, but by his feelings. It is difficult

to get along with such a person. He is your friend today and your enemy tomorrow. He carries the worries and the disturbances of his home into the office and the troubles of the office into his home. Whenever some clerk makes a serious error, he broods over it and cannot be approached for a day or two.

Governed by his likes and dislikes, he is quick to show prejudice toward some and undue favoritism toward others. In fact, he is apt to be very unjust when called upon to settle a dispute.

The fourth type of executive is the man who generalizes, and this type may display traits of any or all of the other three.

I refer to the man who thinks in broad generalities, who has one method for handling all people, one way to meet all situations. He settles all disputes with one general decision. Details bore him, and he laughs openly at

the idea of investigating the circumstances which surround each situation. His thinking is shallow and his errors many. His department has many loose ends. His subordinates actually "get away with murder." He does not know how to deputize his work, and there is much overlapping, confusion and wasted energy. Management to such an executive is never an art. It is simply a job.

The egoistic executive must learn that he is paid more for his ability to work through others than for what he himself can do. He must instil self-confidence, initiative and personal responsibility in each individual in his department.

The timid and fearful executive must learn how to meet life on the offensive. He must develop courage, even to make mistakes. He must realize that, while he may conceal his shortcomings for a time, in the end he will be found out. Bluffing is futile, and he must play the game of business on what he actually *(Continued on page 64)*



"Can a Man Love Two Women?"

Contest Winner, George W. Rawlings

OTHER CONTEST LETTERS

In a recent issue, a story, "Can a Wife Understand?" included an arresting situation which brought forth the question, "Can a Man Love Two Women?"

The editors of PSYCHOLOGY asked readers to give opinions in letters under 350 words, offering a first prize of \$20. The letter of George W. Rawlings, Verona, New Jersey, has seemed most fitted for the prize, but of the several hundred answers received, many were of such high standard that the final decision was far from easy.

UNLESS this question implies the possibility of a man loving two women simultaneously with that special kind of love which is called sexual, I am not interested. Assuming this to be the question, I believe that no unequivocal answer can be given.

In psychological theory, a man can love two women or even ten women; he may find in this woman an assuagement of one need and in that woman an assuagement of another need. But we live in a civilized era and psychology must always be checked by social fact.

Now the social fact is that sexual love is only the beginning of a progressively strong bond that grows into a sympathy and friendship between husband and wife. Facing life together, helping each other to bear the burden, sharing the anxieties of making a permanent home—all these are elements that tend to make a husband love just this one woman who has been his good pal over the years.

In the ordinary successful marriage, love becomes friendship and a keen sense of comradeship is slowly but surely developed between husband and wife. This bond of sympathy is something higher and stronger than the mere fugitive temptations that come to every husband from time to time. Such a tempted husband may stray once or twice, but he will never dignify by the name of love the associations into which he stumbles.

So my vote goes *against* the man in your article.

He is not an ordinary man, nor is his wife

an ordinary woman. Not even the second woman is of the usual type. Such a case might conceivably happen, just as a calf might be born with five legs. But most calves are born with four legs, and most men love their wives as friends that are worth the having.

George W. Rawlings,

Verona, N. J.

I HAVE been a student of abstract psychology for six years. From even this comparatively short glance at the brain of man, with its quirks and idiosyncrasies, my conclusions do not coincide with those of your author.

Since the dawn of humanity, when man lost his tail in the scramble down out of the treetops, he has ever practised the tendency to conceal his weaknesses, with either bravado, bluster, or rationalization.

He has outgrown, more or less, the first two, but the latter he has always kept by him, for it is an effective defense—rationalization—and serves not only to excuse his deficiencies, but to justify them!

It would be absurd to deny that man, with his complex higher thought processes, can feel sincere affection for more than one person or thing. He can be attracted by any number of books, horses, or paintings, or by any number of men and women.

He might even LOVE two women at the same time, were it not for one thing—Racial Custom. If your author is of Anglo-Saxon origin, he has a racial memory (of which he is unaware, but whose influence guides him every day) that will not PERMIT him to love two women simultaneously.

Monogamy is a part of his racial heritage. So, also, is the subsequent tendency of loyalty to one mate, and a long cultivated ideal for what we know prosaically as sanctity of the home. From the influence of these he cannot escape. They are not opinions—they are CUSTOM. Do you doubt man's inability to flee from custom? Try then, clothing yourself in baby's garments and walking up Broadway. Thus is man bound securely by custom as to his mental reactions.

In view of these facts, I contend that your author loves NEITHER his wife nor his "lady." He is rationalizing—adhering to a physical law by which even his small cousin, the amoeba, governs its life—the law of least resistance. His one self shuns a break with the partner of fifteen years, but yet his other self is unwilling to give up what attracts him in the "other woman."

C. E. Van Wald,
1005 Summit No., Seattle, Wash.

YES, a man can love two women sincerely, deeply, and at the same time. But—and this is the point—only if one woman fails to return his love, in its completeness.

Let us illustrate:

A particular couple gives the impression of perfect unity; yet under the surface there is for the man an emotional need so galling, because it remains unfilled, that bit by bit, not only the husband's affection for the wife is undermined, but worse still, his own in-

cannot but reproach herself, and that bitterly.

Husbands, if you have such wives, be a little kind. Spare them the details of your new-found alliance!

Cynthia Seemore,
Box 2, Andover, Mass.

IS IT possible for a man to love two women? Candidly, that depends upon the meaning of the term "Love." As I gather the meaning of love as given by, "A Husband," he mistakes like for love and vice versa. Love and like are synonymous yet there is a difference of meaning. Apparently he *likes* both women for what each has given. One has brought inspiration and success, the other a more or less happy home. To answer his question correctly, one must know what he really means by love. In other words what is love?

Love, success and happiness go hand in hand. Without letting one or the other out

The letters of C. E. Van Wald, Cynthia Seemore, Charbo A. Vileta, Edith Bell, Frank Irving Allebaugh, Stanford Kingsley Claunch, Marie Shepard Yost, and F. E. Peters deserve honorable mention and are published. At a later issue, others of these excellent letters will appear.

dispensable self-respect. He argues:

"If my love-making means nothing to the one woman I really love, something awful must be the matter with me!"

Thus he finds that he must prove to himself he is a perfectly normal man. So he goes in search, perhaps quite unconsciously, of a woman who can give him what he so sorely needs. And at last he finds her.

This woman, however, does not offer the valuable gifts that he receives at the hands of his wife. For, whether there be children or not, the wife represents all that has gone to the building of his home with its security, daily comfort, social approval.

One actress, then, complements the other in the unfolding drama of his life, and the once harassed man gains from these two persons what more fortunate men find in a single woman—the requital of his complete love. No wonder he does not desire "freedom": he has found freedom! And later, when passion wanes, he will still have his home.

Does the wife understand? Of course she does. She has long recognized her husband's plight, and loving him, is relieved that he has found peace. But since she knows that it is her lack that caused his suffering, she

of the program the so-called structure sooner or later will crumble to ruin. My understanding of love, success and happiness is as follows:

Love is that feeling toward sweetheart and wife that makes for companionship and compatibility, through which mutual benefit is gotten by way of the physical and mental planes.

Apparently "A Husband" loves the woman who has given him a more or less happy home. He likes the second woman for the inspiration she has given him to attain financial success. To me the second woman is but a passing fancy. It is not really possible to love two women at one and the same time.

Charbo A. Vileta,
3745 Home Ave., Berwyn, Ill.

TO A student of psychology, I don't see how there can be any question about a man's ability to love two women at the same time. The crux of the matter is in understanding love. When we realize that it is an emotion and that it has both a psychical and a physical basis, it isn't difficult to believe it can be true.

A prominent psychologist said, "A man loves a woman (Continued on page 55)

Personalities—

Father Charles E. Coughlin, Tobe Collier Davis

by "G.M.K."

ROOSEVELT—or ruin!

It was Father Charles E. Coughlin speaking. As he talked, he paced the floor of his modest, little room in the New York Athletic Club.

Reporters lined the walls and sprawled across the narrow bed. And as they eagerly noted down his every utterance, their eyes were focused on the handsome, stalwart figure of America's radio crusader.

Father Coughlin had just arrived in New York. That evening he was to address a giant gathering in defense of President Roosevelt's monetary policy. And for nearly an hour that afternoon he held me and every other member of the press assembled there—just as he holds his radio audience—by personal charm, a magnetic voice, sincerity and fearlessness.



Charles E. Coughlin

Father Coughlin is a born fighter. He won fame on the football field in his college days. Today he's heart and soul for the "forgotten man."

Repeatedly he has taken up the cudgels for the masses. He is a constant thorn in the side to Morgan and the rest of the gold-dollar capitalists.

"We've cornered all the gold in the world," he declared emphatically the other afternoon. "But what good is it going to do us if our factories are idle, our men and women penniless, our children ragged and unfed?"

"We have the gold, and four-fifths of the world is starving."

He stopped dramatically.

"Never again will there be a great market for American products in Europe. Our future lies to the South and the West. Millions of people in South America and more than 800,000,000 in the Orient are eager to buy our wheat, our cotton, and numerous other staples.

But, because their money is silver, our wheat and our cotton go to waste, and they go hungry and unclothed.

"We've got the gold chips. But they haven't kept prosperity in our pockets. We've got to play with silver if we want to get out of the financial rut we've been wallowing in these last few years.

"And when I say silver," Father Coughlin emphasized this point, "I don't mean the sixteen to one that Bryan championed. I'm for a fair ratio just as is President Roosevelt. Silver is selling for forty-three cents on the

market. It should be monetized at approximately that value."

Father Coughlin has his hand on the public pulse as have few other individuals.

"All over the country," he told me, "I have friends sending me material and facts and information. And all this data is safely filed away for future reference."

THE story of Father Coughlin's rise to fame is one of the epics of this great depression. Seven years ago, he was a rather disconsolate-looking young priest overburdened with money troubles. Bishop Gallagher of Detroit had advanced him a small sum and sent him out to

Royal Oak to start a new parish. But he could find only thirty-two Catholic families in the vicinity and almost no source of revenue. To make matters worse, the Ku Klux Klan was firmly rooted in the district, and Father Coughlin found himself in a hotbed of bigotry. It was a tough job even for a fighting Irishman.

At his wit's end, the young cleric walked into the office of radio station WJR one day on what he thought to be a Quixotic adventure. He knew the manager of the station, Leo Fitzpatrick. He told him that he had been "thinking about broadcasting a sermon."

Apparently the idea wasn't so Quixotic as it had seemed to the timid young priest. At any rate Fitzpatrick listened sympathetically and consented to try out the idea.

Before long Father Coughlin was on the air. And his first radio sermon brought him eight enthusiastic letters.

"I was very much elated with those letters," he always says when recalling his radio debut, "and I sat down and answered every one of them in longhand."

Today that would be quite impossible. For the former "gloomy cleric of Royal Oak," as he used to call himself, receives a daily fan mail of well above 10,000 letters.

THE obscure parish priest of seven years ago is now a figure of national importance, with a radio following of 30,000,000 persons. He is heard every Sunday over an independent radio chain of twenty-seven stations, his radio time costs \$14,000 an hour. And last year he mailed out 2,500,000 copies of his discourses.

"What do you consider the secret of your phenomenal success?" I asked Father Coughlin when I had a chance to squeeze in a few personal questions after the general interview.

"Being human," he replied, "intensely human. I have always taken great pains to express myself in the language of the people. You have to be simple to win the confidence of the public. You must deal with something vital to the life of the people, and it must be positive."

"Adversity also has had a great deal to do with what you term my 'success and fame'—which to me has been simply service. I believe now, as I did in my days of obscurity, that adversity, as well as necessity, is very often the reason for action."

Service is the keynote of Father Coughlin's life. From his modest little home in the suburbs of Detroit, he holds out a helping hand to everyone. Nobody's trouble is too insignificant for his sympathy and aid.

Illustrated by Leonard Kissel

When I asked him how he could afford to spend so much time helping just plain folks with their everyday trials and tribulations, he came back with a sharp retort that I know he would love to instill in the Wall Street bankers and industrial profiteers.

"People who try to make money their prime motive generally fail," he said. "Those who make service their ideal, generally succeed."

FATHER COUGHLIN'S political and economic beliefs are based squarely on fundamental Christianity.

"I am trying to make religion practical," he says. "I am endeavoring to apply Christian principles to a tremendous social problem—after un-Christian principles have failed. Religion has been confined too long within the walls of the church. My notion of the Ten Commandments and the Beatitudes is that *they are short cuts to happiness*. Religion is a livable thing—not an idealistic thing. I am trying to bring it out into the open. If this world were run according to the principles of Christ, we wouldn't have to clamor for a New Deal."

And the most glowing tribute to the universality of Father Coughlin's ideals is the fact that among his warm admirers and supporters he numbers almost as many Protestants and Jews as he does Catholics.

"THERE are only forty perfectly dressed women in the world today."

Tobe Collier Davis, America's first and foremost stylist sat back in her chair the other evening and prepared herself to tell me all about the whys and wherefores of styles and fashions.

"Less than two per cent of our American women are really chic. About fifteen to eighteen per cent are smart. From fifteen to sixty per cent have good taste but are very conservative. Twenty-five per cent have really bad taste."

Tobe, as she is known professionally, had just returned to her office after a full day scouting for styles—just as fresh and full of energy as though she were setting out in the morning.

Tall, dark and slender, she was elegant in a black gown of extreme simplicity. Her voice and manner were calm and subdued. Her whole appearance radiated poise and surety. She laughed softly in answer to my question.

"Well," came her *(Continued on page 49)*

"Voice of Experience"

-in Council

with One of the Editors

LAST month I took a letter which had come in from one of our readers to the "Voice of Experience" for answer and analysis.

His reply to that letter was printed in our last issue. This month almost every mail brings letters to me with the request to "please ask the 'Voice of Experience' to analyze my problem." I picked out three of the first of these letters to arrive and took them personally to the "V. of E." a few days ago. Handing him the first one of these chosen letters, I said:

"Now here is an odd letter, and although I know that you are used to receiving almost every conceivable kind of confession, I imagine that even *you* will find this somewhat difficult."

Here is a transcription of the letter:

"Dear Editor of PSYCHOLOGY:

I don't know whether you have heard of a situation similar to mine. I never did, and I simply would die of shame if any of my friends were to learn of this.

The facts are these: I have been married since last October and though my husband is charming in manner and the soul of kindness and consideration, he never has made any attempt to take up married relations with me.

I have known very little about married life, but this situation certainly seems all wrong. I am completely dumbfounded at his peculiar attitude.

I have no one to whom I can tell this and I feel miserably unhappy, really desperate. I would run away from him but I have no money. I can think of only one thing to do and that is to kill myself.

In case it is possible, I should like for you to get the opinion of the 'Voice of Experience' in this matter.

An Unkissed Bride."

"After saying as you did that you feel that I would find this unusual," remarked the "Voice of Experience," "I imagine it will surprise you somewhat to know that I have come across hundreds of similar cases during the twenty-five years that I have been engaged in the study of the emotional side of life.

"In my opinion this girl's letter is just one more argument in favor of a universal educa-

tional campaign in sex matters for which I have pled as a definite part of the educational program of all young men and young women as they approach maturity, for the purpose of preparing them for normalcy in the physical side of married life.

"There are usually one of two basic reasons for such a condition as this: First, complete ignorance on the part of the male about any phase of sex expression. A condition such as this could not exist among savages or animals because they are guided in the expression of their biological nature by their instincts, while we civilized creatures have lost our instincts almost completely through replacing them by the exercise of choice.

"The second cause, which is far more prevalent, is either physical or psychic impotence on the part of the male. Only those who are actively engaged in genito-urinary work have any conception of the legion of cases of impotence found among young men. This impotence is sometimes of a physical and congenital character, but more frequently is of psychic origin. In the latter case these young fellows will get married without realizing that they are physically unfit for wedlock, and the moment that they find that there is not a normal response on their part, their pride forbids their discussing the matter frankly with the wife. And that same pride, in most cases, stands as a barrier between them and the advice that they so much need from a physician or a psychiatrist.

"**I**N my opinion this girl is the victim of her husband's pride, and unless there is some pathological condition organic and deep-seated, in all probability there is a feasible avenue of escape from this onerous situation. Marriage is a partnership, and discussion of such a basic condition as this should not be avoided because of mock modesty. If I were advising this young woman, I should tell her without hesitancy either to persuade her husband to seek the advice of a trained psychiatrist or to have the matter taken up with her family physician and have him to show the young husband the necessity for seeking aid if he expects to keep his home intact.

"If she loves the young man, her suggestion about running away would not solve the problem because, while she might run away from his personal presence, she could not shake off her memories. Her second alternative, her taking of her own life, is even more foolish. Neither will solve the problem but rather will create graver problems for her instead. Seeking the advice of a trained psychiatrist is the only real solution."

