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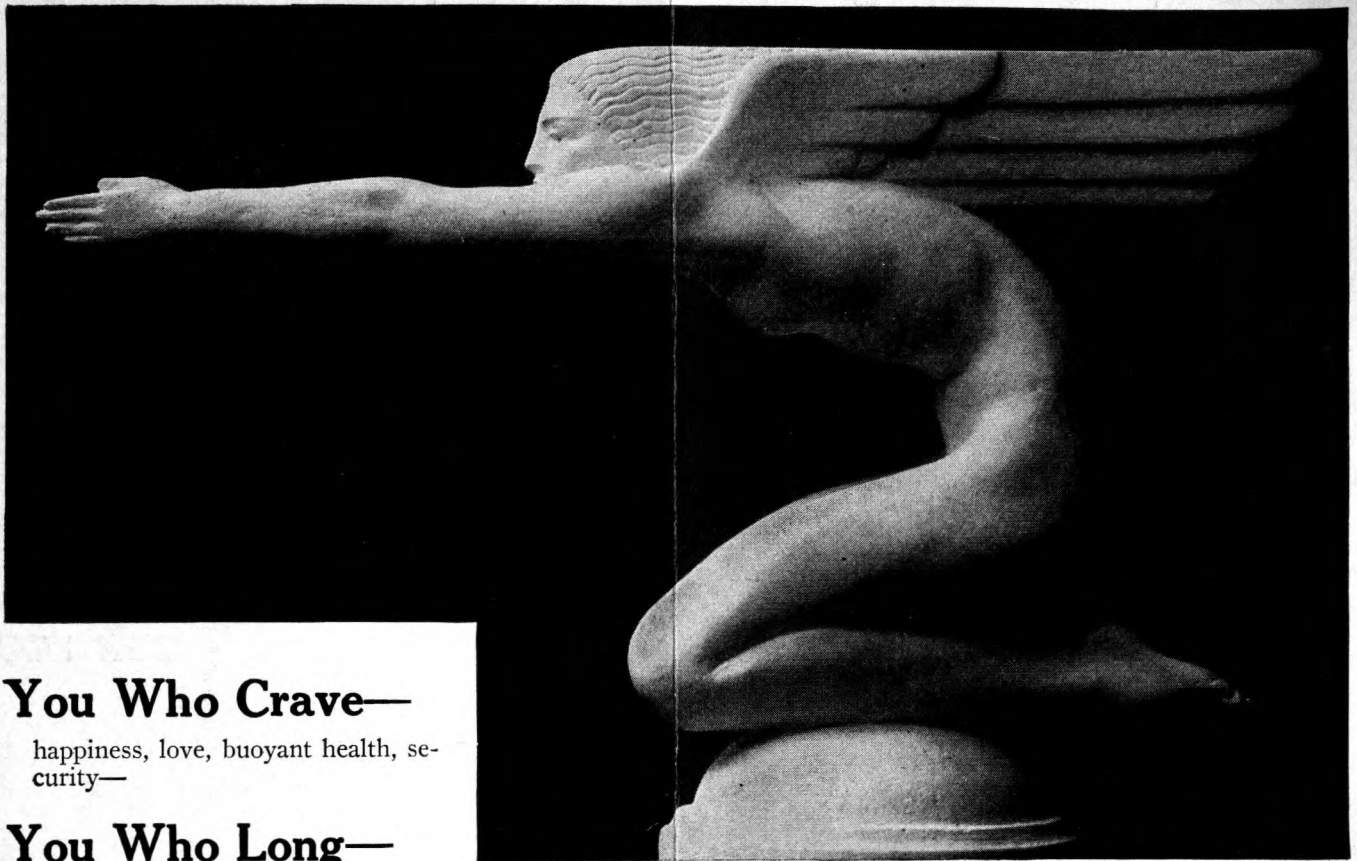
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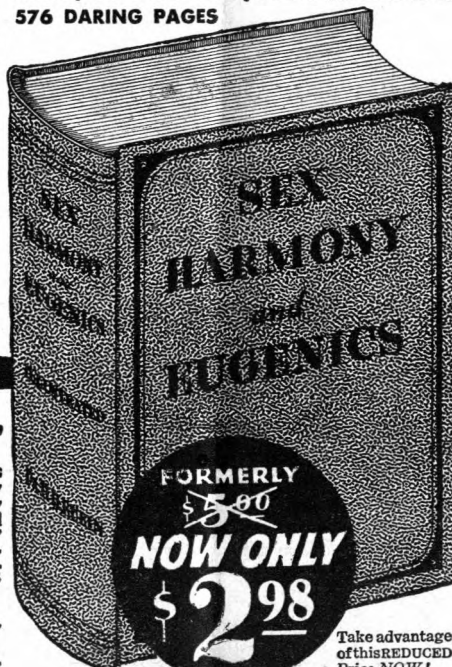
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Health

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VOL. XX, NO. 9

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JULY, 1934

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I. W. Ullman, President; Frank Z. Temerson, Vice-President and Advertising Manager; Irene Kenney, Circulation Manager.

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Nervous and Mental Breakdowns!

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

The Psychology of Your Fears

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

What Your Imagination Can DO

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

Your Fears as a Neurasthenic

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



C. FRANKLIN LEAVITT, M.D.

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

slight dizziness, nervous indigestion, etc., which seem quite alarming to you. Remember, worry alone, which is a form of fear, can upset your nervous system completely.

You Ask—"Is My Mind Weak?"

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

You Are Wasting Your Energies

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

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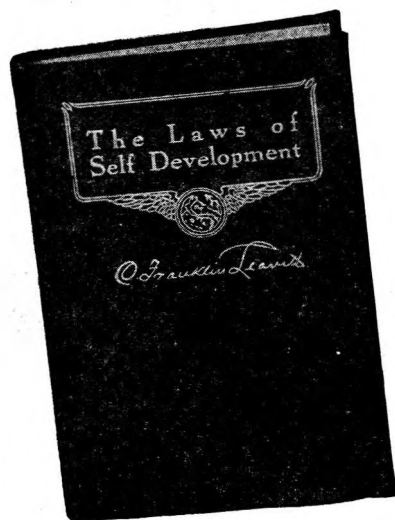
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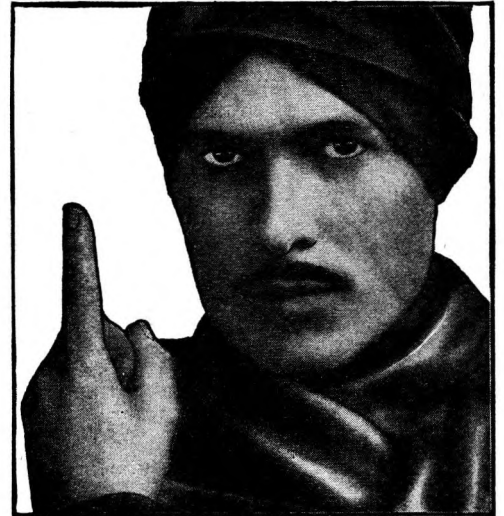
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* * *

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Editor: "In that case I would urge you to send them to a reform school."

* * *

The Secret of Happiness!

"Marguerite, can you cook?"

"No, Percival; can you afford to keep an auto?"

"No, darling."

So they did not marry and they lived happily ever after.

* * *

F-f-f-fishy Sus-sus-story

Wife: "Been to a lecture? Ridiculous! They don't lecture until one o'clock in the morning!"

Husband: "Th-this one did, my dear. Poor chap, he had a most terrible stutter."—Humorist.

* * *

Voyage of Discovery

Employer: "Can you operate a typewriter?"

Steno: "Yes, sir, I use the Biblical system."

Employer: "I never heard of it."

Steno: "Seek and ye shall find."—No. Dakota Bulletin.

* * *

Great Mystery Explained

"I see by a note in a magazine that the writers of these best-seller novels get their best ideas while they're shaving."

"Is that so? Now I understand. Most of them must wear full beards."

* * *

Quite a Philosopher

Sonny sat on the lower steps, rosy face resting in two chubby hands.

"What's the matter, Sonny?"

"Nothin'—just thinkin'."

"What about?"

"Thinkin' how dumb trees are, take off their clothes in winter and put 'em on in summer."—The Pacific Woodman.

An Old Venture

Rastus: "Dis yer flyin' business is a mighty old venture."

Mose: "How does you mak dat out?"

Rastus: "Cause I'se heah dat pastoh say in church Sunday Esau sold his heirship to Jacob."—Borrow Pit.

* * *

Too Complicated!

"Who is your family doctor?"

"I can't tell you."

"Why not? Don't you know his name?"

"Well, Dr. Carver used to be our family doctor, but now mother goes to a stomach specialist, father goes to a heart specialist, my sister goes to a throat specialist, my brother goes to a lung specialist, and I'm taking treatments from an osteopath."

* * *

Cutting Name

"Say, why do you nickname your girl Appendix?"

"Because it costs so much to take her out."—C. C. N. Y. Mercury.

* * *

Learned a Lesson

"My girl had her nose broken in three places."

"That'll teach her to keep out of those places."—Enka Voice.

* * *

Parenthetically Speaking

"Did anybody drop a roll of bills with a rubber band around them?" asked an old gentleman in the trolley car.

"Yes, I did," said several voices.

"Well, I just picked up the rubber band," said the old gentleman, calmly.

* * *

Reason Enough!

Mooney: "You seem to be a well educated man and have traveled a lot—why can't you get a job?"

Talks: "No one will pay me what I think I'm worth, and I can't meet expenses working for less."

* * *

He Knew

A man who had taken pity on a lad and given him work as junior clerk kept him at the office rather later than usual one Saturday. The lad became sulky, and performed his duties in a very dilatory manner. At last the employer said to him. "You ungrateful rascal, where would you be now but for me?" "At a football match," was the answer. —Fishing Gazette.

Force of Habit

"What's the noise?"

"John, the barber, is shaving himself."

"What's the conversation?"

"He's trying to persuade himself to have a shampoo."—V. P. I. Skipper.

* * *

A Long Way

Mrs. 'Iggins: "That Mrs. Briggs was boastin' as 'ow she comes from a fine family. An' you've come a good way, I says, pleasant-like."—Exchange.

* * *

An Unfortunate Affair!

Wife (announcing husband's decision to give up his profession): "Yes, my husband's burnt his bridges behind him."

Visitor: "How very unfortunate! I do hope they weren't his best pair!"—Magazine Programme.

* * *

Nevermore!

Wife (returning from overnight visit): "Did you get yourself a good dinner last night, dear?"

Hubby: "Yes. I found that end of steak that was in the ice box and I cooked it with some onions I found in the cellar."

Wife: "Onions! Why, Jack; you've gone and eaten some new bulbs I had just got. I'll never trust you alone in the house again."

* * *

Mathematics of Work

"Yes, this book will do half your work."

"Okay, I'll take two of them."—Notre Dame Juggler.

* * *

A Real Use!

"Have you any particular use for your old clothes?" asked the charity worker.

"You bet I have," responded the citizen, "I wear them myself."

* * *

His One Request!

Washingtonian: Oh yes, they often launder the soiled bills at the treasury.

Visitor: Will you please show me where they hang them out to dry?

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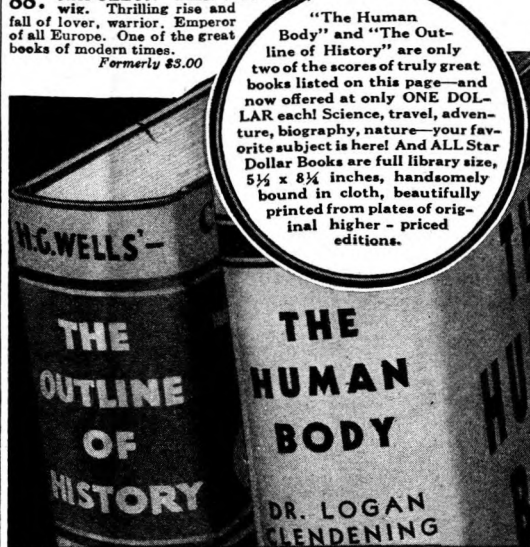
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What shall we do with it,
How well go through with it?

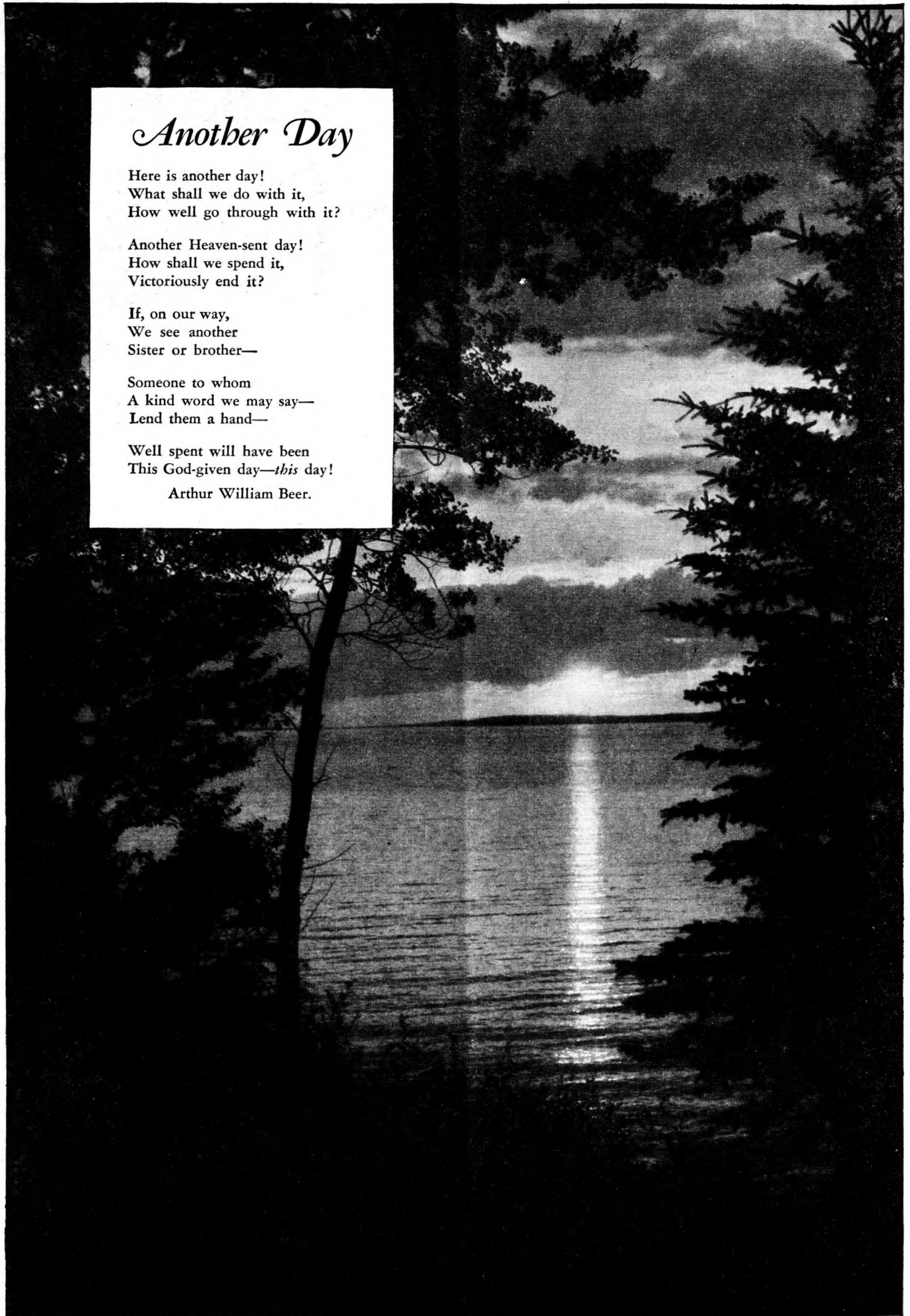
Another Heaven-sent day!
How shall we spend it,
Victoriously end it?

If, on our way,
We see another
Sister or brother—

Someone to whom
A kind word we may say—
Lend them a hand—

Well spent will have been
This God-given day—*this* day!

Arthur William Beer.



Let's Take a Vacation!

An Editorial



IT'S your vacation time.

A bit tired, aren't you?—perhaps you're *very* tired of the bustle and rush of the city.

Maybe the ceaseless roar of the passing traffic, masses of surging machines, mountainous buildings of stone and steel—maybe these are getting on your nerves somewhat.

You're very glad you're going to get away—to get a vacation. We're glad also—for you. God speed to you!—using an old-fashioned farewell. But these few words are not for you.

They are for you who *cannot* get away. You, who for some reason, will be held indefinitely to the fierce competition of industrial marts, to the rasp and roar of a thousand thousand noises; who will not “commune with Nature” in the conventional vacation.

But you *can* have a vacation—a rest, a change, a renewing of spirit. It's to be had—if you are willing. That's the only passport needed—*willingness*.

The person who resents, who growls and grumbles and feels sorry for himself will *not* find the passport. Indeed, he will say it does not exist and that it's “Pollyanna stuff” to say so.

It *is*—for him. So we'll leave him sitting disconsolately—wherever it is he sits after office hours—and we'll be on our way.

Up to the beauty of the hills—to the changes we can find; those things which will break the monotony—and after all, that is the principal joy of *any* vacation.

.....

First, let's resolve to proceed without envy. You know how often *that* meets us. Listen to a conversation often overheard in public places—a movie theatre, for instance. Say that on the screen people are pictured, cantering along a lovely country road, mountains in

the background, flowers, lovely shrubbery as a near view.

“Ah, I wish I could be there,” someone murmurs. “Rich folks get all the joys. I'd give *anything* to be in a place like that—near those mountains.”

But where are mountains—the appreciation of them, the joy of them? In the mind—to begin with, at least. It's worse than a waste of time to send out those envious thoughts. Relax, lean back, if you're one of such an audience and get a *little* happiness from the lovely impressions that come to you, via the screen.

Are you still with us? Any time you want to turn back and say “that's foolishness” you can do so, of course. You can sit with the growler—but the rest of you, come on. We're going places.

However, before we really get on our way, let's stop a few minutes at home, even if that home is only a room—let's say it *is* only a room, maybe in a modest boarding house. But unless we're deaf, dumb and blind, we can put things into that room, and take a lot of things from it.

We won't suggest to you individually because rooms are so different—in size, color and effects, but we'll tell you what one person did with a room, as part of his vacation.

All winter his books and magazines (he's a great reader) had been piled up in disturbed and unwieldy masses; over a mantel (which simulated a fireplace) under tables (he had two) and even under the bed. He did things to those books and grinned to himself because four straight boards, under intelligent treatment, look so much like a desirable piece of furniture.

Everything in that room he *changed*. Even when there was a question whether it looked better or not, it did look different—and *difference* is a most desirable quality.

He went to a different restaurant for breakfast. We are all creatures of habit and go to the same old places because the groove has been cut in our minds and it takes no effort. He had to start ten minutes earlier to get to the new place and that would have been a bother—if one weren't taking a vacation.

But he saw different sights on the way—different streets; glimpsed new faces; saw interesting things he hadn't been aware of before!

He joined a gymnasium. "But who wants to go to a gymnasium—inside? One wants to go to the sea shore," you begin to murmur. But remember, this young man—as may be the case with you—had to remain in the heart of the city. A gymnasium. And he found joy from shaking up his muscles four times a week. Yes, he did get out in the open on Sunday afternoons, but that didn't keep him from enjoying and benefiting from the other.

And I know a woman who, fired with the vacation spirit, began putting the quality of *difference* in her everyday routine. She even went to work by a different route and gloried in her ability to break the sluggish inclination to stay in the same old grooves, doing the same old things, in the same old ways.

But we'll leave the young man and the young woman and consider what any one can do with a vacation in the city—never forgetting for an instant that it's *change* you're seeking and installing.

Saturate yourself with the beauty of the arts, painting, sculpture, architecture, music. "But I do *that*—some at least, in the winter, when I'm not taking a vacation," you may observe. But halt! You're to do it differently.

If you've been attending a group—musical, literary, or indeed *any* kind of group, change to another. You'll really have to for the time being because *you're on vacation from your usual grooves*.

We need all possible enrichment of our lives. Revel in the beauty of the little things you don't usually notice. Drink in the beauty of a single rose—yes, buy it for yourself. Put it on your desk. You'll get thoughts from it.

Maybe even such a little thing can give you altitude—can make you look *down*, as it were,

upon miserable little worryings and annoyances. And altitude is what gives value to mountain tops. Standing on a great hill, looking down, far away human beings look infinitesimal. How funny it is that they take themselves so seriously!

Standing too close to a modern masterpiece, we can see only a meaningless blur, colors daubed, apparently to no effect. But stand back! Then you get the perfection of the master skill. We need to cultivate a spirit of detachment—to climb to mental, spiritual heights where our negative emotions no longer sway, or too much disturb us.

If you hold your watch too close, you see nothing but the watch—hazy, at that. Thus it is with our fears, worries, jealousies. We get them thoroughly out of proportion. Develop perspective, not only of distance, but of time.

And let's have meditation—a little solitude as part of this *difference*—part of our vacation. You *could* be at an expensive watering place, and hear small and shallow, meaningless gossip, chatter—and have all the finer melodies, deeper truths entirely drowned out. But in your meditations, you can *grow*. And there's nothing more valuable. You *know* that.

If you were on the hills—real hills, you would feel freedom. Feel it *now*. You can. It will give you a feeling of great freedom to change those grooves that we've been talking about. "What can going to a different club or church, or eating in a different place, or walking through different streets—how can this sort of thing make one feel free?" you demur.

Ah, think how wonderful it is that you *can* change these things—how wonderful that you have the power and initiative. *That's* freedom.

And you have the freedom that comes from the knowledge that you *have* freedom. No sense of limitation need enslave *you*. Look to the heights. Be awake to the God within you. Dream, build, experiment, live, love and breathe the bracing atmosphere of *released thought*. That's being up in the hills. It's having the strength of the hills. It's having the *blessings* that go with a vacation!

I Travel Everywhere

by F. B. STOCKDALE

I hitch all forces to my car,
And ride in state from star to star;
Upon a sunbeam bright and fair
Go here, go there, go everywhere—

With the first savage of the race,
I hunt my food from place to place
Tread all the steps that man has trod
From darkness up to knowing God.

I build again the empires gone,
And marshal their unnumbered throng
I bring before me every age,
Scan every line on every page.

