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I Have Discovered a Secret That Startles Me

But It Has Proved to Be an Alladin's Lamp It Gives Me Anything I Want.

YOU must have had that strange feeling (almost everyone does) that you have done the thing you are doing at the moment, before. Suddenly, you say to yourself, "Why! I have lived here before, in some previous life. I walked on this beach a million years ago. This pretty house that I have just moved into... I am *moving back* into this house—this is where I used to live, ages ago!"

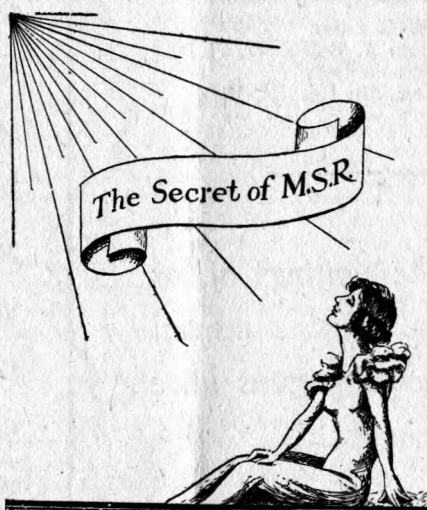
It comes to everyone, this peculiar impression of having been through exactly the same experiences before. With some it comes often, and is very distinct, the actual words that others and yourself are speaking being clearly remembered; or the exact appearance of a room, its dimensions, decorations, furniture, coloring, odor being precisely as it seemed to you on a previous occasion. With others, the experience is more vague and less frequent. Yet it happens to everyone, the mysterious thing about it being that you know, as an actual physical fact, that you never really did, in the flesh of your present incarnation, actually have that experience before.

The Key to Happiness

I am not a psychologist, amateur or professional. I am an average American business worker, with an average education as a background, and have given no more thought to metaphysics, mental sciences and religions than one runs across in the ordinary course of casual reading and human experience. Yet this strange phenomenon of "having been there before" has occurred to me so frequently of late that I set about solving it, with the determination with which one would attack a knotty business problem.

"Perhaps," said I to a friend who is a practitioner of a well-known mental science, "I have stumbled across a new idea in metaphysics."

My friend smiled. Said he, "You have revealed to yourself the last, ultimate secret of every religion, every system of metaphysics and mental science on the face of the earth. You have the secret, the KEY to happiness, health, wealth and the things you desire. If everybody knew what you know, there would be no need



for religions, or systems, or codes—no need for books, or lectures, or courses. All new thought sciences are based on a central idea so simple that it can be expressed in one sentence. The difficulty that confronts teachers is in making their religion, or system, or science difficult!

"Experience proves that there must be a lot of preliminary talk, or study or reading. If this is not given, the student would feel he had not gotten his money's worth... or, having come upon your *secret* so easily, would have too little respect for it."

Nothing You Desire That You Cannot Have

This startled me, you may be sure. I spent some time wording my precious *secret* into plain language, and went to some trouble to look up leaders of a dozen other metaphysical systems of religions. Each one, in turn, on reading my paper, reacted in much the same manner—"Certainly," each said, in effect, "this is the *secret* of happiness on earth. Put that to work in your daily life (and it is easy) and there is nothing you cannot have!"

Well, this amazing *secret* has done wonders for me—and all the friends I have told about it. It is actually like an Alladin's lamp! I merely have to desire a new car, or a trip to Europe, or relief from pain, or a solution of business, domestic or household problems—and behold, I have it! My *secret* is not a new religion, a new system of mental science—it is the spark, the enlivening spirit of every religion. Every follower of every system of thought will immediately realize the *full* benefit, the complete promise of his re-

ligion, if he uses this *secret*, amazing revelation that I discovered quite by accident. My *secret* clarifies, beautifies, strengthens and endears the chosen religion of science to the student.

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I have no desire to make money out of my discovery—I don't need money. My *secret* gives me all I can use. I have no more right to make a profit on revealing my discovery to others than the Mayor has to charge for a city's air. Yet it does cost something to tell my story to the readers of *PSYCHOLOGY MAGAZINE*—and something more to have the *secret* printed and mailed to those who would like to examine it.

It is worth *everything* to you, as it has been to me and my friends. In actual money it could be worth at least a thousand dollars to you, in a year's time or less. Yet, as I say, it is yours as much as the air is yours. But, distribution costs require me to ask a dollar for my newly discovered *secret*, which ought to just about pay for these costs. I call it the "REALIZATION SECRET." The *secret* is in the first sentence—then I use about 3,500 words to make it entirely clear to you, with many practical examples of the *secret's* application.

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Is Life What We Make It?

• by C. Franklin Leavitt, M. D. •

LIFE is never interesting unless WE MAKE IT SO. And to make life worth living we must have either an understanding which we have acquired through study or reasoning; or a training in childhood which has created in us a HABIT of viewing life in the right light.

It depends entirely on YOUR VIEWPOINT as to just what YOU see in life. If you have formed the habit of analyzing life from a destructive standpoint, you see only the shadows and clouds, which soon breed very real fears. In consequence, you would be most unhappy, limited and depressed, and life would not seem worth living.

Clarence Darrow makes the statement that "Life is not worth living." To him, from his analysis and viewpoint, it probably is not. But if you were to stop one hundred people, and ask them one by one, if THEY believed that life was worth living or if they were ready and willing to die; I feel sure that 98% of them would prefer to live, in spite of some of the hard things they had to meet from time to time.

It is normal to wish to live and be happy.

Wherein lies the difference between these two opinions of life? It is to be found in VIEWPOINT alone.

From just what standpoint have you been analyzing yourself and life? In viewing some who are happier and more successful than yourself, have you laid it to a difference in nature, inheritance, better earlier training, environment, luck, opportunity, etc., etc., or have you willingly admitted that it is merely due to YOUR lack of understanding, training and development? Some of these advantages you have pictured in others, may have had a bearing in the beginning, but after one reaches the age of reason LIFE IS UP TO THEM, and it is really and truly their own fault if they have failed to make use of the God-given powers which they possess.

YOU perhaps are sensitive, emotional, impressionable, with a tendency toward nervousness; possibly failed to receive in childhood JUST the instruction and training that would have best fitted that nature of yours; and in consequence, it is quite natural that you formed habits of limitation and weakness. In this manner your mind has been placed behind "prison bars" and you have seen no way out. Such a condition breeds an Inferiority Complex which adds materially to your slavery. But all this does not mean that you are "fate-driven." THERE IS A WAY OUT, and that way is through a process of reeducation and added understanding. The TRUTH will set you free. You are a prisoner because you are viewing yourself and life from a false viewpoint.

Little by little, the little fears, such as worry, apprehension, jealousy, lack of hope and faith, breed bigger fears, and you can very easily drift into a state of so-called Neurasthenia; or suffer the tortures accompanying a Nervous Breakdown.

But all this does not mean that your nature is normally a destructive one; that your mind is weak; that YOU are different from others. A sensitive, emotional type of mind, with a tendency toward nervousness, represents very REAL POWER. Power however has both a constructive and a destructive side to it. You have permitted this nature of yours to rule you, and in consequence, it has formed the habit of ruling destructively; but that very same power CAN be made to serve you and be the best friend you ever had. Your nature represents a going, active, fine type of mind which is running wild through lack of control and direction. Such a mind as yours can practically destroy you and leave you a wreck on the shores of life; or, on the other hand, it can carry you to great heights.

Wouldn't you like to really understand that mind of yours; learn how to direct it wisely; make it serve you constructively; and in consequence, become a happy, well balanced, progressive, interesting person? That very thing is possible if you are really in earnest and will agree, with help, to convert that "wishbone" of yours into a "backbone." That does not represent years of tiresome fighting, but it DOES require a better understanding of yourself, your own powers and how to use them; of the principles underlying life as lived to its fullest; and then an expression of this added knowledge until you have formed NEW HABITS. That isn't such a terrible task, is it?

THE INFLUENCE OF FEAR ON MIND AND BODY

you, take on an unreal appearance in your own eyes. It can cause great unhappiness and mental distress, and there is nothing, probably, harder to bear than mental suffering. It acts as a shock to your Sympathetic Nervous System, and through tension, functional and gland life is materially disturbed; and thus you can suffer very materially physically from lack of vitality, tone and proper mental stimulation. FEAR acts as a real poison on your system. Worry alone can in time completely wreck the strongest nervous system. Perhaps you can begin to see how YOUR

downfall has taken place and why YOU suffer from strange feelings and sensations and weaknesses. If you are expressing FEAR you are constantly carrying to your mind little shocks.

NEURASTHENIA, NERVOUS BREAK-DOWNS, various forms of PSYCHOSIS and NEUROSIS, SELF CONSCIOUSNESS, STAMMERING—always have deep seated FEARS back of them. There may be exciting causes, such as operations, shocks, glandular disturbances, infections, etc., but you would NOT develop the mental or nerve states represented above unless there was present in you fertile soil for the growth of FEAR. Eliminate FEAR and you will get rid of your worst enemy. AND THIS CAN BE ACCOMPLISHED.

HERE IS A WAY OUT

I have written a little 100 page book, titled SELF MASTERY THROUGH UNDERSTANDING.

This book goes into considerable detail in relating just how these many forms of mental and nerve disorders originate, their cause and effects. It will perhaps tell you more about YOU and your troubles than you have ever read before. It will open your eyes to certain TRUTHS which should make it possible for you to begin to analyze from a more creative viewpoint, and it will give you an understanding of that mental self which cannot help but be beneficial. This little book has been pronounced by many as priceless. If, after reading the book, you feel that a Preliminary Analysis would be of assistance to you, you may fill out the Analysis Chart which you will find enclosed and return it to me for an opinion. The Blank will come direct to MY desk and be opened by ME, so do not hesitate to fill it out carefully. View this as a very real opportunity and take advantage of the offer AT ONCE.

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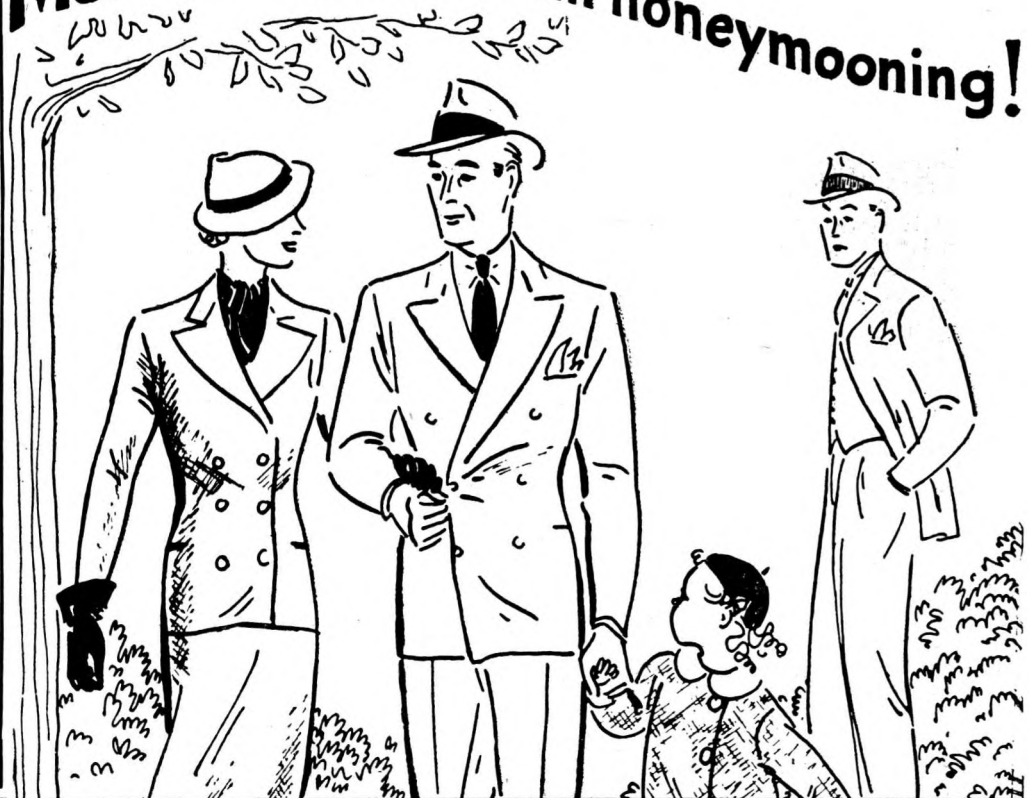
These
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about
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into Romance

The ignorance of even cultured people in matters of sex adjustment is often amazing. Several years ago, for example, a confidential survey among physicians' wives revealed the surprising fact that even among these women, more than 50% confessed dissatisfaction with their love lives. In this unusually frank and INSTRUCTIVE volume, the art of marital love is treated in detail and utmost sincerity. Here are some of the subjects covered which suggest the scope of this precious book:

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NEED OF MARRIAGE
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CONCEPTION—WHEN IT IS POSSIBLE
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DEGENERATING AGENCIES
THE FUNCTIONS OF COPULATION
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EROTIC ZONES OF THE MALE AND OF THE FEMALE
THE SPECIAL NEEDS OF MOST WOMEN
GENERAL DIFFICULTIES ENCOUNTERED
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(Revised and Enlarged Edition)

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Without doubt, the greatest unhappiness and “incompatibility” occur in the sex life of married people. Usually they are suffered in silence. It is safe to say that many of the breakdowns in marriages everywhere could be avoided; could, in fact be gloriously perfect, if both partners were aware of the art of love and marriage. “THE ART OF MARRIAGE” analyzes sex relations thoroughly and humanly—and points out how marriage can be made lastingly full and happy. Scientific but free from useless “technical” phrasing.

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They do the world's **CLERICAL WORK**, and routine drudgery. Day after day, week after week, month after month, year after year—**ENDLESSLY**—they **HANG ON** to the jobs that are smallest-salaried, longest-houred, least interesting, and poorest-futured!

If **YOU** have a "grasshopper mind" you know that this is **TRUE**. And you know **WHY** it is true. Even the **BLAZING SUN** can't burn a hole in a little piece of **TISSUE PAPER** unless its rays are focussed and concentrated **ON ONE SPOT**!

A **BRAIN THAT BALKS** at sticking to **ONE THING FOR MORE THAN A FEW MINUTES** surely cannot be depended upon to get you anywhere in your **YEARS** of life!

The **TRAGEDY** of it all is this: you know that **RIGHT NOW** you are merely jumping **HERE AND THERE**. Yet you also know that you have **WITHIN YOU** the intelligence, the earnestness, and the ability that can take you right to the high place you want to reach in life!

What is **WRONG**? **WHAT'S** holding you back?

Just one fact—one **SCIENTIFIC** fact. That is all. And when you know what it **IS**, then you can easily learn how to apply it; make it carry you **STEADILY, POSITIVELY, AND DIRECTLY** to prosperity and independence.

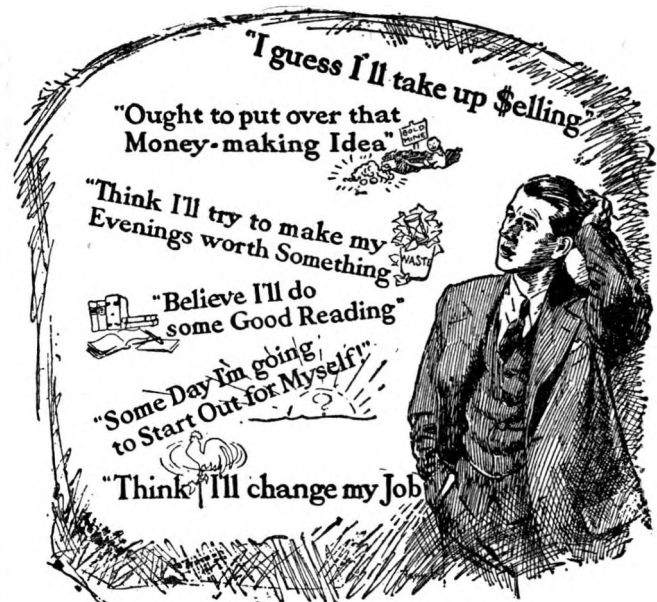
That fact is one which has been **PROVEN** and stated by the world's foremost scientists and psychologists. You are only **ONE-TENTH** as successful as you **COULD** be! Why? **BECAUSE**, as Science says, you are using only **ONE-TENTH** of your real **BRAIN-POWER**!