THE questions in the next letter I discussed with the "Voice of Experience" seemed rather trivial and unimportant. I remarked this but added, "I imagine there may be a deeper psychological strain in this question than appears on the surface."

"The young lady says she has been severely criticized by friends because she is demonstrative. She has a very dear friend—in fact, they are engaged—and many times, she says, that often unconsciously, she expresses her affection for him by patting his face or laying her arms across his shoulder, or even kissing his arm."

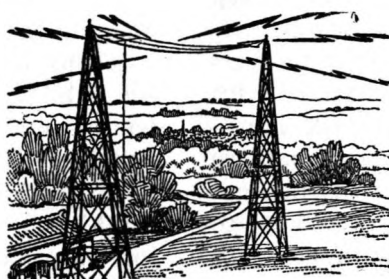
"Certain friends, she says, insist that these impulsive gestures on her part, give an erroneous impression. In fact, ugly things have been said about this tendency of hers, some of which she scarcely understands and all of which she thinks quite undeserved."

"These friends have told her that her 'bold' displays of emotion are likely to prove a boomerang later on. The girl remarks that she believes these friends are making mountains of mole hills. Nevertheless, their attitude has worried her."

"Would you consider such actions as I have just described as evidence of boldness on her part?"

"That all depends upon what the young man's attitude has been toward her prior to these demonstrations of hers," the "Voice of Experience" answered. "If he has given her reason by his actions to believe that he is deeply in love with her (and evidently he has because you say that they are engaged to be married) then certainly there is nothing either bold or unladylike about any of the gestures to which you have referred."

"In my opinion," he continued, "it is not unladylike for a girl to show a genuine affection for a very dear friend, as in this case, provided that she uses discretion in the methods chosen for expressing this affection in her actions."



"You see every girl is inherently capable of two types of affection—one a mother love the other the natural love of a sweetheart or a wife."

THIS girl suggests that her expression of affection takes the form of patting the young man's face or other little caresses, which is typical motherly expression rather than the expression of a love of a sweetheart for her lover. I do not mean to imply that this girl does not feel a normal affection for him—she very probably does—but hers is a young expression and still is tinged with the habits formed by her when she was showing affection to her dolls. Some people call this 'puppy love,' but may I say in deference to our youths that I have seen many cases that have been diagnosed as a puppy love that have been sincere, genuine and lasting?

"Little expressions like patting the young man's face or kissing his arm or laying an arm across his shoulders in my opinion are not expressions of boldness but rather of endearment. The average male would not construe them as an exemplification of forwardness provided that he had already shown by his actions an affection toward the girl."

"However, if these expressions on the part of the girl antedate any outward manifestation by the young man of his regard for the girl, there is no question but what the actions would be misjudged. If this friendship terminates in marriage, the fact that these forms of expression had been used by the girl by no means could be construed as causes for peregrinations with other women after marriage."

"But," I interrupted, "isn't it true that a man likes to do the courting, and loses interest if the girl shows too much response?"

"Of course there are some men that want to do all of the courting, and want the girl to act as though she had no initiative of her own and was to him just as clay in the hands of a potter. But these fellows are scarce as compared to the men who find their wooing most pleasant and most successful when there is a very definite reciprocal response to their overtures."

THE one thing that I see in this letter as you give me the details is that friends of hers are accusing her of being too demonstrative, which would indicate, my editor friend, that there has been some public display or exchange of emotions between these two. That I do not like to see.

"To me the expression of love (Continued on page 49)

The Man Who Wins!

Today is Your Day

by **ELBERTA WILSON**

TODAY is the day of the confident man—the man who knows that within himself lies all the elements of success. Environment cannot hold him down. He soon outgrows it. He is master wherever he is.

Confidence, like every other attribute of the human mind, can be cultivated, and one of the greatest helps in the development of confidence is the association with some one who appreciates our efforts—someone who is especially interested in us.

Many a man or woman is a failure because of a belief in inferiority which had been implanted in his mind when he was a child. Parents do not seem to realize how easily a child's mind is impressed, especially by one they love. They often make strenuous efforts to give their children a good education hoping to make life easier for them than they, themselves, have found it. But to a great extent, they neutralize their good efforts by constant, discouraging suggestions. Their intentions are all right and they think they are preventing the child from becoming conceited. But in killing conceit, they kill that confidence which is afterwards absolutely necessary to the child in attaining success.

If you lack confidence and have realized the necessity of acquiring it, practice on the everyday affairs of life. Learn to express yourself in a clear forceful manner. Do not concern yourself too much about what others think about you. The chances are they will take you pretty much at your own estimate of yourself. Until you have done something which merits attention, they will not be especially interested in your affairs—they will not give you more than an occasional, casual thought.

MOST cases of self-consciousness are merely a one-man idea anyhow—your own. Keep your mind alert and away from your own personality—you will find the best way to overcome timidity is to keep your mind filled with something of more universal interest than—self. Remember, we receive just what we are, not what we want. If returns are not satisfactory you will not have far to go to find the cause—it is right inside of yourself.

The confident man is an efficient man and therefore, a successful one. He looks, acts and impresses everyone with his ability to do things just a little better than others have done them. He usually succeeds in making everyone believe in his worth. This, in itself, is a great factor in his success—their faith is added to his own.

Better rashness and so-called mistakes than cowardice and lack of enterprise. Many men pride themselves upon their conservativeness, not realizing that, in many instances, this is an obstacle to their success—that while they are carefully weighing the proposition, a more confident man has gone ahead and picked the "plums" relying upon something, intangible but more reliable than mere reason. "You cannot" is the prohibition from without—the slogan of the timid man—"I can" is the assurance from within.

ENTHUSIASM is necessary in developing confidence. What counts largely with others is the belief which a man holds that what he is doing is of importance, and his desire to do it well. Nothing great is ever accomplished without enthusiasm. Even unpleasant tasks take on a new aspect and are more quickly and easily done, if one works up an enthusiasm for them. If you are forced to work at uncongenial employment, make friends with your "job" and it will make friends with you.

Too many people are at "outs" with their occupation. There are no mistakes in Cosmic Law and you are right where you belong and you will stay there until you burst your bonds through having outgrown them. No matter how menial a task may be, if it is honest, it can never disgrace a man. Many a man disgraces his "job" by his attitude and his slipshod way of doing it. Disgrace is not in the "job," it is in you. Any work well done is an honor to the one who does it.

Science is proving, beyond question, that in the mind of everyone there are unplumbed depths—undiscovered sources of will-power, confidence, courage and creative ability that often require a great need to arouse. Can anything be more interesting, or of more importance, than to (Continued on page 53)

Psychology In Review

Gleanings From New Idea Fields

by **MARIAN MONTAGUE**

HE CHANGED SEX

OUT in Oakland, California, a young woman is gradually turning into a man.

When we read about her illness a short time ago, we wondered at the freakishness of nature and pitied the afflicted one.

That a person might purposely set about to change his sex would seem well-nigh incredible to us.

But it has been done. And the fantastic record of the metamorphosis is revealed for the first time in a fascinating book, "Man Into Woman," edited by Niels Hoyer.

A young Danish painter, who was happily married, the story goes—and it is vouched for by some of the leading medical authorities of Europe—once attended a masquerade dressed as a woman.

The disguise was so successful that he later resorted to similar dress purely for the amusement of his friends. In fun, one of them dubbed him "Lili."

Before long he began to feel that "Lili" was a real person who shared his body with his male self, "Andreas." As this thought grew, a conflict developed between the two personalities. And "Lili" became the dominant one.

Andreas was desperate. Here he was, feeling and thinking as a woman, while physically he remained a man. Unless his male self could be made to give place entirely to "Lili," he determined to destroy himself. It is bad enough to live in the same room with another person never having a moment to one's self. To have two individuals in one body—well, you can probably imagine how awful it must have been.

On the verge of madness, Andreas scoured the continent in search of a doctor who could and would help him. When he was forty, he found one—a famous German specialist—who consented to take the risk.

In great detail, the book tells how the physical change from male to female was effected, and how the man, Andreas, was lost in the process.

The change was so pronounced and com-

plete that the Danish authorities issued the painter a new passport as a *female* in the name of Lili Elbe. And the King of Denmark declared the painter's marriage null and void.

A weird triangle this—with the "other woman" looming up within the very body of the husband!

KEEP YOUR FEET HAPPY

START with your feet if you would attain true happiness and beauty!

This is the newest slogan of medical science and psychology.

When your feet are unhappy, your entire outlook is cramped and miserable. You lose your sunny disposition. You let your tongue run wild. You spoil life for all about you. And if you have a husband, the poor man is deserving of sympathy.

There is nothing like tired, burning feet to set your nerves on edge and etch deep furrows in your face.

Indeed, facial beauty is so dependent on healthy feet that one exclusive salon in New York City precedes its *facials* with massage of the pedal extremities.

"By working first on the feet," they will tell you there, "the entire circulation is stirred up. And this, more than anything else, is important for beauty."

Our feet may be a long way from the brain. But there's an express highway connecting the two. And it doesn't take us long to learn when someone has trampled on our toes. The same is true of pinching shoes.

"Eighty million Americans, mostly women," says Dr. John Martin Hiss, "suffer from some sort of foot trouble. Seventy-five per cent of our young girls acquire life-long foot troubles almost in their high school days."

Dr. Hiss is an orthopedic surgeon of long experience. For twenty years he has been studying foot troubles from which so large a proportion of civilized humanity suffers. In his files he has the histories of more than 20,000 cases of "foot bedevilment." And he



has just written a very helpful little book, "New Feet For Old," to tell us all about them.

"These histories reveal," he says, "that ninety per cent of foot troubles are directly due to the use of shoes made without reference to the normal structure of the foot or its normal stresses in movement."

Foot troubles, it seems, are confined to civilized humanity. Drop in on some tropic island where the natives have always gone about in their bare feet. And you will have a hard time finding a broken arch or a bunion!

This is because the twenty-six little bones of the foot are allowed to function naturally and freely. Every step these people take is a massage of the foot muscles, an exercise of the joints, a stimulation of the circulation.

They are "foot loose and fancy free."

And that is just what the modern foot specialist has in view for all of us—if we will only be sensible. And we'll soon have to be, whether we like it or not. For the styles are tending that way.

"Shoes made with scientific attention to the normal structure and stress of the foot," declares another well known authority, "are as trim and smart as any well-dressed woman could desire."

And I might add that low heels are popular now, even for evening wear.

BEAUTY AND EFFICIENCY

"BEAUTY is an absolute necessity today," says America's priestess of pulchritude, Mme. Helena Rubinstein. "It has never before been so important for a woman to appear young and charming. An attractive, well-groomed appearance is the corner-stone of contemporary life."

Several times a year Mme. Rubinstein scours the world in quest of hidden beauty secrets. And every time she returns to New York, she is brimful of new ideas. Recently she conducted a survey of the largest employment agencies and personnel bureaus in this country. Her findings were startling, indeed.

Nine out of ten employers, she discovered, make specific demands as to the appearance of women they want to employ.

Seventy-five per cent of the employment agencies lay more emphasis on physical features, such as clear complexion, bright eyes, lustrous hair, etc., than they do on the smartness of the clothes a woman wears.

The fairly competent woman of physical attractiveness stands a much better chance of getting a position today than does the highly competent woman who is dowdy and sluggish in her appearance.

"Employment specifications, nowadays," the director of one of our largest university employment bureaus told Mme. Rubinstein, "include mental and physical hygiene. In every case where there are two equally qualified candidates the one who is most careful of her appearance gets the job."

"Before the depression," said another personnel director, "efficiency was stressed. To-day efficiency is taken for granted, while good looks and personality are demanded."

"Youth or youthful appearance is the magic key to the better positions today," said still another.

"The girl who lets herself fall down in her personal appearance is licked for the time being. Age need not restrict anyone if she keeps young in looks, viewpoint, and physical culture. She must have faith in herself and refuse to grow old."

The psychological effect of beauty culture is amazing. The woman who is conscious of her clear, healthy skin, sparkling eyes, lustrous hair, and well-groomed hands radiates a bright mental outlook. She has nothing to fear, nothing to be ashamed of, no cause for embarrassment. Her whole thought, therefore, can go toward making a pleasing impression through her personal charm, intelligence and magnetism.

FIND LOVE WITH MUSIC

MUSIC brings happiness!

Find yourself a musical mate if you would know wedded bliss!

This is the advice of Mona Zucca, the noted American woman composer and pianist. And she ought to know.

At the age of eight she played with the New York Philharmonic Orchestra under Walter Damrosch. Today she attributes her professional success and marital happiness to the mental stimulation and balance that music has given her.

"There is something in music," Mme. Zucca says, "which gives one a happier, more soothing and enduring outlook on life. Often it is just that certain something necessary to prevent a break-up of family ties."

"If every young girl were made to study music and retained her interest in it after marriage, our divorce rate would soon take a tumble."



Your Glands Dictate!

They Decide Your Life Plans

by **HERMAN H. RUBIN, M.D.***

WHILE physiology owes a great debt to chemistry in unfathoming some of the mysteries of our organic functions, it was the physiologist himself who persistently asked the question: "What governs these chemical processes—where is the guiding hand?" It was in this search, which has extended over twenty years and occupied the attention of the foremost physiologists and biologists in the world, that the endocrines and their functions have been discovered.

It was observed that when certain heretofore neglected little capsules or glands were removed from the body marked chemical and structural changes took place. For example, removal or atrophy or injury to one of these glands, called the thyroid, caused retarded mental and physical development, various metabolic disorders, and sometimes death. Naturally, science came to the conclusion that this gland furnished some substance to the blood that exercised an action on the chemistry of the body.

So, today we know that the chemical control of the body is the physiological action of the *glands of internal secretion—the ductless glands—or endocrines.*

THE ENDOCRINES

THE Endocrine glands (or as they are sometimes called, the ductless glands, or glands of internal secretion) are the thyroid, parathyroid, adrenal, pituitary, pancreas and the interstitial or sex glands, called the gonads. There are also the thymus and the pineal—active primarily in childhood or adolescence, not usually active after puberty.

The body contains many glands which may be divided into (a) the glands of external secretion, such as salivary, sweat and similar glands, and (b) the glands of internal secretion—the endocrines. These latter glands possess no ducts—hence were first called ductless glands. These glands form within their cells specific chemical substances which pass directly or indirectly into the blood stream, thus forming the active

material of their secretion—known as hormones. This secretion remains within the body, circulating with the blood, whereas that of external secretion glands (like the salivary) passes by way of ducts to the exterior of the body and is excreted. The hormones from the endocrines are conveyed by the blood to the body organs where they control the chemical processes.

Some of the ductless glands serve a double purpose, in that they also excrete externally. These are the pancreas and the gonads. However, we are concerned only with the internal secretions—the hormones sent into the blood stream to regulate the body chemistry.

An individual is what he is, solely because of his glands. Should one of the several master glands atrophy or hypertrophy and there is a complete change in appearance, in capacity, in potentiality. Obesity or emaciation, assymetry of feature and form, certain phases of mental derangement, insanity, senility, dotage, death—these and many others, and all the intermediate manifestations commonly termed loss of beauty, of vitality, are the direct and inescapable results of the undeveloped or deteriorated endocrines.

THYROID FUNCTION

THE thyroid is the controller of the metabolism of energy in the human body. It is located in the neck, where it is so easily discernable in the swollen form known as goitre. The thyroid is one of the glands indispensable to life. Mild but chronic ailments are caused by sluggish functioning, such as the slow obesity of many people after middle life. When decidedly abnormal it may cause with its atrophy or destruction, a definite mental and physical retardation. The thyroid is a direct index of man's useable energy, since it furnishes the "go ahead" that characterizes all healthy, happy life. The thyroid is the controller of the speed of living.

Also the thyroid helps prepare waste matter for elimination, failing in which these

waste products tend to accumulate in the system and produce auto-intoxication and depression.

The thyroid and the gonads (sex glands) are very closely and sympathetically related. With decline or destruction of the gonads, the thyroid withers or swells, the speed producer ceases to call upon the great chemical laboratories, for more and more fuel—for more and more steam with which to enable the body to indulge in the happiness of normal living. The alert become the slow, heavy and stupid.

PITUITARY FUNCTION

IN THE base of the skull, just back of the root of the nose, and protected by nature with safeguards, is the pituitary gland. There is a posterior (back) and an anterior (front) portion of the gland. Removal of the pituitary gland brings immediate death.