I sink in hell, I rise to heaven
O wondrous power to man is given.

H. G. Wells and the New Deal

British Novelist Visits America

by GENE CORN



H. G. Wells, ready to hop off from Newark airport to Washington

"APPPLIED psychology is the hope of the world."

H. G. Wells, British novelist and historian who made that statement several years ago, returned to America a few weeks ago.

The author of "The Outline of History" and several shelves full of books, came by his own declaration "to see what President Roosevelt is doing."

He dined with the President and emerged from the White House smiling and affable, evidently liking his "close up" of the New Deal.

And the man, who, on his last visit to America, something like three years ago, and who, upon that occasion, declared himself "an incurable optimist" again absolutely refused to fit into the mould that some representatives of the current press would

have him—that of the foreteller of the downfall of civilization.

To be sure, he did utter, in answer to the question: "What do you consider the most stable country in the world?" the single laconic word, "Iceland," but he *may* have been joking.

Anyway, Mr. Wells seemed far less certain that war is just around the corner, or about to descend, than he did three years ago, and from a man whose kodak mind is trained to world analysis, this impression or conviction is worth attentive consideration.

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On his other visit to this country, although declaring that he felt he placed "far too much faith in the common sense of mankind" Mr. Wells was at the same time cer-

tain we "dare not shut our eyes to the seriousness of the situation and to do so would be sheer idiocy."

At that time, the visiting celebrity had envisioned the possibility of the Red Flag being carried to the Rhine, the Bolshevik frontier extending to the Atlantic; the collapse of Western Europe and anarchy raging throughout the United States.

Although declaring that he disliked "to think we are living in a world with fellow beings so lacking in intelligence that they permit the bestiality of war" Mr. Wells admitted his conviction that a great China-Japanese conflict was evidently in the brewing.

Today, he seems far more assured that the Dove of Peace will not be rudely disturbed—at least for the present.

"I don't think there is danger now," he is reported as saying. "War situations must be worked up. By 1940, we shall have had time to work up to one—to another world war. What they used to call"—he smiled broadly—"a war to end war."

Someone who overheard him, remarked that the horrors of the last war should serve as a deterrent and warning to all countries, making another war impossible and asked, "Isn't there a way of *absolutely* side-stepping another war?"

"That is a matter into which wisdom, capacity and sacrifice must enter," the novelist replied. "No one can judge of that in advance and certainly there are few who show that they possess those qualities now."

He was asked to talk about the technicians of whose work he has so often written admiringly. Mr. Wells frowned a bit. "I don't want to go into that much," he said, "although it is interesting: I should say, however, that I am in sympathy with the technicians.

"The effect of modern warfare will be to demoralize the armies much more rapidly than they were demoralized in the World War," he observed, but again added the statement that he saw no strongly menacing war indications in Europe today.

Three years ago, Mr. Wells insisted that the depression, then in full swing, constituted a problem that should be taken from the hands of politicians and placed in the hands of economists.

"That," he maintained, "should result in a reorganization of the capitalistic system and the adoption of a universal coinage.

"New forms of employment based on community effort must be found," said Mr.

Wells. "We must accept the responsibility of rehousing mankind. This can be accomplished only by rebuilding cities and by reclamation of roads and country sides.

"Changes, revolutionary changes must come," he went on. "It is impossible for nations, civilization and human nature to remain static. Such a reconditioning includes a complete moral and intellectual revolution. This will be accomplished by knowledge of our psychological and biological laws on which all human behavior is founded."

In the early summer of 1932, Mr. Wells declared, "You in America have a great industrial system. As with us, it will have to be modified or scrapped." He has not changed his beliefs in this regard. "Both countries are faced with such a storm of change in conditions as neither has seen before.

"We are in a muddle, as are all the countries of the world. Something has to be done about it—something radical, else there will be collapse."

But with even such a spiked parting statement, Mr. Wells left an impression of being quite a bit more hopeful than on his last visit to America. Didn't we say he had viewed the New Deal at close range—that he had dined and talked with the President?

Your Personality

by GRENVILLE KLEISER

PERSONALITY never played a more important part in the business world than it does today. The highly successful man impresses you at once by his personal bearing, manner of speaking, and general appearance.

The highest type of successful man is for the most part simple, dignified, courteous, and self confident. He recognizes consideration as a mutual obligation. Appearance and deportment give unmistakable signs of his breeding and temperament.

YOUR position in life is largely of your own making. Realize the value of new interests, new thoughts and new activities. You have great physical, mental and spiritual powers for use and further development. You possess all the qualities which go to make up a strong, convincing, successful personality, but you must learn to apply them intelligently.

Music Makes You Well!

Healing Vibrations of Beautiful Sound

by **HARRIET AYER SEYMOUR***

A YOUNG WOMAN was dying. Her baby had died at birth a few weeks previously, and since that time the mother had steadily failed. The doctor had just left her room saying emphatically that there was no hope and to give her anything she wanted. She looked up at her agonized husband and said, "Music. I want music. I know that will cure me."

Fantastic as the idea seemed to him, he could do nothing but hasten to give her the thing she craved. So they brought her to us, motoring many miles. The nurse in attendance looked askance on what seemed to her a foolhardy and useless errand.

The first day old familiar tunes and some of the Chopin that she had always loved, especially the "F-sharp Major Nocturne" were played softly to her. Her body relaxed under the soothing influence, her nerves became less tense, her breathing deeper and more rhythmic, increasing the circulation. That night she slept. With the shutting of the senses to the outside world, the harmonic reaction brought about by the music continued its work of healing all through the night.

THE next day she was visibly stronger, so the music played was of a gay and rather forceful character—Grieg's "Wedding Day" and some folk dances. A flush of color and hope came to the faded cheek. Her mother, nurse and husband all admitted the rapid change, and the patient herself announced, "I am going to live," which she did.

Over and over again, men and women who have not rested for weeks fall quietly to sleep under the influence of musical therapy. Those who have insufferable worries are able to un-bosom themselves, headaches disappear, depression is relieved and severe fevers are assuaged.

Why not? Musical healing is not merely an emotional thing which takes a patient's mind off his troubles for the time being. It is not mere diversion. It is a powerful adjunct to healing—its benefits are lasting.

Musical therapy to the average non-musical person is an obscure subject. And yet most of us unconsciously practice musical therapy in our every day lives. Often when we are

depressed and blue, we turn the dial of the radio and are soothed and cheered by music. If we play the piano, we turn to that for solace and let our fingers run over the keys, picking out some melody which lifts our spirits and paints life with bright colors where there were only somber hues before.

Is not this a cure by way of music? In the same way, music is being used in many hospitals. The Hospital Music Committee of the New York

City Visiting Committee for the past ten years has given concerts and musical programs in hospital wards. Since 1923, 75,000 patients in seventeen hospitals have listened and responded to this music. Different types of programs are presented for different types of patients.

IN my personal experience, I have known numerous men and women who have recovered their health through music. Music has restored eyesight to a man whose optic nerve had been paralyzed by shell-shock, and restored speech to an Italian who had been struck dumb by the horrors of warfare.

A well known doctor has said that music may be prescribed by the physician just as can any other health-giving recreation and has even suggested a musical medicine chest of phonograph records. Numerous physicians and surgeons who once politely laughed at and even scorned the experiments in musical therapy are now admitting its great value. Many have agreed that if a thorough experiment could be conducted with a neurologist, a psychologist, a physician and a musician, it would be the beginning of the scientific use of music as a means of cure.

Music of different kinds, we all know, can arouse different stages of emotion—courage, joy, fear, envy, anger. Courage and joy are



expansive and make for health. The others are contractile and cause illness. Why not then use music as a means of balance in emotional life, and so as a curative agent?

The great Dr. Charcot said repeatedly that music acted like electricity. In medical journals, there are many reports of cure of insomnia by the use of music, the lyre and harp being considered the best instruments. In slow circulation and lowered vitality, we need lively music. For high blood pressure, we need soothing music. Rhythmic music is a help to people suffering from heart attacks for without rhythm, music brings about physical fatigue.

Musical vibrations set up an effect in the nervous system which causes movement either of the voluntary or involuntary muscles. Rapid music affects the voluntary muscles. Slow, deep music, the involuntary, glands, heart, etc. We have found that constructive words added to the music often increase its efficacy. Incantation, in pre-scientific days, acted much as suggestion does today.

The kind of playing makes a great difference. The correct, even brilliant player will leave the listener cold, no matter how good his technique, but the true artist is lost in the music and so gives real pleasure, and often a healing, to his listeners. It is said that modern music may easily be disturbing, to an invalid, whereas the classics have medical value. Some keys are restful and some are stimulating.

THE therapeutic use of music ought really to begin with children, for every child could be helped and harmonized both physically and mentally, if he or she could be given the right approach to music—an approach based on listening and reacting, and which is the reverse of the old idea of technical brilliancy and performance, although it usually does lead to musical playing. This listening attitude will be the magic key to the child's whole life. Listening relaxes and so benefits physically, and has even cured a nervous child of such aggra-

vated symptoms as those labelled "St. Vitus Dance."

But while musical therapy is for the first time being generally recognized in medicine, we must not be deceived into believing that it is a new idea. The healing power of music was known to the Greeks two thousand years ago. Plato and Pythagoras both advocated the use of music as a healing means. Pythagoras and his associates used, it is said, to arise at dawn, and chant hymns in order that the atmosphere might be harmonious for the pupils when they came. The flute was said to cure sciatica, the harp to allay nervous disorders.

For the advance musical therapy has made in our own day, we owe a debt of gratitude to a woman. It is now more than twenty years ago that the far-seeing Eva Vescelius initiated a movement for healing through music. Her project found little response among the members of the medical profession, but undiscouraged, she forged ahead. I had the honor of being one of the small group who had faith in Miss Vescelius' idea, and were determined to test its possibilities. We gathered groups together and had some one play, while those of the group recorded the effect upon themselves by jotting down a word or two such as courage and hope, as the effect produced by Chopin C Major Prelude; peace and harmony that of Beethoven, Op. 31, No. 2.

Musical meditation was another experiment—that is, improvising on the piano to certain words. Taking such a phrase as "infinite goodness" some one played softly and rhythmically to the group for about five minutes. Soon the music had its effect upon both player and listeners. Through such experiments we found that music was a real help in accomplishing constructive meditation.

The war precipitated the practical application of music to health, giving many opportunities to try out its efficacy. It also developed opportunities of proving that the mind of the person who is either singing or playing has a great (Continued on page 54)

Make Me Aware!

by HAZEL MCGEE BOWMAN

Keep me alive to liveliness—
May I not miss the faintest hint
Of Beauty. Do Thou fiercely press

From out my heart, indifference.
Let Beauty's lashes stir and sting—
Arouse me to her imminence.

Life's pallid cheek incarnadine;
Let listless eyes detect the rose
Beneath the bitter beauty of the vine.

The world has loveliness to spare
Lost in the limbo of unnoticed things—
Scourge me awake—make me aware!

Don't Be Habit Bound

by FRANCES STREET

THERE'S something seriously wrong when a man can't get work that will keep him from actual want. But perhaps Bob needs mental adjustment."

This was my reply to my husband's account of an old friend who, tobogganing from bad to worse, had now reached the bottom of the hill.

"Mental adjustment, nothing; he's lazy." Dick dismissed him impatiently.

Yet I couldn't visualize the vital, magnetic, confident Bob Saunders sitting on a park bench, homeless and shabby and "bumming" cigarettes!

Several months later Dick 'phoned that he was bringing Bob home for dinner.

When I opened the door to the two men curiosity gripped me. Bob wrung my hand. He beamed. His personality registered with all his old charm and optimism.

Where was the man who had lost his grip?

After dinner Bob took an old pipe out of his pocket and looked at it fondly. "This is my talisman. And too many cigarettes, you might say, my downfall."

I asked Bob what he meant.

Slowly filling his pipe, he replied. "Through no fault of mine I was out of work. I slid down, down, until I was broke, friendless and sunk in the slough of discouragement. I couldn't regain my self-confidence, because I was conscious of a habit that I thought had me beaten."

I was listening with a new tenseness.

Bob clamped his teeth on his pipe and continued. "I smoked several packs of cigarettes a day. No matter whether I had money for dinner or not, I got through the day if I could smoke incessantly. I positively ate them. The more discouraged, the greater my need of tobacco. It became a real vice. My nerves were shot, my fingers the color of burnt leather and I had a hacking cough. I realized I hadn't the moral endurance to keep my hand out of my pocket for that pack of smokes, no matter where I was. I was as bad as a drug addict.

"Being out of a job, at first didn't worry me. I enjoyed idleness. I took my time look-

ing up connections for the future. Then I noticed, during a business interview, that I spent more time lighting a chain of cigarettes than thinking of what I was saying.

"I became keenly conscious of my bad habit. I recognized it as a character weakness—tried to hide my stained fingers. I faced something I seemed unable to control; a habit stronger than myself. I excused it by telling myself that a man has to have something to help him think. Later, as I saw my money dwindling, I said, 'Tobacco keeps me from worrying.'"

Bob laughed. "I tell you, it *had* me worried, after months of trying to kill time and interviewing men who turned me down at a fraction of my former salary. I couldn't offer them anything they wanted. I looked at myself in every mirror I passed and imagined my face was developing weakness, furtiveness and indecision. It all came from within. I felt conquered by a mild indulgence that had become a vice.

"When I became so poor I couldn't live any better than a bum, I spent my last dime for cigarettes and when they were gone, I'd beg them from a stranger or filch butts from the gutter. It sounds childish, even absurd, for a grown man to be talking this way, but it's true. Then I knew, unless I overcame my habit, I was *out* as well as down.

"It was tragically ridiculous, but every time I made a business call, I had a private interview with myself first. My *reason* would tell me that I couldn't expect to be hired, because no man who couldn't control himself could control others. I called myself a weakling and a fool. Slunk into the manager's office like a cringing dog with a tin can tied to his tail. Each time I lighted a cigarette, I felt as if the man talking to me was sneering.

"Then I gave up entirely. I decided I was only cut out for a hobo and I drifted to the haven of the park bench.

"But something clicked one day when I saw an old associate. He was well dressed and striding along with his head up. My chin was on my chest. He was an average man, in fact, I always considered him slow and rather stupid. He was (Continued on page 62)



Play for Fun!

(Or Don't Play at All)

I KNOW of no more dangerous and inhuman a battlefield than that small squared-off arena we call the bridge table. Over its

hand-grenades, trench bombs and poisonous gas—and with as relatively dire results.

It is not true, of course, that all people who play bridge are so obsessed with the thought of winning that they lose sight of the prime reason for playing at all. We who are not



smooth terrain wars as stupid and meaningless as real war are fought. The weapons might be different, but that's about all. In bridge, sarcasm and invective words are hurled with the same reckless abandon as

experts play bridge for fun. At least that is our premise when we sit down at the table. Many times, however, before the clock reaches the hour mark, no matter how small the stakes, in our desire to win we have forgotten

completely that we *are* playing for fun.

The other day a friend told me of a bridge club to which his wife belongs. It is—or was—one of those friendly little clubs that the women in the neighborhood had begun among themselves. It seems that at the table where his wife played a certain evening there was a woman who had been taking lessons. Her bidding was sound but she was by nature a poor player. Be as careful as she might she nevertheless made two or three bad leads or follows.

But too often, no matter how small the stakes, the desire to win takes possession, excites—even infuriates—



At the end of the evening after there had been the usual change of tables this woman became partner to one of the two who seemed likely to win the prize. The last hand the opponents bid game. They already had one game

by

WALTER ROEBER SCHMIDT

and therefore were vulnerable. They were doubled. A squeeze play on the last two tricks resulted in this woman who took lessons throwing away the wrong card. The opponents made the bid. They would have been set one trick and would not have completed the rubber. The woman who had been in the lead might have won instead of being content

with second place.

This woman, realizing that she perhaps could have won the prize if her partner had not thrown away the wrong card, began a

tirade that would have done nicely in a pool room but hardly at the presumably sociable bridge table.

"Elsie," she stormed, "you should have known very well that only eleven clubs had been played and that there was the possibility that Ann might have held it. Why we would have *set* them. Really, Elsie, for one who's been taking lessons so long you ought to know better. Why I haven't ever taken lessons and still I can keep track of the cards. Honestly . . ."

And so on. Until finally Elsie told them that she could enjoy herself elsewhere Thursday afternoons and they need not include her in their bridge-party plans. A few friends of Elsie's felt the same way about it. The club was broken up, unpleasant memories remained, friendships were strained.

What caused Elsie's partner to storm so? Because she wanted to win badly. And she had not won. Did she desire the prize? I hardly think so. She had plenty of little lace handkerchiefs at home. No, it was not the prize itself that bothered Elsie's partner. It was the mere fact of *failing to win* that bothered her.

She would like to have gone home to her family and said: "I won this at bridge this afternoon." The prize would have represented her bridge superiority over the other women in that group.

How utterly silly! Particularly when it is a known fact among us dubs that in ninety-nine cases out of 100 the teams with the better cards will always win. If this woman and Elsie had got the good cards in that last hand she would have won the prize; they got poor cards evidently and the other woman won.

But what difference, in any event, if they were playing for fun?

AT THE bridge table if we fail to remember it is only a game being played in fun, we are quite likely to reveal ourselves in an untrue light. I know many charming men and women—as fine gentlemen and ladies as one would care to include among his acquaintances. But the bridge table *does something to them*. A wrong bid or a poor play and they appear stripped of all the courtesies, niceties and humanness that centuries of civilization have given them. They revert to a sort of barbarism, a throwback to the days when sadistic tendencies were more popular than they are today.

Take for instance the party I attended not so many months ago where, across the bridge table, a young man virtually crucified the girl he loved above all else.

At my table sat my partner and a young engaged couple. We played. The cards were shuffled, dealt, picked up, arranged. Scores were jotted down. Conversation was audible only when there was no actual playing.

We finished the first hand. The second. It was apparent that the girl was not as accomplished a bridge player as her fiancé. In fact, he had quite a reputation as a contractor. In the second hand he mumbled something about her not trying a finesse through an ace and queen. We set them two tricks.

The third hand, her confidence undermined, the girl failed to bid strongly enough. They had game in hand but made only two, when the girl let the bid die. The young man said when she laid out her hand: "Good grief, Marj, won't you ever learn to respond when you have the necessary strength?" His tone held annoyance, even a hint of anger.

SHE seemed as if about to speak in defense, but remained quiet. I noticed, though, that there were tears in her eyes. She most certainly did not enjoy having her fiancé reflecting upon her intelligence before the people present. As a matter of fact her intelligence was far superior to his in practically all things but cards.

In the fourth hand the bombshell exploded. She threw off another suit instead of trumping a diamond king I played from the board. She thought she was doing the right thing by holding her two small trumps to help protect a trump queen she held in her hand. I finally got the queen as well as the two small ones. As her queen fell on my king the young man slammed his hand on the table. "Why in the name of all that's holy didn't you trump that diamond lead?" he demanded. His voice now held not only anger but downright scorn. "Couldn't you realize that . . ."

The girl jumped to her feet. She was pale at being so humiliated. Her lips trembled. She walked from the room—left the apartment.

The party was spoiled for the rest of the evening. Someone suggested to the young man that he go after her, make it all up. He laughed derisively.

But his tune changed the next day. The engagement ring was returned to him, accompanied by a short note from the girl saying that she'd been blind ever to imagine she could marry such a boor.

Was it egotism, was it a realization of his own inferiority at everything but bridge that caused him to belittle this girl he so dearly loved? Was he using this as an opportunity of proving his supe- (Continued on page 59)

Right and Wrong

Ten Principles of Character Building



by **WILLIAM CHARLES O'DONNELL, Ph.D.**

IN ORDER to get best results from the rotation of crops the soil of the field is analyzed and its chemical nature studied. Physicians know their anatomy and their psychology as well as their materia medica before they are qualified to minister to the needs of the body in specific cases. The study of engineering precedes the record of the engineer. In order to master the science of character building we must study and come to know ourselves.

So far from being new the motto "Know Thyself" was current in the classic days of artistic Athens. The "Gnothi Seauton" of Socrates has been accredited as sound philosophy through the centuries. It is probably true, however, that comparatively few men have ever given themselves seriously and systematically to the task. This wisdom does not come in answer to prayer.

We are not to depend on such devices as palmistry, graphology, numerology, clairvoyance, spiritualistic seances, astrology or any other invention or theory that is incapable of impartial and accurate results. A scientific plan is required. Serious people will take the subject seriously. Yet the undertaking is so fascinating that this form of self searching

might easily be made a popular parlor pastime, one that will give zest to the party after other diversions have paled.

By what process is it possible for a man to come to some reliable working knowledge of himself, his capacities, his weaknesses, his strength, his prejudices, his tendencies and traits, his abilities, his deeper purposes, his real ambitions, the quality of his mind, conscious and subconscious, and all with the end in view that he is to use this understanding in a supreme endeavor to correct his faults, enrich his life and adorn it with the virtues that glorify character and bless humanity?

This is not egoism. It is the very reverse. Perfection in self knowledge is as unattainable as perfection in any other kind of knowledge. This will not discourage the sincere man. It but intensifies the excitement of the pursuit. It means that we have before us a life work—that every summit gained reveals summits still unscaled. It means that man cannot outlive his need of more wisdom and that therefore life is possessed of endless fascinations.

Approaching the subject in its boldest outline we are confronted with two sets of facts. First we have the (Continued on page 52)

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 ANTIDOTE

THE day began with dismal doubt
A stubborn thing to put to rout;
But all my worries flew away
When someone smiled at me today.
Grenville Kleiser.

You!

YOUR present condition is but the externalization of the predominant impressions which through suggestion you have stored up in the subconscious mind, not the ideas which you occasionally entertain. What you think on Sunday makes little difference. What you persistently think determines to a nicety what you are and where you are.

Selected.

CAN YOU SWIM?

ARE YOU one who has learned the essential strokes of swimming, but lose courage when you get into deep water?

It is like that in life's stream, too. You get your fundamental training when young; at your mother's knee—in the elementary and high schools. When you go out into the world, you start confidently enough, then you begin to flounder, and soon you're looking for something to cling to.

If you use your head, take clear-cut strokes in the swim of life, you'll conquer the deep tides that seemingly engulf you. You must have confidence in yourself; in your ability to accomplish your goal. Level-headed thinking that overcomes fright will help you.

In swimming, straight thinking plus the right amount of action keeps you up. In life, the same holds true.