TEN per cent of his brain is all the **AVERAGE** person uses. He is paid for **ONE-TENTH** of what he really possesses because that is all he actually **USES**. The remainder lies dormant. The longer it is unused, the harder it becomes to use it. For the mind is like a muscle. It grows in power through exercise and use. It weakens and deteriorates with idleness.

What can you **DO** about it? That is the question you are asking yourself. Here is a suggestion.

Spend 3c for a postage stamp. Send in the coupon below for a copy of "Scientific Mind Training." There is no further obligation whatever. You need not spend another penny.

This little book will tell you the secret of self-confidence, of a strong will, of a powerful memory, of unflagging concentration. It tells you how to acquire directive powers, how to train your imagination (the greatest force in the world), how to make quick, accurate decisions, how to reason logically—in short, how to make



your brain an instrument of all-around **POWER**. It tells you how to banish the negative qualities like forgetfulness, brain fog, inertia, indecision, self-consciousness, lack of ideas, mind wandering, lack of system, procrastination, timidity.

Men like Judge Ben B. Lindsey, Sir Harry Lauder, Prince Charles of Sweden, Jerome K. Jerome, the famous novelist; Frank P. Walsh, Chairman of the National War Labor Board, and hundreds of others equally famous, praise the simple method of increasing brain power and thought power described in this free book. **OVER 750,000 OTHERS PRAISE IT.**

You have only **A STAMP** to lose by writing for your copy. You may **GAIN** thousands of dollars, peace of mind, happiness, independence!

Thousands who read this announcement will **DO NOTHING** about it. The effort and the will needed to send for this book—which is **FREE**—may be lacking. How can these people **EVER** gain what they hope for, crave for? They are the skeptics, the doubters, the "show me" wiseacres.

Other thousands will say, "I can lose only **A STAMP**. I may **GAIN** a great deal by reading 'Scientific Mind Training.' I will send for it **NOW**. It promises too much for me to **RISK MISSING**."

The thousands who are open minded—who are willing to learn something to their advantage—will **ACT** on their impulse to send the coupon. They will be better, stronger minded for having **TAKEN SOME ACTION** about their lives, even if they do nothing more than to **READ** a booklet about the inner workings of the mind. For your own sake—and for the sake of your loved ones, don't continue to **GAMBLE** that your future will be bright whether or not you **DO** anything about it! Mail the coupon today—**NOW**.

THE PELMAN INSTITUTE OF AMERICA

Suite 211, 271 North Avenue, New Rochelle, N. Y.

Offices in London, Paris, Stockholm, Delhi, Durban and Melbourne

The Pelman Institute of America
Suite 211, 271 North Avenue
New Rochelle, N. Y.

Please send me without obligation your free booklet, "Scientific Mind Training." This does not place me under any obligation and no salesman is to call on me.

Name

Address

City State



Answer Quick! Get the Opportunity to . . .

Win \$2,250.00
or Buick Sedan and \$1,250.00 Cash!

Here's a lot of cash for someone. Would you like to have it? We are going to pay over \$5,000.00 in big cash prizes. Can you find ten of the hidden faces in the picture? Look sharply and mark the faces you find. Then fill in the coupon, mail quick, and you will receive opportunity to win as much as \$2,250.00. Some one, maybe you, will receive a new Buick Sedan and if prompt, \$1,250.00 cash extra or, if all cash is preferred, \$2,250.00.

Surely you would like to have this magnificent prize. Think what you could do with all this money at one time. It would come in pretty handy

right now, wouldn't it? We want people everywhere to have the opportunity to share in this great distribution of money. This is our unique way of advertising. Besides the First Grand Prize of \$2,250.00 including promptness, there are 100 other big, grand prizes. The Second Grand Prize is a DeLuxe Chevrolet Master 6 Sedan or \$750.00 cash. Third Grand Prize is DeLuxe Ford V-8 Sedan or \$600.00 cash. Fourth Grand Prize is \$150.00 cash and many others. Thousands of dollars in special cash rewards. Mail your answer on the coupon today.

Send No Money — Just Mail Coupon



Sophie A. Griesser
Pennsylvania



Georgia A. Johns
Georgia



Robert C. Ricks
Pennsylvania

Study the picture of the country road and see if you can find ten of the hidden faces. Sharp eyes may find them. Some of them look straight at you, some are upside down, others are sideways. Look for them in the clouds, tree, around the dog's legs, in the bushes, etc. It is not as easy as some people may think. Don't give up—keep looking and you may find them. Mark the faces you find and send to me quick with the coupon.

Proof That Prizes are Paid

Thousands of dollars have already been awarded to many happy prize winners by Paramount Products, Inc. Mrs. Sophie Griesser, of Penn. won \$4,910; Mrs. Georgia A. Johns, of Georgia won \$1,987.50; G. Giebank, of Michigan, won \$975.00 and Edna Mahoney, of Illinois, won \$500.00. Scores of others have won big cash prizes.

And, now thousands of dollars more, to be paid to prize winners. Think of it! If first prize winner (and prompt) you will get \$2,250.00 all cash or if you prefer, Buick 8 Sedan and \$1,250.00 cash.

This company is reliable. We belong to the Chamber of Commerce of Des Moines. We bank at one of the largest banks in the state of Iowa, the Central National Bank. The money to pay all of the prizes is already on special deposit for that purpose. When you send in the coupon we will send you a picture of prize checks recently cashed by many happy winners.

You cannot lose anything. Send in this coupon and we will give you the opportunity to win the \$2,250.00 First Grand Prize. Don't put it off until tomorrow. It may be too late. Do it today—Right Now!

SEND ANSWER QUICK

Remember, send not one penny with your answer. All you do now is to find ten faces if you can and mail the coupon. Send answer right away.

PRIZE MONEY NOW IN BANK

The money to pay every prize is on deposit in the big, strong Des Moines bank. Three prominent Des Moines businessmen will see that the prizes are awarded honestly and promptly. Get your share of the \$5,000.00 in cash prizes, besides thousands of dollars in special cash rewards. Over 100 prizes in all.

Hurry! Just mark the faces you find and send with the coupon right away. This gives you the opportunity to win \$2,250.00 First Grand Prize. Someone wins. Maybe you. Mail your answer quick. Don't delay. Do it today.

PARAMOUNT PRODUCTS, INC.
Dept. 91 Des Moines, Iowa



Dept. 91

I found _____ faces.

My Name _____

Address _____

City _____

State _____

For
PROMPTNESS
\$1,250.00
EXTRA

Send answer quick and we will tell how the winner can get \$1,250.00 extra cash for promptness.



The LAST LAUGHS



He Knows!

"We're going to move soon."

"How do you know?"

"This morning I broke that window with a baseball, and mother never said a word!"

* * *

"One Good Turn—"

Hotel Proprietor: "Do you want the porter to call you?"

Guest: "No, thanks. I awaken every morning at seven."

Proprietor: "Then would you mind calling the porter?"

* * *

An Admission

First Publisher: "Is your magazine selling?"

Second Publisher: (ignoring question) "Well, I am appealing only to the intelligent reader."

First Publisher: "Too bad, mine isn't selling either."

* * *

Well, Well!

"I turned the way I signaled," indignantly said the lady, after the crash.

"I know it," said the man, "that's what fooled me."

* * *

The Show-Off

1st Movie Extra—What is the matter with that new leading man? He appears to be completely floored.

2nd Extra—He was showing off his Spanish, when a Spaniard came along and thought he was speaking Russian.

* * *

Charity Concert

Mrs. Posh: "I'm trying hard to obtain the services of a great virtuoso for our concert next month."

Mrs. Newrich: "Go on. So long as he can play, what does it matter about his morals?"—Pearson's Weekly.

* * *

Their Affair

Rastus was devouring an apple, to his highest satisfaction.

Sambo: "Say dere, boy, you'd better look out fo' worms in dat dar apple."

Rastus: "Lissen heah, Buddy, when ah eats apples de worms have to look out for themselves."—The Forrester.

Inconsiderate Tommy

Bobby: "Mother, please speak to Tommy. He's sitting on the fly paper and a lot of flies are waiting to get on."—Exchange.

* * *

Then What?

"My friend laughed when I spoke to the waiter in French, but the laugh was on him. I told the waiter to give him the check."

* * *

First Order!

Reformer: "Friends, I am here to save the girls of your city."

Man's Voice: "That's O. K. Save me a blonde, will you?"—Exchange.

* * *

Too Bad

Little Boy: "What was the name of that last station we passed, Mother?"

Mother: "I don't know. Don't bother me, I'm reading a story."

Little Boy: "It's too bad you don't know 'cause little brother got off there."

* * *

Not Guilty

"Harold, how many times do I have to tell you to stop pulling the cat's tail?" asked the mother.

"Honest, Mom, I'm just holding the tail, the cat is doing the pulling."

* * *

Family Mystery

Mother—I can't think for the life of me, Reuben, where that boy of ours gets his temper from. No one can say it's from me.

Reuben—No, he didn't get it from you, 'cause you've still got yours.

* * *

Everybody Knows

"I believe I shall have to give up amateur theatricals. They always make me feel I am making a fool of myself."

"I know; everybody feels the same way."

* * *

Don't Worry?

Maid: "While you were gone, ma'am, your little Willie swallowed a bug, but don't worry, I had him take some insect powder."—Transmitter.

* * *

Here's How

"Bought a new saxophone?"

"No; borrowed it from the man next door."

"But you can't play it."

"Neither can he while I've got it."

Microscopic

Customer: "I haven't come to any ham in this sandwich yet."

Waiter: "Try another bite."

Customer (taking huge mouthful) "Nope, none yet."

Waiter: "Dog-gone it! You must have gone right past it."

* * *

Time to Retire

Proud Mother: "Yes, he's a year old now, and he's been walking since he was eight months old."

Bored Visitor: "Really? He must be awfully tired."

—Lafayette Lyre.

* * *

Also

On the corner of a block is a restaurant with the flaming sign: "Never Closed". On the other corner a drug store displays its motto: "Open All Night."

Between the two Lee Wong has his modest laundry. Not to be outdone he has an electric sign that can be read for a block or more. It reads: "Me Wakee Too."—Exchange.

* * *

A Mirage!

Realtor: "Now here's a beautiful home overlooking the lake."

Buyer: "Where's the lake?"

Realtor: "That's what's overlooked."

* * *

There Are Others

Poet: "I really think you should publish my poem on spring. I'm an old subscriber, you know."

Editor: "Yes, but we have our other old subscribers to consider."

* * *

Lawyers Fee

Judge—You were arrested for stealing a couple of diamond rings. You say you are innocent. Can you afford to pay a lawyer to defend you?

Culprit—I could give him one of the rings.

* * *

Unsurpassed

Prof.: "This is the stadium."

Visitor: "Fine! Now take us through the curriculum. They say you have a fine one here."

Traces Bladder Symptoms to Mystery Gland Failure *In Men Past 40*

Now many of the symptoms which have been looked on for centuries as signs of old age in men and which have made old age a time of wretchedness and miserable weakness for millions have been traced back to failure of a single gland. Doctors now say that night rising and so-called "Bladder Trouble" which afflict millions of men past 40 are often simply signs that this gland is failing.



Finds New Drugless Home Hygiene That Brings Amazing Relief in 7 Days!

MILLIONS of men over forty suffer from this gland weakness, according to a high medical authority. Yet they seldom realize the true cause of their sufferings. This gland weakness, called hypertrophy of the prostate gland, is often responsible for many other signs, besides these bladder symptoms. The victim is often tired—lacking in vitality—easily worried, blue and depressed. Frequently he suffers from terrible headaches—backaches—pains in the feet and legs, as well as pains which he thinks are caused by rheumatism or sciatica.

Yet this condition is not

hopeless. If taken in time, it does not even call for the surgical measures which in the old days was so frequently resorted to. For today there is a simple, yet radically different treatment for this gland annoyance. In New York hospital tests, the same identical principle used in this treatment produced splendid results. Due to its method of appliance, it acts immediately to clear up the sluggish condition. Yet it is so easy to use that it can be employed right in your own home. Its cost is only nominal.

in seven days, or your money will be refunded at once.

If you are suffering from any of the above symptoms—especially from night risings and what you think are "bladder symptoms," you owe it to yourself to investigate the facts, and find out about this amazing book, "Why Many Men Are Old at 40," which is now offered free to men with these symptoms. This book contains full details of this dangerous ailment and it explains the Thermalaid method in detail. It may clear up your fears, if your symptoms are not due to this gland weakness. It will show you how a hundred thousand men have employed Thermalaid for the purpose of regaining health. It will show you what Thermalaid may do for you, too, if prostate trouble is really causing your sickness. There is no obligation; to get this book, free, simply sign and mail the coupon at left. It will come to you by return mail. Do not hesitate—do it now. Just address



This treatment is called Thermalaid. It is radically different from ordinary "palliative" measures. It employs no drugs—no medicines—no exercises—no violet rays—no embarrassing (often painful) massage. It is so simple to use that old men, of more than four-score years, have used it with complete safety and satisfaction.

We are so certain of what Thermalaid will do that it is now sold under an amazing agreement of satisfaction or money back. Even though prostate trouble is now making you feel years older than you really are, we agree that THERMALAID will actually make you feel ten years younger

W. J. KIRK, President,
The Electro Thermal Co.,
5794 Morris Ave., Steubenville, Ohio.

Without obligation to me, please send me copy of your book, "Why Many Men Are Old At 40," and full details of the Thermalaid Method of prostate gland treatment.

Name
Address
City State

W. J. KIRK, President,

The Electro Thermal Company

5794 Morris Ave. Steubenville, Ohio

If you live West of the Rockies, address The Electro Thermal Co., 500 Wm. Fox Building, Dept. 57-B, Los Angeles, Calif. In Canada address The Electro Thermal Co., Desk 57-B, 53 Yonge St., Toronto, Canada.

This Is the Age of Man!

"STOCK market slumped badly—affected by war imminence."

That was in the headlines recently and indicates how distinctly even rumors of national violence react on business.

And on the whole temper of the people. How frequently we have heard in late weeks "It's discouraging—in the face of our vaunted civilization that nations still will plunge eagerly into war."

War is the rough excrescence of human nature which for a long time to come, periodically may bob up. But let no one lose faith in man, nor doubt the grandeur of his destiny.

For this is the most marvelous age the world has ever known. This is the Age of Man!

EARTH and her children have gone on successively throughout the various ages and stages of their career to arrive at last at the point where their true lord and sovereign ruler comes triumphantly into his own.

Azeozoic, Paleozoic, Mesozoic, Stone Age, Bronze Age, Iron Age—each has succeeded the other in turn, until out of the first dim flickering bog-lights of history, light has followed light, gradually increasing in volume and brilliancy and culminating at last in the full-orbed dawn of the most glorious era the world ever has known. And we are of it.

It matters little where man may have had his beginning. Whether he manifested his first faint wriggings in the scum and spume of Protozoic slime or whether he leapt full-fledged and perfect from the head of Jove. The thing of compelling interest is the fact that man is here! For countless ages men have speculated, are speculating now, and will continue to speculate as to this or that of man's origin and final destiny.

* * *

Each one in his turn arises in solemn manner to advocate the potency of his own particular blend of religion, philosophy, cult, caste or creed for solving the great problem of human origin and final destiny, only to be upset and confused in turn by the vehement contradiction of some more vigorous and blatant oracle.

It is enough that man is here. In the *now!* Trained and perfected to a remarkable degree by his vast experiences and marvelous achievements in fighting his way upward throughout the long distant past until he stands today majestic, supreme, the sovereign lord.

Man is the greatest thing that lives! We can say it without reservations or modifications. He rules the entire universe about him to the extent that he asserts his rulership. He knows no handicap or restriction save only those which of his own volition he permits to interfere with his divine purposes.