From the anterior portion of the gland a secretion passes directly into the blood stream—from the posterior, a fluid called pituitrin joins the spinal fluid that bathes the nervous system. Pituitrin is a complex substance. With a subnormal supply the body heat falls off to the danger point, somnolence, loss of hair, dull mentality, fatty degeneration, and sometimes epilepsy, may result. The pituitary gland has a wide range of known duties to perform. Some of its blessings are good blood pressure, healthy sex tone, initiative, zest for study, work, sustained interest in occupation and the endurance of youth.

With a healthy pituitary balance the skeleton is strong and firm, and remains so in the aged, with bones that show no tendency toward brittleness. The nerves maintain a steady tension, the sensory faculties of sight, sound and smell are enjoyed to the very end of ripe old age.

The thyroid and the pituitary both control body growth. The thyroid bears more directly on the outer coverings of the body, the skin, the skin glands, the color of skin and hair—hence the external appearance; while the pituitary governs nutrition of the framework of the body, the teeth, the skeleton, tendons and muscles by which the skeleton is operated.

While the thyroid makes available the supply of crude energy by speeding up cellular processes, the pituitary is responsible for the transformation, expenditure and conversion of that energy into healthful, youthful vitality.

ADRENAL FUNCTION

LIKE the pituitary, each adrenal gland is double, both in structure and in function. These glands lie just beneath the small of the back, astride the kidneys, where they are supplied with an inordinately large blood stream. Their tremendous importance in the body economy accounts for their being so favored.

The color of the skin is an adrenal function. Clear, rosy color is an index of good functioning; dark, sallow color and deep lines are the result of imperfect adrenal hormone action. With the well-known tubercular adrenal gland the skin becomes very dark and is popularly known as Addison's disease.

The necessity and importance of the adrenal may best be realized by the result of its functioning. Add adrenalin to the blood and instantly a remarkable transformation takes place. There is a tremendous tensing of the nervous system; nerve cells become more sensitive to stimuli, the great reservoirs of blood, the liver and the spleen (reservoirs containing one-fourth of all the blood) pour forth billions of red cor-

puscles into the blood stream, the heart beats more strongly, the eye sees more clearly, the ear hears more distinctly, the breathing becomes accelerated, the temperature rises, the fatigued muscle regains its tone and strength, the brain becomes alert and clear—in fact, all physical and mental processes speed up to an astonishing extent.

What causes this extraordinary transformation in the soul of living man is now an open book. The adrenal is the gland of combat or fight. During the long evolutionary rise to power of the human race the adrenals were man's bulwark in the survival of the fittest. The supreme emergency power for fight or flight was and is furnished by this inconspicuous little organ, long passed over by the physiologist as a mere fatty growth of the kidney.

Many strange and wonderful effects upon the secondary sex characteristics, such as the pitch of the voice, hair on the face, other hair distribution, feminine masculinity and masculine effeminacy are directly traced to the adrenal medulla.

Neurasthenia—the popular diagnosis for listlessness and apparent nervous deficiency—nervous prostration—the temporary breakdown due to over-demand on the emergency supply of energy—are in fact solely an expression (Continued on page 54)



I Am at Sea—

Help Me!

by "AN AVERAGE YOUNG MAN"

THIS is an appeal to you and you and you.

An appeal for enlightenment—for guidance. As a representative member of this bewildered generation I raise my voice in supplication—to whomever he may be who will answer—in a plea for the solution of this apparently insoluble problem of living.

Let him who can reply—let him show me the true principles by which I may live: the real meaning and significance of this life of mine. For I state it as no less than the literal truth that unless my problem be solved—and I think that it is in many respects the problem of my generation—my mind will

od of my life, based my scheme of living on the following principles, which I now find to be of improbable validity and to constitute no certain foundation upon which to base my life:

(1) *Success.* Like everyone else, I suppose, I was brought up with the idea that in the conduct of my life I should subordinate all things to and direct my entire energy and interest towards the attainment of "success." The line of activity I should choose was regarded as being comparatively unimportant, success for its own sake being the ideal, whether as a meat packer or an art

Here is a bona fide plea for advice and helpful information from an intelligent but bewildered young American. Psychology will be glad to have its readers answer this "Average Young Man" and will publish the best of the replies.

lose itself in the very chaos and confusion of its own creating.

Let me give you the facts. As a client to his lawyer, I will give you all the circumstances of my case, so that you will be in a position to advise.

I am twenty-four years of age, a university graduate, now engaged in the practice of law. I am from a good family, am reasonably intelligent, and have up to the present time led a normal and average life. My one out-of-the-ordinary characteristic is that I am of a very impressionable nature, and my attitude towards life has therefore been peculiarly subject to the intellectual influences of my time.

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My problem is this: that being unable to find any meaning or purpose to life—or even, indeed, any stable and certain principles upon which I can rely as truth—I find myself in the position of not only not knowing what to do with my life, but even being in a state of blank and bewildered ignorance as to what rules and conventions I should accept in order to regulate my moral and social conduct.

Specifically, I have, up to the recent peri-

critic. It was on this understanding, therefore, that I chose to go in for law. A "career" in this profession offered, I thought, the maximum of honour and glory possible for me, since my nature suited me for it.

The struggle for success has, therefore, always been the characteristic feature of my life; it has, as it were, been the foundation for my framework of living. But now I am beginning to question the validity of my ideas in this matter: I am beginning to doubt.

Surely success is of no value unless its attainment results in happiness? Surely it is not a good in itself any more than food is useful unless it is eaten? The question being put in this way the answer to it is sufficiently obvious, but I nevertheless find it as a fact, and I think that my attitude in this matter is typical of my generation, that I have been seeking success as a miser hoarding gold, for its own sake. Will the attainment of success, then, make me happy? I look to my experience:

SUCH success as I have already achieved in life (and in most things which I have undertaken I have been successful) has

brought me no happiness. To illustrate: I have already, for my years, made something of a name for myself in law, yet while this circumstance gives me *pride* and a certain satisfaction with myself, my life is not made happy by reason of it. And because this is so, the very success which I have attained tends to make me unhappy, as affording evidence of the utter futility of all things. I lament with the prophet that "... all, all, is vanity."

When I was at the university I succeeded in obtaining the transitory distinction of being the heavy-weight boxing champion of the institution, and although, having set out to attain this end I would have been miserable if I had failed to achieve it, nevertheless its attainment did not give me any substantial happiness. There was a momentary elation, and a more enduring pride, but my life was not made happy, even for the time being.

In effect, I now find myself seeking to be successful in the things which I undertake not because the attainment of success will make me happy, but because I will be miserable if I fail. In this respect, therefore, life constitutes for me not the search for happiness, but merely the avoidance of unhappiness.

There seems to be something wrong here: I am convinced of it. But must I then believe that the acquisition of honour and glory is a futile and empty achievement? If this is the case, the very foundation of my life is swept away.

(2) *Love*. I used to believe, with the poet, that:—

"The night has a thousand eyes, and the day but one,
Yet the light of the whole world dies when day is done.
The mind has a thousand eyes, and the heart but one,
Yet the light of a whole life dies when love is done."

Success, I thought, provided the aim and purpose of life—love gave it meaning and significance. My attitude had always been that some day the "right girl" would come along—we would fall in love with each other and get married—and then more or less

live happily ever after. Marriage I regarded as a stable and enduring relationship, effective in increasing the happiness element in the general tone of life.

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But now my friends and acquaintances are getting married, and because they are my contemporaries I am able to see and understand their reactions. Hardly any of them are happy. Many of them, with a revealing fervour underlying their avowed humour, advise me to stay single. Indeed, marriage now appears to be not only not a comfortable and happy arrangement—but not even a permanent one. Divorces seem to-day to be almost as inevitable an incident of marriage as children.

Have I then any reason to suppose that my marriage will be more successful than the average? Must I believe that love is a mere will-o-the-wisp of uncontrollable fancy? Is marriage therefore an institution effective only in promoting wretchedness? These questions I am not able to answer. Perhaps I am afraid to do so.

(3) *Religion*. I am not an atheist, but I take no credit for this. I feel that it is in desperation that I believe that there must be some divine force or mind directing and controlling our lives. I am a Christian in the sense that I believe in the validity of Christ's philosophy of neighborliness and charity, but in many other respects I disagree with the Christian tenets. For example, I do not believe that the weak are blessed—I believe in fact that they lead accursed lives. Christianity is to me no more than a system of philosophy which is not in all respects valid.

The Oxford Group movement repels me with its emotionalism, and with respect to other religions, I find that Buddhism involves the negation of life, and being therefore in opposition to human nature, there can not be, through it, any fulfillment of my being, so I am unable to accept it. Confucius offers me nothing except a collection of moral rules.

Religion is essentially concerned with the after-life; it offers no certain principles by which we may live fully and harmoniously in this life, nor does it even explain the significance of life. (Continued on page 64)

"Surely success is of no value unless its attainment results in happiness Surely it is not a good in itself any more than food is good or useful unless it is eaten Is my generation seeking success as a miser hoards gold—for its own sake?"

In the Psychologist's Office

Actual Cases Discussed

by CONSULTING PSYCHOLOGISTS

DOCTORS who lend themselves to the problems of youth are learning more and more the important role that sex plays in life. Sex, however, means a different thing to the doctor than to the average man. To the doctor the sexual instinct is a powerful one, capable of manifesting itself as love, tenderness, jealousy, hate. These are the overtones of the instinct we commonly associate with propagation of species, and they are a potent factor in personal relationships.

It is no wonder, then, that medical men strive to direct the sexual components into healthy channels! This instinct, rightly used, can make our life richer and fuller. On the other hand, it can wreak havoc if improperly directed.

Not so long ago a young man was sent to me with the explanation that he had apparently struck a snag in his development. He was a college student, twenty years old, for whom a brilliant future had been predicted because of his intellectual capacities. A year and a half before coming to me his mother had died, but the young man did not let this loss seriously affect his studies. A year later, his father, aged fifty, married a young girl of twenty-four. Since that time Harold had been unable to study, ate and slept poorly, looked bad, and was generally run-down.

It was not hard to find out the trouble, for Harold was eager to talk to someone whom he could trust. What had happened was that he had fallen in love with his youthful mother-in-law, and she was occupying his thoughts most of the time.

The natural result was that his usually excellent efforts were ineffectual because of a lack of sustained attention, and he had erected an artificial barrier against his father. However, Harold had concealed his feelings from both parents.

The way out was to face the issue. Prevailed upon to discuss frankly with his parents what had come up, Harold relieved his own inner tension and lay the foundation for a new relationship. The meeting took place at my office. It was agreed that it would be better for Harold to go to a college out of the city for a time. New faces and new surroundings

would provide new outlets, where his energies could be directed into healthier channels.

Although it is too early to determine the success of this experiment, all indications point to the objective being achieved.

Everybody at one time or another comes upon what appears to be insurmountable obstacles. Often we can solve the problem by stepping out of old habit-paths, building on something new.

Dr. Jacob S. List.

THEY are supposed to come by appointment only. But some lose courage at the last moment and fail to come in; then someone else slips into the allotted time. I give you here the record of one hour from my day:

I. A fine, upstanding grey-haired woman whose innate goodness of heart is masked by a belligerent manner. The chip on her shoulder quivers and threatens to fall off at almost every word she speaks.

But this is not her first visit. Something said in a former talk has "sunk in," and today for a wonder she is receptive instead of over-assertive. We go back into her childhood for the first time. Pictures of father and mother emerge. They are all-important, as her whole life has been over-influenced and distorted by them.

A vital, positive, active child, her "woman pattern" was made, or rather marred, by a whining, stupid, nagging mother, at war with her husband, and forever hurling the accusation at the child, "You are just like your father; you'll both come to no good end."

The father, gifted, charming, irritable, goaded to follies by his wife, was adored by his girl-child. She tried to be a boy; she has tried to be a man; she has married, one after the other, two womanish men. Today we get to the bottom of it all. She faces facts, for she does not lack courage.

She has been an imitation man because she despised her only early example of womanhood and refused to copy it. Then she married "women in trousers," as she feared that a strong man might force her to be a woman. Today, at last, she submits to fate, but not cravenly. She leaves my office saying, "I am a

woman. I am going to think of myself as a woman. But I am going to be a strong woman; be all of the things that my mother failed to be, that I thought no woman could be just because she was a woman. There are such women in the world, though it was not my luck to have one for a mother."

II. A man in his thirties slips into her place. Nothing much the matter with him apparently. Out of a job? No indeed. I see that without asking. Love troubles? Hardly! A bad habit? No obvious traces of maladjustment.

Well, what then? "That is just what I came to find out. Why have I lost all interest in my work, my home, my life? Why do I take every chance to lay off for a day and just do nothing. I'm not sick."

Not sick, but *stale*. No vacation for two years, no refreshing hobby for week ends. His work brings him into daily contact with many persons and he finds he is getting to dislike and to avoid them whenever possible. Yet he is doing all that a community asks of its citizens; earning a living and behaving morally. The world is not dissatisfied with him, but he is dissatisfied with himself; everyone he meets is a living reproach—these others have *found* or *made* life interesting, and he has failed.

It doesn't matter to him that they do not know this; he knows it and is beginning to brood over it. This must seem trivial to one who has not suffered in the same way. But he must find the answer, and find it soon. He is justifying himself to the community but he is not justifying *himself* to *himself*.

I cannot tell him exactly how this will come about, but I send him out to seek that missing interest, among people, books, or things. These hold the secret of his future happiness, so from now on he will find them all interesting, challenging. He is distressed by the lack of a definite program, but I tell him, "if you had a bad habit, you would fight to try to conquer it. You are one of those fortunate unfortunates who has still that surplus energy free for the building of a new good habit instead. Do that, and good luck to you."

III. Next, a woman. Sweet, a little sad, obviously one of the sheltered married group. But there is something very wrong. Does her husband drink or treat her cruelly?

"No," she answered, "I suppose that I am asking too much, but I am miserable because he shuts me out. He does not trust me, and I would die for him, I love him."

I know the type without seeing him—a boy who has never successfully made the revolt from maternal tyranny; one who fears and hates the

dominance of women in his life. Always defensive of his citadel of personality, day and night. A man's man, to whom all women are a menace, and the wife a dangerous necessity. If only he could realize that she is a human being, himself another, I thought all might yet be well with these two fine persons. Later, I was able to talk with him, he is beginning to free himself from the past. Their problem will work out.

IV. A boy in his late teens,—no, a youngster in his twenties, who looks younger than he is. There is a history of physical illness and isolation written for all who may to read, and a look of deeper suffering in the eyes than oen can well bear to see.

The isolation has been more than physical. Normal, not normal, abnormal, runs the tragic tale. A boy robbed by illness of his physical manhood, worshipping virility. A love affair with a stronger lad a few years older, and now shame, fear, and self-disgust.

No one has told him that it is very normal for small lads to love most ardently the boyish heroes a few years their senior. Before puberty and sex intervene, this is perhaps the most idealistic of all loves. But with his delayed growth, physical and emotional, his deprivation of more healthy experiences, this love affair has come to him in his late adolescence, when the teens were passed in point of years, but scarcely entered by his frustrated psyche. No need for him to join the cohort of the damned . . . only to live through, onward, into a belated but probably normal young manhood, which his improved health and his eager idealistic mind demands—and will achieve.

Louise T. Lazell.

LOST MOTHER

At seventeen John was well-built, clear-eyed and wholesome to look at. But he was a thief.

His mother had died when he was about four and his father re-married. The step-Mother, a woman of fine culture wanted to mother him, but he resisted all her efforts, and was finally put in a boarding school.

John had pilfered before leaving home. He continued it in the school. What had been an unfortunate childish tendency was settling into an un-social trait. Unhappy and in-turned, his thefts brought him no lasting satisfatcion and added to his isolation.

The father had a brother-in-law who had established a business in Buenos Aires and lived there in one of the better hotels. The uncle agreed to have the boy sent out to him.

In spite of the new interest lavished upon him. (Continued on page 66)



You Are Hypnotized—

Every Day

by **KERRY E. A. WOOD**

IT IS difficult to discuss hypnotism and have the average citizen realize that it is a beneficial science—one that is used “under cover” by thousands of doctors throughout the country. A science that has its special practitioners in every big clinic in the world.

This reluctance to grasp or admit the real facts about hypnotism as a curative means comes largely from the unpleasant associations that off-color tricks of the weird Science of Suggestion have established in the public mind.

At the word “hypnotism,” many of us conjure up a swift picture of a devilish looking gent clad in a sombre black coat, the owner of piercing eyes and extremely limber fingers. We see him staring fixedly at a gaping subject, the long fingers making dexterous passes in the air, and then the miracle has happened! The poor victim seems to have lost his or her reason, and has become the slave of the merest whim voiced by the “Professor”—whose elaborate bills and the startling claims printed on them enticed you to spend half a dollar on the novelty entertainment ten or twenty years ago.