Helen Wilkes.

ACCOMPLISHING SOMETHING

ISAT comfortably in the car, gazing at the endless panorama of green hills, willowy valleys, and picturesque cottages.

And then we were suddenly jarred by a flat-tire. Immediately we rolled up our sleeves and began to work. Five minutes elapsed and

we were back in the car, riding smoothly as though nothing had stopped us.

Looking back at the incident, I find great difficulty in recalling some of those rare, beautiful sights. They are somehow dimmed by the simple, mechanical tasks.

"Why?" I ask myself, again and again.

Then the word "accomplishment" strikes me!

Accomplishing tasks, menial as they may be, are the really worthwhile things in life. Like incandescent lamps, they illuminate our lives.

Maurice R. Turet.

THE DREAMERS

WE BUILD with dreams.

They are the molds of all our deeds.

The man of little mind may do the coarser work;

The dreamer leads.

He builds the archetype,

For lower men to manifest below;

They blindly work nor heed the thing they do;
The dreamers know.

Rona Elizabeth Workman.

IT WORKED!

HELEN is just five years old, a nervous child given to an occasional display of temper. One morning recently, after a sleepless night, she was unusually difficult. In a sudden outburst she snatched one of my valued books from the book-case and threw it angrily on the floor.

Of course, I was angry . . . inside. But outwardly I gave no sign other than to say:

"Helen darling, I am very fond of my books and I don't like to see one on the floor."

Helen looked a bit dismayed at first. Then she slowly picked up the book and restored it to its place on the shelf. In a moment the little penitent was at my side, and her words were very sweet:

"Mummy, I didn't know you liked that book so well."

Joane North.

(Continued on page 54)

"Voice of Experience"

Analyzes Readers' Letters

Editorial Interview

DR. WILHELM STEKEL, famous Viennese neurologist and psycho-therapist, says:

"It is a generally accepted fact that a doctor must be an artist; how much more should this be the case with a *doctor of souls*."

I thought of this while transcribing notes on my interview with the "Voice of Experience." Into my mind flashed the remarks of one of our enthusiastic readers—a dear young lady nearing the seventy-year mark:

"Recently I sat in Radio City's Music Hall, in New York City, and listened to the gifted conductor Erno Rapee and his symphony orchestra give a beautiful rendition of '*My Guiding Star*'—a musical composition of the 'Voice of Experience.' I went in memory back to the St. Louis World's Fair where a young boy astounded us by his marvelous playing on a massive pipe organ. His memory was startling. No matter what piece we requested he could play it instantly with rare interpretation."

"WHAT a musical career seemed facing that mere child! Yet he was to know long tragic years which would have crushed a less determined soul. While paying his way by musical concerts, toward a cherished surgeon's career, he was injured in an automobile accident. His hands were crushed. Their skill gone! But instead of retiring into a life of self-pity and dependency he transmuted stifled yearning for musical expression, and thwarted medical dreams, into efforts to help others. As I hear or read his lessons of harmonious living, I know that he is reaching more souls than he could ever have served in either a musical or medical career."

"In my seventy years I have seen human plans wrecked to perfect divine plans! Knowing this example of blasted youthful dreams which produced the man we know as the 'Voice of Experience,' I feel that his story should be a lesson to all who are despondent because of seemingly insurmountable difficulties. Those

who seek his guidance may be sure that he does not set himself up as a judge, a model, or know-it-all. But having wrested victory from dire defeat, he wishes to help others to do likewise. He knows *from experience* that 'the human will, that force unseen, the offspring of a deathless soul, can hew the way to any goal.'"

.

And now for this month's selected problems from readers. The first is from a girl of twenty-two.

"This letter from 'Heart-torn'—as she signs herself—expresses the belief that if you can't help her, nobody can," I said to the "Voice of Experience."

"She and a sister have been inseparable from childhood."

"Is she younger or older than the sister?" he asked.

"A year and a half younger," I replied. "They went to school together, roomed together, even dressed alike."

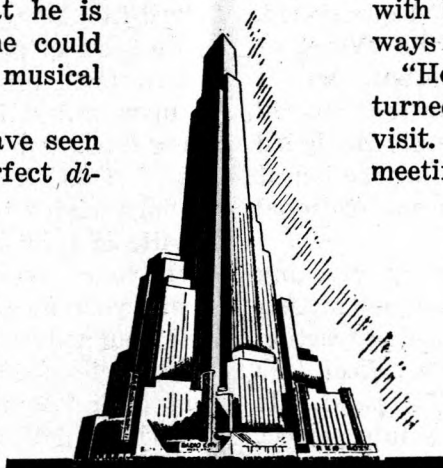
"And now—a love affair has separated them?" anticipated our adviser.

"It threatens to! The girl writes: 'People have always considered me beautiful and sister is only passable. We are both fair but she has very light eyes, a large mouth, and is inclined to stoutness.'"

"She says these details are given you, so you won't think she *'imagines'* she is better looking! She inherits her father's dark eyes—he is of Italian extraction—which combined with her light hair makes people always notice her."

"Here is her problem: she has returned home from a two months' visit. Her sister had written of meeting a salesman and liking him very much. Now she finds the sister 'head over heels in love' with him. The love is mutual, the older girl tells her, adding that she is 'extravagantly happy.'"

"The letter concludes: '*The night we met I knew that he was deeply attracted*



to me, as I to him. Sister didn't notice this. Anyway, she wouldn't dream that I could do such a thing as take her lover away from her—and that is tearing me up. The minute I met him I knew that he would entirely break away from her if I encouraged him. He is waiting for one glance from me. Until now I have veiled my feelings for him.

"In plays and story books the proper thing would be to make a noble gesture and let my sister's happiness alone. But is this fair to the man and to me? I truly want to do the thing that is absolutely right."

As I concluded, the "Voice of Experience" said: "In the detailed description of herself—taking up much of the letter—this girl reveals that she considers her beauty a decided asset. It has always focused attention upon her. Between the lines I can read that she has been a rather spoiled, pampered younger child, constantly contrasting her beauty with her sister's 'passable' looks.

"Let's analyze for a moment. She goes away on a visit. Returns to find her sister in love with a young man and immediately she begins to play with the idea of attaching him—just as a younger child wants the toys of the older.

"I am necessarily quite frank for only in this way can I help her to see the real situation. Because she expresses a love for her sister and says that the sister's belief in her is 'tearing her up,' there is a possibility that I can instil into her a desire to analyze her attitude not only toward this situation but toward life in general. She needs to change her entire pattern of life—inject some real thinking, instead of day-dreaming, into it."

"DO YOU not think that because she is so conscious of her own good looks—so self-centered—she could be deceiving herself into imagining that the young man has an interest in her which he may not have?" I questioned.

"More than likely," replied the "Voice of Experience." "And also, more often than not one is in love with the thought of love instead of with the person who has merely intrigued a passing interest. Or physical attraction at first sight may sweep one into an emotional upheaval.

"Much of the mental inharmony wrecking marriages is directly due to the contracting parties having mistaken physical attraction for the spiritual attribute—love. Real love matures slowly—like a beautiful plant. It does not blossom instantaneously into perfect fragrance and flower," he added.

"I noted particularly that the writer says nothing of the young man's mental or spiritual qualities. It seems to be a question of physical attraction, and since she has just met him, it would appear quite a simple matter for her to 'step out of the picture' as she phrases it—now," I said.

"Your emphasis on the *now* is appropriate," said our adviser. "For *now* is the time for her to stop and think before plunging into a situation which is fraught with deplorable consequences. If she succeeds in taking over the allegiance of this man she will estrange the sister, destroy her faith, and make home life unbearable.

"SUPPOSE she grows weary of this man! Does she expect to stand by and take forthcoming suitors of her sister as they appear on the scene? Cannot she find friends of her own?"

"Laying aside all question of loyalty to her sister or the risk of losing her life-long devotion, she could not expect to hold a man if he would give up one girl merely because the other was superior in looks!" I exclaimed.

"Most assuredly not. If she antagonizes and alienates her sister, encourages this man and plunges into marriage with him, she faces disillusionment. Love that will presuppose permanency and mutual responsibility in marriage must be based upon mutual physical, mental and spiritual attributes, mutual trust and faith—it is not premised upon mere physical attraction.

"If the young man who was apparently in love with the older sister before the return of the younger, is impressed so easily—on the very first sight of another girl—with more accentuated beauty of form and feature, the chances are that he would turn to the next beautiful woman who came along, just as readily as he changes from one sister to the other!

"Our young friend has the wrong slant toward life, love, and relations to others. Suppose for a moment she exchanges places with her sister. How would she feel if her sister—upon a first introduction—considered stepping into the picture to encourage a suitor of hers! Quite a different proposition!

"My advice to her is this: begin thinking of life in terms, at least, of the Golden Rule. Let your sister's happiness alone—now—while your own interest in the young man is yet confined to a speculative one. If he is really interested in your sister, let them work out their happiness together. If he is not, you have nothing to lose and much to gain by leaving him alone. (Continued on page 55)

The Fear of Fear

Part II

by G. ARTHUR GAYER, Ph.D.

THERE is every evidence to show that fear, in any line of occupation or profession, is largely, if not wholly, the result of the fear of failure.

As long as we are burdened and tortured with fear; as long as we suffer from a sense of helplessness or incapacity, we will not get anywhere. It is like trying to row a boat out into the harbor while it is fastened to the dock with an iron chain.

When I say that we should not give place to fear and worry, I do not mean that we should

blind ourselves to unnecessary danger and risk; that we should not adopt measures to offset them. The wise man who has a dangerous enemy to deal with, will use every available means to protect himself against possible harm.

The man who exercises prudence and circumspection in all situations and conditions; who has his wits about him at all times and in all places, need never be afraid.

What all of us must do is to develop within ourselves that combination of confidence and courage which is based upon knowledge and experience. We must know why we believe that we can solve this or that problem, or why we can do this or that thing. It is this assurance that helps us to conquer fear.

ONE of the best ways to prevent or to get rid of fear is never to allow fear pictures to enter or to remain in our minds. We may not always be able to keep them from knocking at our door, but we are not compelled to let them come in.

It is easy enough, of course, to keep fear and worry at bay when everything goes smoothly, but most difficult when we strike the rough places. The more deliberately at such times we turn our thoughts to visions of faith and courage, the more these qualities grow and strengthen in us, and in the end they become the controlling factors of our lives.

The truest elixir of a fearless and victorious life consists of two things, first, the practice of perfect faith in our natural endowments and qualifications, and, secondly, the absolute confidence in our ability to apply these possessions intelligently and practically in all our affairs.

Fear is conquered by faith. And in faith I include courage, optimism, confidence, determination, vision, action, will and work.

All the faith in the world will not help us unless it is accompanied by work. Faith without work is like a leaking vessel—it will not hold water. It is like a corpse—there is no life in it. Faith and works are as inseparable as the Siamese Twins. The man who thinks



Don't allow fear pictures to grow in the mind

he can get along without this invincible combination has about as promising a chance for a healthy, happy and prosperous life as a fat rabbit in a den of hungry cobras.

IF we would enter the ranks of those who reach the pinnacle of high achievement and reward, we must walk up to our fears and smash them as Dempsey smashed Firpo. They may knock us out of the ring, but if we are garbed in the red badge of that courage which never submits or yields, we will come back and deliver the victorious blow.

Applied psychology furnishes the best method by which this can be accomplished. It is a significant thing that men and women who

The supreme method for the conquest of fear—and by it I mean everything related to it, such as worry, anxiety, indecision, hopelessness, despair, et cetera—is to make the opposing auto-suggestions to our subconscious mind.

There are various methods by which this can be successfully accomplished, but any person, young or old, can use the following one with amazing results:

At night, as soon as you are in bed, relax your entire body, breathe deeply and gently, and focus your thoughts steadily and persistently on what you are about to do.

Remember, in this connection, that whatever suggestions you wish to make, *you must*

The subconscious mind will build up or tear down according to our habitual ways of thinking and doing. . . . Our welfare or "ill" fare in life is a matter of mentally-created, subconscious conditions

make a thorough study of its principles are continually showing themselves possessed of unsuspected powers and abilities.

Applied psychology, above all things, teaches self-knowledge and self-reliance. Its slogan is: "Man, know thyself."

Fear is largely a lack of self-understanding. The man who is not acquainted with his real sources of strength is constantly dominated by fear, and he will never free himself from it until he recognizes, develops and applies, all the potential forms of his actual powers.

One of the most important things to remember in this connection is that the subconscious mind will build up or tear down, according to our habitual ways of thinking and doing. Our welfare or "ill" fare in life is entirely a matter of mentally-created subconscious conditions.

When this part of our being is definitely impressed with the thought that health, happiness and success are possible for us to attain, it seizes upon the idea and cooperates with us in our endeavors to work it out, with the result that these blessings are ours in due season.

ON the other hand, when this mind is dominated by certain fears, such as those of sickness, failure, poverty, or death, it proceeds to cooperate with all essential injurious influences and does everything within its power to assist us in bringing about the things we fear.

believe in your heart that they will be answered. Mere parrot-like suggestions are of no avail.

Harbor but the slightest doubt, and you will destroy the effect of your suggestions. You cannot fool the subconscious.

When you are ready in mind and in heart to proceed, make your auto-suggestion distinctly and clearly. Remember that repetition is better than elaboration.

IF YOU are a victim of fear, say to your subconscious self, quietly but firmly: "I have the courage, faith and vision to put myself over in all worth-while things.

"I have inflexible determination and iron will. Here and now, the truth and power of these affirmations become a permanent part of my whole being. I am what I choose to be."

Repeat these statements as soon as you are awake in the morning, and live up to them in your every thought, word and act during the day.

The final solvent for the fears and worries of humanity is contained in the words: "Love thy neighbor as thyself."

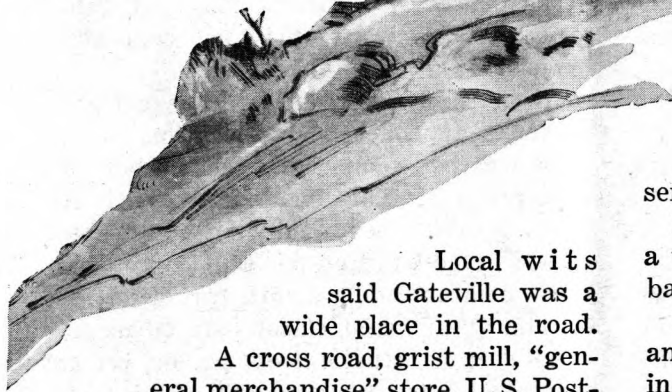
Love opens the heart, fear shuts it. Love begets love, and the desire for the good of others is the master key to the heart of the world.

Such is inspirational psychology.

Green Buttons

by **RICHARD K. WOOD**

IN MY travels up and down the country as a Knight of the Grip, it chanced I became stranded in the mountain hamlet of Gateville, near the state border.



LEONARD
RUSSELL

They related how narrowly the convict missed their clutches . . .

Local wits said Gateville was a wide place in the road.

A cross road, grist mill, "general merchandise" store, U. S. Post-office, sheriff's and Notary Public's hang-out, the inevitable court house, and a county "work-house" for convicts composed the "business" section of town.

The resident portion extended from "Dark-key Row" in the flats to the precipitous side of Bald Knob, adjacent to Gateville, where dwelt the mountain-boomers.

As I stepped off the dirty, sooty, "short-dog" train, a shambling individual apparently of far better days, accosted me: "Grips hauled fur a quarter, sir."

"Where to?" I asked by way of enlightenment.

"Sim's boa'din' house, boa'din' by week or day, sir; only place in town, sir!"

I proffered my bags, but preferred walking up town on the board side walk to riding in his old rattle-trap.

The board walk was supported over a rushing mountain stream by a high frame-work scaffold, and I saw suspended from a board extending over the water an old coat, perhaps carried to its position by the high waters. With plenty of leisure at my disposal, I halted to kick the garment off into the stream, noting as I did so the oddity of a blue

serge coat decorated with large green buttons.

I watched the coat float down stream until a whirlpool caught it and swirled it into the bank where it caught on a snag.

I left my baggage at the boarding house, and placing an order for "dinner"—luncheon in New York—moseyed off down street to interview a prospective customer. Before I had gone many blocks, I became aware of an unusual stir and excitement for a Southern burg. People were exiting from buildings hurriedly, scanning the landscape in every direction, and running for the nearest side street.

Peculiarly, they were mostly the male contingent of the town, though ranging from the "kid" age to white-haired men. I squinted at the horizon for the smoke of a fire, but the sky was as clear as a baby's complexion. Then I noticed most of the running men were armed with weapons of sundry descriptions. A small boy toted a "squirrel rifle," its length in excess of his height; a stalwart son of the hills was shouldering a .22 caliber frog-killer.

Others had belt guns strapped on them; some had pistols of uncertain calibers and pedigrees protruding from their pockets. An old crone went ambling by leaning on a hickory cane, and following in her wake was a bareheaded youth and a red-headed lassie, obviously store clerks, both carrying shiny new Winchesters. Altogether it was a motley and martial procession.

Not sure of my (Continued on page 61)

"Observations"

by FAITH LEWIS

Every weed in the great thoroughfares of life has a honey, which observation can easily extract; and we may glean no unimportant wisdom from folly itself, if we distinguish while we survey.

Bulwer-Lytton.

THERE'S a story of an Englishman who hanged himself because his tea was served without sugar!

There are hours in life when the simplest occurrence seems catastrophic to taut nerves. But *that's the time to get a strangle hold on patience.* The tide will turn if you will *give time a chance!* The very law of averages will bring you a break—but you must hold on!

A CITY youngster visited a village. She went into a rare garden to gather flowers. Intrigued, she wandered by beds of exquisite beauty. Passing the loveliest blossoms. Searching for *more beauty.* She was distinctly shocked when her mother called: "Train time!" And she had no flowers to take home!

How many overlook life's treasures in a similar spirit! Even consulting astrologers, palmists, mediums, about *the future.* Losing the beauties of *today*—friends, mental and spiritual food, service to humanity! And then—life calls: "Time's up!" The years wasted!

A LEADING radio company advertises that a terrific testing explains the perfection of its product. It is packed in shipping box and thrown down two flights of concrete steps. Unpacked, plugged in. If it works, okay. If not, it is examined to see why not. The weak spot is reinforced. Then further testing until it is perfect.

Life endeavors to perfect humanity by terrific tests. The way we meet them and incorporate their significance into our lives determines our success and happiness.

Those who strive for mental and spiritual growth with unflagging soul, welcome critical

try-outs. With Dorothy Parker they can say: "This is no sea of mine, that humbly laves untroubled sands, spread glittering and warm. I have a need of wilder, crueller waves; they sicken of the calm, who knew the storm."

LAST winter, outside a shop window near Broadway, I saw a bootblack's outfit. Above the outfit a sign read: "*Bootblack inside.*"

Evidently a bootblack fifty per cent conscious of his work—fifty per cent aware of comfort!

Near Fifth Avenue was his exact opposite. When I approached this location — even in zero weather—something seemed boring holes into my feet. That bootblack's eyes! He was thinking how beautifully he could shine my shoes. One hundred per cent conscious of his job—comfort and warmth forgotten.

The great artist Corot painted dawn skies with such a realistic deep, tender, yet unfathomable light, that students of his art wondered at his mastery of the morning sky's secret. The answer: he was *morning-sky conscious.* Each morning for years he patiently watched from some rare vantage point; absorbed, enchanted, as night slowly turned into day before his feasting eyes, registering its glory upon his eager soul.

From the lowest job to the highest art, *success hinges upon a one hundred per cent consciousness of the work at hand.*

TEXAS blue-bonnets! Blanketing the roadside for miles. What a feast for beauty-loving souls! Thus I mentally paid tribute to one of Texas' most exquisite wild flowers as I drove down a Rio Grande Valley highway.

Suddenly the friend at my side said: "What are those funny little flowers of such an *ugly dark color?*"

I almost drove up a telephone pole! The flowers were heavenly *blue*—could this friend be suddenly going cuckoo? I hastily piloted the car to one side of the highway and stopped. And then—I heaved a long sigh of relief! She was wearing sun glasses—and had forgotten she (Continued on page 55)

He Cared

Some Thoughts About William H. Woodin

by ELDORA FIELD

I MET Woodin—William H. Woodin once. And the day, a few weeks ago, when I read that he had died I felt a distinct twinge of regret.

Had I known him differently or in a fuller sense, I am sure I would have felt actual grief.

For the man was *real*, and when I say, as I did in the beginning sentence, that I had met him, don't minimize my appreciation of him because I met him—kindly soul—only through the medium of a letter.

I never actually saw him, but sometimes, seeing people in the flesh is quite unnecessary in arriving at distinct conclusions about them.

I have been reading, since he died, all kinds of nice things people have said about him. Very many persons—from the old doorman at one of Mr. Woodin's clubs who simply said, "He was good to me" up to the President of the United States, who called William Woodin "My dear friend" and added, "I am distressed at his passing,"—very many spoke of him with affection.

Maybe it is a little silly for me to say I met him—this man who served his country as Secretary of the Treasury but had to resign months ago because of ill health. Maybe I'm over-emphasizing his courtesy—but I'll tell you about it.

The particular little situation I have reference to came about because there was a play something less than a year ago called, "Design for Living."

"**D**ESIGN for Living!" The phrase rang in my ear one day some months ago—over and over. "What's this and this and this person's 'design for living'?" I began asking myself, and then—

"That would make a good magazine article—statements of certain persons' 'design for living'—the pattern to which they shape the circumstances of their lives," I said to myself. I made out a list—a long list of celebrities.

I didn't include the President's name, or that of his fine, active wife. "After all, one *does* read so much of their sayings and doings," I ruminated. Maybe it looked like too big a job getting them. Anyway, I included only their daughter's name—Anna Roosevelt Dall—as she had previously sent in a statement that threw light on what might be her "design for living."

"I believe that getting to know individuals from every walk of life is one of the most fascinating games of life," she declared—which certainly indicated an enviable cosmopolitanism.

Ruth Bryan Owen, daughter of the great Commoner, William Jennings Bryan, was very gracious in her reply. "I have found refuge in a conviction that there is a complete pattern of living—a Divine Plan," she wrote, "although *we* may see only a confused fragment."

Ernestine Shumann-Heink was also kindly in her response to the question, "Won't you tell us your 'design for living'?" She told of her favorite work—singing, teaching, cheering the soldiers "And I am grateful to God that I live," she added.