MAN is divine! He is without beginning of days or ending of years. He is from everlasting to everlasting; a dynamic unit of cosmic force in the cosmic forces about him.

Man is the focal center of his own universe. Out from the whirring dynamo of his own mind he sends swirling through space those great thought currents of his creative genius and lo! new orders of form and matter merge out of chaos.

He cramps the wide-flung waters of the cataract of the hills into tumbling turbines and copper carriers and sends them on their way cityward to light and heat his buildings and to turn the wheels of industry. He catches up the eerie undulations of the ether, measures their length and strength in terms of human understanding and sends them forth again as his own swift messengers of communication.

Out of a synchronized union of electric spark and gasoline spray he builds a mighty conveyance that shakes the earth as it passes. To the death-dealing ravages of scourge and famine, he issues an imperial edict—and they fall prostrate before him.

* * *

Up into the heavens on the wings of thought he rises there to chart the speed and courses of the stars; to weigh and balance their mass and composition, and to gauge and fashion the order of their shining. He builds his mighty engines, places them in ships and sends them forth upon the turbulent waters in spite of wind or tide.

In heavier-than-air machines he rides the heavens at his pleasure, or submerged in the depths of the sea he rests in safety or disports himself at will. To the limited vision of his eyes he attaches the crystal lens and projects his vision into far distant space.

And so in a thousand ways he applies the power of his mind to the shaping and creating of the universe about him; fashioning fate and fortune to his liking and subjecting nature in all its vastness and variety to the royal dictates of his ever increasing intelligence.



New Worlds—

Are Sought—and Found

SILVER-WINGED, a thought
 Gliding down the myriad way of man
 Burst forth in blinding light.
 A creed was born.
 Thus died a million men.
 A throne was overthrown,
 A freedom won,
 Conceived and wrought within
 The mind.

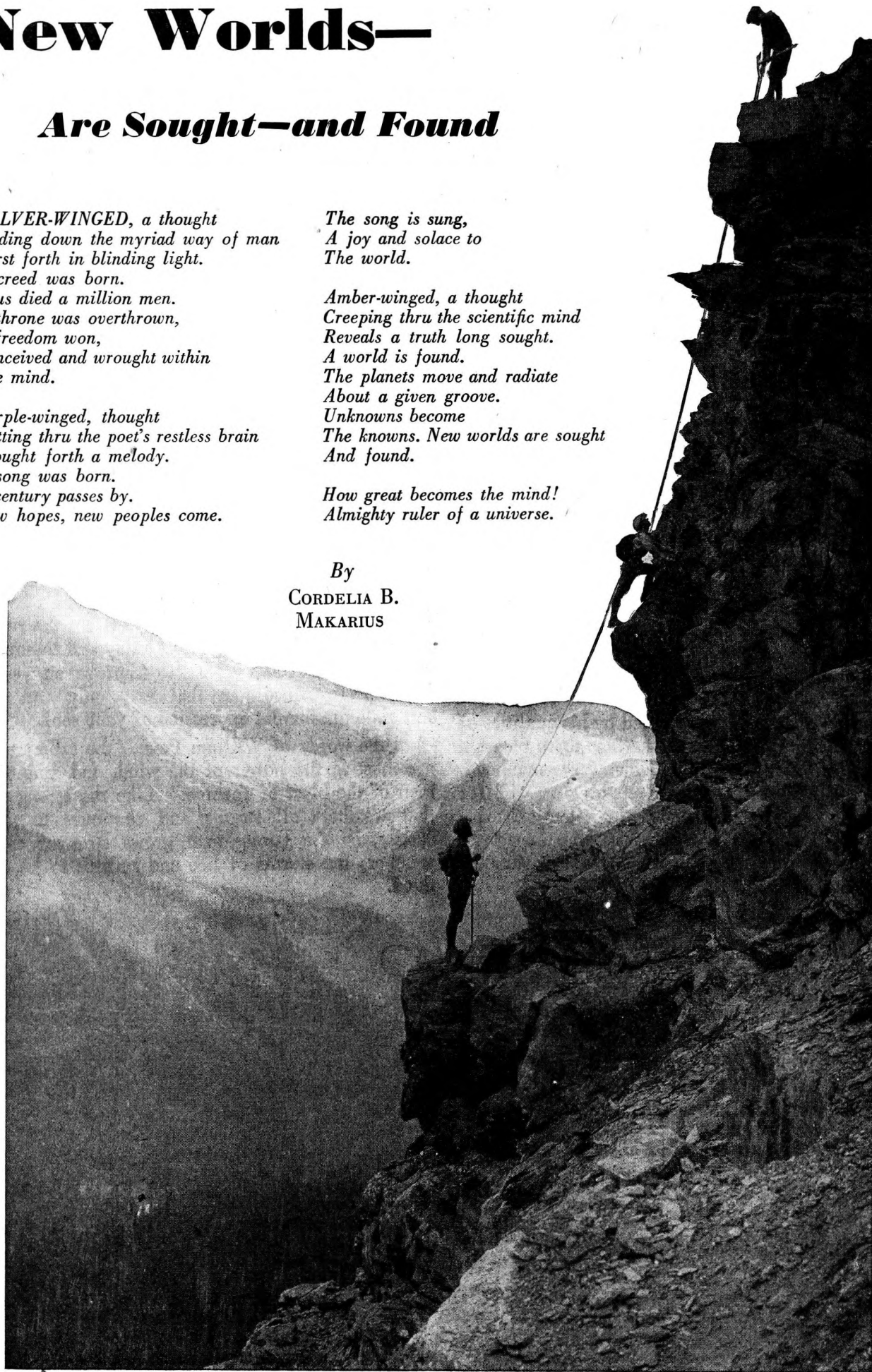
Purple-winged, thought
 Flitting thru the poet's restless brain
 Brought forth a melody.
 A song was born.
 A century passes by.
 New hopes, new peoples come.

The song is sung,
 A joy and solace to
 The world.

Amber-winged, a thought
 Creeping thru the scientific mind
 Reveals a truth long sought.
 A world is found.
 The planets move and radiate
 About a given groove.
 Unknowns become
 The knowns. New worlds are sought
 And found.

How great becomes the mind!
 Almighty ruler of a universe.

By
 CORDELIA B.
 MAKARIUS



Odds Make the Man

by **EMIL GOCKER**

IN a fierce contest with life, a man's inner stature grows and expands in exact proportion to the punishment he can take—with a smile.

It is commonly held that by giving a child every advantage, the child will advance faster than its comrades. In truth, life's annals have a different



story to tell. The greatest men have been those who started their lives in humble circumstances but who, undaunted and undismayed, have literally wrested achievement from the hands of the gods.

Most second-raters have been coddled from the cradle and boosted over the bumps. Oddly enough, every boost is wasted on the human parasite who feeds his anemic soul on the efforts of others.

Unless the spark of enterprise in a man's soul is challenged by life, it will soon flicker out. To endure, to burst into living flame, it must have the fuel of effort and the breath of desire to feed upon. It must be sheltered from within by faith and from without by dogged persistence.

A man's progress is determined by his qualities of endurance, his willingness to sacrifice those pleasant dissipations that undermine his very manhood. While a life of ease and luxury is all very well for those who can tolerate it, such a shallow existence would be living death to the man who expects to blaze his way to victory. Eileen Quinlan points the courageous way:

"Give me incompleteness, if I'd sing a splendid song;

Do not satiate me, if you'd keep me keen and strong."

Do you complain of your weakness as if it was something to be proud of? Remember, if you ask sympathy of life, you'll get a crust for your pains. If you give what life demands, and more besides, life will pour her treasures into your lap.

There is no secret behind the lives of successful men. A star of service to mankind lured them on and the brilliance of it held them spell-bound. Money came incidentally; it was not the measuring-rod of their greatness. Rather than live a stale, colorless, unprofitable existence, they determined to give themselves to life!

Are you satisfied with only a specimen of what you are truly capable of giving? Let out the reins! Exert yourself! Give your best today and tomorrow you will understand where to improve on yesterday's performance. In that way only can you stimulate the fervent expression of your soul.

In the words of William Penn, "the tallest trees are most in the power of the wind, and ambitious men of the blast of fortune." Like the strong tree that weathers all storms and continues to grow lustily, so the strong man grows stronger as he weathers the storms of life and refuses to be subdued.



A STATELY pine upon a wind-swept height
Embodies grandeur, standing thus apart—
But from its trunk project some cruel shafts,
That, driven, must have pierced its noble heart.

Yet it has lived, despite those savage thrusts,
And sent its branches toward the heavens vast.
It offers shade to pilgrims in the hills,
A resting place to songsters winging past.

By
MINNIE
SHAFFER

Have we the courage of that lofty pine,
When pierced by shafts of malice as they fly?
Though oftimes targets for misfortune's darts,
Do we continue growing toward the sky?

"Miracles" of Suggestion

by DR. G. ARTHUR GAYER

THE most miraculous thing in the world is the human mind and its functions.

For thousands of years wise men have studied the manifestations of this mysterious entity, yet it is only within comparatively recent years that its real method of operation has become known and is being understood.

The science that has disclosed this mystery is known as psychology, which, from the psychophysical point of view, is more than the study of the soul. The real aim of psychology is to develop and educate man from all sides of his life—mental, physical and spiritual. Psychology teaches and demonstrates that the human mind is divisible into two parts—a conscious or objective mind that deals with the things of everyday life, and a subconscious or subjective mind, dealing with the things *within*.

This subconscious mind is in close relationship to the control of all the bodily organs. It has extraordinary powers of deductive reasoning and is a storehouse for the memories of everything that has occurred in the life of the individual. The subconscious mind is extremely amenable to influence from without, and it is also amenable to suggestion from its corresponding conscious mind.

Experience has also

proved that our outer and inner faculties work in sympathy with one another. If we are mentally distressed, the inner consciousness is affected by it; if the inner consciousness is out of

sorts, the body follows suit.

It is now known that many very grave physical and mental disorders have their definite origin, first, in wrong modes of thought, and, as a natural and inevitable result, in some improper and injurious functioning power of the subconscious mind.

We know how fear checks the secretions, inhibits proper circulation of the blood and lymph, interferes with the normal metabolism or nutrition of the cells and impairs the elimination of waste products. All these influences result in profound disturbances of the general system.

What form the disturbance may take depends upon the line of least resistance in the organism—in other words, the weakest link in the physiological chain. This may be the nervous system, the digestive system, or such important

and vital functioning organs as the brain and heart. Grave and even fatal disorders may result from twisted and disordered thoughts, these "sweet bells jangled out of tune," as Shakespeare speaks.

The dread of contagious disease, for instance, has been responsible in many cases for the



*She announced
that she had
poisoned herself.*

contraction of the disease and the subsequent death of the patients. The expression "frightened to death" is thus shown to be no mere extravagance of speech, but an inexorable fact.

An English medical journal reports the case of a young woman who, in a fit of despondency, swallowed a liquid which she supposed to be carbolic acid. She immediately announced to those around her that she had poisoned herself, and in spite of the efforts made to relieve her, she soon died.

Subsequent investigation developed the fact that the substance which she swallowed was not carbolic acid, but in reality an entirely harmless liquid. We thus see in this power of self or auto-suggestion, an instrument of practically unlimited potency, for evil as well as good.

Whatever we steadfastly *believe*, we tend to create. Whatsoever thought we put into a thing, provided we put it in strong enough and deep enough—that is what we take out of it.

As I said before, there are thousands of cases on record which illustrate this psychological truth. As

"It is not too much to say that all so-called miraculous cures of which we have record, find a sufficient and satisfactory explanation in the potency of a fixed belief or a dominating idea."

another case, for instance, a certain man died at the age of fifty-eight years. He was the last of six brothers. The special interest in his death was the fact that each of his brothers had died upon reaching the age of fifty-eight. He, the last, had believed that he, too, would die at that age. He might have lived longer but for his rooted conviction that his "time had come". His thoughts ended his life.

It is not too much to say that all so-called miraculous cures of which we have record, find a sufficient and satisfactory explanation in the potency of a fixed belief or a dominating idea.

From the earliest recorded time, miracles of healing have been performed by the medicine man, oracle, and in modern years by psychologists, understanding the laws that govern and underlie these miraculous cures.

Vision has been restored to the blind, hearing to the deaf, return of functions to the paralyzed, sanity to the mentally distraught, and that peace that passeth understanding to those sorely troubled.

In all times and in all ages shrines have been built and miracles of healing wrought among those who have had faith in the healing power of the *force* resident in the holy place.

No well-informed person today denies the fact of these recoveries. Even the most materialistic

medical men of modern training now acknowledge the marvelous influence of the mind over the body.

We all know that there are men who carry with them the assurance of authority and success in their ministrations. The helpful effect of their treatment is apparent from the very moment they enter a sick room.

"We all know persons who carry with them the assurance of authority and success in their ministrations. The helpful effect of their treatment is apparent from the very moment they enter a sick room."

Identically the same and better results are secured every day, in every city in the civilized world, by men and women skilled in the knowledge of mental healing.

I have seen in an experience of over forty years thousands of these cures, and often have been instrumental in bringing them about.

Many of these cases would be considered *miracles* of healing in the olden times. I remember well one woman, bedfast for twelve years, who, after a short course of treatments by suggestive therapeutics, was completely restored to normal functioning. This lady is alive and well today, a living miracle of the healing and restoring power of the mind.

Another patient, a boy who had been subject to epileptic fits from infancy on, after four treatments was restored to normal powers. He has since married and is the father of two fine, healthy children, who have never known a sick day since their birth.

Scores of cases of nervous irritability, manifested in insomnia, depression, and disturbance of the

"From the earliest recorded time, miracles of healing have been performed by medicine men or oracles, and in modern years, by psychologists and others understanding the laws that underlie cures."

glands of the body, have been made well and whole, by means so simple as to be almost beyond belief.

In fact, there is practically no disease or disorder, unless specifically due to some infection by micro-organism, pressure upon the nerves or the spinal column, caused by mal-alignment of the spinal vertebra, or some gross violation of hygienic or diathetic law, that cannot be materially helped or completely cured by the exclusive use of mental suggestion.

Also, in those distressing conditions caused by nervous instability (complicated perhaps by improper bringing up),

(Continued on page 59)

Radiant Living—

(Interview with W. Beran Wolfe)

TO a shocked world a few weeks ago came news of the passing of the brilliant young psychiatrist, physician, and author, W. Beran Wolfe.

Although I had talked with the doctor but once, the interview had left an indelible impression and I felt a sense of almost personal loss when I read of the fateful accident which snuffed out his useful life.

It was some months ago—the interview—and followed one of those experiences which sometimes comes to an editor—a misunderstanding about some manuscript.

Because a mutual friend of his and mine had not come to a complete understanding with me about an article, I inadvertently had crossed the doctor's wishes about it.

I was disturbed that this was true. The doctor could have had a real grievance, and it was entirely within his province to make me feel it. A smaller person would have done so. Dr. Wolfe, being the fine psychologist that he was, saw that my misdemeanor was entirely unintentional and said so.

* * * *

During the three quarters of an hour or so, we talked of many things. I told him much about *Psychology Magazine*. Of how high its mission is; how much real good I feel that it does in the world. Of the many people who write to me saying that they have been helped by ideas appearing in its pages. And the letters in which they speak of need for advice and help.

"People that are reaching for happiness," I added.

"Everybody—almost everybody—is doing *that*," he observed with a smile.

"I sometimes wonder why more don't find it—do you think they give too much thought to *themselves* in the search?"

"Rather, perhaps, because they reach and work for it as if it—happiness—were something concrete, a goal in itself."

"And it shouldn't be that, of course."

"Indeed no. The more we try to find happiness, the more it eludes us, the more we are at sea. But although it is almost as evanescent as sound, and as variable as most things upon which life builds, we can benefit by obvious conclusions.

"**W**E'VE already agreed upon one—that happiness is not something to be sought after for itself. We cannot doubt that to persist in its pursuit, is to arrive



W. BERAN WOLFE

at a point of bored indifference. We easily can think of many persons, often among our own acquaintances, who suffer from a severe contraction of their life horizons—the condition manufactured by themselves, quite unconsciously."