Perhaps you were even venturesome enough to go on the stage and try to “oppose your will” to the “Professor’s,” and the head-ache that throbbed following the experiment did not give you a very tolerant view of hypnotism and hypnotists. And, too, you may have seen the steel-like stiffness of a little boy’s body, the child’s head resting on the back of one chair and his feet on the back of another, while three heavy men sat astride the slender frame and were amazingly supported.

You couldn’t understand how it was done, but you instinctively felt that it was wrong. And hypnotism was black-marked again—and quite properly, too.

To-day, the time of the stage hypnotist is happily done. Only in the most out-of-the-way towns will you see his bills, and in the cheapest of side-show companies—where, often, the “Professor” is regarded as just another “freak” belonging to the show! In some states there are laws prohibiting the professional practise of hypnotism,

while in others the license fee that these “master men of will power” have to pay is so steep that the poor hypnotists find it much more simple to earn their daily salt by swallowing swords or by digging ditches.

QUACKS RUINED THE WORD

IT is a good thing that the day of the stage hypnotist is past, for these swallowtail-coated “Professors” were intent on making money out of the tricks of a science that has never been understood by a badly bamboozled public.

At this point let it be understood that the science is not known by the name of “hypnotism” in the medical profession. The stage quacks ruined the word. And, too, the meaning of the word comes from the Greek “Hypnos,” which is sleep, and modern methods of using the science do not require the subject to be in a sleep-condition to receive and utilize suggestion.

Hypnotism is merely applied suggestion.

The method of making it work is to align the conscious and the sub-conscious minds of an individual in the same channel, so that the suggestions made by the operator are received as truths by the sub-conscious mind with the sanction of the reasoning conscious mind.

The sub-conscious is a “believing mind”; it cannot reason at all, and any message that is permitted to reach it is accepted as fact, pure and simple. And this large sub-conscious mind—by far the larger of our two minds, by the way—has in its care the control of the body and the state of well-being in the body. That is why it is important that a good physician shall understand the principles of suggestion.

As I have said, the study is not known as “hypnotism” in medical circles. It comes under the heading of “Psychological Therapeutics”—a pleasant little tongue-twister that simply means the science of healing by mental influence. Other names used are “Mental Therapeutics,” “Psychological Healing,” and “Suggestive Therapeutics.” This last word, “Therapeutics” means: “Thera”—healing, and “Peutics”—sick-

ness: "the healing of sickness."

DOCTORS SHOULD HAVE HEALTHFUL MINDS

UNDER the heading of "Psychological Therapeutics," a doctor learns a varied list of things that includes instruction as to the best "bedside manner" to adopt when entering a sickroom, and the proper manner of instilling faith into a patient to aid the process of recovery.

Often a patient is ailing and retarding the normal progress of health by an over-dose of brooding and worry. It is the doctor's duty, then, to give a message of cheer to the patient, and by carefully but casually planted words of healthful suggestion, bring the patient out of his gloomy spirits to a better frame of mind, which re-acts instantly on the sub-conscious body-controlling mind, thus giving the patient a real push in the right direction.

Furthermore, a gloomy doctor can do more harm to the public by being dismal and pessimistic towards patients than a young army of machine-gunners. Doctors who are gloomy are really men who are sick in the mind themselves, and they have no business to be trying to cure other people's sicknesses.

Carrying that thought still farther, you should take pains to prevent Aunt Martha from entering a family sick-room, if Aunt Martha is the grim kind of female who sits by the bed-side with a funeral air upon her and recalls in a despairing way that "poor dear Great Uncle Fred looked just as you look now, my dear, and he died in three days' time, and he suffered terrible on the last day, too, and we were really all glad to see him go and be out of such misery."

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We all come under the influence of suggestion, good or bad, every day of our lives.

Take the field of advertisements alone—we are bombarded on every side by the cleverest propaganda that is insinuating suggestion that we buy a certain make of

car which has more power, pep, and pulchritude than any other, or to coax us to start using a certain brand of tobacco that is cooling and soothing and sweet, and urging us to think of some company's name when we want to buy hosiery that won't grow holes. Legion is the shaving cream company that insists its product softens the beard better than any other cream on the market, while a tooth-paste manufacturer suggests that in the cleansing of teeth you might just as well cure yourself of dangerous infections of the gums at the same time, and for that reason you'd better buy his stuff—which is cheaper than the others, besides.

Magazine ads wallop us with suggestion, clever and subtle and prepared by men who are well schooled in the science. The billboards along the roads and on vacant lots in cities continue the process, and colored lights in our cities announce to thousands and millions new and better suggestions. We are learning, too, that the radio's voice is an even more potent way of getting the public to *believe*, because of the power of suggestion contained in the unctious human voice.

Fortunately, we are kept sane through all this because we have built up a defensive system that reduces the shocks of these continually contradictory suggestions, and we *believe* to the right or to the left, as we individually choose, and competition and the art of changing one's mind is the life of trade.

RECEIVING INADVERTENT SUGGESTION

You must not think that suggestion is always wrapped up in a commercial package.

You can have a chat with a friend and receive more forcible suggestion in a five minute talk than in five hours of radio. Let us suppose that you are a stenographer chatting with your friend Milly, the manicurist, about your day's purchase—a new hat in a delicate shade of mauve. Milly has attended night school and fancies she has an artistic soul, and it distresses (*Continued on page 52*)

There Is a Plan

By ARTHUR WOOD CHAPMAN

There is a Plan. And in the Scheme of Things
There's no injustice—nothing wrought by Chance.
Each act and thought that we've created brings
Its own across Infinity's expanse.

We can not suffer for another's guile.
We can not reap his harvest or his wrong.
But we can burn our thistles with a smile,
And learn of wiser sowing with a song.

From "Prophecy of the Pyramid."

Why They Marry—

A Professional Woman Reveals

by BARBARA KENT*

WHEN I was asked to write on "Why Professional Women Marry" it occurred to me that the article might synonymously be titled "Why Women Marry"—for, believe me, the professional woman, basically, is no different from her sister who toils not, neither does she spin. . . .

Although I do believe she has more of a problem—especially if she makes a problem of it—than her sister with a single purpose in life, nevertheless, there is little cause to conjure up all sorts of imaginary bogies, no reason to insist that the professional and the home life be in constant conflict.

A plan should be carefully laid out, and then adhered to sedulously. There is little sense in working out a plan of life and then going "haywire" just because it is a bit hard starting. If the gears of your car were a bit stiff and the accelerator did not contact the first few minutes, you would not consider these difficulties a signal to abandon the car in the middle of the road to be a permanent menace to those traveling the same road.

There are, of course, three reasons why women, in general, marry. They are not to be allocated in similar proportions—for love, the first of these three—wins possibly fifty per cent of the time. Women always have married for *love*—they will continue to marry—and they will love without marrying. Women are like that.

The second reason why women marry is for *security*. For a "breadwinner" to put it bluntly—or a "cakewinner," better still! (And I am coming back to this second point, presently, for it is the one with which we are most concerned.)

The third is *prestige*. Women want to be presented to a man's friends, able to go about with him, they want "caste."

To determine why the professional woman marries, we must consider these three points in the light of her specific problem.

A professional woman, nine times out of ten, marries for love. She may, it is true, marry a man who is in a position to better her career, but the professional wom-

an is, indeed, more apt to be free of this ulterior motive, because she is, with any degree of success, past the point where economics are vital almost to the point of necessity.

We then arrive at point two—security. The professional woman is secure. She has made herself so. Her financial arrangements are, usually, a matter of individual determination.

She can salt away her entire salary and live upon the income of her husband if she finds him the type of man who prefers the clinging vine type. Or, she may do so if she finds he is the type of man who is the male equivalent of the clinging vine; that is, if her salary becomes the cause of a slowing up of his activities, if he lacks sufficient energy to go out and make his pile simply because there is enough coming in from his wife's diligence to assure them a comfortable income. On the other hand, they can share expenses and each save, individually. I don't know that I thoroughly subscribe to this latter plan. It is so easy to become rugged matrimonial individualists to the point where one becomes more individual and less married.

Point three brings us to *prestige*. This the professional woman needs practically to discount 100%. Her career is her prestige, rather than her sex state. Professional women may and repeatedly have entered into numberless liaisons which have done little, if anything, to their prestige, simply because they were so high in their profession that these irregularities of conduct were condoned because of their artistic superiority, much as one would sanction any subnormality or abnormality of an artist, musician or writer. But to copy this radical procedure is suicidal to the quasi-artist, and I would say that I believe many a career has been the worse for this indifference to society's demands.

It is my contention and conclusion that the professional woman marries oftener for love than the (Continued on page 61)



"Observations"

by FAITH LEWIS

I "SMILIN' THRU"
CALL her "Smilin' Thru."

She sits behind the cashier's window in a large New York City hotel.

She exemplifies the lines of Beecher who said that everyone should carry himself in the world "as an orange tree would if it could walk up and down in the garden, swinging perfume from every little censer it holds up to the air."

She probably never has seen the Optimist's Creed, but she lives up to it!

She suggests health and happiness to every person she meets. She succeeds in making everyone feel that he or she is most important and worthwhile.

Those who wonder why others are popular, and make and hold friends (while *they* so often fail) might well model themselves after "Smilin' Thru."

TAKE STOCK OF YOURSELF

HUCKLEBERRY FINN said: "I don't give a dern for a thing 'thout it's tallable hard to git."

A universal attitude! Listen in on a group of friends. . . .

"That was a tough proposition but I put it over!" . . . "Doc Jones said that operation would lay me up for weeks,—but my will power fooled him!" . . . "Say, I beat John at golf—and he's considered the best in our club!"

These fragments of conversation reveal a keen zest for overcoming obstacles. This spirit is one of humanity's greatest assets. Without it there would be no success. In its last analysis, **SUCCESS IS THE SUM TOTAL OF OBSTACLES OVERCOME.**

The next time YOU feel, according to the world's standards, that you are a *failure*, sanely take stock of yourself. If you have conquered almost insurmountable difficulties; assimilated their lessons; hold no bitterness in your soul because of your struggles; ask only that life permit you to fight again,—**THEN YOU ARE A SUCCESS!**

"WITH BRAINS, SIR!"

ERNEST DIMNET in *The Art of Thinking* says: "Nineteen people in twenty do not think but live like automata." Some time ago I saw a striking example of a non-

thinker. She weighed about 200. She perched, stiffly and precariously, on the edge of a box large enough to comfortably seat little Tom Thumb of nursery-rhyme fame. She and the box were atop her city apartment house. She was fully dressed. One hand held an umbrella. The other busily manipulated a fan. For two hours she endured. Not one ray of sunshine could penetrate her clothing and the umbrella! Yet she would have told any inquirer that she was taking a sunbath!

That is the way some of us try to carry out our plans! We get a smattering of an idea and in our haste to try it out, we forget a vital ingredient. "What do you mix your paints with?" asked a visitor of Opie, the painter. "With brains, sir!" was the artist's reply.

In everything we plan, let's ask ourselves these questions: 1. Do we have a clear-cut idea of what we are attempting? 2. Are we making any progress toward accomplishing our purpose? 3. Are we putting forth every effort of which we are capable? 4. **HAVE WE "MIXED OUR PLANS WITH BRAINS?"**

A MENTAL PANCAKE

TWO girls passed us. The philosopher caught this fragment of their conversation: ". . . always tooting her own horn!" He said to me: "Humph! This 'tooting your own horn' business is not to be condemned altogether. It's a mental pancake."

"A mental pancake?" I queried. "Sounds interesting."

"Well, it's a question with two sides, each of which must be turned over before it's done. I don't believe in 'tooting your own horn' to the other fellow constantly, **BUT TOOT IT GOOD AND STRONG TO YOURSELF!** For instance: you have a really good, sane idea. You try to explain it to someone who doesn't know just how great it is. He says: 'Aw, you're crazy! Forget it!' Should you agree and give up faith in yourself and your plan? **NOT ON YOUR LIFE!** If you go off in the corner, want to eat grub worms and wonder why you were placed on this mundane sphere—**JUST BECAUSE SOMEONE DOESN'T UNDERSTAND THE** (Continued on page 63)

"Psychology Has Helped Me"

by OUR READERS

"I CANNOT BE UNHAPPY NOW"

FOR many years I made use of applied psychology in facing the many problems that beset me—a girl widow with a tiny daughter.

Friends failed me; my church failed me; my health failed me, yet through it all I emerged with an unbroken will to survive and get the best out of life for myself and the child dependent on me.

I left home and friends and established myself alone in a distant state. I fought my way back to health and peace of mind. I reared and educated my daughter under most trying circumstances absolutely without fear or worry or misgivings. When I began the real study of psychology a great light burst upon me and I cried: "Why, that's what I've been doing all these years and never knew it!"

Now, at middle age I find myself free to do the things I have always wanted to do—and doing them successfully. Nothing can make me lonely or unhappy or discouraged. I know that the power to live a full life lies within myself; that one needs only to will and to work with that will to accomplish unbelievable wonders!

A. P.,
Longmont, Colorado.

"ACQUIRED AN INFERIORITY COMPLEX"

I HAD lost my mother at an early age. The only thing left for dad to do, was to place me in an orphanage which I hated because of its monotonous routines, strict rules and regulations.

At six years of age, I was stricken with nephritis. Instead of having the medical care that I should have been getting, I was punished severely for unpleasant, involuntary symptoms which I manifested. Sometimes the punishments were so humiliating that at night I would actually lie awake till dawn, in order to prevent such embarrassments. There were times when I was forced to kneel in the aisle, in the dormitory,

with a sheet on my head, whilst other girls stood there and made a laughing stock of my affliction.

Outings were few, and when there were any I was kept at home, as that was one of the many punishments bestowed on me. My classmates shunned me. It was then that I became abnormally self-conscious. I felt inferior to the rest of the girls as I was little more than a doormat to every one of them. So, all during my preliminary training in the primary grades I had the thought that I wasn't the equal of others.

When I graduated from school, I left the orphanage taking with me my "inferiority complex." I informed dad of my physical condition, and I was immediately taken to a specialist for treatments. He said it was a chronic condition of the kidneys brought on through neglect.

Two years later I was pronounced cured of the disease, but my "inferiority complex" certainly lingered on. I entered a nurses' training school, but my sensitive nature was hardly able to endure the discipline and I was forced to resign.

I attended lectures and psychology was included in many of the lectures. It was then, that I began to read and study along psychological lines. It certainly has aided me, not only in banishing all my fears and the "inferiority complex," but has helped me to apply my talents in a constructive way, and has put me in the way of choosing and pursuing what has proved to be my right vocation.

I hope that this story will suggest to parents and other authorities what harm the lack of knowledge of a child's physical needs, and of child psychology may do.

Eleanor Le Masters,
Freeport, L. I., N. Y.

"NOTHING MYSTERIOUS IN PSYCHOLOGY"

PERHAPS one reason why applied psychology has been regarded with suspicion by those who are (Continued on page 50)

We are glad to publish letters from those who wish to help others by telling what applied psychology means to them. Only initials will be used if requested.

Why Did I Stutter?

Part II

My Experiences and Cure

by **CONRAD F. WEDBERG**

I WONDER how many children are being misunderstood in our schools today?

I wonder how many silent stammerers are classified as dumb, and sent to institutions for correction when they could as well be speaking fluently had their primary teachers been sufficiently trained in speech correction?

My last three years in the grade school were different. My sixth grade teacher was very patient, was cheerful in her work and never pointed out failures in front of the class. She gave me to understand that I was never to be called upon to recite.

I was sent out of the room on an errand and the class was given confidential instruction to sympathize instead of ridicule. They were told that I was the smartest boy in the room but was afraid to stutter because they would laugh. (My brother was the tale-bearer, many thanks.)

I was allowed to do considerable written work and I would recite my spelling to my teacher at noon and after school. For some unknown reason my talking gradually got much better. Before long, I volunteered to recite and was greeted with exaggerated encouragement and no back seat tittering!

BECAME CHEERFUL AND FRIENDLY

BEFORE the year was over I was reciting in turn, reading and talking continuously, with seldom a stutter. I got good grades in my work, became cheerful and friendly and made friends with my former enemies. I even fell in love with a girl at eleven years of age. I was particularly careful not to stutter in her presence, but I often wished that her name had been anything but Helen. I became the best tennis player in the school, was invited into the playground sports and became good natured about my stuttering, regarding it as a joke. And all of this on account of a little psychology!

I enjoyed this interim of improved speech through my four years of high school. I was elected tennis captain and occasionally made short speeches before the student body. I would stutter quite badly at times, when I was excited, but I assumed an indifferent attitude and kept hoping that I would soon outgrow it.

This was not to be my good fortune. I entered college and began to take life quite seriously. I had to work hard to pay my expenses and found little time for play. My impediment kept getting worse. I developed a clever use of synonyms to avoid certain words that I found impossible to pronounce. I became very nervous and moody, introspective and disheartened. I was happy when the World War offered an opportunity to get away from it all.