JAMES Montgomery Flagg insisted that there was no such thing as an approved "design for living" and "If there is a 'design for living,'" he added, "I'm sure we're much too dumb to see the pattern."

I believe Flagg was just trying to have a little fun with the idea. I'm sure he's not *really* bitter about life. Surely Arthur Brisbane isn't either, but he absolutely refused to commit himself. "*My* ideas are not important on the subject," he declared.

Theodore Dreiser was rather pessimistic about a "design for living" too and insisted that he thought with Darrow that he had "Nothing to do with the circumstances of life, nothing to say about it, and certainly nothing to do with the final stopping of it."

So the letters—the answers to the requests for the celebrities' "design for living" came in—very often a note from a secretary indicating that the (Continued on page 58)



News Flashes

Odd, Scientific and Otherwise

by J. BRUCE EDDINGTON

ALL Pickwickians remember the story of the lady who after perusing the encyclopedia wrote an essay on Chinese metaphysics. Mr. Pickwick expressed surprise that the encyclopedia held such information. She informed him that she merely read under C for China, under M for metaphysics: the result—*Chinese metaphysics!*

A combination of strange elements! But not more than news flashes bring us hourly. Students of psychology are not amazed at anything seemingly miraculous. They know that *each plan, discovery, and invention was first a mental blue print.* And the human mind is an inexhaustible storehouse of blue prints.

From the realm of the subconscious came the idea for the latest successful invention of Charles V. Boys, British scientist. In a dream he received plans for a device that would measure public consumption of gas used for light and power. He awoke greatly excited, hastened to his laboratory and put the plans into concrete form.

▶ ▶ ▶

THRONGS of human beings dashing madly into subways at the rush hour have nothing on the tiny ants in their busy little hills. And now Raymond L. Ditmars, of the New York zoological park has a delicate apparatus with which he can listen in on the traffic roar of the infinitesimal insect cities!

When your eyes go steamrolling and a cinder flies into them, nature manufactures tears. And tears are the most potent eye antiseptic available, according to Dr. William L. Benedict of the Mayo Clinic. He reports in *The Sight Saving Review* that laboratory tests prove normal tears to be hundreds of times more effective in protecting the eye than solutions commonly used.

▶ ▶ ▶

Did you ever see dumbness signing? Well, someone with tweaks of curiosity did! To determine how many seekers of "education"

read the petitions they sign, a statistically-minded person at Temple University circulated a petition for an extra holiday, ending: "We are resolved to spend the day in merry-making and leisure, at which time each one will decapitate himself with extreme joy."

Five hundred students affixed their signatures!

. . . .

Maybe you're skeptical, like the farmer who when shown a hippopotamus, said: "There jes' ain't no sich animal!" But if you think there's nothing new under the sun, just read this. Professor William S. Boyd, biologist at Emory University, recently told the Georgia Academy of Science of discovering a species of protozoa—never before described by any scientist—in a sample of water from the Okefenokee Swamp.

His experiments with his "find" may shed light on the habits of encysted microbes and the reason for sudden outbreaks of epidemics in regions where a disease is believed to have been stamped out.

▶ ▶ ▶

Those who, like the illustrious Micawber, are "waiting for something to turn up" will be interested in the plans of the Baltimore and Ohio Railroad to build two high-speed, stream-lined trains of designs never before attempted in this country.

One to be operated by steam power. The other to be drawn by a Diesel-electric engine, a single unit, to which cars will be attached. Slowly, but surely, the old methods of travel are heading for the "last round-up."

. . . .

For the first time in aviation's history, an experiment has demonstrated the feasibility of "air trains," which, using a plane for a locomotive and gliders for cars, could pick up and drop cargo.

At the Osoviakhim Aviation Club at Samara, two Russian experts piloted a plane, traveling at 75 m.p.h. and in four seconds coupled on to a 500 pound glider, lifted it and towed it through the air. (Continued on page 60)

Health Through Suggestion

A Physician Looks at Hypnosis

by DR. ALFRED J. FOX

EVERY physician knows from experience that a formidable number of his patients fail to obtain relief through drugs, hygiene, dietetics, electricity and the various methods of physio-therapy.

In cases of this sort most of the text books on medicine advocate "moral treatment."

Just what is meant by moral treatment would puzzle a staff of Philadelphia lawyers. If it means anything, it means the effort to restore the patients' *morale*, using that much abused word in its broadest sense. It is a most complicated psychological problem dealing with disturbed emotions and idea associations, states of consciousness and the influence of psychic causes on purely physical functions.

MORALE then means harmonious emotions. A state of well being and well feeling. Every physical disorder or discomfort disturbs this perfect emotional equilibrium.

Every disease can be identified by a respective emotional state characteristic of that particular physical state. It follows, therefore, that any influence acting on the emotions modifies the physical disorders, the extent of such change depending on the degree of change brought about on one's state of mind or morale.

Many a patient fails to rally from some prostrating disease because the coincident agitation wears out his reserve strength and vital resistance before the turning point or crisis is reached.

The administrations of sedatives such as bromides or opiates serve only to induce a state of vital depression helping to deplete the patient's vital capital. The number and variety of physical disorders induced by psychic disturbances are legion, and can be reached through skillful mental therapeutics only. Any other method of treatment is rank quackery.

ABOUT fifteen years ago I became interested in suggestive therapy. I devoured all the literature on the subject, good, bad and indifferent, and soon learned that a great deal of truth could be extracted from the literature on the subject, though I had to blue-pencil a



The patient may successfully grasp the principles of auto-suggestion

lot of nonsense. What I wanted to ascertain was whether there is such a thing as hypnotism and if so, what practical ends does it serve? Reading books gave me a theoretical conception of the subject. There was nothing left but to apply practically what I had learned.

After numerous experiments I discovered that a suggestion can be made to extend into the subconscious and be prolonged for an indefinite period.

After experimenting on hundreds of subjects it dawned upon me that hypnotism en-

ables the doctor to exercise a profound influence over all the functions of the body and mind.

I usually applied it in conjunction with medicine and the other accepted modes of treatment and found it uniformly useful.

THE first successes aroused a tremendous degree of enthusiasm. In this exuberant state of mind I even dared to attempt to treat cases that had been declared hopeless by the most exalted members of my profession.

I met with some brilliant successes, and yet it seemed to me that what I had thus far achieved had no real scientific value unless a rational basis of cause and effect could be elucidated.

do so until the habit is changed.

No organ of the body or group of cells possesses independent initiative. All are governed by nerve centers, so that actually all functions originate in the nerve centers. These nerve sub-stations are continually influenced by our emotion, *by the thoughts and ideas and by environment.*

Rationalizing the subject along such lines it becomes obvious that applied psychology is not a religion or occult superstition but a very exact science that can be estimated more accurately than the more or less empiric chemistry of orthodox materia medica.

My claim is that hypnotic suggestion will relieve all cases, cure most, and that for innumerable cases where medicine can do no good it is the method which should be used.

"Most of the objections to hypnosis are without basis in fact," says Dr. Fox. "They originate from fear, superstition, ignorance or prejudice. . . . Nevertheless it is highly desirable that the methods be used by professional men of unquestioned integrity."

MOST of the cases that came under my care and treatment were patients suffering from obscure, obstinate chronic diseases that had tried and failed to obtain relief from all other modes of treatment, regarding themselves virtually incurables and resorting to hypnosis merely as an experiment. Great care had to be exercised not to delude these unfortunates with false hopes, and I made it a uniform practice to urge all patients to regard the treatment as a last resort experiment to be tried only after every other kind of treatment failed to relieve, even in cases that I felt reasonably certain were sure to respond to treatment.

Space here is too limited to attempt to enumerate and describe even a small number so treated. It was all very glorious but it was not science.

AND then the light of truth began to cast its rays on the mystery. One must have facts in order to arrive at conclusions. What were the basic facts?

First that all physical activities develop through exercise of a certain function and degenerate through inactivity. That all functions of the body as well as mind are governed by habit. That is, should a specific organ of the body become habituated to perform its functions abnormally, it will continue to

FOR any, however, whose prejudice against hypnosis would mitigate against the success of the treatment, virtually the same results can be obtained by the use of non-habit forming drugs that put the conscious mind in abeyance and permit the practitioner to direct his healing instructions to the subconscious centers of power.

It is perfectly true that through the power of auto-suggestion patients may, in a vast number of cases, relieve and cure themselves. But not all seem able to grasp the principles and practice of auto-suggestion, simple and practical though they be.

The average person is still inclined to lean on some one else. It is a racial subconscious habit to look for some one else to effect a cure. We are afraid to trust ourselves with our limited knowledge. So the psychotherapeutic specialist still has his field—a vast field—even though he may ardently advocate a wider use of auto-suggestion or "self-healing."

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Most of the objections to hypnosis are without basis in fact. They originate from fear, superstition, ignorance and prejudice. One is that the cures are not permanent.

Of course a relapse or recurrence is possible under any system of therapeutics. Such a chance is no greater
(Continued on page 63)



Love in the New Age

by LAWRENCE BROWN, Ph.D.

IN THE New Age it must be clear to those, with that fineness of understanding *to see the great vision*, that life will take on new meanings because of the enlarged opportunities to develop strong, virile bodies and magnetic personalities.

These superb physical bodies will house clean and penetrating minds and from the personality ensembles will emanate strong spiritual forces. Further, the spiritual side of our lives will grow as never before; this in turn will result in an outpouring of *practical, workable spirituality* which will find its place in everyday life as an accepted fact.



Even now those more keenly attuned to these vibrating, pulsating days sense that a great spiritual awakening has overtaken us which manifests concretely in the utterances and in the actions of some of today's leaders who are stressing the rights of the many as opposed to the privileges of the few. Even if *all* is not yet right with the world . . . and honest, realistic thinking compels us to admit that it is not . . . are not these pronouncements and acts significant as an index to the trend of human thinking? Are not those voices of today going to be joined by others and swell to an increasing volume? Many with sound minds and understanding hearts think so.

Now let's look at love in the New Age. If every one can enter into the kind of work he or she will enjoy to the utmost, and if the stress of a harsh economic system is removed, is it not clear that young men and young women will seek out their mates without the primary consideration being that of securing a livable income? If it becomes possible to live—and live well—working in the fields of prime interest, naturally there is going to be a seeking of mates based upon the *natural harmonics* of the contracting parties

JUST as the New Age psychologists will suggest the most favorable vocations, so will they also tell young men and young women the particular qualities they should look for

in their prospective marriage partners. Therefore, young people will be able to learn *in advance* wherein they are in harmony, at what points they are likely to clash, and what steps they should take to achieve balanced harmony in marriage to the end of promoting healthy, happy and enriching lives. Further, there will be an incentive to marry when the physical and mental powers are in the full flood of youth and strength.

Many of the New Age psychologists will also be well versed in the new sex psychology and to them young people will turn . . . as a selected few are doing even now . . . for sympathetic instruction and enlightened guidance in learning to realize the most from the powerful sex force. They will be taught to conserve the creative life force and to convert it by transmutation, to the end of building up stronger bodies and better minds, thereby releasing their primal spiritual forces for constructive purposes.

Old attitudes toward sex will *have to go* . . . in fact, it is a most surprising phenomena to note the rapidity with which the attitudes of intelligent young people have changed already . . . as the old epoch passes into history and healthier and better attitudes take their place. In the last days of the epoch drawing to its close, the physical side of life in the domain of love has been emphasized to the point of satiation. The mental and spiritual qualities have been neglected so that warped ideas have come to prevail. This over-emphasis of the physical side of sex has distorted the *natural* urges and thrown us out of balance.

WHENEVER we forget that we are triune beings, having strong mental forces and vibrant spiritual urges, as well as physical bodies, we are asking for trouble and when we ask hard enough for destructive things, *natural law* brings us troubles and in abundance.

Lovers in the New Age are going to know that they must meet their mates on the three planes of being, instead of just one . . . the lowest . . . and that they must comply with the *law of harmonics in nature* which demands that minds and spirits meet as well as bodies. This in no wise is intended to minimize the basic physical attrac- (Continued on page 59)

*From a
Painting
by
E. K. Reader*



*Lines
by
Walter
Clemow
Lanyon*

Awake! Arise!

AWAKE! ARISE!

I call to the beautiful soul of you that has been slumbering within the grey folds of human belief all these years.

AWAKE! ARISE!

The New Day of Heaven on Earth is descending out of the Clouds of Belief. You are now at the place of Recognition of the Presence. The living, vibrating presence of God—what other presence could stand in this dazzling white light?

AWAKE! ARISE!

Recognition of the Presence is the surest way of materialising the Spirit. "Yet in my flesh shall I see God" is as definite a statement as "God is the only Power." Until you begin to awaken to the vast possibilities of Recognition of the Presence as something more than a theory to be talked about you will still dwell in semi-darkness.

AWAKE! ARISE!

When you recognize that Christ is rich and all you need, this recognition of the presence within you will be for you the denomination of everything necessary to keep Heaven into manifestation.

AWAKE! ARISE!

Behold the Man of God in the midst of you—as you have borne the image of the earthly human beliefs of fear, disease and poverty, so shall you also bear the image of the Heavenly One. This time arrives at the moment you begin the process of recognition.

AWAKE! ARISE!

I call unto you—"Come Forth" from the tomb of your human beliefs—Even NOW you feel the stir of the New Day—the new manifestation. "Behold the Man." Stand in this light and glory at the Risen Lord—"He is risen—He is risen in you."

Awake! Arise!
It is Well

The Awakening!

by EMIL GOCKER

THERE comes a time occasionally in every man's life when the work he is doing loses its zest, when the thoughts he is thinking no longer sparkle, when the way he is going seems all too devious and plodding.

A strong distaste for the old satisfactions prods him with a keen desire for something of more lasting value.

The restless giant he has long controlled with the threads of his imagination, now bursts its bonds with a sudden gesture of awakened energy. Stirred by vague and powerful emotions, he rises to his feet and gazes about him.

A new personality has come to life! The horizon spreads back into the boundless mists where only dreams may venture and imagination fling! The glamorous spectacle that unfolds to our far-flung vision is the promise of fulfillment, so precious to us, which every man since time began has cherished in his secret soul.

Every man is the owner of a dual personality. The face in his mirror belongs to the man he knows best, while the stranger at his gate, his Other Self, is denied admission to the court of recognition. Patiently and submissively he waits until the call goes out for him to enter upon his inheritance.

BECAUSE you are sick and discouraged, you listen to the voice of your Unknown Self with the interest of a little child in a fairy tale. Your eyes open and you behold that which had been an unreality before. Your pulse throbs, your blood sings through your veins, your idle hands grow eager to fashion and create.

An insistent tongue demands expression and will not be denied. All the active forces of regeneration are working in you. Your mind seems to reel in confusion and yet, out of this confusion will presently emerge the Man of Destiny—the real *you*!

Extraordinary power lies at your disposal. Untold strength is yours. Vast and undreamed-of resources, barely tapped before, wait for the drill of your intelligence. Like buried treasure in a dark and secret cavern, your unflagging courage and tenacity of purpose alone can uncover and use.

Gold and silver bullion in an age-rimed

chest is not more real and valuable than the wealth hoarded in the mind. Only a small portion of that wealth is ever spent; the rest is carefully shielded from prying eyes, lest the beggars of life make annoying demands.

The parable character who had been granted only a single talent to use, pitied himself and was lost in despair. Poor, miserable, solitary talent! What if it was lost? Or thieves came and stole it? Cornered thus by fear, the deluded creature buried it from sight!

THE world is full of mortals who can boast of only one talent. But by concentrating every energy on the growth and expansion of that lonely talent, they increase its capacity, multiply its expression and improve its worth.

Life needs men with buried talents, for buried talents mean buried treasure in the mind to be used for fruitful purpose. Alas! that this treasure is so often neglected and despised by its owner, who drags out his years through a meagre, colorless, meaningless existence. The man whose only talent is to sell pencils on a street corner, can raise his soul to perfection by the same route of endeavor and faithful devotion to his work as that employed by the characters of great renown whose names cast a spell upon the world.

Fourteen years of horror in the bowels of the Chateau d'If bring Dumas' immortal character Edmond Dantes to the very brink of despair. His doom is sealed and hope flutters weakly in his breast, only to be fanned alive by the Abbe's mad tale of buried treasure. Fourteen years have rooted firmly one purpose, one passion in his mind. The fabulous treasure buried on the isle of Monte Cristo does not turn him aside from his purpose or possess him with avarice. He, not wealth, is master! His purpose must go on, must unfold to its final conclusion.

IN the soul of every man lingers a dominant purpose which every slumbering force in him aches to carry out. Sooner or later it manifests itself. Sooner or later the secret of his life is revealed, the mystery of why he was born. (Continued on page 58)

Flight Fear and Psychology

by EX-NAVAL OPERATOR 1768

I AM an ex-aviator. It has taken me four years to admit the ex part. My problem, after twelve years of flying has been to readjust myself to life on the ground.

The very thing that caused me to stop fly-

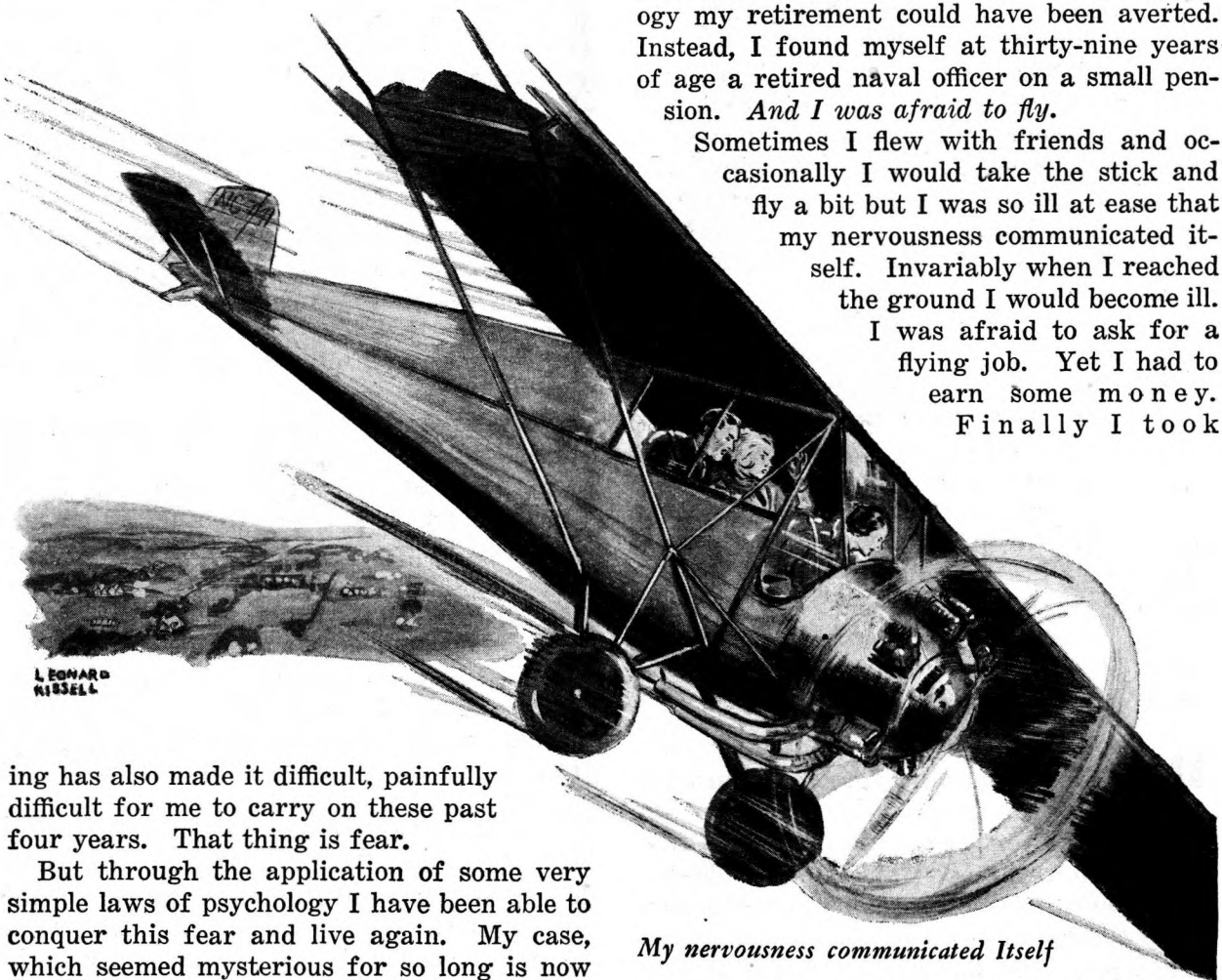
I was treated for this and that.

I finally went to the hospital for observation and treatment. I was there eleven long months. They completely unnerved me. I am positive now that had any one told me just a little of what I now know of psychology my retirement could have been averted. Instead, I found myself at thirty-nine years of age a retired naval officer on a small pension. *And I was afraid to fly.*

Sometimes I flew with friends and occasionally I would take the stick and fly a bit but I was so ill at ease that my nervousness communicated itself. Invariably when I reached the ground I would become ill.

I was afraid to ask for a flying job. Yet I had to earn some money.

Finally I took



ing has also made it difficult, painfully difficult for me to carry on these past four years. That thing is fear.

But through the application of some very simple laws of psychology I have been able to conquer this fear and live again. My case, which seemed mysterious for so long is now pitifully clear and should be discussed.

WHEN the war came on fear was unknown to me. The more danger, the more fun. So I enrolled in the Navy Reserve Flying Corps and learned to fly. I liked it. All of it. When the war was over, I remained in the service. I flew and flew and liked it more and more. For ten years.

Then I commenced to have inexplicable fits of nausea, dizziness, faintness. There was no trouble with my flying; I could land as well as ever, but headaches were very frequent. There followed a long period of medical check-ups, dieting, medication and what have you.

My nervousness communicated itself

charge of the ground school of a large aviation school in the Middle West. My contacts were all civilian. No one knew my history. But occasionally circumstances arose when a flight was a natural matter of routine. And always it made me ill.

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I stopped flying. I had to keep well to hold down my job so I declined all flights. Then I noticed that certain other exciting experiences also produced nausea. A friend was killed in a crash and the effect of this laid me out for a week. Next an obstreperous student upset me. At the end of three months' teach-

ing and supervising I was forced to resign and return to the Naval hospital at San Diego.