"I often meet people right here in New York, where, if any place on earth, there is active life, who declare that life is very uninteresting," I commented.

"Yes, they don't know or see what is in the world around them, under their very noses, as it were. They are waiting for what is already at hand. They are the people who always defer their living. After awhile, they are going to do this or that, or go places—they promise

(Continued on page 61)

by **ELDORADO FIELD**

Wake Up

“SO and so has *it* in him and I don’t know why he can’t put it over.”

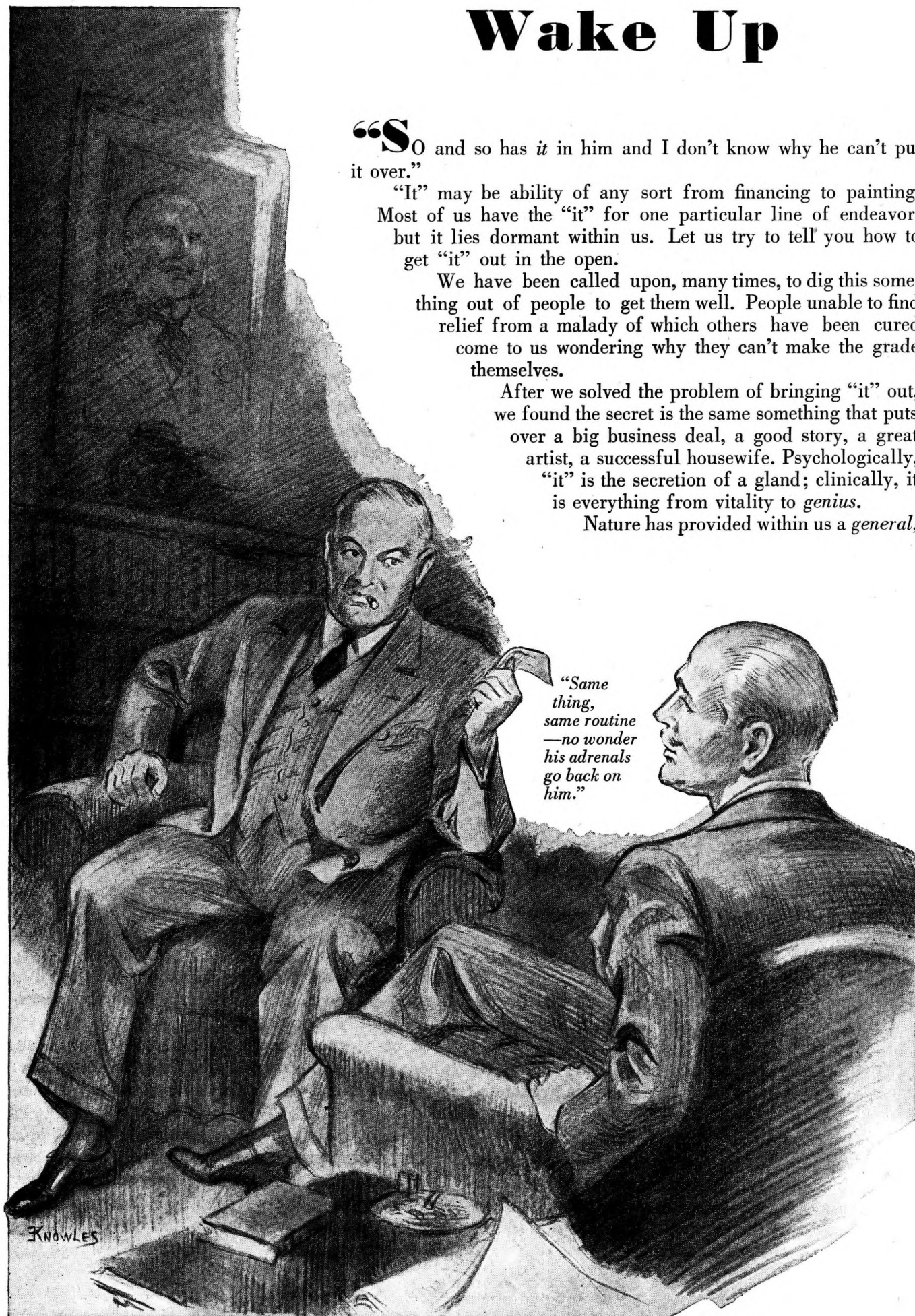
“It” may be ability of any sort from financing to painting. Most of us have the “it” for one particular line of endeavor, but it lies dormant within us. Let us try to tell you how to get “it” out in the open.

We have been called upon, many times, to dig this something out of people to get them well. People unable to find relief from a malady of which others have been cured come to us wondering why they can’t make the grade themselves.

After we solved the problem of bringing “it” out, we found the secret is the same something that puts over a big business deal, a good story, a great artist, a successful housewife. Psychologically, “it” is the secretion of a gland; clinically, it is everything from vitality to *genius*.

Nature has provided within us a *general*,

“Same thing, same routine —no wonder his adrenals go back on him.”



Your Glands!

Have you ever noticed how a new tie or hat will brighten your spirits? Adrenal stimulation!

a gland—a means of summoning at once our energies and powers to meet any emergency. Some of us have more strength than others, some can run faster, some of us have had more experience with which to meet a problem. Can we use these powers when we need them? That is the question of *our internal generalship*.

WE all have adrenal glands. These are little bodies, about the size of a pea, that lie alongside the kidneys—one on each side of the body. They are the glands of emergency, the *generals* of our body. They call, at an instant's notice, the forces and powers within us to action.

Scientists call them the *glands of combat*. They served the caveman well. They serve us better, if they are healthy. I can best illustrate the function of the adrenal by describing the phenomenon of fear.

Supposing we are walking along a country road on a dark night. We hear a rustle in the bushes—we see a white object—become scared—our hair stands on end—our skin becomes pale, muscles tense, and a few other things. Why? So that our greatest defensive power and combative energy can be marshalled immediately.

We get into humdrum routine. Change things. Get a hobby. Hobbies interest and excite the adrenals.

When we saw the white object, the little adrenal glands alongside our kidneys contracted. They threw the secretion they manufacture—adrenalin—into our blood—into the circulation. What happened? The blood left our skin and superficial tissues to go to our muscles so that we would be stronger in the face of danger.

Think of the battle a frightened person puts up. I remember a little woman weighing about ninety pounds who held off three strong nurses who wanted to remove her to the sanitarium. She was frightened. The blood from the surface collects in the liver, to give us endurance through sugar elaboration. The liver stores sugar for energy.

TAKE a fat man who puffs like a steam engine when he runs a block for the train in the morning. Put a swarm of bees behind him, watch him go, not one block but twenty. The blood surcharged with adrenalin coagulates quickly. That's why the youngster who cuts himself badly bleeds little until his fear subsides; or the soldier who plods along the battle front with half a dozen wounds bleeds but little until he comes back to the dressing station.

All this, and much more, comes about through the adrenal glands. It isn't hard to understand that our reaction to an emergency is dependent upon our adrenal glands, is it? The size and functional ability of our adrenal glands determines absolutely how we shall react to stimulus—whether it be the stimulus of fear, or what not.

Seek new friends. Go to a good show now and then. Laugh. Change everything that you can. Do things.

Study a theatre audience. Some sleep, some are hardly interested, some are alive to every action of the play, living through the scenes with the actors and giving play to every emotion that is touched.

* * * *

In a sense, every reaction we have to everything that goes on about us is a reaction to emergency. All are controlled by the adrenals.

For example, one day in Chicago, I saw three rather portly business men essaying to cross State Street at Randolph. All three were intent upon a flapper ahead of them. A yellow cab was trying to round the corner. The business men were in the way. The cab driver turned on his horn—and what a noise those horns make; notes from the wail of a hyena to the sigh of a summer wind with a fog-horn

No adrenal stimulation, life looks dull. Better be a hobo with good adrenals, than a millionaire without!

motif and overtones of a grinding street car wheel, all in one blast.

At the sound of the horn the first business man leaped for the curb—a six foot jump if it was an inch. The second man stood stock still, petrified, frozen stiff. The third (Continued on page 60)

by VICTOR H. LINDLAHR, M.D.

"I'LL GET EVEN!"

(But Does It Pay?)

"I'LL get even with him if it's the very last thing I ever do!"

We turned to look at the speaker who had just made that announcement.

He was addressing a little group of persons and it was evident that he had quite lost control of himself. His face was fiery, his hands and voice trembled, and there was even a suggestion of angry tears in his eyes.

"Who can calculate how much energy, vitality, life giving substance, that man is piling upon the altar of revenge!" my psychologist friend remarked to me, and I only could nod assent.

I have known people to carry for years feelings of bitter hatred and a desire for revenge; a determination to "get even" with those who injured them, until their whole characters were so changed that they became almost inhuman.

Hatred, revenge and jealousy are poisons just as fatal to all that is noblest in us, as arsenic is fatal to the physical life.

What a fearful price to pay for revenge—a price which seriously lessens efficiency, and if persisted in, kills happiness and character.

I recall thinking this some years ago, when as a visiting psychiatrist, I heard a murderer tell of the inception of a great hate.

As an orphan lad, very poor, he made his home with an uncle. The boy's great ambition had been to own a pair of real "store" shoes, and for the possession of these, he had given two season's work. For some childish fault, the uncle punished the boy by demanding that the new shoes be handed back.

The lad fled to a barn, and with the bits of leather pressed close to his beating heart, vowed that the uncle, if he took those shoes away, would some time pay most dearly. The uncle followed, and finding the boy sitting quiescent, apparently almost indifferent, jerked the shoes from the lad's nerveless hands.

"I never saw the shoes again, but I didn't care," the man said in telling of this, "for my ambition had now taken a new form. I wanted my uncle to suffer—hard. It was almost ten years after this that I killed him. I'll hang, but I got even."

Ten precious formative years of that young man's life—with death at the end—given to the poor purpose of "getting even." Of course, this lad was abnormal in the intensity of his revengeful hate, but how many of us in a milder degree, waste precious thought—sometimes for years—on a desire to "get even" with someone!

"I hear old M—— has gone bankrupt," I heard a man say not long ago. His face was wreathed in a gratified smile, and I knew there was more to come. "I'm not shedding tears over it—in fact I've waited for it, M—— did me a dirty trick the first day I came to Wall Street. I've hoped he'd get his!"

The man who made this statement didn't realize that, no matter how much M—— may have deserved what he got, the man who for years had nursed a desire that M—— would "get his" built something vile and weakening into his own mental processes. I'd be willing to wager heavily that if we *could* know, we would find that the man who carried the revenge fever in his heart, has injured himself a thousand times by his strongly negative emotions.

Yes, this "getting even" business is a very costly way of spending one's time. In fact I can think of no other human activity which has cost so much and given so little to its devotees, but unless we search our inmost thoughts, such emotions, unconsciously, may hold place for years, and inharmonious conditions—even insidious disease—often are traceable to a nurtured, cankering desire for revenge.

If for any real or fancied wrong you hold a grudge against another, there is a better way of "getting even" than by striving to injure him. You may have tried the hatred and revenge method; tried the worry, the anxiety method, and these have pained and tortured you. You may have settled troubles and difficulties with neighbors and business associates—and perhaps you've won law suits—only to make bitter enemies. Perhaps, though, you've never tried a novel, and more satisfactory way of reeking revenge—one which leaves no bad after effects.

The principles applied in seeking this kind of revenge, will smooth out the rough places, and ease your journey over the rocky stretches of life.

If we were only as generous in judging others as we are in judging ourselves, as tolerant of others' weaknesses as we are of our own, we should be very slow to anger. The habit of holding good-will, and kindly, sympathetic thought toward everybody lifts our minds above petty jealousy and meannesses, enriching and enlarging our whole natures.

Everywhere we see people who are nagging, fault-finding, "getting mad" for trifles unworthy of attention. What a way for men and women with divine possibilities to spend their lives!

Did you ever realize that by yielding instead of resisting, by giving in instead of being stub-

Hatred, revenge and jealousy are poison—just as fatal to all that is noblest in us, as arsenic is fatal to the physical life . . .

**by F.
EGMONT
MATTHEWS**

ILLUSTRATED BY
AMOS SEWELL

born, you disarm resentment and awaken the better nature of the one who has injured you?

Don't be a stickler for the letter of your rights, but show yourself big, magnanimous, generous to your foe or fancied enemy. You will arouse what is big and generous in *him*.

And now, in closing I want to tell you of an intelligent illustration of how to "get even" with no harm to yourself.

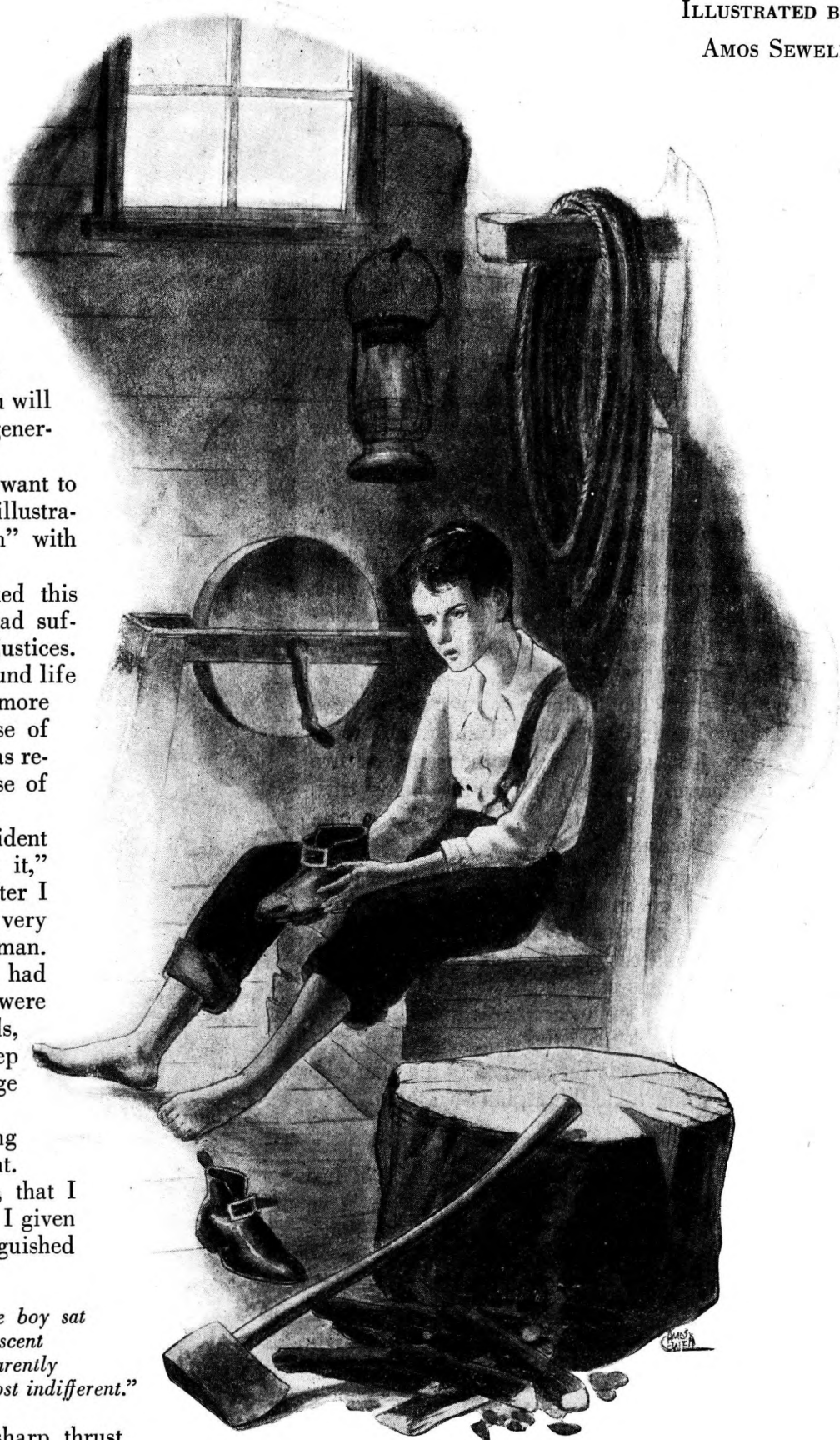
The person who worked this out was a woman who had suffered many seeming injustices. At one time I know she found life very difficult. She is much more serene now and one phase of her philosophy, at least, has resulted in an intelligent use of her "recipe." Here it is:

"It was a sort of accident—my finding out about it," she remarked. "It was after I had suffered a series of very grave injustices from a woman. To her ever ugly sally I had retaliated in kind. We were fighting with mental swords, and resentment and deep anger at her loomed large in my heart.