I quit college in my second year and spent seven months in a training camp. Again my speech improved, I think because of the regular hours of sleep and meals and the required amount of exercise without fatigue. Psychology again played a part when I was put into the leading squad with the tallest men of the company. My speech always seemed to reflect my inner feeling of inferiority or superiority, reacting directly to whichever was holding sway in my mind.

I WAS STUMPED!

FOUR days before the armistice was signed I was called to headquarters to be examined for admittance to an officers' training camp. I was elated and at the same time quite nervous. I walked out on the carpet, saluted the commanding officer, and tried to answer his first question. I was stumped! I stuttered terribly and was sent back to the barracks with a feeling of self-reproach and utter disgust. I was discharged soon after the armistice was signed and went to work. I would not go back to

*Powerful and indispensable as are the emotions in coloring our lives with exaltation, love, excitement, etc., untold havoc can be wrought when they are disturbed . . .
If the emotions are thwarted or inhibited, a conflict MUST take place.*

college and face the humiliation of failure. Further than this my story would be repetition.

I had my moments of hopefulness when my speech seemed to be improving, but this only made the fall harder and the ladder harder to climb when I found myself again at the bottom. A few pertinent facts might be of interest for sake of comparison.

I am strictly left-handed in all but my writing. I kick a football with my left foot and play golf left-handed. I never stuttered when alone. I never stuttered to my dog or saddle horse. I never stuttered when talking in my sleep, according to my wife. I could always sing without trouble. I played in an orchestra, sang in the church choir and have always danced well, which I think disproves the belief that stutterers lack rhythm.

I could always talk best with strangers. My parents were the hardest persons to talk to until I was married and then it was my wife. It seemed that the better I became acquainted with people the more I expected them to overlook my difficulty, or, perhaps I just stuttered because they expected me to. Consonants were of course my worst enemies, particularly p, b, h, t, c, k, l, r and w, and sh and wh.

Certain definite situations brought on my stuttering worse than others. I could go to the telephone and talk as long as I wished if I held the receiver hook down. The moment I released the hook which put me in communication with another person, I was powerless to speak. I dreaded telephone conversations most of all. My speech was always the foremost thought in my mind, sometimes for hours and even days before I expected to use it. At times I would build up such a fear about a certain situation that I would be in a cold sweat, blind and deaf, impervious to anything but my spasmodic attempts to force out the word for which I could find no synonym.

I really expected my stuttering to cease when my tonsils were removed. It was my last thought when I went under the ether and the first disappointment when I awoke.

When I passed the thirty year mark I finally gave up hope of ever out-growing my stuttering. Kind-hearted advice is often given to stutterers to use plain old determination and "don't stutter." This is useless,

because the law of reversed effort enters into the equation and makes talking just so much more difficult. You can well imagine my skepticism when I was told that my life-long affliction was merely in my mind.

HER PERSONAL EXPERIENCE

I AM forever indebted to a very kind woman for a conversation of one hour in which she revealed to me the reason why I stuttered. My knowledge of mental hygiene and psychology was very limited, but the story of this woman's personal experience as a stutterer and later as a fluent speaker, inspired me to search the library shelves for definite evidence that would apply to my particular case. There I found my experiences in childhood and as a stutterer written clearly between the lines.

Were it not for our emotions our lives would be quite drab and uninteresting. Powerful and indispensable as the emotions are in cases of emergency—in coloring our lives with exaltation, love, excitement, pity, even fear and anger in certain circumstances—untold havoc can be wrought when they are disturbed or brought into conflict. When an emotion is ready to act, the purpose of that act is to satisfy; the completion of that emotion brings about satisfaction. If the emotion is thwarted or inhibited by another emotion, the result is annoyance. As adults we have been educated to control our emotions to conform to the demands of society. A child is prone to let the desired emotion have its way, uncontrolled as we so often observe, in shrieks of joy or tears of anger. If the desired emotion is inhibited or interfered with by another emotion a conflict must take place and one emotion must be repressed.

The impression made by this conflict of emotions depends entirely upon the nervous stability of the child. A pre-disposed tendency to nervousness may be inherited, or an unstable nervous system may be developed from influences that come to bear in early infancy. It is in this type of child that a serious reaction takes place when the emotions come into conflict. The emotional conflict is apparently forgotten, but instead it is submerged in the subconscious mind. It is buried alive, so to speak, hidden from consciousness but ready to re-appear in later years. (Continued on page 58)

The concluding account of Mr. Wedberg's experiences as a stammerer, and the true story of his cure will appear in the February issue.

"OUR CORNER"

One of the definitions the dictionary gives for "AMATEUR" is, "One who practices an art for the love of it." Those who wish to express themselves, either in prose or poetry, are invited to contribute to this column. Unused material cannot be returned.

My Life

I live my life for others,
To help the world along.
I live my life for others,
I'm happy all day long.

I live my life for others,
This I do repeat.
Living just to help others
Makes my joy complete.

Richard LeRoy Shoalts,
1221 W. Southern Ave., So. Williams-
port, Pa.

* * *

Think or Sink

When the Storms of Life, o'erwhelm-
ing,
Make the way look black as ink,
Comes the thought, almost compelling,
That we'll just give up and sink:

Then it is, my frightened brother,
We must cast off fear and doubt;
Always, there's some way or other
We can THINK our problems out.

Tho we're in the deepest shadow,
On the heights, or near the brink,
Life gives us this one proviso:

We must either THINK or sink.
Anna Wright,
1226 So. State St., Tacoma, Wash.

* * *

Little Joys

Such happiness there is in things!
The soothing thrill it always brings to
see

A blazing fireplace:
Old-fashioned ones, each brick in place.
A glorious sunset, turned to red;
The woods in fall; to hear the crunch
of

Leaves as we tread
Pensively along to hunt the nuts that
fall.

A home-baked bread, so crispy brown;
The smell of canning all around the
house;

And the sun that streams through win-
dows.

A baby's laugh, its clutch on my fin-
ger.

A puppy's play, silhouette scenes that
linger,

Of a snowy landscape with farm houses
snug;

My colorful soft hooked rug,

The children's laughter and high glee,
All bring a subtle joy to me.

Margaret Morris,
4500 Woodlawn Ave., Chicago, Ill.

* * *

I Built a Palace

I built a palace in the sky
With winding stairs and turrets tall,
And blindly molding futile dreams
Could not perceive that it would fall.

It seemed to stand the test of time,
That is, when all was passing fair.
The blasts of stern reality
Soon left my dream house cold and
bare.

And gazing on this forlorn wreck
Each frill and folly glared at me.
They seemed to say, "I told you so,"
Sneering in their unholy glee.

While shuffling through the scattered
mess,

I found at last one concrete thought;
And quietly laid it away,
One perfect block that I had wrought.

Today it is the corner stone
Of a far simpler creation.
Devoid of thrills and fancy frills,
Born of sober meditation.

A simple place yet loftier,
Untainted by vulgarity.
Expressing to the world just me—
A new and deep sincerity.

Marjorie McClay,
New York, N. Y.

* * *

Open Your Eyes

The hour was late. Homeward
bound, I stood on a down town corner
awaiting a trolley.

Standing there I reviewed in my
mind the past several years of my life,
and a great feeling of bitterness and
self pity engulfed me.

It seemed to me they had been years
of hardship and trial, with no bright
spots to ease the tension.

Someone was passing; a blind man,
tap tapping his way; his cane his only
"sight."

He reached the corner; stopped. Be-
fore I could bring myself out of my
reverie of self pity someone had come
forward, led him across the street.

But I had come to with a shock.
Here was someone infinitely worse off
than myself.

I suddenly realized that I had a
sound, clean body, sturdy limbs and
arms; and best of all—a pair of keen
sound eyes to guide them.

As I boarded the waiting trolley I
could have laughed aloud with joy in
my new found gifts.

Bernard W. Lohbauer,
700 Forest Ave., Elgin, Ill.

Sweet You

There's nothing so free as the great
wide sea;
There's nothing so fine as a needle of
pine;
There's nothing so fleet as a kitten's
nimble feet;
Yet there's nothing so sweet as you!

There's nothing so true as the sky of
blue;
There's nothing so fair as a bird in the
air;
There's nothing so grand as the lovely
white sand;
Yet there's nothing so sweet as you!

There's nothing so pure as a well I'm
sure;
There's nothing so sound as the dear
old ground;
There's nothing so bright as a moonlit
night;
Yet there's nothing so sweet as you!

Edith Williams,
350 W. 57th St., New York, N. Y.

* * *

A Talk With the Woods

Cool, soothing, green of the wood
My heart has heard, it has understood.
I've gone forth and found abundant
life in your hills.

Bubbling streams, livid earth, pulsat-
ing pines.

The glory of the world is in your soul.
The colored lakes lying in your bosom
The stalwart trees stretching forth to-
ward the sky.

Limpid clouds curling up in a bed of
blue loveliness.

You enfold in yourself the happiness
of life, of supreme laughter.

How little are men who fail to see you
And inhale the deepness of your being.
For them, life lacks a certain, full
greatness.

Leroy Hieber,
150 Bay 34th St., Brooklyn, N. Y.

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PARTMENT, Psychology Mag-
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Personalities

(Continued from page 29)

answer, "let's take today's program as an example. It will give you a little idea of how I go about my work. Up at 6:30. An hour with the morning newspapers, for I have to watch the political and economic developments as closely as I do women's clothes. In the office at 8:30. On the streets at 9. All morning shopping, looking, sampling. Luncheon at the Ritz at 1. Back on the streets by 2. All afternoon in the stores. Back to the office at 5:30. An hour of work. Home to dinner at 6:30. To the theatre at 8:30. More looking. To the Casino at midnight. Still more looking. About three A. M. I'll go home to snatch a few hours of sleep for another day."

And so Tobe goes on from day to day in the profession that she herself created.

Fifteen years ago she was a timid little girl in an exclusive New York shop. Timid, but she had ideas, and a keen faculty for observation. One day she found a note from her "boss" on her desk.

"What are women wearing that we haven't in stock?" it read.

"Navy blue georgette frocks without plaits, beads or embroidery, absolutely simple, are being worn by women who go to France and have money and prestige," came the prompt reply.

And with it a new profession was born.

Before long Tobe was hot on the trail of all the smart women of two continents. She went to Sherry's for tea to study what they were wearing for afternoons. She attended the theatre and the opera to watch the trends in evening clothes. She began

to commute between New York and Paris, frequenting all the smart gathering places on both sides of the Atlantic.

It was to describe her work that the word "stylist" was coined by a ship news reporter some dozen years ago.

Today one hundred of the largest department stores from coast to coast rely entirely upon her almost uncanny ability to predict the type of clothes and accessories women will want to wear months before the season opens.

Tobe's secret is anticipation based on sound knowledge. She is as well versed on the current situation in Wall Street as she is on the latest fashions of Park Avenue. With this wealth of varied knowledge as a background, she is pretty sure about sizing up the coming psychological attitude of the buying public.

Long before the last presidential election, she forecast, for 1933, the repeal of the Eighteenth Amendment and the consequent return of the glamor and romance of the Gay Nineties. And here we are, basking in the mellowness of wine, while Mae West leads the big parade to feminine curves, frills and feathers such as would delight the hearts of our grandmothers.

"It's an old, old story, this fashion business," Tobe concluded. "Styles revolve in an unbroken circle. And there's really nothing new under the sun."



New Year Thoughts

by MILETUS GARNER

There is but one time—the present. We cannot measure the so-called past. We cannot measure the so-called future. The present is the only real time. It is instantaneous, continuous.

Today, I am not interested in the things past—gone.

Today, I am not interested in the things anticipatory—future.

Today, I am very much interested in the things that are of the present—now.

Today, I am earnestly seeking to learn things of the very moment worthwhile—to do things in the present of value to myself and to act in the highest for all in the living present.

The whole universe is filled with creative mind beckoning, begging physical action to carry onward and outward and upward to highest development.

"Voice of Experience"

(Continued from page 31)

through physical media is a sacred thing, and I do not care how much young lovers care for each other, I believe that there is greater potentiality for that love to last provided that there is no public display made than if they are continually wearing their feelings on their sleeves and displaying those feelings before disinterested parties."

"I take it for granted, then," I interrupted, "that in your opinion her boldness was not in the expression of regard for her lover, but rather in her making it public."

"You are absolutely right. And my advice to that girl would be to pay no attention to what others may say but to reserve her expression of affection for her fiancé for times when they are alone, and then she will not be coming in for this adverse criticism."

The light of a winter's afternoon sun filtered through the window and fell across the desk of the "Voice of Experience."

He was considering the third letter.

"That one touches upon what seems a very general problem," I remarked.

"The writer looks upon life from a decidedly negative standpoint. She says her unhappiness began in childhood—although she was an only child. 'I was never allowed to do my own thinking or make my own decisions,' she declares."

The "Voice of Experience" was reading the last paragraph which said:

"Father and mother have always been incompatible to me and lately I have become so antagonistic and disgusted that at times I could scream. Although I try hard to think kindly of my mother, I never can go to her

with any of my problems. . . . Some years ago, I had a nervous breakdown and although I recovered from that, I have found myself almost entirely unable to speak to any group of people, becoming extremely nervous and wrought up when it is necessary for me to do so.

"In the light of what I have told you, do you think I am the victim of an inferiority complex?"

(Signed)

"This young lady has written many things between the lines," observed the "Voice of Experience."

"It is not hard for me to understand how absolutely subservient her childhood was to her mother's wishes, nor to realize how lonely that childhood—how abortive to the normal it must have been. To that young lady I would say:

"Born as we all are with an inferiority complex, midgets in a land populated by giants, unable to do the many things that the adults do with impunity, incapable of reasoning out the laws that the adults make that children have to obey without a whimper—I say we are all born with that inferiority complex."

"Now the socializing process which makes us learn to brush elbows with our neighbors to the mutual advantage of all concerned was utterly lacking in your life. You have been largely an

introvert as a result of faulty education and lack of normal socialization. That domestication and the socializing process so essential to bringing about emotional and mental maturity are the very things that wipe out the inferiority complex that we all have as children. Therefore, not having experienced these processes in your life, you have not had the necessary wherewithal to remove the inferiority complex, and in your case it is expressing itself in cynicism, loneliness, and, as you expressed it, a nervous breakdown.

"Certainly I would say that the answer to your question is 'yes'."

(NOTE: The "Voice of Experience" has been kind enough to offer to our Editorial Staff a supply of his little pamphlets on the "Inferiority Complex and How to Overcome it;" and if you will submit your name and address we will be glad to send them to you, or for that matter to anyone else interested in overcoming this terrible handicap.)

Psychology Has Helped Me

(Continued from page 45)

convinced of the spirituality of the human soul, is because it has frequently been exploited and abused in the interest of materialism, to which at times has been added, occultism.

There is nothing at all mysterious about applied psychology. Its teachings are founded on sane, sound, scientific principles, many of which are found in the Bible, and its language is freed from the technical phrases used in academic psychology, thus making its precepts easily understood and helpful to the needs of our everyday life.

As a boy I was termed, "strong willed," but long before I had taken up the study of psychology I had sensed the fact that my imagination was a stronger power than was my will but was unable to assign any logical reason for it.

Psychology has taught me it is our imagination which sees visions and makes our dreams come true. Solomon, in Proverbs 29:18, says, "Where there is no vision, the people perish." Psychology has taught me to use my subconscious mind, and the wonderful, and almost incomprehensible power of Thought. However, this power was recognized centuries ago. Solomon, in Proverbs 23:7, says, "For as he thinketh in his heart, so is he." In ancient Rome, Virgil sang, "They can because they think they can," and Shakespeare has said, "There is nothing either good or bad but thinking makes it so."

The mighty power of thought is now being recognized by practically all advanced thinkers, and when we have trained ourselves to correct thinking; casting aside as unworthy all negative thoughts, then for us life will take on a broader expanse.

C. E. Crone,
416 Clifton Road, Atlanta, Ga.

"I LICKED ANXIETY!"

A FEW years ago a man said to me: "The joy of living rests in yourself." Had I given more consideration to this sentence I would not have had to search blindly for my health.

Instead, I went to the doctors and the consensus of opinion was, "You only have a nervous heart." That was all.

I began to patronize the drug stores. I bought tablets, liquids, everything I could get for my heart. Still I did not find relief.

Four years went by and my nervous heart became worse. The palpitating was unbearable. I began to think of suicide.

One day a friend of mine said to me, "What you need is psychology. Why don't you write a psychologist about your case?" I did. The psychologist encouraged me to fight it out. By following his advice I found a new life.

First, I knew what I had. It was anxiety neurosis. In other words, I was suffering from a pseudo heart disease and complaining of palpitation.