There, I decided that I must build up my health, my nerves. I didn't *want* to teach aviation to civilians, I wanted to do what was easier for me, that which I had always enjoyed—I wanted to fly. Doctors agreed that I should engage in work in which I was most competent, in order to be most healthy and content. With this in mind I took it easy for a year hoping that by so doing I could "come back" as a flyer. I learned to loaf, play a little. I read more and more and wrote some.

I was a dub at golf but I tried that and everything which might build up poise, confidence, and banish fear, conscious or unconscious. At the end of a year I took the regular aviation psychological test. I failed.

There followed a bitter period. I felt absolutely sunk. I brooded about suicide constantly for three months. My headaches became worse. Seeking relief from a physician I received my first tip. He said,

"There is not much chance for relief from your migraine headaches. The psycho-neurosis which has developed is a fairly natural result. You *might* do something for yourself by studying psychology."

AT THAT time I didn't even know the definition of psychology but I got busy. I received excellent assistance from every source available to me. First, I enrolled in a class called "vocational therapy." This kept my hands and my mind working for a couple of hours each day. The class was conducted at the naval hospital by a nurse who ignored everything about me except my work. I made the most simple things from wood, from sheet metal, even from reeds.

There was no responsibility and nothing much of a tangible nature could be showed for the time spent; but I was content for the first

time in two years. And so I learned my first lesson in applied psychology. And one may formulate in his own words the principles involved in this part of my experience. *Do something—something you like to do.*

Next, I started to read. I began with the more popular pseudo-psychological books. These I found interesting, well written and not at all dogmatic. I read them lightly and passed on to a brief survey of psychology as a subject of study.

I quickly discovered that I had much to learn. More important, I became certain that most of it would help me. It did help me. That interested me. Soon I found that psychology interested me more than the thought of possible benefits to be derived. That was my second lesson: *learn something—something you like.*

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I coupled lesson number one with number two and made another pleasant discovery—that when I was doing something I liked to do or thinking about a subject I liked to think about, I was untroubled, unafraid.

Knowing this, I started out on a campaign to banish fear, using the procedure I had established. I learned that while making a table leg I was not afraid to insert a piece of wood in a whirling lathe and shape it to my needs. I found out that while reading psychology I could contemplate death without perspiring.

I started to make my own repairs on my car. Then I began to drive again. In driving, I listened to the motor instead of gripping the wheel.

When I became nervous I would stop and begin reading whatever book or magazine on psychology I happened to have with me. I still do this. It helps tremendously, especially the reading of current psychological subjects.

(Continued on page 57)

MAN is like all the other animals in that he wants to escape consequences. When called to account he dodges the blow as a dog dodges a stick. His defense is an excuse.

The psychology of excuses is the instinct for evasion. Nobody likes to be hit. Man puts up a screen for self-protection—maybe sticks his head in the sand.

DODGING responsibility is an insipid ges-

ture of emasculated manhood. After that there is only one disgraceful defense left—to duck and run.

Part of the game of life is to take on offensive policies. The defensive may hold the line, but the offensive kicks for goal.

Sum it up: If you make a mistake, face it heroically, and avoid it next time. Don't resort to tricks that get only a covered sneer.

—By Frank Aronld.

"Contacts Club"

Letter Exchange Department

Conducted by Doree Smedley

A WONDERFUL idea—your new department, the 'Contacts Club'—a number of our readers have declared.

We think so, too, and are glad to provide a medium through which new ideas, theories—and just plain talk about hobbies and everyday interests—can be discussed.

Even your personal problems can be considered with those of our readers who indicate by their letters that they want to communicate with you about them. As we have said before, only your initials, city and state will be published.

If there is any letter in this column you would like to answer, we will forward your letter to the person you designate.

Dear Editor:

I should like very much to hear from young people in their twenties and thirties with diverse interests—who can find William James and Robert Frost as interesting as a breathtaking thriller; who like Handel's "Largo" as well as the latest tango; who are keen about writing, dancing, and walking up a rocky, tree-grown hillside in search of dogwood on let us say—an early May morn.

I would particularly enjoy hearing from people who are attempting a "right-about-face" of some kind. I wish they would tell me how they are succeeding. Perhaps, we could exchange valuable "tips"—for I've embarked upon a mental, spiritual and physical reformation. It is a bit difficult at times! If anyone is fighting self-consciousness please let me know. Perhaps, I can help. I was once overwhelmingly shy, but it rarely sneaks up on me now.

Christine K., New Jersey.

WELL, Miss Christine, I certainly enjoyed your letter. I know our readers will, too! Anyone with as much joy in her outlook as you apparently have, would make a delightful correspondent. The task of refurbishing one's mind and one's habits is usually considered difficult, but remember it's often done very successfully.

Dear Editor:

I am a mechanical engineer, thirty-

four years of age, and have been ill for about six years.

During those six years I lost all of my friends, and my best friend, my wife, divorced me. I often thought there was nothing in the world to live for, but your magazine gave me a different idea. With that idea I won the greatest battle of life—health.

The next problem for me to solve is the financial one. My daily activity is yet limited. Perhaps, some of your readers can help me keep up courage.

Sincerely,

J. R., Los Gatos, California.

We are very happy you are regaining your health, J. R. There are many ways in which a person in your situation may regain financial independence. Select something, if possible, that you like to do and for which you are physically fitted. Then make an effort to get the training necessary for work of that kind. The fact that there may be trained people unemployed in that field need not discourage you. There are many people out of work chiefly because they are unemployable—for some reason. I am sure our readers will have some suggestions for you.

Dear Editor:

I am not isolated, nor without friends, and I have the normal social contacts that any single woman of my age would naturally have, but in spite of all this I have felt restless, discontented and in need of new interests for a long time.

No doubt the reason for this restlessness is the fact that I have been unable to adjust myself—from being a happy wife, secure and reasonably free from trouble—to my present status of being a divorcee—in a small town.

I read a lot, play bridge, golf, and do public health work as a volunteer, and entertain for a young daughter. I love to write letters and would appreciate hearing from some of your readers. In fact, I'd love a deluge of letters!

Mrs. J. S., Roseburg, Va.

(Continued on page 64)



Your Neighbor!

Who Is He?

by **ELBERTA WILSON**

WHO is your neighbor?

He is anyone who needs you, whether he lives next door, or miles away.

If we would seriously take to heart that wise admonition, "Love thy neighbor as thyself," we would find life vastly more satisfying.

A few years ago when money was more plentiful neighbors were scarce and one seldom heard the word. Even in small towns you could live next door to people indefinitely and not be on friendly terms with them. But the recent "depression" changed conditions a lot. Neighbors discovered each other and found something that money cannot buy. As Edgar A. Guest so beautifully expresses it in "The Kindly Neighbor"—"Wars and strife shall end when man has made the man next door his friend."

NELS came to this country from Sweden. He had been apprenticed to a baker in his own country and knew how to do very little else but the secret desire that caused him to leave his own country was to reach the "boundless West" and be a cowboy—the swashbuckling kind he had seen in the movies. The allure became so great that he could not resist.

Arriving in Wyoming he secured a place on a ranch. Owing to short seasons and the probability of both late and early frosts, it had never been considered possible to raise a garden in that vicinity. But the owner of the ranch was an artist and an ardent lover of flowers and all growing things. She was not to be dissuaded by stories of former failures, and determined to try.

Enthusiasm is contagious and hers soon communicated itself to Nels. This was not the rough cowboy life he had pictured, but his initiative and creative powers were called upon. "We'll have a garden—a garden, Missus, that will make these natives open their eyes, if we have to make smudges every night and take turns chasing gophers every day. We'll show 'em that we know what we're talkin' about," he assured her.

They secured unlimited catalogues and Government bulletins on the subject, spent every spare moment studying them and as they worked side by side, discussed what they had

read. She was well-educated and cultured and she taught him the manners and customs of the new country. Although business often took her away from the ranch for weeks at a time, Nels showed his appreciation by his care and attention to everything during her absence.

Their garden was a marvel to the countryside as it produced abundantly not only of the more common vegetables, but other things that were considered an impossibility at that altitude.

For three years Nels remained in her service. When business called her elsewhere, permanently, and it became known that he would be leaving the ranch, many offers came to him—all at a much higher wage than he had been receiving. And this at a time when the country was full of idle men.

BEFORE accepting anything, he made a visit to his friends in the East. As he was ready to return to the West his aunt said to him, "Tell me, Nels, how is it that you, who left us three years ago to go to a country that we have always considered rough and wild, return with better manners than our own children who have been surrounded by every advantage? We have always considered a ranch in Wyoming one of the most primitive of places."

Nels thought for a moment, then with a smile replied: "It was the Missus who did it. She's the finest woman I ever knew. She took an interest in me and told me I had latent ability in me to do all the things I really desired to do, if I would make the necessary effort to bring it out.

"She said if I neglected my work, or slighted it in any way, I was robbing myself more than I was robbing her—her loss would only be temporary, but I was forming habits that would eventually master me. I have proven that what she said was right and now I can



see in almost every circumstance an opportunity to learn something.

"It was never too much trouble for her to correct or advise me. Our food was always served nicely and I learned to use things I had never seen before. One time we were snowed in for two months, but we had flowers on the table at every meal—she had prepared ahead for that. That is the kind of a woman my Missus is. She is always courteous and kindly and I never felt like a 'hired man.'

"She taught me how and why to select my associates, and after one experience on the 'Round-Up' I lost all desire to be a cow-puncher. I am very grateful for her kindness to me, for I have formed habits that have become natural and I seldom need to ask myself how I should act."

Nels is now married to a fine, well-educated girl and rearing a family that is a credit to any community—all because someone recognized in the ignorant immigrant boy, her *neighbor* and helped him to find himself.

ARE you interested in your neighbor—or are you too greatly interested in yourself and your own petty aims to realize that you owe anything to humanity? After all, helping your neighbor is not strictly unselfish for you cannot help him without helping yourself.

When you realize that the Law of Compensation is a universal law and will eventually balance everything, you will know that in order to receive you must give—that the consciousness that is closed against giving is also closed against receiving. This law works unerringly and unceasingly whether you know it or not, and if in-harmony is manifesting in your affairs, it is because you have, ignorantly or wilfully, ignored this inexorable law.

Giving does not necessarily relate to money. A certain amount of money is indispensable, but the world needs many things that money cannot buy. Your neighbor may have a well-stocked larder and a purse filled with money yet be starving for the things that you can give him so easily. In fact, it is easier to be pleasant to others than unpleasant.

It is said that it takes only thirteen muscles to make a smile and sixty-five to make a frown. It would be bad enough if it stopped at this waste of energy, but it doesn't, for every time you register a frown, or think an unkind thought, you place another fagot on the fires of destruction that are already smoldering within the recesses of your own private domain—your subconsciousness.

Like Nels we form habits and nurture them every day of our lives. If they are construc-

tive habits they bless our neighbor as well as ourselves. We become a power for good in our community, and as time takes its toll, we are loved for the kindly nature that refuses to be hidden under the irascibility of old age.

You cannot know your neighbor's secret needs, but as you withhold your condemnation and give praise and encouragement generously, you will find that the words and thoughts you send forth will be blessed by the Law of Compensation, returning to you in the form most needed for your own development.

Every moment of our existence we are using, or misusing, these wonderful laws. Ignorance of them cannot free us from corresponding results. The ignorant man who plants a thistle seed in the fond hope of raising a toothsome vegetable can cultivate it carefully and pray unceasingly for the results he desires, but he must reap what he has sown, unless he realizes his mistake, destroys the weed, and plants a good vegetable seed in its place.

Never in the history of the human race has there been a time when the opportunities for gaining knowledge were so great as at the present time, and almost everyone who remains ignorant does so either through wilfulness or indolence.

Don't try to live for yourself alone. It can't be done successfully unless you are trying to see how miserable you can be. Those who have tried it report life as a failure—they don't want to stay here, and they are afraid to go on.

If you have been living by the "hit and miss" plan, try forgetting self for a little while and loving your neighbor, for you never know when you may need him. If you never need him you can rest assured he will pass along what he has learned from you to someone who needs it.

HUMAN lives are neither all sunshine, nor all shadow—neither all ebb nor all flow, and in both we need the companionship of our neighbor. Even the most ignorant person can teach each one of us something, and your neighbor may be just the one to furnish the key which solves the problem that has baffled you so persistently.

There is a reason why he has become our neighbor and the loss is more ours than his if we fail to cultivate him.

We pass this way but once and right now is the time to learn to "love thy neighbor as thyself" for this same opportunity will never come to us again.

Be Vitally Attractive!

"Why Not?" Says Our Beauty Psychologist

THE world takes you at your own valuation and if you value your appearance enough to care for it, the world in its estimate of your looks will credit you with more beauty than you may actually possess.

A man once said to me, "You know I used to hate to see my stenographers frilled and powdered and rouged, eyebrow-plucked and marcelled! I used to line them up and take the least conspicuous girl in the lot when I chose one. Then I came to look at it from another angle.

They take what they have on hand, and according to their untutored lights, they make the most of it. They *care*. And the psychology is good, at that! For some of them are so certain that they have good looks, that they have me buffaloed. I am beginning to believe they have myself!"

Suppose that your own thoughts for a while follow the assumption that you are good to look upon. This does not mean that you are to become self-conscious, or vain, or entirely wrapped up in your appearance; it means that you quietly gain a reasonable amount of confidence in your appearance.

What happens? You will actually begin to *seem* beautiful. Your carriage will contain quiet assurance and poise; your expression will become softer and lovelier; your hidden charm will begin to present itself. Believing that you are agreeable to look at, you will unconsciously set about to enhance that loveliness with greater care than you have ever given yourself.

You will prize the jewel of your good looks! And thus prizing it, thus caring for it, others will follow the path you are blazing; you will seem more attractive to others than you have ever seemed before.

You have seen character artists who during a season play many different roles and whose features seem to change with each new characterization. They express craft, greed, joy, great-heartedness, lust, strength, by the thoughts behind them. The features remain the same.

Of course, you will say, the expressions are aided by make-up. True again, but the make-up only brings into immediate being those lines which, in a term of years, the expression they are establishing brings.



Beauty of feature?—yes, but doubly emphasized by vitality, animation

Don't worry so much over the shape of your nose as over the thought that brings a sparkle to your eye!

And remember the saying: "God gave you your other features, but you make your mouth yourself." Generosity of soul is written in the full lines of the mouth, and coarse thoughts actually do coarsen the lips; tender thoughts soften and endow them with sensitiveness.

Nowadays, every beauty culturist advances the perfectly correct theory that beauty is health, and that the only path to beauty lies in taking excellent care of your body. All disagree to a wide extent on just what mode of care, but we may all believe that there is no health, or beauty either, without perfect healthfulness of body and of mind.

The most important thing to make or mar personal attractiveness is, probably the skin and the skin is in marked sympathy with the physical and mental state; it is a barometer of the interior conditions; internal derangements affect its hue and texture, and any irritation of a

(Continued on page 55)

Are You Free?

by DR. ELLAINE ELMORE

SUCCESS is an elusive word. Its definitions change with every people, clime and age. Its standards are set and re-set according to the varying circumstances of the moment.

But for a mother, there can be but one standard of success for her child, and that is that he be happy throughout his life. Most people are unhappy, even though they do not realize it. Real happiness has been very rare,—just as rare as a four leaf clover and just as hard to find.

The ego is a vital part of ourselves, the real self which manifests itself in what we call our character, and our happiness depends upon how well our ego adapts itself to the four vital relationships of life.

- I. Its relationship to our outer self.
- II. Its relationship to our families.
- III. Its relationship to the laws of society.
- IV. Its relationship to the universe, God and religion.

Each one of these relationships we may consider as one of the lobes of our four leaf clover, and the outline of the clover as the outline of the well-rounded and balanced personality.

WE must remember that the ego is a living thing, capable of growth and direction. For most of us, the ego is crowded up into two or at best three, of the lobes, and the other lobe is often empty. One or more sides of the ego have been left undeveloped. When this happens we don't get on with ourselves, or our families, or with our outside affairs, or maybe with anything. Most of all, we are not getting any satisfaction out of life, and consequently we are not happy.

The unhappy individual seeks to place the responsibility for his unhappiness,—that is, his conflicts,—upon people and situations *outside* of himself, rather than *upon* himself, where they belong. Very often unhappy people are really in need of an outlet for their energies and creative powers.

If we were to put the individual under the microscope, psychologically speaking, and examine his conflicts which result in his unhappiness, we would discover leads to the conflicts of the crowd. By analyzing several hundred people of well-diversified backgrounds, and finding

groups of like conflicts which result in maladjustment and consequent unhappiness, we would have a tentative index to the possible origins of the conflicts existing in the population at large.

Individuals may have many conflicts, but there is one major conflict which alike entangles individuals and the cultural progress of society at large. This is the conflict between primitive instincts and the restrictions of culture.

According to the restrictive conventions of society, a part of which are embodied in the legal code, we cannot live out our instincts. They must be curbed or suppressed to meet the demands of the group in which we live. This is not to say that such curbing or suppression does not have undeniably desirable objectives, and that the individual must learn how to accomplish it. But psychologically, this curbing almost inevitably sets up conflicts which require adjustment, and indeed, if one ventures to live out his instincts, he is apt to do so with a sense of guilt, for we have lost the ability to enjoy life without feeling guilty.

MUCH unhappiness is the result of frustration; effort ends in a blind alley, cut off by a stone wall. But for a considerable number of people frustration arises, not from their inability to surmount obstacles which may bar them from a consciously desired objective, but from inability or failure to select a definite goal or desire-objective. Their difficulties are due to the fact that they are continually floundering about and never set toward a destination. Consequently the results of any striving they may have made toward one goal are cancelled by the change in objective.

There are also those people who do have objectives toward which they work successfully, but the satisfaction-content of the goals they have set is so much lower than they are capable of working for, that the achievement of their goal gives them no sense of fulfillment.

In choosing one's life goal, one should not pick something that completed or achieved, is scheduled to be obtained in a fixed number of years, so that with the success- (Continued on page 52)



Sex, Glands and Youth

and the Famous Steinach Operation

by DR. HERMAN H. RUBIN

IF A man or woman of forty or fifty years of age were really healthy—if all the organs were functioning as they should function, this man or woman might, in truth, be said to be young, with the bounding spirit of youth.

The attempt to bring about this result by various rejuvenative means is now a subject of foremost interest in the scientific world. Beginning with Brown-Sequard in Paris in the eighties of the last century, a pronounced stimulus was given to this subject, even though at the time an overwhelming wave of scorn and ridicule swept the really constructive results of Brown-Sequard temporarily into the discard.

However, his work was taken up by other scientists, not quite so hide-bound as the critics of Brown-Sequard, and by giving the desiccated extracts of gland substances or the fluid extract of the gland, either by hypodermic or in capsule form, considerable progress has been made in overcoming many of the pre-senile symptoms. These include failing memory, loss of strength, vigor and virility, rheumatism, lumbago, diabetes, Bright's, high blood pressure, arteriosclerosis, and other evidences of imperfect metabolism.

SOME years ago, Voronoff, a Russian surgeon, working in Metchnikoff's clinic in Paris, performed a very remarkable series of experiments, rejuvenating aged rams, dogs and other animals by means of transplanting into these aged animals the sex gland of a young, vigorous animal of the same species. He subsequently applied the same method to humans who required rejuvenation, transplanting into them the glands of anthropoid apes, preferably the orang-outang.

We must remember, however, that even though foreign tissue can be successfully implanted, we have no assurance that this alien tissue will always grow and develop within the organism of its host. And, as said before, when the implanted glands are from the species other than the one in which the gland is implanted, the problem becomes doubly uncertain.

However, the greatest impetus in the science of rejuvenation was given a few years ago by Professor Eugen Steinach, a Viennese biologist, who found, by ligating one of the ducts leading from the sex gland, that an increased development of certain of the sex cells (the so-called interstitial cells) could be stimulated. These are properly cells of internal secretion. The hormones or chemical messengers from these cells, in turn, stimulate the activity of all the other ductless glands, producing a very remarkable increase in the functioning powers of the body.

Men suffering from a multitude of disorders that ordinarily come with old age were said to be relieved of their troubles to a remarkable degree by these treatments.

It is only fair to say, however, that while the Steinach operation is relatively simple, it is, at the same time, attended by a very definite element of danger. For a great deal of the success of the operation depends upon the skill of the surgeon who, in cutting the duct, must observe the most scrupulous care to avoid mutilating the numerous nerves and vesicles with which the spermatic cord is so richly supplied. It is evident that at the hands of any save the most expert technician, great damage may be done, damage which is not remediable.

Also, it has been recently discovered that other glands besides the actual sex glands control the sexual function and virility and therefore stimulation of the sex glands alone will not produce the desired effects. This accounts for many of the failures in the Steinach operation.

POPULARLY, the gonads are recognized as glands of external secretion, and historically they have been considered as such, the vastly more important internal secretion having been entirely overlooked until recent time.

As stated before, nothing more completely changes the entire human organism than the removal or atrophy of these, the master glands of internal secretion.

Such loss does not always cause death, al-

though four out of five of the infants castrated in the vicious practice of producing harem guards for potentates throughout the world's history probably died in infancy. Also, women who have had the ovaries removed after maturity, while they seldom die, almost invariably lose their sparkle of vivacity and gain the sluggish obesity so familiar to everyone who closely observes.

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 impossible without the proper functioning of this most important wellspring of physical energy, healthy living, sound thinking, and all the wholesome relationships of society.

Removal of the sex glands produces profound changes in the organism, evidenced as alterations of bodily physique and temperament. If the extirpation is made in an early period in life, the so-called secondary sexual characteristics may fail to exhibit themselves in the usual manner, and thus occasion the retention of infantile characteristics in place of typical features of adult form and behavior.

THERE is reason to believe that we may properly speak of "Genital hormones," at the present time, in explanation of the undoubted chemical correlation exerted by the genital glands on other parts of the reproductive apparatus as well as on the organism in general. At any rate, the secondary sexual characteristics must be associated with the influence of chemical substances produced by the sex glands respectively. Castration after puberty cannot modify profoundly the development of structures like the skeleton, which are already completed; but it may unquestionably bring about obvious structural and even functional changes

which can be determined by careful observation.

There is also a remarkable co-operating influence between the gonads and the thyroid gland. This is particularly in evidence in thyroid dysfunction in women, in whom, almost invariably, some ovarian malfunction may be found. In point of fact, so well recognized is this association, that the informed gynecologist rarely considers a case of menstrual derangement nowadays without also giving close attention to the function of the thyroid and the ovaries.