"But I knew I was paying for indulging in resentment. Interests, valuable ones, that I could have cultivated had I given time to it, waited and languished because my best brain power, initiative, strength, were given to "getting even." Every time my eye lighted on a possession of hers, this sharp thrust of angry feeling attacked me and so, one day, this thought came.

"I'm not willing to give so much of my valuable thought power to hating this woman. I just can't afford it—and I won't."

*"The boy sat
quiescent
apparently
almost indifferent."*



"I began to reverse this situation by changing my entire mental attitude to this woman. Whenever she came to my mind, at first, of course, there was the old hot surge of anger. (Continued on page 56)

More "Sure Fire"

Success Laws

LAST month I told of an experience when conducting a daily department on a Chicago newspaper.

I had run a notice asking readers to pick out some man of their acquaintance whom they considered an outstanding success in life.

I advised that they then study the methods the man had used in attaining his goal and asked for their conclusions as to how he had reached the shining pinnacle marked "Success."

MORE than a thousand letters were received at the time—a stack four feet high. I have told how genuinely surprised I was to find that, while each letter told the success story of a different man, each gave *practically the same reasons why the man described had been successful.*

I have reasoned that if these same reasons were applied to five hundred men, they would, in all probability, apply just as well to five thousand, or five hundred thousand. I have felt that this being true, the letters provided the material from which to construct definite "success laws."

In the article last month, I told what some of these "success laws" were. In this article, we shall examine some more of the reasons why a man right beside his neighbor, and apparently with no more opportunity, leaves that one in his static state of mediocrity and himself moves into wealth, accomplishment, and the happiness that comes from that accomplishing.

The successful man is very evidently the man who not only knows *how* to do things, but *does* them.

MAN'S ability to accomplish is acquired in two ways—by actual personal experience, which is in the nature of experiment—and by taking advantage of the successful experience of others, which is accomplished through study.

Most men can not hope to have more than a very limited amount of actual personal experience; life isn't long enough. Even Methuselah must have died without knowing it all.

It is not surprising, therefore, that practically all successful persons have read and studied a great deal—if not books, then men. They have not tried to study everything; they do not scatter their interests



The man who later will be successful spends little time dreaming about what the world calls success.

from gas tractors to the cultivation of silk worms. They concentrate their attention on those things which bear directly on their interests.

This sentence, variously worded, appeared in letter after letter of an eminently successful man. "He cultivated the acquaintance of men in his line of business who knew more than he did and he learned from *them.*" Taking the foregoing as a basis, an important law of success might be stated: To be possessed of an intense eagerness to study and to learn from every possible source. "He always could be depended upon. What finer thing (Continued on page 57)



by ROY GRIFFITH



Mussolini Bares His Soul

His Handwriting Reveals the Man

by M. de BERRI TENNENT*

MUSSOLINI'S face tells little.

His photographs show a "strong" face—

But one *might* suppose that underneath the stern exterior, there is hidden, even if sternly repressed, some sympathy with human weaknesses—at least a slight leniency for the common frailties of the human family.

His handwriting positively and absolutely contradicts this, and indicates to an experienced student of graphology, that the man is quite as stern and uncompromising as he appears—and more so.

Naturally someone may opine that because we know many things of this man, that this necessarily must color the deductions drawn from his handwriting, but I can assure such a one that this hypothesis does not enter into my conclusions.

MUSSOLINI'S is an unusual script and had I no inkling of the writer's identity, I plainly could recognize the characteristics that the man reveals every time he puts his hand to paper.

For some reason, until recently, I had not studied his handwriting. It was in my mind to write to him, but I found there was no need to do so as he has written much—most of it about himself—and I found no difficulty in obtaining a wealth of his script to peruse.

What I found astonished me and was quite upsetting to my preconceived notions of him. In spite of many things that might lead to a contrary opinion, I unconsciously had accepted the thought that he possessed certain qualities—devotion to loved ones, for instance. However, he shows only a quality of *possessiveness*—a form that settles upon anything that is *his* as being exclusive. This gives an *appearance* of loyalty, even devotion.

A high picket fence, with barbs between and topping the pickets.

That's what Mussolini's handwriting reminds me of. Harshness. The points in the writing stick up pronouncedly, the capitals being very high in a handwriting that is of itself unusually large.

I first studied a sample of his handwriting marked "1929". The capital M was especially revealing. Very wide, in-

dicating unusual presumption and vanity, with a decided element of ruthlessness. Samples of the man's later script show a narrower M, indicating a concentration of effort and mentality, and is much sharper.

In both cases, there is disclosed a background that was uncultured, and in the beginning stroke, there is a hook at the first, with a high sweep upward; all sharp points above and below, disclosing an extremely keen mind and a mighty ego—as the letter swoops down to join the U, which is pointed.

All the letters, even soft S, look like the lower wickets in a picket fence. Mussolini discloses courage, of course, and some imagination, but everything begins and ends with Benito Mussolini.

HIS letter i is dotted with a heavy formation, that has a jagged point in it and his second i dot at the end of his name has a form of a *club* descending upon the letter, right above it, showing his inclination to act as quickly and without mercy, if he feels his own interests are involved. This is emphasized by the ending to the last letter of his name, which shows not one tiny curve but descends away below the line of his writing with a heavy club formation, declaring that when Mussolini says "so and so" nothing more can be said as far as he is concerned.

Since 1929, Mussolini has developed larger writing in his signature and also in his other writing, but the fact that his signature is so much larger than his other writing, tells a story. Inwardly *he* knows that he is not the super-man that he portrays himself to be to the world. There is a sign of a strut in his formation of capital B and R, but these letters are made much narrower than I fancied they would be.

When B and R have a big punch on the front, they tell us that we love praise and demand it. Mussolini now makes a compressed, inconspicuous front on both these letters, plainly indicating that the man has become so sure of himself that he cares far less for praise than formerly.

Over the Roman numerals that he always adds under his writings, telling the



year, etc., of his contribution to the world of books, he shows a curve that evolves into a sharp formation because it begins with a hook and ends with a heavy whip-like indication. In fact the whole looks like a whip with a heavy handle. Underneath this Roman numeral, is a formation like a claw hammer and on the X and I in the numeral to which I refer, there are hooks at the bottom. It seems that he puts formations of dangerous weapons everywhere and these cannot be ignored in such a study of writing, *whoever* may make them.

The inclination of his writing is straight up and down, not one little leaning to the right or the left. He walks straight ahead, erect and purposefully,—I should know that if I had never seen a movie of him, because he joins every letter. And how closely!

"It is a fact that there are as many differences in handwriting as there are in fingerprints. And, too, fingerprints merely identify the individual. Handwriting does far more than that—it reveals the sort of person the individual really is."

Such joining reveals one who is just as close in his ideas—narrow, almost to the point of fanaticism.

With all his indications of severity and even brutality in 1929, yet Mussolini at that time *did* show more breadth of thought. He is a more subtle enemy now than he was a few years ago. I make no prophecies but know from this writing within, and apart from the signature, that he is not so capable as he makes himself out to be, but clever enough to manoeuvre and find some means of getting out of a bad situation. If persons—or nations—do not sufficiently "call his bluff" he will dare absolutely anything.

Like the Indian who would never "lose face" Mussolini's moves always must appear to come from himself. The end of such a man—how can it be glorious, unless the force within him is directed into channels other than desire for conquest and self-gratification?

* * * *

An Italian whose handwriting shows forth qualities of a much higher order, is Mayor LaGuardia

of New York City. In fact, the Mayor's handwriting—and I speak from no political basis, simply judging by the script—indicates possession of very

"Each person modifies the standard style of penmanship in accordance with his respective individuality. He has to—he can't help himself. In other words, all characteristics creep right down the pencil point and 'say things' to the student of handwriting."

many of the finer qualities of the nation from which he sprang.

He makes his capital L, as a ruler, but one with grace. His form of G tells of something behind him which was cultural in desire, if not in actual manifestation. Aspiration is plainly indicated in LaGuardia's script, as is vitality. His writing is heavy and well spaced as to words, letters and lines.

All of this points unmistakably to a man who thinks clearly, has breadth of vision and is generous in both spending and giving. When there is so much roundness in writing that shows pointed formations, depicting cleverness and keenness, then beneficence lies beneath any brusque outward appearing.

"As a man writeth with his pen, so is he. His particular manner of crossing a t, dotting an i, shading a letter—any one of a hundred things has special and emphatic significance, and each individual thereby establishes an almost sure means of identification."

Altogether there is a wide and emphatic difference between the script of the man who would be conqueror of nations and the man who is mayor of America's largest city, with the credit decidedly on the side of the New Yorker.

**M. de Berri Tennent will welcome inquiries from readers regarding the subject of handwriting analysis.*

The Editors of PSYCHOLOGY hold an open mind regarding this fascinating subject—to which the late W. Beran Wolfe paid the high compliment of saying that of all gestures made by human beings, it (handwriting) is best suited to psycho-analysis. . . .



Make That Sale!

How Psychology Helps

UNTIL a comparatively recent time the average business man has been somewhat prone to look with hesitancy and doubt upon psychological teachings, believing them to be "too theoretical and idealistic" to be of practical value.

The modern movement of business psychology, however, which aims to get at the essential and fundamental principles of salesmanship and their relation to the pursuit of practical business, is rapidly changing this hostile attitude.

Methods of selling and merchandising have undergone serious upheavals during the past ten years. At the present time salesmanship is being studied and practiced from entirely new and different standpoints.

By virtue of this fact it is being lifted to a high level as *one of the great and dynamic processes of life itself*.

For many years salesmanship was looked upon as some sort of a mental black-jacking process, a means of compelling and coercing the prospect into buying something which he might not need and possibly ought not to have.

It is an actual record of fact that in some of the days gone by the successful salesman was proclaimed

as the man who could out-drink his opponent or shout him into subjection. The business house which used these destructive measures ultimately faced dissatisfied customers and loss of patronage.

While the business man did not at first see the real reason for the serious upheaval he recognized that something was radically wrong.

Some time after the works of William James, that giant in the field of psychology, began to be widely known, a New School of Business Psychology appeared, and the business world eagerly seized upon this new business success cult.

THIS school flourished for a time but reaction of disinterest began to set in. It viewed salesmanship as a process for disarming the opponent in selling him something he did not want by dominating his will and coercing his mind. Its tenet was, "Find your customer's weak points, and take advantage of them!"

Many of the get-rich-quick schemes of which a tiring public has seen so much during recent years were patterned and modeled after this false and negative psychology.

While the general results of this school were de-

structive yet it made an important contribution to the successful pursuit of business by finding a part of the cause of failure and starting the business man and salesman upon the more intensive exploration of their own mental capacities.

* * * * *

During the past few years a new school of business and sales psychology has been gathering momentum and making itself felt until its work has assumed gigantic proportions.

Its method is deep and basic and its results inspiring and lasting. Its great worth is attested to by the fact that every business man and salesman who has studied its method and learned how to apply it in his daily work is succeeding in a way far beyond his former expectations.

Many of its champions in the world of business say that it enables them to attain a condition of mind and grade of action wherein almost astounding abundance of results becomes manifest, and that as their work progresses their efforts seem to become magnetized for success.

The new psychology in its adaptation to business takes away the mysterious element by reducing them to the plane of practical results, superinduced by practical causes intelligently put into operation.

The word *psychology* comes from the Greek word "psyche" meaning soul. The ancient definition of the term was "a study of the soul." For centuries psychology was looked upon as a study of the soul, or psychic factor.

* * * * *

The modern academician, however, has been somewhat wary of looking upon psychology as soul science. The factor has appealed to him as being something which could neither be measured nor reduced to a mathematical certainty and so little by little the term "soul" has been thrown out of this branch of mental science, the psychologist wishing to confine his study, research and experiments to mental activities which can be definitely classified.

The latest definition of psychology, therefore, is "the study of mental processes."

The new psychology, however, feels that there still may be something of value left in the ancient definition, which will help to resolve the term into a practical, helpful and complete formula for the everyday man and woman in the inevitable quest for success and happiness.

So without any desire to open up a controversy, the new psychology defines itself as "the study of mental process for the purpose of finding the soul," or at least the underlying and causative facts of all conditions, processes, activities and circumstances.

In the sense of business and sales psychology, it would be defined as "the study of the essential mental processes of business, for the purpose of finding basic causes." It teaches that once the true causes of success or failure are discovered, a practical method can be found, whereby one can learn to operate his business *in harmony with the immutable processes of Universal Law*, resulting in success that is gratifying and permanent.

The whole study of psychology revolves around the *stimulus* and *response*, which in simpler language means action and reaction, or cause and effect, and it makes eternal use of the fundamental finding of science that action and reaction are equal.

BUSINESS psychology studies the individual from a purely impersonal standpoint, believing that truth lies deeper than emotion, or sentiment. It does not teach self-condemnation in any sense, nor shut its eyes to facts. Neither does it believe in giving a one-sided and abnormal appearance to certain pleasing aspects of a case in hand.

It rather throws the salesman into the melting pot of the impersonal, finds whatever is irregular, or out of order, and then prescribes a practical remedy, through the use of which he can begin a larger life of usefulness with a properly rounded-out self.

Psychology recognizes the value of enthusiasm and its natural place in the personality and general makeup of the salesman and business man, and teaches them how to make this quality a fundamental impulse rather than the temporary response to a superficial stimulus.

* * * * *

In the interests of fairness it might be well to add in passing that, while the field of salesmanship owes a tremendous debt to the new psychology for having placed it on the high ethical plane to which it rightfully belongs, yet psychology owes much to salesmanship for having been taught to sell itself to humanity. Each of the two is, an inseparable part of the other.

The new psychology looks upon salesmanship as one of the fundamental processes of life which simply needs to be properly understood.

Business psychology has conclusively demonstrated that man can improve himself in a thousand astonishing ways; *that he has mental faculties which he can develop like the muscles of his arm*, and that the practical possibilities of those faculties are unlimited and mighty.

Today there is an ever increasing number of psychological departments being organized by business men themselves. They have recognized such work as a necessary adjunct to the successful promotion of modern business.



The Radio of Thought

On What Are You "Tuned In"?

LIFE is made up of laws and as we make use of these laws, so do we get results.

When we entertain destructive thoughts we set up a chemical action that checks digestion, which in turn irritates other organs of the body and reacts upon the mind, causing disease and sickness.

When we worry, we churn a cess-pool of chemical action, causing fearful havoc to both mind and body. On the other hand, if we entertain constructive thoughts, we set up a healthy chemical action.

When we give ourselves over to negative thoughts, we put into action a chemical activity of a disintegrating nature that stupifies our sensibilities and deadens our nerve action. This causes both mind and body to weaken and, therefore, become open and subject to ills. When positive, we put into action a healthy chemical activity of a constructive nature, causing the mind and body to work free from inharmonies.

These analyses can be carried through every avenue of life—life that is largely chemical action. The mind is the chemical laboratory of thought, and we are the chemists in the workshop of mental action. Here everything is prepared for our use, and the product turned out will be in character to the material used. In other words, the nature of the thought we use determines the kind of conditions and experiences with which we meet. *What we put into life we get out of life—no more, no less.*

Sit right where you are, turn on the radio and you may hear the most beautiful music, or a lecture, or the latest market reports.

This indicates that there must be some substance sufficiently refined to carry these vibrations to every part of the world. This substance must be sufficiently refined to penetrate every other substance known to man—wood, brick, stone or steel. They must go over, through and under rivers, mountains, above the earth, under the earth, everywhere and anywhere. This substance annihilates time and space.