Second, I knew the cause. Four years before I read a pamphlet on the evils of smoking. Emphasis was placed on the diseases the cigarettes caused. I took this most seriously. As I smoked I began to think of how my body was becoming diseased. Not satisfied in knowing this, I read the book over a second time to find out what were the kinds of diseases. Since a chapter was devoted to hearts, I found trouble with my heart. Soon this trouble became palpitation.

Now I learned that in order to get well I had to reeducate my mind. My mind was in a mental rut. My wrong way of thinking had become a bad habit. I had to break this habit and start a new one.

When I found my thoughts going

to my heart I seized a book and read a few pages aloud, louder as my thought went from the book to my heart.

But the idea of carrying a book around all the time was absurd. I started to develop my will power. As do most men, I always disliked to wash dishes. The first day I forced myself to this task. Each day I tackled something which I particularly disliked, forcing myself to finish it.

Then I started to concentrate on things, instead of my heart. By this I mean that when my thoughts went to my heart I would look out of the window and concentrate, for instance, on the beauty of the trees. While walking down the street I concentrated on the varying architecture of the buildings.

In all these cases I practiced auto-suggestion and soon found out the right way to do this. At first I said, "I'm going to forget my heart." By doing this I learned that I was not forgetting, because the more I repeated the words "forget" and "heart" the more they stood out in my mind. I had to forget subconsciously and so I changed it to, "I'm going to think of something else."

While forgetting, I was always in a tense condition. Knowing that this tense condition would start me thinking about my heart again, I decided to learn how to relax. By auto-suggestion and by sitting perfectly still for a time every day I soon overcame this.

With strong determination plus the inspiration of a certain philosopher, "Nothing is impossible. Don't flinch, flounder, fall over, nor fiddle but grapple like a man. A man who wills can go anywhere, and do what he determines to do," I emerged a victor!

Jos. M. Petrowski,
12 Quincy St., Nashua, N. H.

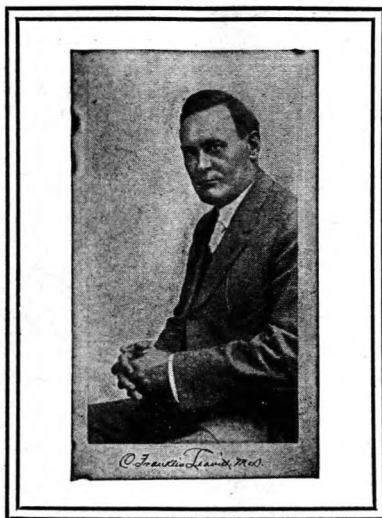
What Can We Do for You?

Conducted by C. Franklin Leavitt, M. D.

Dr. Leavitt has won thousands of friends in the United States and Canada thru the help he has extended them in times of illness and anxiety.

He has the advantage over non-medical psychologists, in that he is a thoroly trained doctor of medicine, with many years of successful experiences.

He has, too, the rare faculty of understanding human nature. He knows the secret, hidden motives that drive people, and in these, he discerns the roots of their diseases and terrors, their disappointments, their failures.



By locating the trouble, and showing people how to remove the disturbing "complexes," Dr. Leavitt is able to guide them into paths that lead to radiant mental and physical health.

In this department, the doctor will continue dealing with the perplexing personal problems that come to him thru direct correspondence.

If you have problems, he can help you, and if you wish to consult him in a very personal way thru correspondence be assured that your confidence will be sacredly guarded. *The Editors.*

QUESTION: H. G. writes:

After reading some of your answers to different readers I wish you would answer my question. I am what doctors call a neurasthenic and they all seem to agree that this is my trouble. Sometimes I am full of ambition and then again I am down in the depths of despair, where everything seems to go wrong. I am full of fear—cannot walk from the house alone, cannot be alone at anytime; afraid to live, afraid to die. I am fifty years old and have a blood pressure of 120. I have dropped in weight from 190 to 160 pounds. Would thank you for any help that you might suggest.

ANSWER:

You have certainly described a true case of neurasthenia. As you have probably been told, your fears, feelings and sensations are ALL unreasonable ones and there is NOTHING serious attached to your condition. The many horrible things you picture will never happen, and this is based on the fact that at least 4,000 cases of Neurasthenia have passed through my hands and I have NEVER known any of their fears to be materialized.

You fear you might faint, that you might lose control of yourself, that you might do something of an embarrassing nature. But you will not. Nor will you go insane, as many think. This state represents a condition where confidence is lacking and where emotions are exaggerated and will power weakened. Your fears are imaginary, but not your feelings. These fears create nerve hypersensitiveness and through the nerves you experience very real and seemingly alarming sensations. Fear is dominating in place of reason.

A cure must come through a reedu-

cation of your subconscious mind out of its thought habits of weakness, and a conscious training which will permit you to view yourself and this situation in a normal way. The trouble primarily starts in the fact that you are naturally sensitive and impressionable and have lacked understanding.

One in such a state is very negative and therefore it usually requires the assistance of another to set him on his feet and remove his fears. I know how unhappy and limited your life has been and you have my deepest sympathy. But there IS a way out. You CAN be cured.

QUESTION: D. E. G. writes:

I have been in a bad way for several years. My trouble began at the time my mother died. This was quite a shock to me as it left me quite alone in the world. Gradually I have become worse until I am now just frightened to death when I view the future. I am very much dependent on my own efforts for support, and I am gradually becoming less and less capable of making a living. I have had several doctors examine me and they have found a number of things wrong from a physical standpoint. I have high blood pressure, have developed a slight rupture and have been losing much weight.

ANSWER:

All of your physical trouble seems a result of a mental state which you developed following your mother's death. It is quite possible that you had leaned on her more than you realized and that she gave you just the mental encouragement and support that you called for in order to meet life. When that was removed a very big adjustment was called for.

High blood pressure can come from emotion and nerve tension. In a case like yours there would be a great deal of nerve tension which interferes with your circulation and causes functional inaction. Nervous indigestion would likely follow, and even hernia may result from this process of inaction which materially affects muscles as well as nerves. Through this action there is developed a hypertension of the blood vessels.

A cure in your case lies in your being able to develop a state of confidence and control, so that your thoughts will be of a stimulating nature and the nerve tension removed.

QUESTION: R. P. S. writes:

I am an expectant mother and I am worrying because this is my first baby and I am a woman of forty years. I have heard so many stories of first babies causing the death of mothers at such an age, that I am just frightened to death. I do not wish to die and just don't know what to do. What is your opinion in this matter?

ANSWER:

My opinion is that there is nothing for you to worry over. There might have been years ago, and I presume what had been told you regarding deaths comes from facts people have gathered from the past.

I suggest that you get in touch with a good physician and at the time of childbirth be under the care of such a physician in a city, if you are not now living there. The up-to-date obstetrician is prepared for such cases. Just ease your mind now and give that baby a chance by getting yourself into a better mental state.

QUESTION: A. G. D. writes:

Are there good instruments on the market to help the hard of hearing? I am very sensitive, and just before a storm I feel nervous and depressed. My age is fifty-seven and I am doing inside work. I catch cold very easily and have dizzy spells more or less.

ANSWER:

There are a number of instruments that will assist you in hearing. Do not buy one until you have tried it, for certain ones are better for certain cases of deafness.

You are in a sensitive, nervous state, and evidently a toxic state, as shown by your symptoms of dizziness, nervousness and taking cold easily. I suggest that you get out each day and walk at least three miles, starting with perhaps a mile, gradually increasing the distance. I suggest that you eat laxative foods, such as fruits, coarse bread, salads, etc. Keep away from meats for a month or two.

You must toughen yourself, build up your vitality, and you will not take cold so easily.

QUESTION: G. R. I. writes:

When I was eighteen years old I had a severe case of pimples and blackheads, which left scars and pits on my face. I am sensitive and self conscious, which has proved a hindrance through life. Since beginning to study psychology, I have been helped tremendously, but recently someone has much disturbed me. This person belongs to the same association I do. He had nicknamed me, on account of the appearance of my face, teases me in company and gatherings. I cannot stand this humiliation any longer. I am on the verge of a nervous breakdown. Life does not seem worth living. Please advise me.

ANSWER:

There are several things you could do in a case like yours, but one of two things I would say you **MUST** do, if you are to get back your confidence and feel like a man. You must either have the power to not let these things bother you, and rise above them, even in the presence of the teas-

ing; or you must have the nerve to watch for a good opportunity and give this "pest" a good licking. He is a coward at heart, just a bully.

I certainly wouldn't let myself go to pieces on account of this one young man. If he sees that you are not bothered by his playful, but painful, remarks, he will soon stop them. You must meet this situation in one way or the other. Which will it be?

QUESTION: P. E. T. writes:

My doctor tells me that I am suffering from diabetes, but not of a type that I need greatly fear. He tells me that there are two forms of this disease and that I am suffering from the milder one. How can a man keep from worrying when he knows he is not right within? Everyone tells me that I am overserious and that I make mountains out of molehills. It's all right for one who hasn't this habit to say—"don't worry," but I am sure I have inherited it, and if I have, then it doesn't seem reasonable that anyone can stop it.

ANSWER:

I agree with you that it is easier to say—"don't worry" than to stop doing it. Nevertheless **IT CAN BE ACCOMPLISHED** through a process of mental training. We do not inherit the worry habit, but we can inherit a sensitive nature which makes easy the development of such a habit. One must try to assume an attitude of indifference toward such things, to convince oneself that worry does not pay, and too, if what you are worrying about does materialize you are not as well prepared, mentally or physically, to meet it if you have depressed yourself by worry. You can't help but see the reasonableness of not worrying, and the unreasonableness of worry.

Here is something that Dr. Walter Langdon Brown of St. Bartholomews Hospital of London has to say on the very subject you have written me about: "When stocks go down in New York diabetes goes up. Scientists are beginning to find the chemical results produced in the body by emotions, par-

ticularly by fear. An especially good chemical producer is the sympathetic nervous system. Under emotion this system works on the thyroid, adrenal or pituitary glands until they in turn raise the level of sugar in the blood. The result may be emotional glycosuria, an excess of glucose in the blood that is characteristic of diabetes." This statement was made before the New York Academy of Medicine.

QUESTION: L. N. C. writes:

My trouble seems simple and yet has been difficult for me to understand. I am a young man and seem physically O. K., but there are times when I seem to be burning up inside, not from temperature, but from a tensing of the nerves. This occurs when I am worried or disappointed. Many nights I have gone to a theatre and returned home, passing thousands of people, just to find myself in that agonizing condition. What do you recommend?

ANSWER:

The sense of heat is due entirely to emotion and the emotion is produced by your own wrong thinking. You are naturally sensitive and impressionable and this makes fertile soil for the development of fears of different kinds. When you are disappointed I presume you begin to worry and indulge in thoughts of an inferior character. This is also true when you are in crowds or in trying social situations. It is due entirely to **LACK OF CONFIDENCE**.

The cure will be wrought by your carrying yourself through a mental training in which you gain a better understanding of yourself, your own powers and just how to use them, and of the laws underlying life. Then, with practice it is a matter of gaining control, toughening yourself so that you are not so sensitive, and changing your viewpoint toward yourself and life. It is really a matter of your controlling and directing sensitivity, instead of its controlling you. Both mental and physical exercise will be found beneficial. Try to forget *yourself* as much as you can.

You Are Hypnotized

(Continued from page 42)

her that you should blatantly wear a color that, in her opinion, does not suit your manners and hirsute hue. What is the result? Why, Milly unlimbers a volley of suggestions, tactful and pleasant but personal, during which you will learn that electric blues and sea greens and creamy whites are the colors that a red-head—such as you are—should wear.

You agree or disagree, but the barbs

are in you, and later on you'll probably come around to the moment of buying a green hat, deluding yourself then that you made the discovery *yourself* that the color suited you.

Men are subject to the same line of suggestion. Not necessarily in their choice of clothes; perhaps this time about politics and opinions on national nuisances. Jim, the barber, may voice his dogmatic opinion while scraping off

your whiskers, and you may say to yourself under his razor that he's crazy. But later on, you will find yourself bringing out Jimmy's point in the course of a chat with a friend, citing it as the opposite of your own viewpoint, and thus using the suggestion, indirectly, to strengthen your own opinion as to the best method of chasing out the gangster.

In books, novelists entertain you, but

in learning how to write they believe that they have learned some little secret of living, and that secret is foisted off onto you. A tiny germ of suggestion that you copy the virtues of their hero, and avoid the wicked ways of their villain.

What about the disarmament problem that is brewing and boiling in every paper these days? Some think that keeping this question before the public all the time is a strong force for suggesting peace. Others believe that it is bad for the progress of the Peace Spirit of the world to keep the figures of one country's military strength before the public of another country, as it suggests that this latter nation needs more protection—and so on.

A wily-nily mix-up, in which you must make your own choices, but in which the barbs get through your consciousness in some form or other to change your thoughts just a little.

We cannot go through half a day without finding that some one is trying, directly or indirectly, to change our little individual life in some big or little way.

If you study it, you will find suggestion in it all, and then you will realize that *you are being hypnotized every day*. It should be our aim and determination therefore, to accept only those suggestions that are inspiring to sanity, health, and happiness.

The Man Who Wins!

(Continued from page 32)

uncover these sources for yourself? To learn laws which, whether you now realize it or not, are governing all of your mental and physical life.

Conscious application of these laws will not only help you to solve your every problem—it will help prevent you from having them. It is the right and duty of everyone to study these laws—laws so simple that even a child can understand them. They will enable you to unfold and use your hidden resources; to create and develop ideas; to change objectionable habits; to conquer fear and worry and to develop that by which the world recognizes you—your personality.

Appearances are quite often only clouds obscuring the sun of reality. I spent one winter in the mountains at an altitude of 10,500 feet where the snow was from eight to twenty feet deep; many times the sun shone brilliantly dazzling on the snow-field by which we were surrounded while the valleys below us appeared to be nothing but a billowy mass of fleecy clouds. To the people living down there, the sun had ceased to shine but they accepted its existence through faith. I

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

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

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

We should like to put into the hands of every such man a copy of a little book that contains the seeds of self-confidence. It is called "What a Business Man Must Know Today," and it will be sent without obligation. It contains the Announcement of the Institute's new Course and Service for men who want to become independent in the next five years. Among the contributors to the Course are:

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

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

DAVID SARNOFF, *President*, Radio Corporation of America.

MERRYLE STANLEY RUKEYSER, *Eco-*

nomic and Financial Writer, New York American; *Lecturer*, Columbia University.

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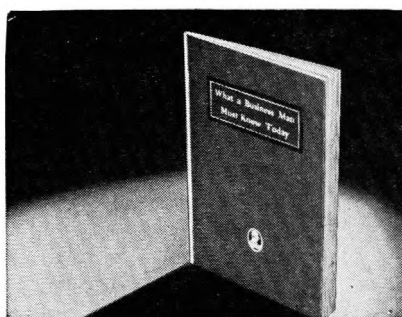
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have often applied this experience to my own problems and always found when my attention was diverted from the clouds, the sun of success soon struggled through.

No matter where you are, nor who you are, you have a right to have every wholesome desire satisfied. This can be done in a legitimate way, if you are willing to pay the price. The price is the discovery of your own creative power and unwavering effort along constructive lines.

To the man who is awakening to his inherent ability, many things of which he has not been conscious make their appearance and point clearly to the fact that he was intended to be successful. Nature seems to repudiate the "down and outer." Unknown forces unite in trying to get rid of anything that acknowledges—in one way or another—that it is not up to standard. To the strong, self-confident, progressive one, be it man or beast, is given the victory.

"The human Will, that force unseen, The offspring of a deathless soul, Can hew a way to any goal, Though walls of granite intervene."

Your Glands Dictate

(Continued from page 36)

of adrenal insufficiency. Mental and muscular sluggishness, languor, a state of perpetual tiredness, spell adrenal incapacity, and can be cured only by inducing this tiny laboratory to produce more of the life-giving fluid.

OTHER ENDOCRINES

THE parathyroid, pancreas, thymus and pineal also play important roles as glands of internal secretion.

The parathyroids influence calcium assimilation, or the absorption and conservation of lime salts. Defects in the functioning of these glands may cause certain forms of paralysis.

When the pancreatic gland fails to secrete the proper amount of its oxidizing substance (popularly known as insulin) the starch and sugar eaten in our food are not burned, to yield energy. We thus find the sugar in excess in the blood.