There is also a most intimate connection between the pituitary gland and the gonads, or, to put it in another way, the physiological function of the sex glands is definitely dependent for normal physiological function of the pituitary.

This is particularly marked in women, and is manifested most frequently in the condition known as "pituitary headache." This is found most generally in women suffering from dysfunction, and manifests itself at the period just prior to menstruation, when there is a headache of the rending, splitting variety, which usually ends quite suddenly, once menstruation is established, and then is not noticed again until the corresponding menstrual period of the following month.

REFLEX TROUBLES

DEFINITE neuroses of distinct genital origin are found frequently at the period of puberty, and again at the menopause. These may vary in severity, all the way from a slight feeling of debility and lassitude, to definite phobias, the most noticeable being agoraphobia, or fear of being in a crowd.

These sexual neuroses which have their origin in overwork or sexual abuse, may manifest themselves in a varied symptomatology, with nervous, circu- (Continued on page 57).

Rewards

by Franklin Johnston

Gold to the drawer of water;
Silver to hewers of wood;
Homage and awe to the bandit prince
And a pitying smile for the good.

For the man who goes down to the dust
In patient self-sacrifice,
Mayhap a prayer or a tear;
But we trust his reward to the skies.

We barter our wealth for salvation,
For tinsel and clothing and drink;

To the beggar a crumb; to the priest his toll;
And a laugh at the thinkers who think.

Unless he can bring at our will
His purple and olives and kine,
We leave without largesse the seer
For the future to hail as divine.

To the strong the triumph of battle;
To the weak the sting of defeat;
But the song in the heart to the man who dares,
No matter what fate he may meet!

He Knew Mob Psychology

A Master Psychologist's Methods

by **EDGAR WHITE BURRILL**

The Editors consider this an extremely clever exposition of Shakespeare's use of applied psychology.

NEXT to Jesus of Nazareth, Shakespeare is probably the greatest psychologist the world has ever known.

He knew the mind of man in all its phases, just as Jesus knew the hidden places of the soul, and so could heal sickness as well as sin.

Shakespeare indicated his clear grasp on human ways of thinking in everything he wrote, but in his handling of crowds he showed an insight that cannot be improved upon by any psychiatrist today. Strikingly, in "Julius Caesar," he contrasted the difference of appeal made by the speeches of Brutus and Mark Antony. This is a model for all time of what *not* to do and what *should* be done if you are going to sway crowds of men to do your will.

The noble Brutus thinks it is enough simply to tell the crowd bewailing Caesar's assassination just why his friends thought the deed necessary for the safety of Rome. In simple, unadorned language he states his case.

He is calm, for he knows his reputation for honesty among the mob. They will not hurt him, for they know his motives to be patriotic. Even while they do not yet understand what justification he can give them for so brutal a murder, yet they still believe in him. Therefore he faces them unperturbed. He states his reasons:

"Not that I loved Caesar less, but that I loved Rome more. Had you rather Caesar were living and die all slaves, than that Caesar were dead, to live all free men? . . . As Caesar was ambitious, I slew him . . ."

That is a calm dispassionate avowal of a terrible deed made necessary to save the state. And the crowd, really untouched, yet follows his reasoning. He has appealed only to their reason; he has not reached their emotions.

He has hardly even proved his case on the grounds of patriotism, for patriotism involves

feeling as well as logic and loyalty; and there has been no appeal to the heart. Yet the crowd salutes him in honor as he makes way for Antony and the real funeral oration.

Now Mark Antony was the most finished orator Rome ever knew—perhaps the greatest orator of all times, as Shakespeare presents him to us.

He knew mob psychology thoroughly; knew how to sway a mob of any size to do his will by playing upon their emotions, from the depths to the heights.

There are on record only three other orations comparable to his in this play: Jesus' Sermon on the Mount, which contains the best of all philosophies and religions; Paul's address to the men of Athens on the Acropolis, in reference to their statue to the Unknown God (of Jesus), whom they ignorantly worshipped; and Lincoln's Gettysburg Address.

These men knew human nature in all its phases, from the lowest motives to the most sublime; but their work is greater and their orations better, because their motives were purely impersonal and spiritual. But Mark Antony sways the mob to his own purposes, the avengement of Caesar's assassination. Antony's whole purpose is to incite this mob of Romans to revenge themselves for the slaying of their great leader by attacking Brutus, Cassius, and their friends, the other conspirators. Let us see how he does this.

Brutus had been content to state his own high patriotic motives, not realizing that there was no one in that or in hardly any other crowd who could sacrifice his own best friends for wholly unselfish motives.

Brutus' moral principles were far above those of the average man, and a mob always consists of average men whose feelings are the sum total of all the lowest human elements; for the mentality of a crowd seeks the lowest average level of the mass.

Note the speeches of a political convention, which seem so convincing in a packed hall but which read so poorly in cold print; see how ordinarily humane men are swayed to base passions when there is a lynching. The crowd,

the mob, represents a low average level of mentality, no matter what we may believe about the ideal democracy or the voice of people as the voice of God. It is to this low level of human passions that Antony adroitly appeals.

As he takes his place, he knows that the crowd is coldly indifferent if not actively hostile to him. It is Brutus who intercedes for Antony to the crowd, saying that it is only right for the usual formal tribute to be given publicly to Caesar's dead body, whatever may have been their differences politically. Brutus, in fact, gives Antony the permission to make the funeral oration, and the crowd makes way for him to mount the tribune.

Antony's first word is of polite thanks to Brutus for this courtesy. Some of the citizens in the crowd remark that he had better say nothing against Brutus in their presence. Antony begins,

"You gentle Romans,—"

knowing with bitter irony how that seeming gentle crowd will in a few minutes be turned against Brutus seeking to burn, rend, kill all the conspirators, through the power of his own skilful words.

Antony proceeds, still with implications that he is there only to perform a public duty:

"Friends, Romans, countrymen, lend me your ears;

I come to bury Caesar, not to praise him."

Yet in a moment he will work up to a whole catalogue of praises for Julius Caesar, all in due time, when he has prepared the soil.

*"The evil that men do lives after them;
The good is oft interred with their bones;
So let it be with Caesar."*

He is implying subtly that there may have been some good in Caesar, which is now buried with him; but that he will not go into that now.

"The noble Brutus

Hath told you Caesar was ambitious:

If it were so, it was a grievous fault,

And grievously hath Caesar answered it."

Mark that! "If it were so!" And if it was so, Caesar has fully paid the penalty for it; the account is closed. Nothing more can be done about it; it should be forgotten.

"Here, under leave of Brutus and the rest—

For Brutus is an honorable man;

So are they all, all honorable men,—

Come I to speak in Caesar's funeral."

Nothing wrong about that. These honorable assassins have given him leave to come and speak; let the crowd be patient and hear what it is necessary for him to say.

"He was my friend, faithful and just to me:

But Brutus says he was ambitious;

And Brutus is an honorable man."

Too bad, Antony is saying, that he alone apparently knew how faithful and just Caesar was, for of course Brutus, with his known reputation for honesty, would not say anything that was not true; yet the fact remains that to Antony, Caesar had always been beyond reproach in his dealings. Still, Brutus must know the facts about Caesar's general attitude to others.

"He hath brought many captives home to Rome,

Whose ransoms did the general coffers fill:

Did this in Caesar seem ambitious?"

The crowd, in all justice, however, must remember that Caesar always gave to them the fruits of his victories. Antony thus appeals to their gratitude, based on the knowledge of their cupidity, their greed,—a low motive, but effective in gaining their attention. The appeal to the pocketbook is always effective; it is very personal, having none of Brutus' impersonal, abstract grandeur.

"When that the poor have cried, Caesar hath wept:

Ambition should be made of sterner stuff:

Yet Brutus says he was ambitious;

And Brutus is an honorable man."

Hold on a moment; wait, wait: maybe Brutus went a little too far: This Caesar after all did show sympathy for them, did pity their poverty. Of course Brutus meant well, but maybe he erred just a trifle on the side of censure of this former hero. That is the mob's reaction now. Antony knows it, and proceeds.

"You all did see that on the Lupercal

I thrice presented him a kingly crown,

Which he did thrice refuse: was this ambition?

Yet Brutus says he was ambitious;

And, sure, he is an honorable man.

I speak not to disprove what Brutus spoke.

But here I am to speak what I do know."

This is an honest man, too, thinks the crowd. He is telling the truth evidently, for they also had seen Caesar refuse the chance to become king. Brutus, for all his probity, may have been a little prejudiced about this ambition of Caesar. Maybe, maybe, he was not so ambitious after all. Anyway there are always two sides to a question, and Antony is but telling them what they begin to see may be true. He is a brave man, too, going against Brutus like this, daring to differ with the majority opinion.

"You all did love him once, not without cause:

What cause withholds you then, to mourn for him?

O judgment! thou (Continued on page 63)

Your Job and You

Discussion of Vocational Problems

by CORDELIA B. MAKARIUS*

A LETTER just came to me today from far off Hawaii and it contained a problem which is universal. In fact, I judge that fully one half of the letters sent me contains the problems of timidity and self-consciousness.

If I could only convince both the men and women who ask for sincere help to overcome these traits, that the solution lies within themselves and not in outside sources—then I would feel that I have accomplished something very well worth while.

Now let us analyze this so-called inferiority complex that is helping to keep so many people from their proper niches and jobs. Just what is it that makes them suffer so keenly and holds them back?

It is nothing more than the habit of thinking of self first. The solution is very simple. Start thinking of the other fellow, his reactions, his problems and in a short time you will be so interested in something else, other than self, that you will be amazed at the progress you have made in becoming better acquainted with your fellow men.

In the first place, when you go out to get a job or try to make a sale, why is it necessary to think of the impression you are making, providing that you are clean, neat and know your subject?

Approach the prospective customer or boss or friend with the idea that you have something to offer. Be so interested in your subject that you will have no time to think of yourself and your reactions. Try this same method with your friends and acquaintances. Be interested in what they are doing and in what they are saying and you will soon find yourself the most sought-after person in the crowd. No one is more popular than the good listener.

Read up on the topics of the day. Become acquainted with current events and good books or interesting plays. Find out the hobbies of your friends and question them about these hobbies.

In business, know your product so well that

when a prospective customer questions you or gives you difficult questions to answer you will have a convincing "comeback" to assure him that your product is the better.

And forget yourself. You are, after all, important only to yourself. Remember that the other fellow feels as you do—therefore make *him* feel important.

Now here is the letter that makes me give the advice I have just given to timorous folks.

"I am a constant reader of your column and thoroughly enjoy your inspiring advice.

My problem is this: I have desired since childhood to be a successful salesman. My reason is that I wanted to be as independent as possible, to have some material rewards for my efforts; I dislike very much having to work for someone else. Here is my difficulty: timidity.

I can approach a prospective customer with very little fear but after talking for a time, I become terribly self-conscious and right then and there realize I am defeated in my purpose. Is there some definite thing that I can do to overcome this timidity with people?

Nearly always I make a fairly good impression at first but I don't seem to wear well, through some fault of my own."

DOESN'T this letter prove my point, Mr. J.? You say that at first you get along all right with a customer and all at once you become self conscious and lose your sale. The reason is this: at first you are so wrapped up in your desire to create a good impression and in your product that you have no time to think of self. Then after the first outburst of enthusiasm you start thinking of *yourself*, instead of your product and your customer and immediately you become miserable and timid so that all the good work you have done is wasted. You are like a deflated balloon. Try thinking of the customer and your product and never letting your mind stray to anything else until you are out of his store.

The whole trouble is mental and the only cure for it is within yourself. The training of your own thoughts (and they can be trained or civilization wouldn't be where it is today) is your only solution. (Continued on page 60)

In the Psychologist's Office

An Editorial Round-Table

with DR. JACOB LIST

Editor: Dr. List, have you been reading about the banana and skimmed milk reducing diet?"

Dr. L.: "Yes, with some amusement."

Editor: "Why? Don't you believe in its efficacy?"

Dr. L.: "I'm not attacking it. What amused me is that I recently understood from a returned world traveler that bananas and milk are a favorite combination for prospective brides."

Editor: "Brides?"

Dr. L.: "Yes. In the Orient where, as you know, pronounced avoirdupois is recognized as beauty, prospective brides are *fattened* with bananas and milk—it's a recognized formula!"

Editor: Sh! Keep that *quiet*. It wouldn't do for the ladies adopting this combination to hear *that*. They might become veritable feather beds."

Dr. L.: "I understand three women are trying out this diet under expert observation."

Editor: "It will be interesting to observe how much the mental attitude of these three—I understand that this is also receiving some attention—will have to do with the experiment."

Dr. L.: "I didn't see the reference to that. What specific information was given out about the way the ladies were *thinking*?"

Editor: "One of the three women insists that no diet can affect her—because her fat is *inherited*."

Dr. L.: "I can just *see* that woman—enjoying exclusive immunity!"

Editor: "There's a good deal of superstition about what we inherit, anyway."

Dr. L.: "I'll *say* so! Well, in this again, we're thrown back to, 'As a man thinketh in his heart, so is he.' A person thoroughly convinced that he has inherited certain things is mighty hard to reach with counter suggestion."

Editor: "Yes. Psychologists have *work* to do when they're contacting a real dyed-in-the-wool inheritance complex, haven't they?"

Dr. L.: "Most persons release inheritances—even imaginary ones—with extreme reluctance."

Editor: "Only this morning the woman who sells me my papers and with whom I often exchange a few words told me she is 'under the weather' with rheumatism and expects to be always. 'I inherit it from my father,' she said, 'My rheumatism is *inherited*.'"

Dr. L.: "Yes, and very likely if her father had used less meat and more vegetables, he wouldn't have *had* rheumatism."

Editor: "Well meat and vegetables aren't inherited."

Dr. L.: "Neither is disease—to anything like the extent people believe. If this woman inherited anything, she inherited a tendency and everybody is living down *tendencies*."

Editor: "And considering that every living human being has around two hundred and eighty-eight quadrillion ancestors since the Christian era began, a person, out of this little budget of possibilities, ought to pick out as many strong points as weak ones for himself."

Dr. L.: "Heredity is a big subject, and it is a fact that vast numbers of persons fasten on it to explain discomforts. They feed on this conviction until resignation sets in—"

Editor: "And kills them some times."

Dr. L.: "Anyway, there is a world of suffering that could be avoided if people would accept and face the fact that suggestion works *through law*."

Editor: "Yes, as someone has said—like electricity. Electricity can be used for both good and bad purposes."

Dr. L.: "Exactly. The same current that is used to bring music into the room of a home or building, can in the *next* room be used for electrocution—to kill with."

Editor: "The same power—"

Dr. L.: "The same power, applied differently, differently used."

Editor: "So it is with *thought power*. We can use it to improve ourselves or others and it's good to realize that we have so much to do with our own life patterns—good to know that we're not mere *puppets* tossed here and there."

Dr. L.: "As too *many*, unfortunately believe."

Editor: "By the (Continued on page 56)"

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:—I. E. N. writes:

For a number of years I have been a sufferer from what is called epilepsy. The attacks come about once a month, or four to six weeks. As a rule I do not completely lose consciousness, but find myself quite weak for a time following the attack. My physician says that my trouble is incurable. What is your opinion regarding epilepsy?

ANSWER:

It is possible for a physician to confuse true epilepsy with a nervous manifestation which very closely resembles it. It is therefore quite important to have an accurate diagnosis. True epilepsy is considered incurable, and surely is by the drug route.

What comes closer to a cure than anything I know of is for one to hold an optimistic, hopeful, cheerful, fearless attitude; to be sure to not overeat and pay some attention to combination of foods; to avoid exciting things and get a reasonable amount of rest; and to make sure that elimination is normal. This same instruction would apply to either type of trouble.

QUESTION:—G. A. C. writes:

For a long time I have felt rundown and quite nervous, to the extent of not being able to do my usual housework in an efficient way. I have had little interest in life and in consequence have not been happy. I have never taken my troubles to a physician until recently, when I went through a physical examination and the physician stated that I had quite a large tumor of the uterus. He suggested that I go to the hospital at an early date and let him remove it. He believes that all my trouble comes from this growth. I dread going through such a procedure and surely

wish to avoid it if possible. Each month I have a hemorrhage which confines me to the bed for three or four days at the time of my period. Do you know of any way to avoid this operation? Would you advise it?

ANSWER:

It is my belief that many of the operations performed can be avoided, but, if a check up by another physician verifies the diagnosis that has been made in your case, I would go through with the operation. Seek a skillful surgeon and then have just lots of faith that everything is going to come out for the best. I do not believe that all your trouble is due to the tumor, but it would be a complication which might add materially to a mental state you have drifted into. There is little to fear in this operation you are facing, so be brave.

QUESTION:—R. B. D. writes:

What is your opinion regarding smoking? I have been a rather heavy smoker for thirty years. For the past few years I have seemed far more nervous than usual, have worried a great deal, and have really not been myself—all seemingly without good cause, for my physician can find nothing wrong with me. I have wondered if smoking could have anything to do with it.

ANSWER:

Some people can smoke without doing themselves any great harm. A sensitive, nervous temperament is quite sure in time, through an accumulative effect, to feel it. It acts on a system that is naturally rather overstimulated and affects the digestive functions. Through noticing some of the physical effects of this, you begin

to develop a mental disturbance in which fears play a part.

When one reaches a point where he feels badly without any seemingly good reason, and where he rather fears that smoking is hurting him, he had better stop. Smoking appears to be soothing to some and very irritating to others. It, of course, isn't good for anyone.

QUESTION:—M. A. S. writes:

Will you please explain what a "religious fanatic" means? Is such a person unbalanced to the extent of not being able to make a will which would stand up in court, sign a contract which would be legal; and is he dangerous? Also, is this fanaticism curable?

ANSWER:

What might be termed a "religious fanatic" is one who is strongly emotional and has permitted his emotional nature to carry him beyond the bounds of reason. That is, he is led by feelings rather than reason, and thus reason is pushed into the background. If through this he is merely strictly religious in his thoughts and dealings he would not be called insane in a court of law. He might be classified "socially insane," but most of us have some peculiarity which might so classify us.

Religious fanatics are not dangerous unless this emotion sweeps them into a truly insane condition. They are a little harder to reason with for they do not base their opinions on facts, but rather on blind faith. I have known of such people being led to some other conclusions so that they would be quite as irreligious as they

(Continued on page 65)

Challenge

by RENE CLARKE

I'M TIRED of things that look like things as they are.

Have you buried your hearts like pots of gold in the earth?

You who are entrusted with the responsibility of showing others what they cannot see for themselves. . . . If your eyes see only what is seen by others, from where will your vision come?

You who have been so disdainful of the ordinary, will you stand aside now and let the ordinary lead you back to the paths that stretch up to the heights?



You claimed to be the leaders, the gifted, sensitive few, who discerned and brought into being the beauty that is truth. The quality of leadership is tested by adversity. Because we have adversity, do you renounce your leadership and hoard your visions against that time when someone else has made a market for your talent?

Is your sense of beauty so delicate that it cannot be exposed to the frost? Will you come out again like house flies at the first warm touch of prosperity's spring?



BRING ME COURAGE: I'm tired of conformity that hides behind the general use.

It is indeed a low level that parallels the taste of the throng. If we all conform, wherein will the crowd find guidance away from the common level? You say it narrows your market. Nothing of worth has been created with one eye on one's market. One needs both eyes and yet more to see into one's heart, and it is from there that truth is born.

Courage walks alone, even in the market place. The crowd must follow where the trail is blazed. Look at your idols. Did they hesitate because no one had been that way before?

Did they wait for acceptance before they advertised their principles?



BRING ME IMAGINATION: I'm tired of today and want to see tomorrow.

I need an image, not of what I am, but of what I hope to be. Put away the mirror; set up the telescope. Was it not yesterday you boasted that your souls had wings, that you could penetrate rare atmospheres where the rest of us could not exist? Fly now, and bring us down a measure of that ozone.

Bring us back from those excursions of the mind, which are the responsibility of your guild, a portion of wine to wash down our dry daily fare—wine from the vineyards of romance and imagination.



If you bring us only bread, you become mere housewives serving the needs of the body, and we recede step by step from that estate which breeds the very license of your occupation.

Have you no contacts with the gods that you only recite the conversations of the world? What binds you to this circling round and round? Can you not stretch your tether ever so little that the next circle would be trod on untrampled ground?



Do not listen to those who counsel return to something which we had but have lost. That is the creed of those who lack imagination or courage and refuge of those without plan. What we had we have not now. It belongs to yesterday, not today nor tomorrow. Others may lean on and borrow from the past, but you may not. Yours is the responsibility to create the new, the fresh, the vital vision of tomorrow, what we hope to be.

(Courtesy Advertising Arts.)

"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.

Musings

Happiness is everywhere—aimless
roaming brings despair.
You have you along on the whole
journey—get acquainted.
We are religious in proportion to our
usefulness toward our fellow-man.
Many thorns appear before the rose is
seen.

Jean Ashland,
545 85th St., Brooklyn, N. Y.

* * *

Love's Rendezvous

Love's rendezvous is the angels' mart,
Where tree-shaded rivers are flowing;
Love's rendezvous is the snow-white
heart
Where beautiful flowers are growing;
O, Venus is queen in a glowing soul
Contrite in its sweet solitude;
Love's rendezvous is a stainless mind.
Your key is a bright sunny mood.

May your keys, then, be legion,
O, glorious youth,
To the lock of Love's abode;
And your search will be shorter,
O, seeker of truth.
In yourself you'll discover the road!

Harrison Elliott,
Martin, Ky.

* * *

Hoard Not Your Smiles!

Some folks hoard their smiles away,—
But not I.
They give naught but frowns away,—
With a sigh.
As I pass along Life's way,
I will give my smiles away,
And help others to be gay,—
Ere I die.

Sage advice I'd give to you—
Never sigh.
As you journey this life through
Pass frowners by.
Laugh a lot! Look up—not down;
Smile my friend, but never frown,
Scatter sunshine all aroun'—
Ere you die.

Leila Berringer Brislin,
R.F.D. No. 2, Box A-345, Auburn,
Washington.

* * *

An Alphabet of Health

A's for the free and good fresh air.
See you get plenty, or else, beware!
B is for breathing quiet and deep,
For glad waking hours and tranquil
sleep.