The instant a piece of music is broadcast in New York, for instance, by tuning in on your radio, you get the sounds as clearly as though you were in the same room. This indicates that these vibrations pro-

ceed in every direction. Wherever there is an ear to hear—it may hear.

If then there is a substance so refined that it will take up the human voice, and send it in every direction so that every human being who is equipped with the proper mechanism may receive the message, is it not possible that the same substance will carry a *thought* just as readily and just as certainly? Assuredly! Try it! Make the experiment.

Select a subject with which you are fairly familiar. Begin to think of it. The thoughts will follow each other in rapid succession. One thought will suggest another. You did not know that you knew so much about the subject. You marvel at the ease and rapidity with which the thoughts arrive.



Remember that the brain is the organ of the objective mind; that it is related to the objective world by the cerebro-spinal of voluntary nervous system and that this system of nerves is connected with the objective world by a certain mechanism—the senses, with which we see, hear, feel taste and smell.

A thought is a thing which we can neither see nor hear; nor can we feel it. Evidently the five senses can be of no possible value in trying to receive a thought. They must therefore be stilled, because thought is an activity that cannot reach us through material channels. The success of our experiment will depend entirely upon our ability to become receptive.

Less than ten per cent of our mental processes, it is said, are conscious, the other ninety per cent are subconscious. So that he who would depend upon his conscious thought alone for results is less than ten per cent efficient. Those who are accomplishing things worth while are those who are able to take advantage of the great storehouse of mental wealth.

It is in the vast domain of the subconscious mind that great truths are hidden, and it is here that thought finds its creative power, its power to correlate with its object, to bring out of the unseen—the seen.

by EGMONT MATTHEWS

C O U R A G E

IS man born with indomitable courage—or is it acquired?

It has been my privilege to talk with, and study hundreds of individuals of both high and low estate, engaged in almost every conceivable line of endeavor—

I have, therefore, contacted varying manifestations of that fine mental quality we call courage, and though I have sometimes felt that courage must be inborn, there is evidence that negative qualities of thought, reasoned away, leave courage standing forth in all its power.

Among the celebrities I have interviewed, one man, John R. Abernathy, has illustrated so many kinds of courage that I have never been able to decide which kind, in his case, is paramount.

You remember, Abernathy is the famous hunter of whom Teddy Roosevelt was so fond, and whose real fame started when he staged a six day wolf hunt for President Roosevelt in Oklahoma in 1905.

In his late fifties, Abernathy now lives in New York City, is a frequent visitor at the Explorers' and other clubs, and lately has been in high demand as a speaker. You'll appreciate this last fact when you get farther on in the story.

UNDoubtedly in Abernathy's case, courage was inborn, his parents being hardy pioneers, but does it not seem as if the unusual circumstances with which this man was surrounded from babyhood contributed equally to the growth of courage?

He had need of courage at a very early age, for when but six, he and his brother, just a few years older, secured jobs playing a piano and violin, respectively, in one of the toughest saloons in Sweetwater, Texas, during the building of Jay Gould's Texas and Pacific railroad.

During the first week, they witnessed a killing every night, except Saturday, when there were *four* killings within twenty feet of where they played—the wind-up of a fued between two saloon keepers. Several bullets pierced the piano during the gunfire.

At nine years of age, he became range rider on the A-K-X Ranch, and being exceptionally skillful in the use of the rope, made a hit with the cowboys. They took him with them "up the trail" on one of their 500 mile journeys with 18,000 head of cattle. As they were wading the swollen waters of the South Canadian river in Oklahoma, the fear-stricken cows began to swirl around in a circle.

The foreman leaped from his horse and ran atop the cattle to head them for the opposite bank. They started with a rush, endangering his life. He yelled for help, and young Jack, who was then on the bank, told the cow hands to start his horse and then push the foreman's horse in, so he would follow him. He reached his boss in time to save him from being trampled to death.

* * * *

Once, when still quite young, Abernathy trailed a bear to his cave, and into the pitch darkness, crawled after him. Awaiting his chance, he fired both barrels of his shotgun, catching the huge 500 pound animal between the eyes. . . . But all such experiences were counted as part of the day's work or sport.

Young Abernathy, having reached fifteen, decided that he was an all-round cowboy. He then joined the J-A Ranch, where he soon became the official bronco buster, riding first saddle on 308 wild horses.

It was while working on that ranch that he discovered he could do something which was later to bring him national fame. While riding out on the prairie with his two greyhounds to hunt wolves, his horse tumbled with him over a cliff, and after that accident Jack's back was sore and he discarded his six-shooter.

The day after, minus his gun, he met two "loafer" wolves. He yelled to his two dogs and they courageously tore into the wolves. Big as mountain lions, they ripped open the side of one of his dogs and, wildly excited, Jack leaped from his saddle and landed about two feet from the maddened wolf.

The beast swirled at him and he struck a powerful blow at the wolf's mouth. He clamped down on him, but his hand was so far back in the wolf's mouth that the sharp canine teeth could not harm him. They tussled for several minutes, but finally, with the aid of his brother, who just then rode up, Abernathy wired the wolf's jaws and feet.

This was the first of over a thousand wolves that Jack Abernathy caught bare-handed, and alive.

In 1905, he staged a six-day wolf hunt in Oklahoma for President Theodore Roosevelt. On one of the toughest chases in the event, Jack started after a "loafer" and caught up with him. The President followed close behind. The rest of the party was trailing miles in the rear. Just as Abernathy got a firm grip on the wolf, Teddy rode up. Enthusiastic—

by DOUGLAS ALLAN

Inborn—or Acquired?

ally leaping from his saddle, he ran towards Jack yelling, "I'd like to shake your hand!"

Jack quickly pried the wolf's jaws apart with his left hand and freed the right. As he reached for, and grasped Teddy's hand, the President exclaimed, "This beats anything I ever have seen in my life!—and I've seen a good deal."

In his service to the government as a U. S. Marshal, and previous as a deputy, Abernathy locked up in the penitentiary 782 outlaws. One of the most daring captures on record in Oklahoma is the one he made of a killer who escaped from prison in Kentucky. Abernathy carried out a well-laid plan and trapped his man just outside of his hut on the side of a mountain.

The criminal was inches taller than Jack, far heavier, and was desperate enough to take any chance. But the stocky little deputy did not flinch, and marched him half a mile to a stream which they both waded—the water being waist deep. He got his sullen, desperate prisoner through to the authorities, and later accompanied him to Kentucky where the murderer was executed.

* * * *

Abernathy's friendship with Roosevelt steadily grew from the day the President so enthusiastically grasped his hand. At a later time, the President invited Abernathy to the White House to entertain Roosevelt's Harvard classmates with tales of some of his thrilling adventures.

It was then that Abernathy had to call forth a new and different brand of courage. Modest as he was, this seemed indeed an ordeal. "Mr. President," he implored, "I'd rather you'd ask me to go out and capture sixteen of the toughest outlaws and bring them back single handed, than this—talking to all those learned men."

Even with the President's assurances, Abernathy could not feel easy. Fear of any kind he had never known. What was this strange new feeling? A few minutes before the time for him to go into the room as speaker, he paused—just outside the door of the Blue Room. A thought came to him—and the fear, if it was that—slipped from him like a garment.

"They've had schooling, and I've had experiences," he said to himself. "Perhaps a lot of them

would be glad to exchange." Anyway, as he often has told since, Abernathy went in, had the best time



Teddy Roosevelt with his friend, John Abernathy, after a wolf hunt.

of his life, and made a great hit. No doubt, the few minutes preceding marked the nearest approach to fear that Jack Abernathy ever knew.

But I'm back to my first question. Is courage inborn or cultivated, and did the famous wolf hunter, Roosevelt's friend, have such extraordinary courage because circumstances constituted a training school? What do you think?

What is your opinion about courage? Do you feel that if it is not inborn—if there is no original spark—it can be cultivated? Write in examples of courage which you feel illustrates either inborn or acquired courage. The best of these will be published.

Genius Made to Order

ALL THAT we have known as genius in human beings is created. None of it is inherited.

It is created on the spot, through incident, accident of earliest years. It has its definite beginning in the highly pleasurable experiences of infancy, childhood and youth, whereby a permanent matrix has been laid in nerve tracings, the basis of what we now call complexes.

After thirty and more years of teaching, experimenting, investigating, retracing character traits backs to their origin, connecting dominant interests—loves and hates—with definite childhood experiences, I have been forced to this conclusion. And, as I now understand human nature, I see nothing to prevent acceptance of this theory except an ancient and deep-rooted tradition.

Give me the management of twin babies—identical twins, which are halves of the same cell and must therefore be alike in all inherent qualities of body and mind. Let us agree that they are nurtured at their mother's breasts, and their names are John and James. Nursing is the extreme of pleasure and the very abundance of life itself, to the infant of, say, six weeks. Whatever is associated with nursing at this time—its joy, soothing effects, loveliness—that will become fixed within the inner nervous system and remain permanently as a part of life's supreme beauty. And, by reversing the situation—thrusting in ugly, painful experiences to crowd out the beauty—that will remain as deep unpleasantness.

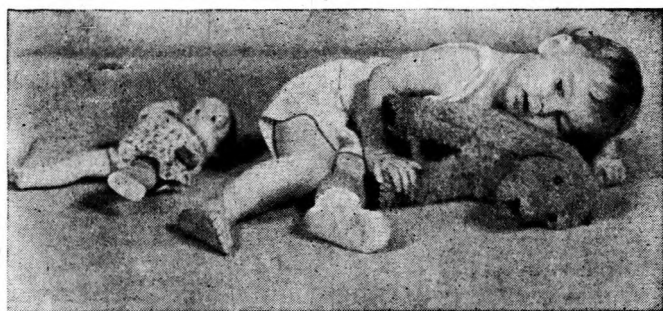
* * * *

To be specific, I will introduce a peculiarity into John's character by the use of an onion. Every time he nurses, from six weeks on to weaning time, I will place a nice smooth onion close to his face, having him smell it, feel it with his tiny hand, see it, as best he can. In the same psychosis there will be all the while the superb delight of the nursing associated with the odor, touch and sight of the vegetable. Then, I will remove the onion entirely out of John's life till he is twenty-one.

At this "age of maturity," I will suddenly thrust into the presence of Twin John a nice smooth onion—letting him smell it, feel it, see it. He will experience suddenly a burst of emotional delight that will penetrate his nervous system to its depths, while he will exclaim something like this: "What is that

charming thing? What a wonderful fragrance. How beautiful to behold!"

John is too far away from his infancy to remember. No one can remember that far back in his life. He might conceivably say, and you might traditionally believe, that he is "just naturally fond of the smell of onions." But I would know better. He simply acquired this "peculiar" trait. He had it



created for him, "on the spot," just as every single item of your very complex personality was created.

Now, here is what I will do with James, the twin brother. At six weeks, and on till his weaning day, every time he nurses, I jerk the nipple away from him, shove an onion under his nose, make him scream with anger, and otherwise give the onion the place of an ugly disturber of his pleasure of nursing.

Of course, I will let this boy nurse enough to satisfy the needs of health and growth, but I will always have the onion present as a disturbing, aggravating factor. Then, to make the experiment complete, I will remove the onion entirely from the presence of twin James till he is twenty-one. At this time I will suddenly thrust an onion into his presence, to smell, feel and see. "What is the horrible, foul-smelling thing," he would exclaim. "Take it away from me before its offensiveness causes me to do something violent!"

Now, John would be decidedly inclined toward genius in some kind of relation to onions, in his mature years, perhaps an onion farmer. But James would be so shocked at his brother's choice and his "smelly farm" that he would probably refuse to go there even to visit—just as you would avoid a den of skunks, for illustration.

SO, the things and events which clustered about your infancy and childhood, in association with what

by WILLIAM A. McKEEVER, A.M., Ph.D., LL.D.*

was then lovely, beautiful, joyous—these on occasion, spring suddenly out of their imbedded place in your nerves, imparting the same kind of delight to your associated experience of today. Also, whatever went into early experience as pain or displeasure, as anger or jealousy, as fear or repression—that, on suitable occasions, is released as a part of your painful and depressive consciousness.

Let us now go to the laboratory of character and create a few kinds of genius on the spot. I will ask some fertile pair of ordinary parents—the man, an average factory laborer; and the woman, any class of ordinary Caucasian immigrant, healthy, strong and uneducated. These will produce the babies. I will train them. Here they come, about a year and a half apart.

Alpha is first. At six weeks, I will begin to prepare in her nervous system the basis of musical genius. Often during her babyhood's waking hours, and especially while she is nursing and therefore experiencing the height of pleasure, I will introduce a classic type of music, voice, instrument, ensembles.

Numbers of these vocal and instrumental classics will be many times repeated and always in connection with love, beauty and extreme comfort in the environment of Alpha. As soon as she can walk and speak a few words, I shall name the pieces sung and played, very distinctly, and have her repeat the phrases until she knows them at sound. All the other incidents and disciplines of Alpha's life may be ordinary, stock experiences, except this one factor of excellent classical music, definitely and repeatedly brought to her consciousness in a lovely setting.

The soft plastic nerve material of the infant, receives environmental impressions as a shock, with fixed and permanent neural lines over which the energy tends ever afterwards to flash with least resistance. At times, these deep complexes may be thrust into the nerve bases in a moment, as the effect of some powerful emotionalized psychosis. At other times, they may become deep and permanent because of many repetitions of the same thing or event. It has been my pleasure to be able to remove from the nerves—by a reverse mental operation—scores of the ugly infancy-formed complexes, such as extreme fear of some thing or person, or deep jealousy.

* * * *

Beta is the second infant, ready at six weeks to begin his made-on-the-spot genius career. He is to be a mechanical type, so I will start him with nice new, odoriferous pine blocks of tiny size. I will associate these with his nursing, his comforts, his

laughter, his love, his atmosphere of loveliness, and with nothing ugly.

As soon as Beta can walk and talk I will bring on the blocks. He will begin early to build block houses to suit both his fanciful delight and my plans for laying definite foundations in his plastic nerves. I will give definite names to definite things and definite acts, with himself repeating after me, till he learns each shape, size, color, construction.

He and I will converse in language of precision and always within his understanding. Later, he will have tiny carpenter tools, paints, pictures drawings. The use and experience of these, as well as all the language necessary to speak intelligently—eloquently—of them will be associated with environmental effects of pleasure, loveliness, beauty, delight. I will arrange that the balance of this child's training shall consist of mere stock experience, and I will leave you to imagine easily the continuation of what I have served up to his budding genius, as a strong factor on through his youth. The net result will be a pronounced—but wholly created—genius in some department of woodwork, cabinet making, carpentry, architecture, and that complex group of vocations.

GAMMA, baby number three. Within her sensitive nerves is to be laid the basis of predominant interest in textiles, needle-craft and artistic design and achievement in that department of woman's work.



This time I will introduce within the happy, lovely psychosis of childhood, in the same manner as I did with the others, the definite, meaningful connections with the odor, appearance, "feel" of cloth. Later, will come definite
(Continued on page 62)



Conducted by EMILY ALLEN

FORSEES GAINS.

A CALL to women of America to keep up their courage and take active interest in the nation's problems was sounded recently by "the mother of woman's suffrage"—Mrs. Carrie C. Catt, 76 years old.

"Just now there is world-wide unrest," she brought out. "But if the future follows the pattern of the past, when recovery is attained we shall have fewer problems, less disturbances and a long period of stable, quiet growth."

DID PSYCHOLOGY K.O. MAX?

THE day *before* the recent Baer-Louis fracas, I read an article about the combatants. The byline was that of a sports writer, Fritz Pollard, with whose name I was not familiar—but he must be a good psychologist.

Remember his comments appeared *before* the fight. He said: "Baer looks trim and bronzed, in wonderful physical condition, but there is a mental state there that keeps him worried about this fellow Louis . . . Baer talks of nothing else. It is certain that he has Louis too much on his mind for any good to himself."

Speaking of Louis: "He is absolutely a stone man about Baer. Max doesn't *exist* as far as he is concerned. You can't hear him chattering about the coming fracas. His mentality is just the opposite of that of Baer's. . . . I feel sure that Baer's mental condition is going to play an important part in his battle with the Brown Bomber." Interesting, isn't it?