GONADS OR SEX GLANDS

NOTHING more completely changes the entire human organism than the removal or atrophy of this, the master gland of internal secretion. Such loss does not always cause death, although four out of five of the infants castrated in the vicious practice of producing eunuchs for potentates throughout the world's history probably died in infancy. Also, women who have had the ovaries removed after ma-

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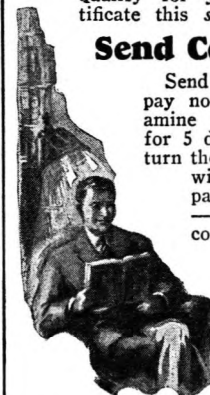
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turity, while they seldom lose their lives, almost invariably lose their sparkle of vivacity and gain the sluggish obesity familiar to everyone who sees.

Volumes have been written on the almost autocratic control of the gonads on all the life processes, establishing beyond all question that normal, happy life is difficult without the proper functioning of this most important wellspring of physical energy, healthy living, sound thinking, and all the wholesome relationships of society.

*Author of *Your Mysterious Glands*.

"Can a Man Love Two Women?"

(Continued from page 27)

because she makes him happy." If so, we have the explanation. The wife of the man in the story makes her husband happy from the psychic, or spiritual, standpoint.

The second woman does so by satisfying his physical urge. The first woman is as companionable and as lovable now as ever. She satisfied his physical craving as long as it was physically possible for her to do so. Consequently, pleasurable emotions are stored in his sub-conscious and he feels the same spiritual love for her that he always felt. The physical side of his love, however, controlled by healthy endocrine glands, craves expression. The second woman, providing the opportunity, makes him happy from the physical standpoint of love.

These two phases are hard to separate. The psychical was merged with the physical in forming a permanent attachment between the man and his wife. With the physical there was also some of the spiritual in the man's attitude toward the other woman. In each instance, however, only ONE phase predominated.

The philosophy of life held by each of the two women permitted arrangements by far too amicable to make the case a test one. A jealous wife or an adventurous paramour might have modified the love of the man toward one or both women. Be that as it may, I believe it is possible for a man to honestly love two women.

In my answer I do not advise men to emulate the one in the story. Few men are like him and exceedingly few could reach the same agreement that those two women did.

Edith Bell,
4106 Dearborn St., E. Chicago, Ind.

I DO NOT think that it is possible for a man to truly love two women at the same time.

True love for a woman involves a tenderness, a passion, and an earnest

MY HUSBAND RENEWED HIS Pep; I REGAINED MY Strength

Here is a letter that will do your hear good. It comes from Mrs. R. A. Bahnsen of Mentone, California, and reads as follows:-

"My husband came here from the East 6½ years ago for his health. His condition improved, but he has suffered from occasional constipation and had no pep.

"He started using Flaxolyn and it helped him so much that now he would not retire without first taking his Flaxolyn.

"I have never really been sick myself, but I was down to ninety-six pounds. I decided to try Flaxolyn to help my appetite so I could eat more and build up my weight. This whole little town is talking about how I have improved in every way. We are living advertisements for Flaxolyn and have induced many people here to take it."

Very sincerely, (Signed) Evelyn Bahnsen



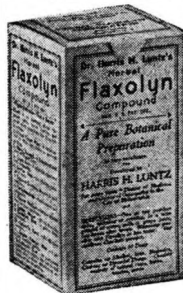
I AM A DOCTOR

This is what I recommend to run-down tired-out men and women

Not only the public, but many physicians and dieticians, are enthusiastic in their praise of Flaxolyn. Read this letter from Dr. Benedict Lust, of New York, who is President of the American Naturopathic Association:

"I have been using Flaxolyn in my treatment of patients at the famous Butler Sanitarium.

"I find that it corrects constipation and in this way helps to bring the body back to normal. Flaxolyn is a natural remedy and complies with the teachings of the great Father Kneipp and other authorities of natural healing."



LOOK YOUNGER

Thomas C. Martindale, famous radio health adviser of Philadelphia, says:

"Women call at my office, some of them almost with tears of joy in their eyes, and

recite the most remarkable stories of new happiness that has come into their homes since they have been taking Flaxolyn and feel so much better. I often say to myself, 'How much younger they seem.' Their improvement is reflected in their lighter spirits, as well.

"Men — men of all ages — have tried Flaxolyn on my advice, and come back to thank me for recommending it.

"I wish every health-seeker could sit at my desk as person after person tells me what Flaxolyn has done for him . . . how it ends constipation, aids digestion and induces sound sleep without the use of drastic drugs."

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With Introduction by Nicholas Murray Butler

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desire for her well-being which cannot be distributed between two or more women.

If two women are necessary to fill a man's life, he does not love either one with the brimful spirit that true love necessarily involves.

The author of the article in *PSYCHOLOGY* states that he actually loved two women at the same time. He admits, however, that the second love did not come until his first love, his wife, had been operated upon. The fact that an emptiness crept into his spiritual make-up after this operation, proves that real love for his wife was supplanted by tenderness and understanding sympathy which, though they are very important, compose only a part of love.

It did not necessarily follow that he still loved his wife because he did not wish to lose her completely. The second lady had refused to step into the domestic role that his wife had filled for so many years, thus his not wanting to lose the latter may have been purely a selfish desire to preserve his efficiently maintained home surroundings.

On the other hand it may have been merely a sympathetic reaction to his wife's willingness to give him his freedom to go to another.

The word "love" is possibly one of the most misused words in our vocabulary. It is used synonymously with attraction, fondness, regard and so many other similar expressions, when in reality it is a combination of all of these and more.

A true and lasting love is altogether too rare in relationship to come to a man twice at one time.

Frank Irving Allebaugh,
246 Pennsylvania St., Denver, Colo.

THE question "Can A Man Love Two Women?" borders on absurdity. To assume that a man can love only one woman is equivalent to asserting that an alkali is attracted to only one acid, a proton to only one electron, a lion to only one lioness.

As a matter of natural law, every normal male (positive pole) of a given species is attracted to every normal female (negative pole) and *vice versa*. But often in different ways and in different degree. The kind and degree of this attraction determines the fitness of two opposite poles to harmonize and adjust themselves to each other.

Since all life is clearly premised on heterogeneity, as well as homogeneity, it is unthinkable that any given man or woman can possess every quality and attraction that is necessary to the complete fulfillment of another's love life.

As a consulting psychologist, I have a client who has a wife and three chil-



WHILE we are aiming for perfection, it is well to remember that perfection consists not in doing extraordinary things, but in doing ordinary things extraordinarily well.

dren he loves dearly. They fill a very definite need in his life. He also has a lady assistant in his educational work with whom he is equally in love, but in a different way. She fills another vital need in his life not possible in his wife, just as his wife fills a need not possible in his assistant. The case is strikingly similar to the one related in November *PSYCHOLOGY* by "A Husband."

When truth transcends error in human consciousness—when enlightenment, especially in the field of psychology, lifts us from the quagmire of Dark Age superstition—when the premium in life is placed on knowledge instead of tradition and dogma—when, at last, the world has been safe for intelligence—then, for the first time in human history, men and women may legitimately hope to establish a code of sex conduct, based on biological law, that will enable them to scale the heights of a new happiness in love that will bring joy and peace to their souls.

Stanford Kingsley Claunch,
857 Hawthorne St., Monterey, Calif.

A MAN CAN love two women—or a dozen. Aren't numbers of them doing it? Such a gentleman as wrote the recent article in *PSYCHOLOGY*, "Can a Wife Understand?" is aptly named in a funny little rhyme in a recent publication. He is not a bigamist or a pigamist: he is a hogamist.

Neither of the two women he is living with is happy. Both have missed the—to a woman—massive experience of sex: motherhood. The wells of a woman's being and the depths of her love are not reached until her husband is the father of her child. This hogamist bears the mark of the child hater. He appears to have deprived two women of this great thing in their lives, for his own pleasure, comfort, ease, financial benefit and selfish interests generally. His wife, who has been "operated on," has missed it forever. "My Lady" is at least temporarily inhibited from becoming a mother.

The womanly pride of each has been outraged. Both are humiliated, wounded, squirming. They are being deceitful as the frightened and help-

less and sex-hungry are forced to be. All three are going forward to a wretched old age, which one of them will probably not reach—she who has been "operated on." And, should the other two arrive at old age, it will be utterly barren of the big values of life—the little ones: unless My Lady makes a rapid re-adjustment. It is in her power.

But this way lies murder and madness, added to what is already adultery and dishonor.

It is easy to be a hogamist. It is far less easy to be honorable and generous, fine and kind, understanding, fair and JUST PLAIN GOOD. This old world is chuck full of hogamists. They are COMMON. We can all love more than one. But we do not need to complicate the lives of others by being swinish. If we are real people we shall permit the expression of our love only where it is honorable and not dangerous to others. And this is the essence of aristocracy.

Marie Shepard Yost,
704 Piedmont Rd., Huntington, W. Va.

CAN a man love two women?

He can. I know, because I love two women.

If these women are different, so is my love for them, because they call forth different phases of my nature, my emotions.

They do not look alike. One is impulsive, a wee bit quick-tempered, I must admit, but so loving and generous that one quickly forgets almost her only fault.

The other is quiet, well poised, patient, with rare qualities of mind and heart. She has never been jealous, although she has known that the impulsive little lady has taken great periods of my time, and she has made no effort to break my interest in the girl.

Perhaps in my eager new interest, I have neglected the woman who once meant *everything* to me. Perhaps—and this is just now occurring to me—I have sometimes deprived her of much that I should have given her.

Anyway, now that I *do* realize, I shall make up to this dear first lady for at least a portion of my neglect. And I'll wager, smiling skeptic that you may be, that she'll forgive me—and forget.

For—well, I'm justified, because you didn't say *what* two women a man could love at the same time—the quiet, poised, sweet lady is my mother. The impulsive, but most charming girl of my dreams, is my wife.

Indeed I *do* love two women, at one and the same time, and I feel that I'm about the luckiest man in the world, for I know that these two fine, wonderful women love me in return!

F. E. Peters,
217 E. 72nd St., New York, N. Y.



MAGNETIC HEALING

Are You Interested in Healing the Sick

by New and Progressive Methods?

If you are a physician would you like to be more efficient in your work?

If so, why not investigate the MYSTERIOUS POWER, for convenience called MAGNETISM—that ancient and MYSTERIOUS LAW that has been used in all ages for healing?

Twenty-five years of constant office practice as a physician has enabled me to affirm the wonderful power of Magnetism to heal disease when all other methods have failed.

You must realize that I cannot tell you much about this great law in so small a space; but in urging you to investigate Magnetism we are not asking you to study something that is unscientific nor undorsed by science.

National Scientist Indorses Magnetism

Do you know the Literary Digest of July 23rd of 1932 published a report of an article read in June before the "American Society for the Advancement of Science" on the subject of "Human Radiations," by Prof. Otto Rahn, a nationally known Bacteriologist of Cornell University?

In this article Prof. Rahn declared that there is a law emanating from the human body and that he had been able to kill germs with it in a few minutes.

He called these emanations "Human Radiations"—the world has known of them for all ages and called them Magnetism.

I have known of these radiations for 25 years and used them in office and sanitarium practice and found they produced results where all other systems had failed. Many have laughed and ridiculed, some declared it all mental, while others declared it the work of the devil. Not until Prof. Rahn gave to the world his experiences have I found so great a support for my contentions. He made his experiments and then had the courage of his convictions to go before the highest scientific assembly in the United States and make known his discovery of the laws of Magnetism and its wonderful power.

Literary Digest's Second Article

In the Literary Digest of May the 20th of 1932 appears another article concerning several national scientists, who no longer question the existence of these human radiations, but are now devoting their study to determine the ORIGIN OF THESE RADIATIONS we call Magnetism.

Amazing Power of Magnetism

The amazing power and effectiveness of Magnetism is seen best in the treatments of cases of infection, inflammation of any part of the body. Its quickness and effectiveness is al-

most unbelievable in cases of tonsillitis, sore throats, inflamed eyes, abscessed teeth or ears, gall bladder troubles, asthma, inflammation of the female organs, prostate gland, all children's ailments, bowel troubles, fevers of all kinds, blood poisoning, ptomaine poisoning, bruises and wounds of all kinds.

It is the quickness of magnetism to produce relief that has won its place in the hearts of its users.

Home Remedy

We are not urging you to study some insignificant system but one of the greatest laws ever given to man for his personal use and health.

Parents can treat their children and then in turn treat each other with the greatest degree of success.

Mrs. B. writes:—Since studying your course on Magnetic Healing we have not spent one dollar for drugs or doctors in the last two years. Where we were always calling a doctor several times monthly our children are now well and remain so. All due to our knowledge and use of magnetism.

Methodist pastor writes: I have just saved my boy who was suffering with a high fever and violent headaches for 8 hours as a result of an attack of intestinal flu. One treatment removed all.

Church Clinic

Rev. H. of N. Y. writes that he has maintained a clinic now for two years and that he had secured 90% cures. Also that the work had grown till he was now treating 45 to 50 each week. He concluded his letter by saying "Our great success during the entire life of our clinic I attribute to the secret of healing obtained from your course of instructions."

A Connecticut pastor writes, describing his success with our system in his church work in treating many ailments such as toothache, earache, stomach troubles, and many other ailments. Among them he tells of overcoming a case of paralysis, liver troubles and concluded by saying that he had always found the results to be as taught in our course.

Drugless Physicians Testify

A Chiropractor writes: I have doubled my volume of work and increased my results 100%.

Another chiropractor writes: I have practiced all other systems for 20 years and now find I can secure better results with your system than all others combined.

Another Chiropractor writes: I have a large practice and have put your system to a most rigid test. The results were marvelous. Your work is a revelation. It has certainly opened my eyes. It no doubt furnishes the basis of all drugless healing.

A Naturopath writes: Your Course is wonderful. I am able to produce results that are declared to be almost miracles.

An insurance agent writes, stating that his wife was suffering from high blood pressure, stroke of paralysis and sleeping sickness. The M. D.'s declared there was no hope. I said nothing and applied your treatments and now she is well on the road to a complete recovery. They now say they never saw anything like it and cannot understand how it happened. There is no doubt in my mind as to how was brought about. Your system receives all the credit.

Valuable Book Written

I have written a small booklet on the subject Magnetism, Its Origin, History and Use. Any one not acquainted with this great law will find it a revelation, giving you some astonishing facts concerning the treatment of many diseases. This book has started many on the road to health and success. It will teach you how to treat twelve (12) different ailments.

Many report marvelous success in applying these instructions. They are on acute diseases and those that are difficult for any of the other systems to successfully treat with any degree of certainty.

The knowledge of how to treat these twelve diseases will enable you to treat many other ailments successfully. We have on file in our office many testimonies showing the wonderful things they have accomplished since sending for this book.

Mr. C. E. A., Penn. writes: "Since receiving your book on Magnetism I have had great success in treating several cases of infections of the eyes—two of blood poisoning—one of pains around the heart—one of grip, relieving the chills and a severe headache in 45 minutes—and one case of infection in both hands."

Dr. H. F. B. writes: I received your book and decided to try your Magnetic Healing system on a woman suffering with neuralgia and an abscess in the head and ear. For over two weeks an M. D. had tried, and failed, to bring any relief. I was then invited to take the case and applied Magnetism. You can't imagine my surprise when all pain stopped within ten minutes and thirty minutes later she was sleeping soundly. The first time in ten days. My chest expanded about six inches when I saw that Magnetism did what the M. D. nor myself could not do, even though I had three years in a nationally known drugless college at a cost of \$5,000.00.

What is the value of this character of knowledge?

Let me send it to you for

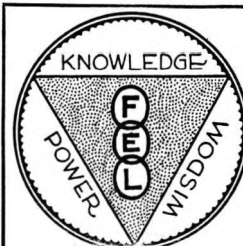
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DR. E. L. SWICK

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DO YOU LIVE OR MERELY EXIST?

Are YOU one of the many who are AFFLICTED PHYSICALLY, MENTALLY and FINANCIALLY? If so WHAT are YOU DOING about it? Do YOU PLAN any definite ACTION? Or are YOU just LIKE the MAJORITY of people—WAITING for "SOMETHING TO HAPPEN"? Are you DEPENDING UPON so-called "LUCK?"

DO NOT BE MISLED

There is a POWER WITHIN YOU which when properly USED and DIRECTED, CAN and WILL CHANGE your RARE EXISTENCE into GLORIOUS LIFE. It is YOUR BIRTHRIGHT to HAVE and ENJOY ALL that this WORLD has to OFFER. It is NOT—as many believe—the PRIVILEGED HERITAGE of a CHOSEN FEW.



Would You Like to Work in the Movies?

Would you be interested in employment in the East or West Coast studios as an "extra," a "bit player," a featured player—or possibly a star? Does the lure of Hollywood appeal to you, and do you feel qualified?

If so, you ought to be a regular reader of "MOVIES" (monthly). It is the ONLY screen magazine in the world which regularly devotes several pages solely for the benefit of young men and young women anxious to try the stage or "movies" as a career.