C's what we strive for, real cleanliness,
Nobly akin to godliness.

D's for a proper and nourishing diet
Of food that is simple and whole-
some. Please, try it.

E is for energy full to the brim.
This gift is yours when you keep in
trim.

* * *

F is for some kind of frolic or fun.
Needed by all, young or old, every-
one.

G's for the grace that belongs to fine
health,
Better than beauty purchased by
wealth.

H is the hope that all of us win
Every battle in life that we begin.
I's the ideal self we can make
If only enough of pains we take.

J is the joy each day should bring,
May our hearts always hold a song
to sing.

* * *

K is for knowledge, the golden key
That unlocks all doors successfully.

L is for laughter, genuine, pure.
There's many an ill that it can
cure.

M is for music, that too is a balm,
And anger and strife and hate it
can calm.

N is for Nature. Mind this old nurse
And doctors' fees will not drain
your purse.

O's for the glorious out of doors.
Don't stay shut in with a lot of
bores.

* * *

P is for posture neither rigid nor slack.
Remember, look out for that bone
in your back!

Q's for the quality of all we do.
Make haste but slowly, and you'll
win through.

R is for rest, and take sufficient
Or you will find your powers de-
ficient.

S is for strength, the will to dare,
Thrusting aside ugly doubt and
care.

T is for temper, let it understand
You are the master; hold it in
hand.

* * *

U is for unity, body, mind, heart.
Let all rule together and not one
apart.

V is for voice with tones smooth and
round.
Flat ones and harsh ones and
squeakies abound.

W is for water, the liquid of heaven.
The hardest of work it can sweeten
and leaven.

X is for every uncounted blessing
That descends on us daily in spite
of transgressing.

Y is, for youth that should never be
lost
If we keep our hearts warm and
avoid age's frost.

Z's for the zest that should wake with
each day

Bidding us greet it without dismay.
Ethel King,
901 Lexington Ave., New York City.

* * *

An Inspiration

Say, when you're sort of depressed by
fear,

Think of your God-given powers!
Emit a cheer!

This great race ain't goin' to ruin—
There's love and love and still more
love a-brewin'.

Why hunt for the bad in life's vast
scheme?

I'd rather admire and work and now
and then dream.

File off! Those fears which act as
stanchions,

Enter now! That house of many man-
sions.

I don't deny man's immortality,
But life right here is a glorious reality.
Explore the inner regions of your mys-
tic self

And know the worth of this giant elf.

Wilbur A. Walker,
Selfridge, N. Dakota.

* * *

Keep On!

Keep on! Stop not defeated
Though the road is rough and de-
serted.

Thou art born with a soul
To win and reach your goal.
Year by year we drag on
Up the steep and stony hills;
Weeping will not help us
To reach and claim our place.

Keep on! Give the others a hand,
For the hour of triumph is at hand!

Gordon Boracheff,
Hearst, Ontario, Canada.

William A. Engle Says:

*In the long run speed shortens
life.*

*As a failure some men are a
great success.*

*Right dares to enter where
wrong fears to tread.*

*The "key to a solution" never
depends on size or shape.*

*On care-less moments are
often built the cares of life.*

*Meet a situation as it arises;
after it is up, it may down you.*

each individual to find the personal solution. For this purpose a "Self Knowledge Questionnaire" is proposed. A four-fold division may be made as we deal, first, with racial and family backgrounds; second, with early environment and influence; third, with the period of conscious preparation; fourth, with recognizable characteristics expressing the trend and tone of the individual career.

If the questions are sufficiently thorough and searching and if the answers are sufficiently honest and intelligent a practical measure of self revelation will be achieved. Nothing can be gained by deception. "Let none think of himself more highly than he ought to think." Nor yet more meanly. Face facts. Know thyself.

Backgrounds are beguiling. We are what we are largely by circumstances of birth. This is no longer a philosophical theory but a recognized biological fact. An eminent American biologist has recently been awarded the Nobel Prize for his contributions to the gene theory of heredity.

...

Dr. Thomas Hunt Morgan, formerly of Columbia University, now of Pasadena, California, has proven by chemical experimentation and laborious mathematical calculation that heredity is no fiction. The veritable carrier of heredity in living cells has been located and identified. In the central nuclei is found the dark material, the gene, that conspires to determine the heritage traits from immediate ancestors.

The story of Dr. Morgan and his associates through thirty years of experimentation with a selected species of fruit fly constitutes one of the hero tales of modern science. The study of racial and religious backgrounds is more and more essential to comprehensive character building. Our parents and grandparents live in us. To know ourselves we must know them.

...

Our second division deals with the influences playing about and upon us in earliest years. No man can interpret his manhood until he understands his childhood. The mature mind is challenged to a study of mind before it became mature. The plastic and rapidly forming character responds to the example and admonition of parents, the ideas and ideals current in childhood's home life, educational and cultural influences, subtle forces fashioning personalities—economic, social, moral—weaving a life pattern, stamping their indelible impress upon the vital clay. Why a man thinks and acts as he does is often explained by reference to the circumstances of his childhood. The restudy of the lessons of the early years is the solemn obligation of

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:

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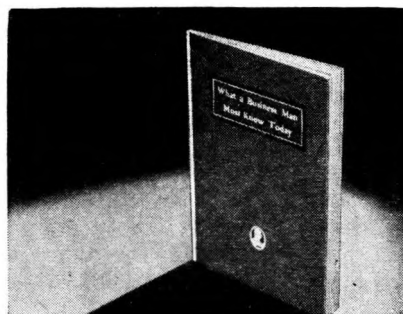
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the years that are mature. Are they helps or hindrances in the great work of character building?

There is normally a space of some years between the period we call childhood and the time we take our place in the ranks of world workers as full panoplied adults. This space between is in some important respects the most notable and the most thrilling of the life story. Our questionnaire must be so constructed as to comprise the most

careful analysis of the experiences of youth and adolescence. Here again we have a rich realm of thought, a vast area of retrospection, a field of incalculable resources and all incontestably our own.

Finally, let our questionnaire in the answers it instigates, give us a faithful reflection of ourselves as we now appear to ourselves composite of all the factors that build personality—the stream of qualities running down from

ancestral springs, the contact with environment, reactions mysterious and surprising through the changing scenes of infancy, childhood and youth. Maturity achieved, opinions crystallized, habits fixed, ideals established it becomes incumbent upon each one of us to face squarely the searching question "What manner of man am I?"

Construct your own questionnaire. Scrutinize yourself. Perfect your personality.

Music Makes You Well!

(Continued from page 16)

deal to do with the effect of the music upon listener. In the hospital wards men instantly felt the difference between a person who simply performed music and one who meditated while playing.

There was once a little nun in one of our suburban hospitals who played her patients to sleep instead of giving them the prescribed narcotics. The doctor, skeptical at first, was glad enough to get such good results without the disagreeable reaction from drugs. In all hospitals and in every home we think the day could well begin with music.

Music should, as some one has aptly put it, "decorate the atmosphere" continually and keep us all in touch with the realm of harmony in ourselves. It should be a bridge between heaven and earth, and does indeed help us to make heaven on earth.

Learn to pick out a tune, and to find the chords that go with it; you can then add to this some words of health, joy, peace or aspiration and see how it will link you to the harmonic realm within yourself and make you physically better. If you have a phonograph, listen to that in a more conscious way,

using different records for different purposes, as Chanson d'Inde for abstraction into higher realms, or a Strauss waltz for the joy of life.

If you go to a concert and have learned to hear the fundamentals of melody, rhythm and harmony, associate with this music some words of the master poets, or quotations from the great scriptures, and to you will surely come more harmony of mind and body, and from you will radiate more health and love to those about you.

*Founder of the Seymour School of Musical Re-Education.

Fragments of Life

(Continued from page 22)

LOVE'S CHANGING EXPRESSION

ECONOMICS has always had a lot to do with love and lovers.

One may observe just what modern economic changes have done in the realm of love, by reading the trends of romantic fiction.

Compare 1934 popular fiction with that of the 90's when Bertha M. Clay was so popular! Heroines then were one of two types—either very wealthy, possibly titled, or poor to the point of being actually poverty-stricken. But all were from the same pattern, with very little character.

Now, heroines may be poor, prosperous or rich, but invariably they are self-assertive and independent.

A character of the 90's and his problem wouldn't have a chance with a modern, to whom radio brings news and the latest divorce scandal before the press can get the papers on the street. The most recent romance is ours for the patience of listening.

Yet, America is seriously concerned with the problem of love, and if the reader finds love misrepresented, he objects strenuously. So says Daisy Bacon, editor, sometimes called "Queen of the Wood-pulps." She agrees that the expression of love has changed—"not love itself." And declares that "love is the

one thing that has remained the same in this general upheaval."

"When a young man falls in love today, his first question is no longer, 'Can she cook?' Instead he asks, 'Has she got a job and how much does she make?'" Thus Miss Bacon illustrates the changes in the points of view of a young man in love today and the man in love a decade ago.

...

The average girl wants to keep on working after marriage, and so the love story must show how she does this, or through what thought processes she reaches the decision to be a bachelor girl. The author grapples with problems such as: can love endure when a girl makes more money than her husband?

Miss Bacon says: "These things are bits of everyday life, and it is stories based on such hypotheses that the modern girl wants to read. Not all fiction deals with the heroine who is a better wage earner than her fiancé, of course. There is still the old fashioned problem of courtship and marriage but even this is dealt with differently.

"For instance, there is the problem of marrying when the young man is financially unable to support a wife. In 1900 a fiction writer would have treated

the situation by having the heroine wait patiently for many years, and would have filled the chapters with the trials and tribulations they confronted between the time they met and the time they actually married—and marriage would have been the happy climax of the story.

"The modern writer would have the youth marry the girl of his choice after it was decided she would keep her job, and they'd start housekeeping in a tiny apartment, sharing expenses, etc., to the final climax, whatever it was to be.

"Love used to be—just love. Now it is the embodiment of high adventure. Men and girls carry on their flirtations high up in the clouds, thousands of feet above the earth and the heroine can pilot her plane as well as her admirer! Imagine how such a situation would have been ridiculed in the 90's! But the expression of love has changed in real life, and therefore is evidenced in the fiction the people of today read."

But still, Miss Bacon concludes, when you pin yourself down to facts, you must admit that although the style, the settings, the problems have changed—and even the lovers themselves have changed, one thing remains the same.

That, of course, is love. Only its expression has changed.

B. Virginia Lee.

Be Vitally Attractive

(Continued from page 41)

nervous or emotional nature jeopardizes its smoothness and transparency.

You probably have several, certainly one, point in your appearance which is an unusually good one. Make the most of it, not because you are vain, but because every fine thing added to one's life makes that life more lovely. You present the subtle admission that you believe the approbation of your fellow creatures well worth striving for, just as you tacitly show that you believe in your own charms!

Then in the search for beauty, play your own game. Develop your own characteristics. If you are young, be young, cling to youthful settings for that freshness which is yours by right; do not ape the sophisticated trappings

of the maturer woman.

And if you are in the latter class, relinquish the settings of youth in good humor and develop the atmosphere best suited to your own experience. It need not be entirely without charm!

Skins may lose their springtime, suppleness of youth may not remain but eyes, however lovely, cannot attain their greatest beauty until experience has unfolded before them, until the soul behind them has expressed itself. Be sure that expression is to be its finest asset.

Believe in yourself, in your gifts, your power to please, and you will develop in your appearance as in your personality that which will urge others to appreciate and believe in you.

Observations

(Continued from page 28)

had them on! She was viewing the lovely blue-bonnets through clouded glasses!

No one can see beauty through dark glasses. Unless you discard doubt, distrust, fear, worry, hate, you cannot see life's wonderful panorama before you. Faith, trust, courage, love, are the lenses through which success and happiness are seen with the mind's eye. Remember to remove your dark glasses!

TWO women on a park bench. One said: "Oh, I don't think a dog pays. One becomes attached to him and then—he inevitably gets killed, or dies. It isn't worth the worry . . ."

I passed on—thinking. How many inject into every phase of life that attitude of cowardly *counting the cost*! They even hesitate at new friendships for fear of being snubbed. Though green with envy of those who know

failure and success, tears and laughter, grief and joy, risk, loss or gain, they refuse to love, to dare, to suffer, or be happy. And their reason: *to play safe*.

Cradled in custom, primed in second-hand opinions, soaked in convention, they are like wax figures in a showcase, while life passes by.

Dare to live! Dare to love! What if you do love someone who proves false? It's worth any suffering to learn that you have the capacity to love unselfishly! And if friends do fail you, aren't you wiser and stronger for being able to forgive, shut the door on disillusionment, *forget—and still have faith in humanity?*

Nothing worthwhile is ever gained without risk. Do not vegetate in *existence*. Answer your soul's call, spurring you on to learn life's meaning. Run the gamut of human emotions. Distil the wine of wisdom from worthwhile experience.

"Voice of Experience"

(Continued from page 24)

If they are *not* suited to each other, give them a chance to find it out—but not through your interference. I am sure you will see the wisdom of this course, later if not now. And by pursuing it you will avoid much unhappiness and sorrow."

The next problem is quite different. It expresses much in few words:

When I was a very young girl I became involved with a man without intending to do wrong. He cleared out when he knew I was to bring his child

into the world. When I realized his cowardice my love for him died. Until about six months ago I never gave a thought to any man. I was too busy supporting and caring for my little girl—now ten years of age.

Now I have met a fine man who loves me. He has been on the verge of proposing several times but I tactfully postponed the avowal as I do not know what to do about telling him of my child's paternity. He thinks I am a widow and I am afraid that if I tell him the truth he would turn away from

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me. Yet I fear to deceive him—feel that I would not have the nerve to lie if he asked me about my supposed husband. What shall I do? I shall be everlastingly grateful for your advice as I must settle my mind one way or the other.

THE "Voice of Experience" thoughtfully replied:

"My commiseration to this brave young mother who is attempting to rear her child alone. I like her attitude about 'settling her mind one way or the other.'

"Whenever I am asked if it is advisable—either before or after marriage—for a man or woman to confess any indiscretions of the past, I invariably and emphatically say 'No!' Each individual's past is his own and should be buried and forgotten after its lessons have been learned. I most certainly advocate each being true to the other after the marriage vow—but confessions never help and often wreck lives.

"I do not wish my meaning misconstrued. I do not favor lying about one's past—merely a wise silence. This advice applies to those who have committed sexual indiscretions in the past and are determined to be true in the present and future.

"If a tale-bearer knows of a beclouded past and menaces a person's future happiness, then the situation demands individual handling."

"In the case of this young mother—if the man is interested in children, knows of the little girl and apparently

would take a fatherly interest in her; and if he and the people in the community have accepted the mother as a widow, without questioning or suspicion, is it not probable that the man would never question her concerning her supposedly deceased husband?" I asked.

"That is something one cannot be sure of. If this mother fears questioning and is not certain that his love would stand the test of the truth, it is wise for her to put him out of her thoughts entirely," said the "Voice of Experience."

"What if she should frankly tell him of her mistake and of her ten years of atonement?" I continued.

"The child's interests should be of paramount importance to the mother. She cannot reveal her secret if it will injure the child's future.

"On the other hand, the man is not marrying the woman's past. She has paid her debt to society. If the man loves her sincerely he will appreciate her brave acceptance of responsibility and realize that because of suffering and lessons of the past she will make a good wife. Whatever she does I wish to again emphasize her duty to the little girl entrusted to her care."

(Note: The "Voice of Experience" has kindly offered the Editorial Staff a number of his pamphlets on "Confessing One's Past," "Do's and Don'ts of Courtship," and "Are You Emotionally Grown Up?" To any interested reader we shall be glad to send one or all upon receipt of name and address.)

In the Psychologist's Office

(Continued from page 48)

way, someone wants to know what you think about lie detectors—the mechanical devices which authorities, by attaching sensitive paraphernalia to sensitive portions of the body, are supposed to assist in establishing a suspected criminal's guilt or innocence."

Dr. L.: "By the change in blood pressure—if the suspect is guilty."

Editor: "And by his frightened heart beats, I suppose. Of course such physical manifestation might come from simple nervousness, fear. Just the experience of being tested, approach of the unusual—"

Dr. L.: "That of course has to be taken into consideration, allowances made."

Editor: "Doesn't the use of such devices, even to a limited degree, constitute another acknowledgment that professional men—hard-headed—"

Dr. L.: "They're not romanticists!"

Editor: "Doesn't this constitute their acknowledgment that the mental in-

stantly registers through the medium of matter?"

Dr. L.: "Yes—surely."

Editor: "By the way, the power of mind over matter has been acknowledged by the Italian government. Didn't you read the foreign dispatch about the Italian railroad station master?"

Dr. L.: "Oh that. You mean the one who was robbed—whose office had been robbed—"

Editor: "That's the one—and his humiliation and fear were so great upon discovering the robbery had been committed, he became violently nauseated and twenty-four hours later he died. Plainly killed through the emotions."

Dr. L.: "But the unusual part of it was that the Italian government—on the ground that he died in service—awarded a pension of \$600 a year to his widow."

Editor: "And part of the man's

epitaph could read: 'Killed by anxiety and chagrin within twenty-four hours.'

Editor: "And the broad conclusion is: Your mind can make you sick."

Editor: "Some persons are terribly afraid of this conclusion. They say people who accept it are apt to go too far, because this premise by natural deduction carries the implication that the mind can make you well."

Dr. L.: "The major opposition comes because such persons fear unwise stress on the power of thought over bodily ills and they fear that actual harm may be done by the withholding at times of material remedies."

Dr. L.: "That has something to do with it but much opposition rests on the natural disinclination of the human mind to accept anything new or out of the beaten, conservative track."

Editor: "But even the old fashioned

physician often used mental persuasion."

Dr. L.: "Yes, without being aware of it—often. When he handed medicine to a patient and said, 'Take this, it will help you,' he was, by the last part of the statement, carrying assurance to the patient that no doubt, often did as much good as the medicine—if not more."

Editor: "Of course that was suggestion."

Dr. L.: "Constructive suggestion!"

Editor: "Ah, but you can't tell everybody that."

Dr. L.: "Well, it's not exactly a secret."

Editor: "And he who runs may read!"

(Broadcast by Dr. List and Eldora Field, Managing Editor of PSYCHOLOGY.)

Flight Fear and Psychology

(Continued from page 37)

At the end of six months' reading, study, and contemplation of psychological subjects I broadened my reading and also began to include some light fiction. I carefully tried out various occupations thus developing new interests. Soon I found that I no longer wanted to "come back" as a flyer; instead I wanted above all to be able to tackle almost any activity, mental or physical without the distressing symptoms of fear.

Sooner or later every aviator must prepare himself for a new activity just the same as a baseball player or other athlete. The sooner I became established in some occupation that I would be physically and mentally able to continue indefinitely, the better.

From my study of psychology I had learned how important it is to continue to learn and achieve along new lines.

So I started to write. Anything, everything. From taking notes on psychology I advanced to writing letters, to friends and acquaintances, about aviation, radio, psychology. This gave me a necessary outlet. I sent some articles to radio and aviation trade magazines. They were accepted and I knew that I was on the right psychological road to a new life, a life much fuller than any I ever would have lived as an aviator.

Many of the distressing physical disturbances have now vanished. I have not seen a doctor in a year. I am no longer afraid. I have published a couple of books on radio during the past two years and am now planning to write fiction. In the meantime I no longer hesitate to say, "I am an aviator." I usually add, "also a student of psychology." That addition always compensates for the ex—and many, many other things as well.

Sex, Glands and Youth

(Continued from page 44)

latory or hysteric symptoms predominating.

It is possible that ovarian dysfunction, which is the most common glandular deficiency among women, is the basis of, or a complicating factor in, more functional disorders among women, than any other five causes combined. In hypo-ovarianism we may logically seek the causative factor of painful or lack of menstruation and most of the neuroses resulting from these disorders.

It is also rapidly being borne in upon

the modern medical mind that the sex glands, particularly the ovaries, exert a profound influence upon some function which tends decidedly to cause changes in blood pressure. This factor is especially noticeable in women before and during the menopause. It is possible that the normal decline of the sex function in both sexes is compensated for by some stabilizing readjustment in the organs of the endocrine chain, which readjustment occasionally manifests itself in increased blood-



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

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

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Ph.D.

so obvious that it seems a waste of time even to mention it.

But that perfect physical function, natural at forty or fifty years of age, can be restored to men or women of this age—which restoration of perfect function will make them feel and act as though they were thirty or thereabouts—is not only a possibility, as we said before, but an accomplished fact.

But if we desire to make old age a more pleasant experience of life, proper stimulation of the entire endocrine chain is the logical method of procedure.

The Awakening!

(Continued from page 35)

Long years of terrible blundering, of mistakes, of falling down and getting up, of resolutions made and remade a thousand times, of visions lost and found, wrested away by force and recaptured by violence—long years of doubt and fear and tragedy have wrought havoc in his soul. They are, thank God! lost in yesterday's pageant.

Today—a new day—is here! A new life is starting, a new beginning made. The threads of design, woven into the pattern of our lives at the dawn of time and, until now, obscured by the groping mists of immaturity and inexperience, will presently be taken in hand.

We hesitate no longer. The role in life's play prepared for us by the Great Showman, which our talent alone can touch with distinction, awaits us. The curtain rises on the first act and the play is on!

He Cared

(Continued from page 29)

employer refused to bother with expressing thoughts about the "design."

Then, one morning came a letter bearing the beautiful insignia and the engraved line, "Secretary of the Treasury, Washington."

"Wonder what his secretary will say?" we muttered rather crossly and unfolded the page.

It was from William Woodin and it wasn't dictated. I don't believe a secretary ever saw it. It was in the simple clear handwriting of a man who took enough interest in the idea to "take pen in hand" and express himself.

"I am glad to comply with your request for a 'Design for Living'" the lines read, "and I believe this would be my message:

"Never deplete your vitality by worrying over anything you cannot help."

It was simply signed "W. H. Woodin." Those words made a nice little

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To secure your PERSONALITY ANALYSIS name your favorite color, or send sample. Not necessarily the color you wear well, but the color that you like best. Your favorite color in flowers is a good test.