"KEEPING YOUR SOUL ALIVE".

DR. HARRY E. FOSDICK, of the Riverside Church in New York City, recently gave out these words of advice to his fellow men.

"The one central problem of a man who wishes to keep his soul alive today is to listen to his quiet, inner voice.

"At first this may sound like a gentle thing to

say, but it is terrific," he continued. "The strongest characters of history who have stood like towers of brass against the tumult of the world have been so built.

"To be able to listen to your *highest* or inner voice is an art which requires technique and practice—as well as the fellowship of friends having the same aspiration."

THE HUMAN BRAIN—PROOF OF PROGRESS.

"WHAT de we mean by progress?"

"One of the most remarkable conclusions we have is precisely the progress in growth of the brain, the guiding principle of intelligence through millions of centuries," is the answer of science, as given by Professor Watts, geologist, recently.

We might suppose that those huge dinosaurs of early times—with a brain the size of an egg—had as much brain as was needed for the simple conditions of those days. But they have died out.

"The brainy mammals have continued to progress and develop until they cover the earth.

"The human brain—most intricate and efficient piece of mechanism ever devised—is always the greatest marvel the world holds."

IN RADIO WORLD.

"PSYCHOLOGY?" remarked Major Bowes, of radio amateur fame. "A knowledge of it is positively necessary to those who would interest others. It is through a knowledge of psychology—though often its application is quite unconscious—that we perceive what the public wants and will have."

Someone who knows them all very well declares that Jack Pearl, Rudy Vallee, Jack Benny, Paul Whiteman, Jessica Dragonette—and oh, a score of others in the radio world, constantly apply psychology to their everyday affairs.

And there's James Wallington, the announcer—listen to his commercial chatter. It's uncannily clever, the way he uses (Continued on page 54)

Psychology in Religion

PSYCHOLOGY is a science and not a religion. Nevertheless, it is not irreligious.

Indeed, applied psychology—the popularization and application of scientific principles to every-day living—is an ally, not a competitor of religion.

It does not seek to replace, but to augment. Every alert minister should be a psychologist, even though he holds varying views on metaphysics and religion.

Most of us, though we may not call ourselves religious, concede that whatever faults the church, as an institution may have, it is a pronounced conservator of the nation's idealism.

The Bible is the greatest text-book on psychology. Upon every page the principles of health, happiness and prosperity are set forth, and yet tens of thousands of churches have fallen into a dull uninteresting rut, exhausting their efforts in meaningless rituals and confusing debate on theological interpretations—that so often mean less than nothing in life values.

The religion of many persons is so far removed from life that it seems irreligious to talk about health, happiness and success—despite the fact that the Bible has infinitely more to say about these than about the dogmatic speculations which have so exhausted the energies of the institutional church through the years.

Jesus was the great physician. He sent his disciples forth to heal, saying, "Greater things than these shall you do." *Psychology does not deny scriptural miracles, but shows how they may be duplicated today through co-operation with certain laws of suggestion and auto-suggestion.*

The healing miracles related in the scriptures were not performed in violation of law, and they constituted proof that the Master and his disciples understood better than we how to use the law. The Great Physician addressed himself directly to the subconscious of the sufferer and instantaneous healing resulted.

As for happiness—Bible accounts thrill with it. Harmony is stressed as the normal and desirable state of life. Only violation of the mental, physical

and spiritual law interferes with its universal reign.

And success: "All these things" are promised to such as seek first the Kingdom. Thus in emphasizing these great conditions of satisfactory life, psychology is really quite orthodox to the spirit of religion as set forth in the "Book of books". It is our firm opinion that if the clergymen of America fully realized and understood this, a revival of practical, worthwhile religion, such as we have not yet had, will be upon us.

PSYCHOLOGY is by no means a new science. It has an honorable and ancient history dating back to Aristotle, the Master Mind of Greece, father of many of the sciences.

The development of the science has been, until recent years, abstruse, speculative, and as far removed from actual life as a discussion of epistemology or calculus.

It has remained for our own generation to popularize and apply the principles so patiently demonstrated by the scholastics, and to rescue psychology from the technical terminology of college classroom discussion, applying it to the problems of the work-a-day world, developing it into a system of thought whose level is the average understanding.

Psychology as a popular movement has had phenomenal development. So rapidly has this popularization of the science grown that today scarcely a newspaper or magazine can be found that does not mention psychology in some way or other, in almost every issue.

Psychology is the popular by-word of the day. Whereas a few years ago a lecture on this subject would be attended by only a few score persons able to appreciate the technical nature of the discussion, today throngs crowd to hear popular lecturers on this subject.

* * * *

Applied psychology as a teaching and philosophy of life aims to help the individual to understand himself and the relationships of life—to the end that all may be healthy, happy and efficient. Its tendency is to rationalize the mental processes and emotional experiences of (Continued on page 61)



by MANSFIELD ROETTIGERS, Ph.D.

Psychology's Forum

In this department, various movements which are attracting attention over the country will be discussed.

We are glad to give space to these varying viewpoints, opinions and conclusions on subjects which have psychological bearing on unusual human activities.

"Mystery" of Father Divine—Part II

by PAUL CHRISTIAN *

IN last month's issue of PSYCHOLOGY MAGAZINE, I promised to talk further of the "secret" of Father Divine's free flowing supply—

The wealth so lavishly spent in the administration and upkeep of the many "Kingdoms" throughout this and other countries—

And also to tell more of Father Divine's Righteous Government movement—the recent addition to an already immense spiritual platform.

To explain the first, it is necessary to recall a statement in the Bible—a simple statement, yet far more important than is usually realized. The statement is, "Seek ye first the Kingdom of God and His righteousness, and the rest shall be added unto you."

Let us analyze this brief, but very significant statement. The Kingdom of God is in our consciousness, *for that is the only place it can be.*

Then, if this Kingdom of God is in our consciousness, we must make the "right-use" of it—and we will get the real interpretation from Father Divine.

Upon being approached, Father Divine would give these very pertinent facts as an answer: All power is given to that one who lives a life wholly consecrated to God in thought, in word and in deed. That means that the body, the mind, and the soul must be made a living sacrifice upon the altar of pure living, pure motive, pure thinking, pure love. The essential characteristics necessary to bring the spiritual forces into operation will be taken up in a talk by Father Divine.

Picking up the threads of past accomplishment in the Righteous Government Movement of Father Divine, we find here a department for the national establishment of a government of the people, by the people, and for the people, inaugurated under the jurisdiction of Father Divine.

THE first official meeting was held in New York City, at an extension of Father Divine's Kingdom, in February, 1935.

The Righteous Government Department is divided into two major divisions: The political, and the educational. The political department is divided into four sub-divisions, namely: Registration, voting, office holding, and citizenship. The educational department is divided into five sub-divisions: Schools, research, information, social and child welfare, and vocational guidance.

The purpose of this movement is to assemble and educate the masses at the open forum meetings on the past activities of any official. Here, leading politicians give their views, and then are open to investigation on past services—thereby making possible the tabulating of their qualifications for reelection or rejection according to record. New candidates are chosen on merit and their indicated ability to uphold a non-discriminative platform, and to give service without graft.

This, too, can be rectified, for no one is too old international fields, while the compilings of material include recreation, finance, industry, science, schools, distribution of wealth and vital necessities to be inaugurated into the life stream of civilization for posterity.

At White Plains, New York, recently, a great scene greeted the thousands who met there to hear Father Divine express a never-to-be-forgotten message filled with terrific power and ringing forth over a speaker system reaching thousands gathered along the streets.

"Peace, everybody!"

("Peace, Father!" came the reply from a sea of voices.)

"The spirit of the (Continued on page 64)

Your Job and You

by CORDELIA B. MAKARIUS

THERE are two schools of thought on the desirability of a man or a woman specializing in one specific field. One group states that by all means specialize, while on the other hand the other group states equally as emphatically that each individual should know more than one line of work in order to succeed in life.

I am inclined to take the middle road. There is such a thing as specializing too much so that when something comes along that deprives the individual of his means of livelihood, he is like a ship without an anchor. Then, on the other hand, there are those who are jacks of all trades and masters of none.

The time to decide what you would like most to do is when you are reasonably young and can afford the time and energy for proper training. Many times, however, the man or woman who would like to go into his or her chosen work is deprived of that privilege through limited family finances, lack of health or other reasons, and in consequence leads an unhappy existence in the round of daily tasks.

This, too, can be rectified, for no one is too old to learn with the exception of the professions which take years of training the person who is truly interested can make of his greatest desire a hobby which will while away many pleasant hours even if he cannot drop everything else in favor of it.

For those of you who are discouraged because you cannot make your dreams come true just remember that Joseph Conrad could not read or speak English until he was in his thirties and now his works are rated as English classics. I could cite you many of the world's geniuses whose talents blossomed late in life and who continued to produce works of art and science until they died of ripe old ages.

If you have the fire of desire in your heart nothing can deter you from doing that which you wish to do. It is one of the oldest laws in the universe that you attract to you those things which are deepest in your heart.

All of which brings me to Mr. H's letter. He writes: "I am past 45 and have tried several kinds of work without much success.

Being of short stature and slenderly built I am not able to do hard manual labor. I have had grammar school and some high school education and have had some self-education.

I have read a good many books on adventure, sciences, travel and inspiration. I took a course in salesmanship but don't like selling and I have taken two or three courses in drawing.

I like to draw and paint pictures in all mediums as I have talent for this and have tried only one time to sell my work.

I am doing odd work now when I can get it. I have very little money with which to buy art materials.

I believe if I had the proper art materials I might be able to sell some of my work.

What do you advise for me?"

My advice to Mr. H. and those who have problems similar to his is this:

It isn't through your lack of willingness and hard labor, Mr. H., that you haven't found your particular niche in the world. It is due, however, to dissipating your energies in too many lines.

At this time I would not advise anyone to try art as a profession. Cooper Union Art School in New York has recently graduated five hundred art students, and the call for this kind of work is very slight. I would advise you to keep up with your art practise as a side line and submit some of your work in person to advertising agencies in your city and to manufacturers who have art departments. In this way you might be able to get a small position in an art department and work your way up. You must be a good letterer for this type of work.

Another suggestion which I wish to give you is to apply for a position in the research department of either an advertising agency or in some large concern. Your interest is active in many subjects and you have a methodical mind—both of which are needed in the particular work.

Next we come to the problem of Miss P. She writes us:

"I have studied psychology many years and have had a subscription to Psychology magazine since it was first published, and as much as circumstances permit I live up to it.

Knowing the basic laws of psychology I always felt and still do feel that it is undignified to ask others about one's own affairs. Now I cannot resist doing so, being compelled to be extremely economical and careful with my last several hundred dollars.

I am 40 years old and divorced from a professional (Continued on page 58)



“After Its Kind—”

by **ELBERTA WILSON**

IF you were only consciously aware of the vast potentialities stored in your subconscious mind, how happy you would be. If you only knew that you have within you a vital power against which all else is powerless, all the kinks would be straightened out magically, and worry would drop away like an old garment.

The principal trouble with the most of us is that we do not realize that we have anything more than our conscious mind and we are so busy investigating its reports that we never find time to explore the region back of it and determine what it can do for us.

Scientists tell us that this vast, unexplored region consists of ninety-five percent of the human mind.

Yet we spend most of our time “fiddling” away with a mere fragment of our equipment, letting the greater part shift for itself. I almost said lie idle, but “run wild” more nearly expresses what we are doing—for the subconscious is never idle, but takes the hodge-podge sent down to it by the conscious mind, and returns an increase of hodge-podge, in due time.

A neighbor came to my door one day and asked permission to put their car in a garage belonging to me. She said that someone had been stealing auto parts on several occasions when their machine stood near their house. Of course, she was very indignant. “I can’t understand why anyone would do such a thing,” she fretted.

But the reason for their continued loss was no great mystery to me; I knew they were the best I. O. U.’s in town, seldom paid a bill unless compelled to do so—and they constantly bragged about their ability to drive a close bargain.

Their ideas of the rights of others seemed very indefinite and the “Golden Rule” was a yellow, metal affair with which they could measure their possessions—so it was not surprising that others felt inclined to filch from them.

How long will people continue to remain blind to the working of the Law of Compensation and think they can distort it and win? They might as well try to stem the current of a rushing stream with their hand as to think they can evade the results of what they have sown.

If we attract unpleasant things to us, punishing the offender will not prevent a recurrence. *We must determine the cause and destroy it at its source.* Then we will cease to be a magnet for that particular thing. A burglar selects a house for his activity, when, to all appearances, there is no reason why it should appeal to him more than any other. Beneath the surface, however, there is a *reason* why that house became a magnet and drew him to it.

If you only knew what has accumulated in the vast storehouse of your subconscious mind, you would be both elated and appalled and I feel assured a mental house-cleaning would appeal to you very strongly.

You have often heard “as ye sow, so shall ye also reap,” but have you ever considered it seriously, or do you class it as a worn-out adage—a figure of speech such as modern writers use to pad out mediocre ideas they are trying to put across?

It has a vital bearing on every instant of your life. We constantly are sowing, not alone during our waking hours, but during our sleep as well.

The thought in our conscious mind at the moment it goes off duty sinks into the subconscious, and continues an activity, without interference—during the entire time we remain unconscious.

It is plain to be seen that the “sowing and reaping” does not pertain alone to physical activity. We all know that *everything produces after its own kind*, so it is safe to infer that this admonition goes much deeper than merely the things we can see and handle, and we are fast learning that the most fertile field in which a man can sow is his subconscious mind. In fact, *he cannot sow anywhere else until he has first sown in his mind.*

Everything tangible was preceded by thought. Long after the physical evidence has been destroyed the thought persists, and when a need becomes great enough, it again comes forth to fill that need.

Whether we like it or not, we cannot have any secret thoughts. Rather appalling, isn’t it? Eventually they show forth in our physical embodiment and affairs and those who understand the Law of Cause and Effect can tell by the results just what the so-called secret thoughts have been.

Your conscious mind may be very “clever” in its own estimation, but it cannot fool your subconscious mind.

“ Contacts Club ”

LETTERS! Letters! and more letters—pouring into our offices daily—make us realize that our “Contacts Club” has proved interesting to folks in all walks of life and in every corner of the globe.

The exchange of thoughts and ideas with individuals from various sections of the country, the descriptions of places one may like to know about, the interesting personalities encountered through correspondence, have added, certainly, a new outlook to many.

We are happy to be of assistance to you in meeting, by correspondence, members whose letters appear in this department.

Dear Editor:

If you have any young readers, either sex, who would care to drop me a line, they can be sure of finding a cheery pal at this end of the world.

I am young, and have had no opportunities of visiting other countries than my own, although I have had my share of rambling around here. I am anxious to hear from people who travel—for I want to get acquainted with people in all parts of the globe.

I am a surveyor of one of the South American gold mines, with aspirations to be a consulting engineer. I am keen on all sports.

Will answer all correspondence promptly.

(Mr.) B. J. B., Transvaal, South Africa.

Anyone wishing for a cheerful pen pal certainly will enjoy contacting Mr. B. J. B. Knowledge of South Africa, or about gold mines, is yours for the asking.

Dear Editor:

I am a constant reader of inspirational magazines and consider PSYCHOLOGY the best in its class.

I would like to hear from middle-aged and elderly readers, for I know there must be many such who are endeavoring to solve their problems through the use of psychological laws.

I have been an earnest student for more than a quarter of a century and love people and growing things, so feel assured I have something to exchange with you.

The “Contacts Club” is a wonderful opportunity for bringing the PSYCHOLOGY family in touch with each other.

I will be happy to hear from readers.

(Mrs.) E. W., Wyoming.

A serious, inviting letter from one who has been helping and will earnestly continue to help those who are less fortunate and who indicates that she understands much of life. Mrs. E. W. should prove a very helpful correspondent.

Dear Editor:

As an ardent and persistent follower of PSYCHOLOGY, I feel I owe you a debt. Please do accept my humble appreciation.

Regarding your “Contacts Club”—I, too, would like very much to correspond with others interested in psychology and life in general. I have written two books on salesmanship, and will be glad to impart my ideas to anyone interested.