It publishes the inside information so often withheld; the "tricks of the trade," and will give you an idea of just what chances you have to succeed in the cinema capital. To those sincerely interested in playing parts in films, "MOVIES" magazine offers you—

Free Photographs

In nearly every State we have a staff photographer to make test photographs of those who are honestly interested in a career on the stage or screen; regardless of your age or sex. The list appears in the December-January issue of the magazine; with information as to how you might get a start on the path which may lead to work in the "movies."

No fees; no charges; no obligations whatever! Every issue has a department called "The Casting Office"; that information is vitally interesting to YOU. It is NOT an employment agency, but it can help you!

Editorial and Art Features

How the best pictures are directed, as told by the greatest movie directors themselves; articles by such well known writers as Anita Delglyn, A. R. Roberts, I. W. Ullman, R. E. Vandergrift, Richard Arlen, Mary A. Roberts, Dr. Abuh Wretlaw, Julia Gwin, and a host of others. Special exclusive fashion pages edited by Claire Julianne Spieker—the very last word in what discriminating young women are wearing in Paris, New York and Hollywood.

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Why Did I Stutter?

(Continued from page 47)

VIVID SUBCONSCIOUS PICTURE

PROFESSOR P. G. STILES of Harvard University has explained the emotions of child punishment as follows: "terror, anguish of helplessness against a superior force, pain, humiliation, and a desolating doubt of the mother's love; a reconciliation takes place later but the cost of the crisis is a subconscious memory of the conflicting emotions."

Some of the causes for emotional conflicts are teasing, nagging, whipping, loud and harsh language, quarrels in the home, tickling, sudden fright, severe physical shock, darkness, dreams and ghost stories and practical jokes.

A very practical illustration of this phenomenon can be found in one of my personal acquaintances. This lady will not enter a theater or elevator, nor will she drive her car through a long dark tunnel. She has a fear of suffocation in closed places. In her early childhood she had been playing in a small tool-house and the gardener, not knowing that she was there, had locked her in. She remained there for hours before she was found, shaking with fear of the dark and other imaginative evils.

Many nervous disorders are occa-

sioned by such subconscious memories which re-appear during enervation or when any experience approximating the underlying experience occurs. They are brought into consciousness by a strong inhibition against the stimulating experience, usually re-appearing as fears and causing violent emotional conflicts. It is these conflicts and disturbances that cause hesitant, stumbling speech which later develops into stuttering.

Thoughts are, in reality, silent words. One has but to be reminded how closely speech and the emotions are linked together to understand how easily the speech mechanism can be disrupted by conflicting emotions. Thoughts are guided by the emotions of happiness, sorrow, fear, excitement, embarrassment, indecision, disgust, etc., and are always indicated in voice by inflection and intensity of tone. The voice is fundamentally bound up in the expression and repression of the emotions.

An infant, before he has learned his first word will manifest his emotions in voice. A mother soon learns by the tone and intensity of a baby cry whether it is a sleepy cry, hungry cry, gas pains or a sticking pin. Speech is the thermometer of our emotions.

Fragments of Life

(Continued from page 20)

send a telegram, give a party, get a car, pay a bill, rent a flat, fix your roof, get a haircut, see a show, build a house, take a trip, sing a song, get married.

"It does not matter what you do—but get going, and keep going. This old world is starting to move!"

Mind Magazine.

COUNSEL TO THE GREAT

"REMEMBER, whenever you are angry, to say or do nothing before you have repeated the four and twenty letters to yourself," was the counsel once rendered to Caesar by Athenagoras.

The same counsel could be heeded by many of us today. It is true that civilization has shaped our lives along higher planes of living; but human nature, the glowing nucleus of life, has remained intact—still compounded of the same basic emotions.

These emotions are mere puppets when the thinking cap is on guard. But the moment the cap is taken off, the smoldering emotions will have their way. The slightest commotion

will fan their flames in leaps and bounds.

Whenever you sense the moment of anger arising, take Athenagoras' counsel. Count the letters of the alphabet, count to a hundred, repeat the preamble to the constitution, recite a verse or two—do anything but obey your feline impulses.

His cool, sound reasoning differentiates a man from a beast. A tiger leaps but does not think. Why revert to the primitive stages of a tiger?

Stop for a thoughtful second before you plunge in. And the chances are you will be spared the barbaric plunging.

Caesar heeded this counsel with caution, and prospered accordingly. Why not prosper likewise?

Maurice Turet.

AT YOUR OWN RATING

HOW can the world know, or care, and what could I do about it anyhow?" you say.

It is hard to fool the world. Those appraising, impersonal eyes rate you

just about as you rate yourself. Every thought or action is painted on the canvas of your soul. And be very sure the world sees that picture!

If you have confidence in yourself, and the stamina to climb to your own ideal, the world will show its confidence in you.

Whatever you do, or say, you take some stand for something. There is no place to rest on the line between right and wrong. If you are right, certainly you are not wrong. If you are wrong, naturally, you cannot be right.

Responsibility? Yes! But what a marvelous privilege it is to grow, to rise to higher and still higher levels!

Do the world a good turn by living on the right side of your convictions, by being true in your own eyes. Rate yourself as high as you can. But keep on the square about it. The world is quick to sense false values.

Ethel Lawrence.

NEVER TOO LATE!

OU'RE too old, Sue, I'd never undertake such a task as that at your age." Those words struck deep into

Sue's heart but they did not dampen the fire of enthusiasm for her chosen work, a life ambition she had fostered many years.

Undaunted by many discouragements and poor eyesight, Sue pushed on until at last, by sheer grit and pluck, she had realized her ambition! Her college degrees, her life certificate to teach were now hers! White hairs now took the place of her once jet black locks, but Sue had reached her coveted goal of life.

Let's be like Sue in our decisions, not letting age or everyday discouragements hinder our progress! There is no such word as "too late." Tasks started late in life's years only give us more enthusiasm and determination to work harder to complete our task and be a success. Difficulties may hinder our progress, but does not any success warrant a struggle? Each day offers us a start ahead to the horizon beyond where we shall find success, triumph over defeat, and untold happiness, as we forge on, step by step, to the peak of our coveted goal in life—just by looking, thinking and striving ahead!

Etheleyn A. Daniel.

A \$100 Home

(Continued from page 23)

wilderness, she had allowed herself to be sold on the enterprise. There had been hard days aplenty, when Al's soft body burnt out before half his day's program was completed. The entire family had pounded fingers in nailing up an edifice that three years before wouldn't have served for a garage. Now it glowed in the cheerful realization of being an owned home, a self-made home, an outpost of the New Civilization. The entire structure had cost less than Al's estimate of one hundred dollars. There was real satisfaction in producing a home on a one-hundred-dollar limit.

"Anybody," Al boasted, "could build a house with enough money, but a real home, a real, honest-to-goodness home, for one hundred berries! That was going some!"

Then they had set other things working for them; a trio of rabbits, sitting hens, and finally the first green shoots of their kitchen garden thrust their heads through the virgin soil.

Everybody helped and everybody grew strong and husky in the open-air employment. Al had grown hard as nails. "Look at that!" he would exult, flexing his biceps, "Climb up there, and tell me when you're up!" Three months before he had been fagged at noon. But it was the children that showed the greatest improvement, not only stronger and hardier

but keener of mind. Their grades were better and they gladly accepted responsibility in the family enterprise.

Al continued his three-day-week job, going back and forth in his battered car. He had picked up some neighbors who insisted on paying their way, so that transportation cost was materially reduced. The week after he had been let out altogether a neighbor needed help in building.

The following Sunday a car stopped in front of the Bates homestead and a man inquired about the location of a certain tract. Al was familiar with that lot as he had considered it himself, and was able to bring out the desirable features. The man wanted to cinch the lot on the spot as he feared some salesman might sell it during the day. Then Al had had an inspiration. "You can leave a deposit with me if you like, and I'll put a 'sold' sign on your lot." That was the beginning of Al's salesmanship. From that time his commissions exceeded his former salary.

Weekly the little ranch grew. The garden doubled and tripled in size; rabbits and chickens multiplied. More shelters had to be built for them. A homeless boy was glad to work for his keep, necessitating the addition of another room and eventually a sure-enough bathroom!

Then Al had had another inspiration:



This is Real Money

"Today I received a check for \$20.00 for a story. Another I sold for \$34.00. Not bad for a beginner, is it? The other day I counted up just how much I have won on advertisement contests. It amounted to \$1,620.00." —Mrs. L. L. Gray, 579 E. McHarg Ave., Stamford, Texas.

What makes WRITING ability GROW?

For a number of years, the Newspaper Institute of America has been giving free Writing Aptitude Tests to men and women with literary ambitions.

Sometimes it seems half the people in America who are fired with the desire to write have taken advantage of this offer to measure their ability.

What the tests show

Up to date, no one that could be called a "born writer" has filled out our Writing Aptitude Test. We have not yet discovered a single individual miraculously endowed by nature with all the qualities that go to make up a successful author.

One aspirant has interesting ideas—and a dull, uninteresting style. Another has great creative imagination but is woefully weak on structure and technique. A third has a natural knack for stringing words together—yet lacks judgment and knowledge of human behavior. In each case, success can come only after the missing links have been forged in.

Here, then, is the principal reason why so many promising writers fail to go ahead. Their talent is one-sided—incomplete. It needs rounding out.

Learn to write by writing

Newspaper Institute training is based on journalism—continuous writing—the sort of training that turns out more successful writers than any other experience. Newspaper trained writers are numbered not by dozens but by hundreds.

One advantage of our New York Copy-Desk Method is that it starts you writing and keeps you writing in your own home, on your own time. Week by week, you receive actual assignments, just as if you were right at work on a great metropolitan daily.

All your writing is individually corrected and criticized by veteran New York newspaper men—editors who have had years of experience "breaking in" new writers. They will point out those faults of style, structure or viewpoint that keep you from progressing. At the same time, they will give you constructive suggestions for building up and developing your natural aptitudes.

In fact, so stimulating is this association that student members often begin to sell their work before they finish the course. We do not mean to insinuate that they sky-rocket into the "big money," or become prominent overnight. Most beginnings are with earnings of \$25, \$50, \$100, or more, for material that takes little time to write—stories, articles on business, fads, travels, sports, recipes, etc.—things that can easily be turned out in leisure hours, and often on the impulse of the moment.

For those who want to know

If you really want to know the truth about your writing ambitions, send for our interesting Writing Aptitude Test. This searching test of your native abilities is free—entirely without obligation. Fill in and send the coupon. Newspaper Institute of America, 1776 Broadway, New York.

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

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

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

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

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

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

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

QUIT being an imaginary scene painter! Get up on your toes and make a sincere reach—an honest grab—for those greatly desired things and conditions of life which you have been allowing to sail by in the clouds.

That fellow who passes you on the road thanks to a heap more engine power, the vigorous neighbor grinning and thumping his chest and telling you he has never been sick as long as he can remember, the man with the big salary check, good times or no, all have learned—either consciously or unconsciously—how to apply the basic principles of psychology to their daily lives. In a definite, certain way, they use their minds to win personal success, happiness and achievement.

Dr. Henry Knight Miller, founder of PSYCHOLOGY Magazine, has put the whole of his world-famous teachings on practical psychology into seven handy volumes—so simply written that they can be read easily, absorbed quickly, and applied immediately. Here is information of the most startling nature—secrets that were known to the favored few. All that years of studious research have revealed, all that modern psychology has to offer, all that Dr. Miller has learned in his years of personal contact with tens of thousands of people is here condensed into basic principles,

written in plain English and given to you in a way that you can put them into immediate and highly profitable use.

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

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

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he installed a little water-wheel and electric generator on the stream that crossed his tract. Not only was he abundantly supplied with electricity but the neighbors were glad to pay him a nice profit on half the city rate.

Best of all, everything was paid for now; no more mortgage payments or interest or bills—everything clear! It was hard to realize their good fortune.

Al teetered back on his heels, his legs spread wide apart, his nostrils

dilating to the rich odor of rabbit and biscuit. "How 'bout it, Sally? Did we put it over?"

Sally came around the table and put her hands on Al's muscular shoulders; their sense of intimate fellowship had deepened during these history-making months. She smiled up radiantly. "You bet we did, Al. Sure put one over on Old Man Depression. And say, Al, let's ask the Allison's out for a few days. They didn't know any better."

No Mental Hazards!

(Continued from page 16)

objected, he went on working, obeying his inner impulse. Next day he returned and went on with his work, and so to the end of the week when, lining up with the other men he received pay for the number of days he had worked. He was noticed for his industry and singlemindedness, and his employment became regular. Soon, as his ability manifested, he was promoted, and the story concludes with him in the highest office of the company employing him.

The thing that is holding man back from his work and his supply is his mental hazard. The tree in his fairway is looming before him, so large and menacing that it obscures his true vision. Fear of being smashed by it has weakened his confidence in his ability. We need to look through and past our hazard, whatever it may be,

to the unobstructed fairway beyond—the level "green," stretching straight toward the goal.

We must understand the nature of our own particular individual hazard, for there are as many different problems as there are different people, and what seems to me of small consequence may be your hazard, and vice versa.

We are told that when the walls of ancient Jericho fell down each man went forward right from where he stood at that moment. When those hazards which seemed such impassable walls to us have collapsed because of their own weakness and inability to stand; when the dust of their dilapidation has cleared away and we open our eyes upon a new spiritual vista, then shall we move forward, each one towards his coveted goal.

Why They Marry

(Continued from page 43)

home woman—simply because she does not need to become confused with such conflicting emotions as an economic solution or the security of prestige. She is better able to be a free agent and is quite likely to find happiness as a wife.

I find that men—especially professional men—often disagree with me. Donald Dillaway, one of Hollywood's personable bachelors with whom I recently discussed the subject, believes that marriage for professional people should not even be considered. He spoke of such marriages as "highly hazardous" and added:

"There is something about the artistic temperament of an actor that resents being tied down. The very thought of marriage has too many 'don'ts' connected with it."

But I cannot think Mr. Dillaway entirely serious. Anyway, I do not agree with him.

If I may be excused for being personal, I know that marriage and a career can be combined. My husband,

who, by the way, is my manager, is as interested in my career as I am. He thoroughly has the professional woman's point of view, having been the manager of many well known stars (at present, he is the business representative of Marlene Dietrich, Greta Garbo and others).

He understands my problems. We have similar likes and dislikes, and we both agree that a career comes first. We are not jealous of the hours that attention to business demands and which often keep us apart. So many players find a stumbling block to married happiness in the fact that one or the other must pursue activities relating to the career at odd hours. Often, too, one artist will be jealous of the other's success, even though married to that one.

This seems rather incomprehensible to me because I understand and so fully believe that professional women marry for the simple reasons that their sister women do—because they want love, a home, companionship, and the



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Observations

(Continued from page 44)

WORTH OF YOU AND YOUR PLAN, then you're plain ordinary.

"But if you figure that lack of vision and understanding is one of life's certainties, KEEP ON PERFECTING YOUR PLAN AND TOOT YOUR OWN HORN TO YOURSELF, eventually you'll find others who believe as you do!"

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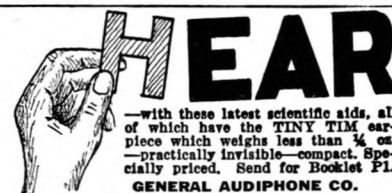
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I Am at Sea

(Continued from page 38)

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Why You Are Misunderstood

(Continued from page 25)

is—win or lose. He must discover, through experience, that there may be, and very probably is, real value in his opinions, his criticisms and his constructive suggestions, and that, if he wishes the respect of his subordinates, he must earn it.

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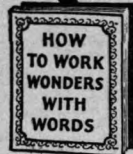
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Mrs. N. L. Thorness,
308 No. 2nd St., Missouri Valley, Ia.

In the Psychologist's Office

(Continued from page 40)

the boy soon resumed his old ways. The uncle struggled with him until his embarrassment was acute, and then returned him to his father.

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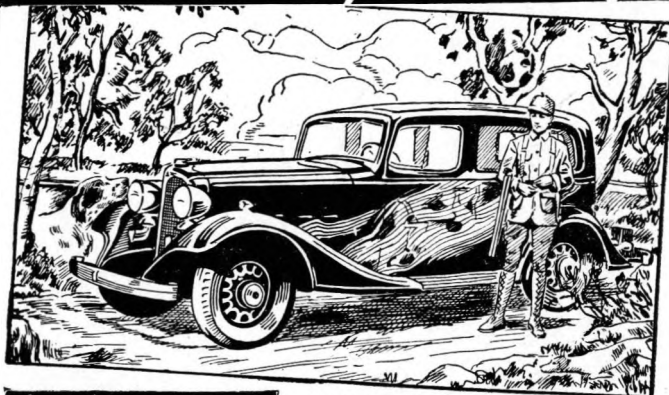
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