MANDUS E. BRIDSTON, Chromatologist
2226 Third Ave. Seattle, Washington

SEX AND LOVE FACTS

(RARE SECRETS REVEALED)
"BOOK II," of the "Social Science Series" includes: Sex Origin, Uses, Control; Sex-MAGNETISM, Loves, Joys, Danger Signs; Instinct, Music, Odors, FRIENDSHIP, Kissing; Sex-Worship, WHY WOMEN USE PERFUME, etc. 42 Chapters. Rare Data. Illustrated. Deluxe ed. \$1.00 prepaid. Plain 55c. (Agents Wanted.) We sell a "Body Building Function of Sex" booklet for 25c. Prof. P. Stevens, Ph.D., 242 Powell St., San Francisco, Calif. (m.o. or stamps accepted.)

pressure. When these adaptations are not made as completely or as rapidly as they should be made, this fact is soon made obvious, most generally in some involvement of adrenal mechanism.

In fact, we also find that between the adrenals and the sex glands, as well as between the thyroid and the sex glands, there is a most intimate connection, probably promoted and maintained by the stimulating action of the genital hormones from these glands.

The physiological functions of the sex glands have been stimulated in various ways. Possibly the most modern and the most effective are the use of organic extracts, specific in their application. These may be administered orally or by hypodermic method. When the case is properly diagnosed almost miraculous results have been obtained. At no time, however, should gland extracts be administered without the supervision of a competent physician.

OLD AGE AND A GLAND IDEA

THE study of the ductless glands, particularly the sex glands, has helped to elucidate the problem of old age which has baffled mankind from time immemorial.

That it is impossible to take a man or woman of seventy and by any form of treatment restore to him or her the vigor and vitality of twenty or thirty is

"design for living" but the personal atmosphere of it—the quiet, handwritten note intrigued me. "He cared," I thought, "even though he's so terribly busy." I remembered, too, that he was said to be in poor health.

He took the trouble to *give*—to personally compose that concise, meaty little "design for living," and partly, at least, because his attention had been

called to the fact that whatever he might say would be of some help, would carry a little courage or assurance to others. But I liked best the way he did it.

And so that's why I know William H. Woodin was a kindly man, and that's why I was especially sorry the day I picked up the paper and saw that he was dead.

Love In the New Age

(Continued from page 33)

tion found in vital young men and charming young women, but it is to point out with positive emphasis that the other two important sides of our natures *cannot be ignored*. When marriages are contracted upon the basis of true understanding and in more perfect accordance with *natural law*, then will the divorce rate curve on the graphic charts of those who go in for such things start easing gracefully downward.

New Age lovers are going to learn the eternal truth that passion is the fire in which the most precious qualities of true love are too oft consumed. Naturally these young people are going to face their citizenship responsibilities as becomes kingly men and queenly women. They will know that the true love that leads into marriage carries with it duties not only to themselves and the children they may bring into the world but likewise to society at large. Instead of selfishly debasing themselves by seeking spurious thrills in the quest of a counterfeit happiness, they will learn another eternal truth,

viz., that happiness comes only through giving freely. Instead of turning the home into a battle field of conflicting and selfish interests, the New Age young people will find their true happiness in making their partners, and others, happy.

.

And so in the New Age love will grow, mature and ripen in marriage, bringing harmony, contentment and satisfaction in the higher reaches, experienced only by a few in these expanding and explosive times.

Let us pause here . . . let us give thoughtful consideration to laying plans to adjust our lives to meet the requirements of the New Age. Will it not be wise to start *now* to change our habits of thought and action to get into the spirit of the quickened tempo and swinging rhythm of the New Age? The scenes shift . . . the world moves . . . shall we stand still and watch the passing show, or shall we be live and eager actors in the greatest drama being enacted for many generations?

Play For Fun!

(Continued from page 20)

rriority over her in bridge, if nothing else? I'm afraid so. But how ridiculous! What matter if Marj did fail to finesse, what matter if she did under-bid, what matter even if she wasn't a good bridge player? Was the winning of a game of cards of such importance that it should result in an outburst of temper that wrecked a perfect love-match?

AND yet how many of us take our bridge as seriously as he! Recently a friend and I played two other men. We took a rather fearful drubbing and I suppose our nerves were slightly on edge. Why should our nerves have been on edge? I don't know, any more than I know why all people begin to fret and frown when they are losing at bridge. We were playing for such small stakes that it wasn't the money. We were annoyed—paradoxically, more

with each other than our opponents—and at the first opportunity the fur began to fly.

I failed to see any other lead except to a king which lay on the board. Our opponents made their bid, redoubled and vulnerable, whereas they should have gone down one trick if I had not led to the king on the board.

My partner asked: "Why didn't you lead trump that time instead of to the king?" I didn't like his tone or his manner and told him so. One word led to another. I believe we were on the verge of blows when our opponents cooled us down enough to finish the rubber.

For days I did not see him. Then one evening he called and said he was sorry he had been so childish about a silly game of cards. I agreed. If he hadn't phoned perhaps I would have. Perhaps not. But it goes to prove how

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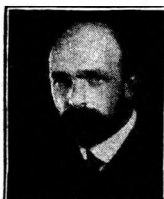
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Sherwin Cody

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Mr. Cody has specialized in English for the past twenty years. But instead of going along in the old way he has applied scientific principles to teaching the correct use of our language. He made tens of thousands of tests of his various devices before inventing his present method. In all his tests he found that the trouble with old methods is that points learned do not stick in the mind. In school you were asked to remember rules, and if you forgot the rules you never could tell what was right and what was wrong. For years Mr. Cody has studied the problem of creating instinctive habits of using good English. As a result of his experience he evolved his wonderful new

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A patent was granted to Mr. Cody on his unique device, and now he places it at your disposal. This invention is simple, fascinating, timesaving, and incomparably efficient. You do the lesson given on any page, then you see exactly how Mr. Cody himself would correct it. You mark your errors and check them in the first blank column. Next week you try that page again, on the second unmarked sheet, correct your errors, and check them in the second column. You see at a glance what you have learned and what you have failed to remember, until you have reached the 100% point in spelling, punctuation, grammar, and expression.

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easily a life-long friendship can be ruptured when we sit down to "shoot a few hands of bridge."

In bridge we play too hard to win—just as we do in many things in life. Not because we want the cash winnings or the prize, if any, but for the sheer desire of being able to make our opponents "eat crow." If we win we can throw out our chests and do some tall and fancy bragging. It appeases our egotism. But such a thing to be egotistical about! A game of cards—fifty-two pasteboards which fall as Fate decrees.

Always remember that the saying among us dub bridge players (and for all the poppycock the experts claim for their systems I believe we can include them as well) that the team with the best cards will always win. Remember—none of us dubs plays perfectly. Some

of us play well, others play not so well, still others play rather poorly. But we all play for the same reason. For fun. For entertainment and relaxation.

What matter, then, if your partner makes a wrong lead? What matter if he trumps your ace? What matter if the charming young lady opposite you fails to attempt a finesse? The earth will not cease turning on its axis if these things are done or not done.

Therefore—play bridge—or any game—for fun. Leave the hard, intense, playing-to-win-above-all-costs game for the experts. That's their business. But us dubs!—let's make mistakes and laugh at them. Let us accept our partner's errors philosophically. Do unto him as you would have him do unto you. Remember, always, that it's only a game. Let's be able to enjoy a game!

Your Job and You

(Continued from page 47)

You will wear well when you think of others in preference to yourself and your own reactions. Don't make a laboratory of yourself, taking the machinery apart to see what makes it click. Think of the other person and what makes him click. You will wear well then.

I wish I could bring the idea to bear on those who go through physical and mental torture in meeting new people that the whole torturous period when they are in agony is all a product of their own imagination and to a certain extent, their egos.

Did you ever stop to think that the most worthwhile and the greatest people are the simplest and the easiest to converse with when you do meet them? Simplicity and honesty of purpose are the keynotes to success.

You do not have to be the life of the party or to be the most blustering, loudest salesman to make a success of life and your work. Know your work. Know your capabilities. Improve

your mind. Keep up with the times.

That is not a large order. With the facilities that we have today, it is easy to keep abreast with everything.

And do not forget that "Know Thyself" is the most important, except where you turn inward to such an extent that all your thoughts are of yourself and the impression that you are creating. It is another form of selfishness.

Be unselfish and think of others. Self consciousness and timidity flee under the sunshine of doing for others. Sympathy and kindness are virtues of the unselfed consciousness. It is within the power of every human being to cultivate these flowers in the garden of human relationships.

*In this department vocational problems are discussed each month. If you wish a personal reply, send stamped, self addressed envelope and letter explaining your problem to Miss Makarius, care of this magazine.

News Flashes

(Continued from page 30)

A third pilot manipulated the glider, which took off after a run of only 200 feet. And when, after being towed some distance in the air, it was unhooked, it soared and landed safely.

▶ ▶ ▶

Concerning the question of another war: "The Voice of Broadway"—Louis Sobol—says: "I'd make every one of these 'patriots' study the gruesome war pictures . . . it might check their constant war propaganda. Most of us who served during the World

War, here or abroad, are patriots, too, I imagine—the kind of patriots who prefer our country stay out of another disastrous war."

Dr. Harry Emerson Fosdick, pastor of Riverside Drive Church, New York City, who saw active service in the World War, declared before the conference on "War and Economic Injustice" that he would "go to prison" before he would participate in another war.

And Dr. Allan Knight Chalmers, pastor of the Broadway Tabernacle, said

before a recent conference of clergymen in his church, that hundreds of Protestant ministers in the New York area will never take active part in another war.

♦ ♦ ♦

Lancet, the British Medical Journal, gives a report by Drs. Harold Taylor and Gordon Kirwan-Taylor, London gynecologists, on their successful application of a modification of a German method for predetermining sex of human beings. Their results start renewed hopes among "blessed eventers" of the future.

The famous Russian biologist, Prof. Nicholas K. Koltzoff, by his electrical method, has been able ninety times out of a hundred to produce either male or female rabbits. His discovery is being tested on an elaborate scale at Russian government farms.

Work on the taste-producing qualities of certain synthetic chemicals is uncovering a set of hereditary taste deficiencies in people, so that the ability to taste or not to taste certain compounds may soon be added to the paternity tests.

The craze for "test tube babies" has extended to Russian zoos. Scientists there have successfully cross-bred, by artificial insemination, the following: Australian wild dog with domesticated dog; American race horse with Mongolian wild ass; bison with Ukrainian sow; and barnyard cow with wild

Batens ox. As if these were not enough queer-looking animals, the Soviet scientists are now planning a lion-tiger "test tube baby"!

One can imagine these queer animals saying in animal slanguage some such sentiment as the Quaker expressed to his wife: "Everyone's queer but thee and me—and even thee art a little queer!"

.....

Dr. Thomas Milton Rivers of Manhattan's Rockefeller Institute announces development of a psittacosis vaccine, prepared from the sputum of recovered psittacosis patients. White mice, monkeys and finally seven of Dr. Rivers' laboratory assistants were vaccinated, and proved immune to the disease.

Dr. Leslie A. Chambers and Prof. Newton Gaines at the Texas Christian University, Fort Worth, ran milk through a funnel containing a nickel tube which gave off a high-pitched note and were able to kill from eighty to 100 per cent of all bacteria. Even microbes which had not been harmed by pasteurization were killed by the intense sound waves issuing from the singing tube.

And writing of sound, reminds me that a few weeks ago Dr. G. W. Pierce, Rumford professor of physics at Harvard University, demonstrated an apparatus which makes "silent sounds" as audible as thunder.

Green Buttons

(Continued from page 27)

grounds, I inquired of a passerby, "Where's the fire?"

"Ain't no fire."

"Somebody killed?"

"Nope."

"Bank robbed?"

"Nope."

"Feud killing?"

"Nope."

"Well, what has happened?"

"Man hunt—convict escaped from the workhouse," and he hurried on, eager to be in the fray while it lasted. Store, postoffice, and even the court-house were deserted. I ambled around, feeling as though I owned the village. Finding my prospect out, I went back to the boarding house and dined. Leisurely, I again approached the store with sample cases.

"What luck, sir?" I said, by way of greeting the proprietor.

"I got only two shots, darn it, if it hadn't been I had a new gun, I'd scored a hit."

and disappointed, as is apt to be the case when one has visioned a fifty dollar reward and has seen it escape before his very eyes. They related tales of doubtful veracity regarding how narrowly the convict missed their clutches, and a glint in their eyes bespoke the excitement of the man hunt.

"The convict stands little chance of escape, eh?" I inquired of the leading personage, a lank mountain-huger.

"No sir, stranger, not in these mountains. When thar is fifty dollars hangin' o'er his head he mought as well give up. He can't git outta hyar without food. He's sure a goner!" He spoke with conviction.

Soon afterwards, the sheriff and his deputies arrived bearing a striped uniform, stamped with number 3001. The motley crowd gathered around this late edition to the hunt news, and I gathered from the excited conversation that ensued that the convict had gone to his death in attempting to swim the swift stream near Gateville.

His outer garments had been dropped on the bank, obviously to lighten the hazardous undertaking of swimming a



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swift mountain stream swollen by spring freshets, and, as the trail was lost on the river bank, the hunters were quite satisfied. They returned to their homes and places of business with a feeling of having accomplished something beneficial to the community. Swift muddy water would tell no tales.

During the discussion in the store, a few stragglers with awed expressions and ears for the news of the ill-fated convict came into the crowd and remained expectant.

So it came about that, when I carelessly turned to the sheriff at my elbow to inquire if there was a person present who would assume the role of porter, the officer commanded the nearest straggler to "Tote the man's grips to the station."

I followed the lanky porter to the station, wondering all the while at the eagerness with which he had grabbed

the bags and the animation of his long strides so out of keeping in hot weather. My musings were dismissed when the train blew for Gateville and we even had to increase our pace to make connection.

I extended a quarter to the man.

"Gee, thanks for the two bits, but sir, I'm badly in need of some coin. I've got 'portant business down the country, an' I don't hanker to tarry no longer 'mong these parts."

Something about his manner conveyed sincerity, and I extended a bill for which I was rewarded by a light of gratitude that leaped into his eyes.

Mumbling his thanks, the man started hurriedly for the first car in the train that had now drawn up on the tracks; as he did so, I noticed for the first time that he wore a rather seedy looking blue serge suit and the coat had large green buttons!

Don't Be Habit Bound

(Continued from page 17)

working and I was not. Why? I asked.

"The answer seemed simple. A habit had licked me. A habit! I began to laugh. I felt crazy. I knew my hollow eyes were wild. People looked at me. I got angry. I doubled my fists. I called myself all kinds of names. I knew it was fear of the habit that had gotten into my mind. I was so afraid I couldn't conquer it, I hadn't tried." Bob paused.

I ventured, "A mental kink that needed untangling?"

"Exactly." Bob looked at me. "I got up and hunted a job on the docks. I earned enough to buy a decent meal and a good night's sleep. I bought a package of cigarettes and looked at them. 'You measly, little white enemies, you can't threaten me, why I can hold the lot of you in the palm of my hand. I want a man-sized foe to fight, not a stack of papers and ground leaves.' I gave them grandly away and went back to work. It took weeks to cure myself, but I knew as long as I felt conscious of cringing before a habit, that was harmless in moderation, I was out of step.

"To make a long story short, I saved enough money to make myself presentable and selected the firm I wanted to work for. I had called there once before, slinking in the door with the shadow of defeat trailing after me.

"I tackled them again in my new frame of mind. The manager looked at me sharply. I could see he was puzzled by the memory of my unfavorable visit. I began to talk fast of my past experience in business and the new ideas forming in my mind.

"He listened and asked if I was the same Bob Saunders who had called months ago. Asked if I had been ill.

I told him, no, just getting rid of a competitor who needed to be put in his place, 'Old Mr. Habit,' who thought he was boss. He looked at me queerly, but I laughed it off and got the job."

Bob sat back and smiled. "I was habit-conscious!" He slapped his knee, his blue eyes twinkling. "I know now how a drunkard, a drug addict, a woman hopelessly extravagant, feels. It's in your mind. Like the law-breaker, who jumps when someone taps him on the shoulder, the slave to habit leaps to obey the first longings for whatever controls him. He is so sure he can't get away from it, he cringes helplessly, instead of standing up and punching back. I know now that a cigarette is only a twist of paper and tobacco, without will or power over me. It's strange how weak we are, if we believe we are going to succumb to temptation."

"I've felt twinges of the same symptoms when I've bought something I couldn't afford." I spoke thoughtfully. "I didn't half try to escape temptation, so I was beaten before I put up a fight."

"When we lose our grip, there's something that makes us let go. The habit of carelessness, laziness, or worse. The cure is to face it, and pluck the thorn out of the mind before it festers."

My husband looked at me. "I think I'll outline my ideas on advertising tomorrow. I was so sure the boss would turn me down, I edged away every time I saw him coming."

"Failure-conscious, you'd call that," Bob remarked. He rose, and knocked out his pipe with the confident smile of a man sure of himself.

He had earned his smile of victory!

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"Methinks there is much reason in his sayings . . .

Caesar has had great wrong . . .

I fear there will come a worse in his place . . .

He would not take the crown;

Therefore 'tis certain he was not ambitious . . .

If it be found so, some will dear abide it . . .

Poor soul! his eyes are red as fire with weeping . . .

There's not a nobler man in Rome than Antony."

Do you think that Antony was not listening to these comments of the mob, even while he controlled his genuine grief at the loss of his leader and friend? As a finished orator he bent his next arguments to fit the mood already aroused in the crowd by his words. He begins again:

"But yesterday the word of Caesar might

Have stood against the world; now lies he there,

And none so poor to do him reverence.

O masters, if I were disposed to stir Your hearts and minds to mutiny and rage,

I should do Brutus wrong, and Cassius wrong,

Who, you all know, are honorable men;

I will not do them wrong; I rather choose

To wrong the dead, to wrong myself and you,

Than I will wrong such honorable men."

Analyze this. See what he has done now. "Masters!" he calls them, complimenting them on the fact that he is there by their permission—while all the time he knows that he is now master of them and of the whole situation. By indirect suggestion, by negative implication, he now arouses their curiosity as to what it is that he knows that would so inflame them if he told it.

Next month, Mr. Burrill will continue his analysis of the applied psychological methods of Mark Antony as the latter drove the crowd into fury.

"Contacts Club"

(Continued from page 38)

Being a divorcee isn't the happiest situation in any place Mrs. J. S., least of all in a small town where one is apt to feel like "a third leg" at every social gathering. Why not make some new plans and carve out a new life for yourself? You can do it if you really want to. Perhaps, some of our readers in a like-situation will tell you what they are doing about it.

Dear Editor:

Your "Contacts Club" interests me very much. I am a young man, and have lived in many places and seen many sides of life, but I am now established in a business which does not permit me to travel and get the mental stimulation I formerly enjoyed. The result is loneliness, and a weary mind.

Circumstances beyond my control have prevented me from making any real friends, and the type of persons that one meets at dance halls and similar places do not interest me. I would enjoy corresponding with some of your readers. Here's hoping Lady Luck will cross my path. I would like to hear from people of either sex, especially those who are living in or near Cleveland.

M. S. L., Cleveland, Ohio.

Now that you have quit traveling and are permanently located I am sure you will find congenial friends. No

doubt this column will help you to accomplish it.

Dear Editor:

I would be very interested in hearing from someone who has been psycho-analyzed. Four years ago I was in Johns Hopkins Hospital suffering from a nervous breakdown. I was placed in the hands of a well-known psychiatrist and after an analysis which lasted three and a half years, I regained my health completely.

This was quite an experience and it has never been my good fortune to meet anyone who has also had a complete analysis. I would be very happy if any of your readers who have had a similar experience would write to me.

I am in my twenties and have come to New York City recently to pursue my interest in costume designing.

Miss B. H., New York City, N. Y.

I am sure we have many readers who have been through a similar experience, Miss H. I have sometimes thought that people who have been successfully psycho-analyzed should form a club of some kind. Their slant on living is of necessity broader than other people's, and of course if they have been successfully cured the last thing they wish to discuss is their case history—and which other people who have not been treated, always want to hear about. Good luck to you with your costume designing!

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What Can We Do For You?

(Continued from page 49)

were once religious. They are curable, but harder to deal with than some.

QUESTION:—O. A. K. writes:

I can't seem to make decisions and stick to them. Where circumstances change, my mind changes with them. I'm in a position that requires a great deal of adaptability and perhaps that has a bearing on my personal problems, but it is quite uncomfortable and seems to continually prevent me from being happy and poised and contented. From childhood I have always been given to tears and when things go wrong I succumb to them—in the privacy of my room. Try as hard as I do to master the situation and develop a stoical attitude I can't seem to. How can I overcome that weakness?—I don't want to marry unless I do.

ANSWER:

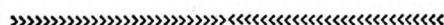
In a few words your case represents—intellect normal; emotion plus; and will power minus. You live too much on emotions; feelings and sensations are your guide. You haven't a good enough opinion of yourself, therefore, you have failed to exercise your power of judgment to a point where you feel you can rely on it. Fear enters into your decision to too great an extent and you are too suggestible.

The correction lies in *exercising your powers*, and gradually developing more of an indifferent attitude toward the thoughts that others may hold. You must learn to rely on your own judgment, merely listening to the argument of others for the purpose of information, so that you may be impartial and fair in your judgment and have what knowledge you can to base your own convictions and judgment upon. Confidence must be built up so that you will feel that *your* opinion is worth something. It will take a plan, purposeful action, and perseverance, to accomplish what you seek.



The best portion of a good man's life: His little, nameless, unremembered acts of kindness and love.

—William Wordsworth.



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"I was in a very run-down condition and underweight, badly constipated and found it difficult to get to sleep. My nerves are stronger now and I can work with more ease and comfort"... Mr. B. A.

"My brother was advised by his physician that he had HIGH BLOOD PRESSURE. After taking your Genuine Garlic Tablets, the pressure had been reduced from 230 to 176"... Mr. B.

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WHENCE came the knowledge that built the Pyramids and the mighty Temples of the Pharaohs? Civilization began in the Nile Valley centuries ago. Where did its first builders acquire their astounding wisdom that started man on his upward climb? Beginning with naught they overcame nature's forces and gave the world its first sciences and arts. Did their knowledge come from a race now submerged beneath the sea, or were they touched with Infinite inspiration? From what concealed source came the wisdom that produced such characters as Amenhotep, Leonardo da Vinci, Isaac Newton, and a host of others?

TODAY IT IS KNOWN that they discovered SECRET METHODS for the development of their inner power of mind. They learned to command the inner forces within their own beginnings, and to master life. This secret art of living has been preserved throughout the ages. It is extended to those today who dare to use its profound principles to challenge the problems of life.

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