I had my education in America, entered the talking picture field as land engineer, came to Africa on contract, and am now in the bakery business.

I have a beautiful talented wife and three lovely children—and am in love with life.

Am athletic, and photography is my hobby. Write, and I will answer promptly.

(Mr.) T. W. S., Johannesburg, South Africa.

A very vivacious, talented young man, I am sure. Mr. T. W. S. has so many things to talk about that I know all who drop in on him by letter will certainly find an interesting friend.

Dear Editor:

I would like to say that the studying of your magazine has brought me a great happiness and the desire to attain the highest in life.

But at times there comes to most of us the longing to contact some person or persons interested in the same subjects as oneself.

Letter writing to me is a great pleasure and if there is somewhere a “kindred spirit” who feels, he or she, would like to write to me, then I would be charmed, and will answer at once.

(Miss) B. C., New Zealand.

A sweet, kindly call from the depths of New Zealand. Miss B. C. will, I am sure, hear from many “kindred spirits”.

Dear Editor:

Living in the “Windy City”, my contacts cover all classes of people.

With a very good outlook on life, backed up by a good constitution, enthusiasm, and a positive mind. Interested in psychology, personal analysis, and the human mind. Good at golf, chess, marksmanship,

Psychology's Letter Exchange

radio operating and servicing and swimming. I come to you to complete my life with correspondence from other parts of the country.

I know there must be persons who would like to contact a young man who believes the mind of man the most powerful instrument in the universe.

(Mr.) J. F. O., Chicago, Ill.

A snappy, vital letter from one bubbling over with the spirit of life. Young, as well as old, will be benefited, I am sure, in contacting Mr. J. F. O. and catching some of his enthusiasm.

Dear Editor:

Because I like people—new faces and new places interest me tremendously. I think that stretching my arm out over oceans and continents will prove an invigorating exercise, provided a host of hands reach out and a host of voices call a cheery "hello" back to me.

I like most everything that healthy busy people like—so we should find much to scribble about. With your kind permission, my hat is in the ring and my initials are on your bulletin board.

(Miss) P. C., Louisiana.

It's a long stretch, Miss P. C., but I know you will make it. For with your sunny disposition, your friendly gesture and sense of humor—I know you will prove an interesting "pen pal".

Dear Editor:

As I am only a new reader of your magazine, I will say it has the best information on this subject obtainable in Australia.

I am a salesman, twenty-four years old, and have traveled a great deal in Australia, so if there are any readers who would like to know about my country, I will do justice to them by answering at once.

I am interested in most outdoor sports—sun bathing, naturism, baseball, swimming.

Readers from the United States, Switzerland, Vienna, who are about my own age, will be appreciated.

(Mr.) J. G., South Australia.

Come on, you folks who are craving first hand information of Australia—your chance has arrived. Mr. J. G. is willing to tell all about his native land.

Dear Editor:

I would like to organize an informal circle of persons who are shy or lonesome, but desirous of developing their personalities through the use of applied psychology.

I believe that the knowledge that they were not alone, and the stimulus of contact with others having a common aim, would do much good. We could submit our various personal problems to one another in correspondence, and perhaps occasionally have a little get-together (if not too far apart).

Among ourselves we could feel natural, and be natural, because of our common bond. In a short time, with such training, we should all acquire poise to feel at ease in any social gathering.

Come on, lonely ones and bashful, let's join hands and show the world what good times we can have with psychology.

(Mr.) L. V. K., Cairo, Ill.

A very splendid idea, Mr. L. V. K. Others, in different parts of the country, have organized similar clubs and they have proved successful. Join hands with this thoughtful young man by writing him a note of appreciation.

Dear Editor:

Your "Contacts Club" is undoubtedly a very efficient method to get in touch with people from far away lands whom circumstances do not allow us to meet personally.

I am a graduate of the University of Puerto Rico, and deeply interested in all problems relating to human relationships.

I shall be delighted to hear from persons of either sex who are interested in any particular branch of learning, and who would enjoy corresponding with a Latin girl.

(Miss) Puerto Rico.

We are glad to know that so many people enjoy our little adventure. I (Continued on page 64)

Editor's Note: Letters sent to us to forward should be in a plain, unsealed envelope, accompanied by the proper postage. Foreign letters require five cents in stamps.

"One Step's Enough—"

by GENEVA HOLLAND

ELSIE HORNSBY came to my house on business and remained to talk. Her story inspired me, so I shall try to tell it to you.

She was dusting the living room one morning, she said, when her husband, Edward, drove his car in the yard. "The minute I saw him, I knew something was wrong. But when he came in, I bowed formally and greeted him as usual 'Good morning, sir' I said. He sort of moaned, 'Oh, God, girl, Oh God'."

Never, if she "lived to be a hundred" Elsie said, would she forget that moment. And so Edward lost his job, his good job, that he had held for years, that they had thought so secure. Not much saved up and three youngsters.

"Oh," said Elsie "I felt as if the sky had fallen. Those first few days were mighty black—but they dragged out into long dismal weeks. Edward looked and looked for another job, for something, oh, for anything! Each new morning brought new hope to his clear brown eyes, but by night he sagged with discouragement, despair, fear.

"I TRIED to cheer him, I kept repeating over and over, 'Everything will be O.K. honey, I know it will,' but deeply hidden within my own heart lurked a sneaking doubt, a stark fear. But I pretended my courage was high.

"Every day I had to force myself to keep cheerful and talk reason into Edward. He was blue and moody and talked wildly at times. I was so worried for he had said in one outburst he 'wished to God he'd die', so the children and I could at least have his insurance.

"Most of the time I really could feel something would turn up, but as time went on and savings were gone, my past boasted faith grew dim. We gradually lost contact with friends, church—all old associations. Bitter, black despair! Money was completely gone, car, radio—even the electric refrigerator, in fact everything we felt we could possibly do without had been sold and eaten.

"Eddie and little Elsie almost barefoot, Erlo needing medical attention. Edward simply went to bed, on the verge of a nervous breakdown; I suddenly decided I must go to town—(one of those 'hunches' I've heard about). So I got ready and absent-mindedly gathered my one or two rings, inexpensive treasures, but up to this time, still held to. Vaguely thinking to sell or pawn them.

And I decided I'd probably stop in to see about be-

ing placed on the much talked of 'relief role'. As I was passing the old corner mission, I heard organ music and an urge I cannot account for forcibly carried me in that door. Quietly I slipped into a back seat. The song was over, and the preacher through his sermon (I cannot remember one word of his text) yet at the close of that service, came a message for me.

I had heard the words which preceded it many times, "Keep thou my feet—"

But the next line it was that blazed into my brain, "*I do not ask to see the distant scene—one step's enough for me.*"

"I DID not go on to town, I almost ran back home. I kissed my husband and the precious babies. I gladly, honestly and convincingly told Edward not to worry, that everything *was* all right. Without saying anything more, I got a paper and pencil and printed the words, "I do not ask to see the distant scene—One step's enough for me." I stood this on the dresser in plain sight. I printed another just like it for the kitchen and another still for the bathroom shelf.

"I hummed it softly as I prepared the evening meal. By the next morning some of my hope had permeated to Edward. He was more cheerful than he had been. He bathed, shaved and after breakfast (for which we just had oats and toast—not even coffee—he brushed his shabby suit, polished his thin shoes and smiling (oh, the first genuine smile for so long), said he was going for a walk in the sunshine. When he returned, he cheerfully reported he'd not found the faintest trace of work, but somehow he was not worried. He traded his watch for an order of groceries and he wasn't asking "to see the distant scene." One step was enough.

* * *

"And so it was from then on, we adopted that as our guiding rule and said it over a dozen times a day. There were, of course, times when some problem seemed impossible to solve, and we seemed unable to do anything about it.

"We began taking it all with a smile, and from there on, refused to worry about anything. The Power that had cared for us through the years when we foolishly felt we were (Continued on page 62)



"Personal Problems"

DEPARTMENT



WHEN a problem fills the mind, receptivity to any plan for the solving of the problem is interfered with—deadened by fear and worry.

Under such circumstances the photographic processes of the mind deal with a chain of negative pictures which automatically is thrown back on the conscious mind without the student's being aware of what is taking place.

This series of negative pictures will continue to hold the attention until it congeals and the person then finds himself with a "problem."

It is well, if aware of the influx of negative pictures, the individual refuses to give such impressions place or power. By replacing negative with positive thoughts, a threatened "complex" can be checked and destroyed.

For a "complex" is nothing more than the repetition of a line of thought that gains such ground as to control the thinker for the time being. Fear, of course, is splendid soil for dark, negative thinking which threatens a "complex." That's why we so often mention fear as the emotion to be destroyed in the early stages of any trouble.

* * * *

PROBLEM:

I have a physical disorder for which I have been treated a long time. Recently a friend told me that my physician had remarked, "Her trouble is caused by herself—her mental condition." This has made me very angry. How far is it possible that he may be right? How much does the mind have to do with physical conditions?

R. L. S.

SUGGESTED SOLUTION:

Of course in your case, knowing nothing of you, it is impossible to give an accurate opinion. In general, however, the mind has a *very* great deal to do with most physical troubles and in some cases, the *whole* cause is mental.

The purpose of psychology is to teach us to understand ourselves. By revealing the workings of our own minds, it can enable us to avoid those disturbances that might result seriously. It is surely

Included in this department are excerpts from letters that have been directed to "Personal Problems" Department—and suggested solutions to indicated problems. Such letters are answered personally if the writer desires.

true that the mind, laboring under strain of some kind, may automatically produce some form of mental breakdown under the guise of physical symptoms.

* * * *

PROBLEM:

Will you kindly tell me how to overcome jealousy. This is one of the drawbacks of my life and is driving my friends away from me. Already I have lost two dear friends through this thing called jealousy. What is jealousy, can you tell me?

M. K. W.

SUGGESTED SOLUTION:

Jealousy is a feeling of inferiority coupled with anger and revenge plus rivalry as a foundation. Self is the cause of its existence by keeping the mind too centered upon your limited view of life. Competition with others signifies that you lack confidence in your ability to keep your friends. Whenever you feel jealousy creeping in to your mind just assume a conscious conviction that there are thousands of people to draw from in your choice of friends and this will overcome your problem.

* * * *

PROBLEM:

Curiosity has caused me more trouble than any other problem and I have the name of being a meddler in questioning friends about their affairs. . . . Please tell me how I can get rid of this habit.

Always in trouble.

SUGGESTED SOLUTION:

The best way to overcome wonder and a desire to know the affairs of other people is to divert the mind by telling of things foreign to any affairs such as interesting events . . . topics of the day . . . etc. Your real problem has been that you don't really know what to converse about so you have asked questions to keep the conversation going until now you have a complex to eradicate.

(Continued on page 56)

Throwing Stones at Yourself

by WALTER CLEMOW LANYON*

"I DO not see why it is," he said, "I have tried to live the truth; I have followed along certain lines of thought and action; have studied and meditated—and yet such uncalled for things come to me."

"*Nothing comes to you that is not called to you by your own self,*" the Voice answered.

"I cannot believe that—certainly I did not call this condition unto myself. Who with intelligence would call such a hateful thing unto him?"

"Does a radio pick up every message that passes by it?" asked the Voice.

"Of course not, only those to which it is attuned."

"And what is it that 'tunes in' or decides what shall be received? Is it not the operator of the receiving set?"

"That is true; but when you are attuned to good, I cannot see how evil can come in"

There are thousands of sounds too loud or too soft for you to hear, but you do not declare, therefore, that they do not exist.



"Evil is always in the nature of a boomerang. You never get rid of it by loosing it on another. Perhaps you feel that you are justified in assuming the position of an 'official stone caster', but just as long as you may cast a stone, rest assured that that evil will one day come home to you with accelerated force."

"Yes, but should we not destroy evil?"

"Is evil anything to be destroyed? And in reality can anything be destroyed? Know ye not that the only evil there is, is in yourself? You must have recognized it there, or else you could not see it pictured forth in your universe."

"Casting stones at the reflection of your own thoughts is like throwing rocks at a mirror which shows you an ugly picture, hoping thereby to destroy the cause of the picture—but succeeding only in temporarily getting rid of the thing."

"The very next mirror you pass, the picture springs again into view. Or perhaps it is because you have assumed consciously or unconsciously the position of 'holier than thou'. Perhaps, because of your study and desire to live a better life you have thought that the effort to do this has justified you in exposing and condemning evil in everybody and everything else."

"How long, how long will you need the lesson of the simple law—only that which cometh out of you is evil?"

"Am I then to shut my eyes to evil?" asked the student.

And the Voice answered: "Contrary to that, you are to open the closed eyes, which have been looking through a glass darkly. The eye must become single—single to what? Single to good. Become so conscious of the omnipresence of good, so everlastingly on the lookout for it, that you can and do see only good."

"One learned in music hears melodies that the unlearned cannot understand, and yet they are there."

"It is not by studying the nature of so-called evil that you find good, but by becoming so conscious of good that it stands out in everything, for there is nothing evil in the 'Kingdom of Heaven,'—here and now."

"Where is the dividing line between your good and evil? Is it not as indefinite as the dividing line between heat and cold? If heat is the absence of cold, just where does this dividing line rest?"

"Since you may say it is cold when the instrument indicates it is freezing, what will you say of zero and many degrees below zero? There are thousands of sounds too loud and too soft for you to hear; for this reason do you insist that they do not exist? There is infinite good that you have not experienced, but it exists just the same."

"Centuries ago it was said to you: 'Not until you come to realize that neither you nor anyone else has ever sinned, can you come to the fullness of Good'."

When your attention is centered on good, you renew your mind and automatically a transformation of your universe takes place.

"Note the sweeping words of this statement: 'You have never sinned.' It does not say that you have been forgiven, or that someone else has sinned and been forgiven. The *you* that has always been and always will be uncontaminated or untainted by opinions and beliefs is the *only* thing that counts, and that glorious *soul* has never for one instant dragged its splendid wings in the mire of personal sense and belief."

(Continued on page 54)

* Author of "Behold the Man," "Out of the Clouds," "Impressions of a Nomad," etc.

In the Psychologist's Office

Discussion of Actual Cases

by LOUIS J. LEWIS

"I USED to be a good salesman and was considered quite a success in my line

"Now, I'm a flop. Can't sell a thing. In fact, I don't know whether I could even *give* anything away to anyone—because I am unable to *meet* people."

Sullen-faced, the corners of his mouth drooping with despair, he raised his eyelids and gazed at me from across the desk. "I don't suppose I should be wasting your time with this. Guess I'm just finished."

"You know better than to talk that way. If you really felt that way you wouldn't be here. You came because you feel there is hope. Now, what do you think is the cause of your trouble?"

"Oh, I don't know." He squirmed in the chair. "Once upon a time, I used to be popular with the girls too, but now I wouldn't think of visiting one. Certainly, I would never venture into, or attend any social affair. You see, I just cannot meet people anymore."

Aware that every effect points to a cause, I would probe for the origin of this trouble. His family history sounded well, his education and early home-life indicated nothing as a cause for the man's shyness, his physical condition was pronounced quite normal by a physician. When I mentioned something about causes which produce that feeling of inferiority, he smiled.

"Sure, that's it! I have an inferiority complex. That explains everything."

"Not everything, my friend. What we need to do is to learn the nature of this complex, under what circumstances and conditions it was formed, and how you allowed it to develop. After that, we may proceed with the constructive work of readjusting yourself to society. Do you live alone?"

The young man thereupon proceeded with the explanation. He is a foreigner. His older brother, with whom he is living, sent for him about a year ago. Upon his arrival here, the alien brother was greeted with a shower of advice from the older man who was doing nicely as a salesman.

The advice was ploughed deeply into the subconscious mind of the new arrival: "Remember that you are a foreigner. You do not understand us over here and the Americans will find it hard to understand you. It will take a long time for you to adjust yourself to this new environment over here. You are not

any too bright either. You will undoubtedly meet with jibes and maybe insults, but you have to learn to take it."

"How did you respond to this discouraging tirade?"

"I came here with the idea of placing myself in my brother's care. He is older, has more experience and held a good job. I was obliged to heed him and accept whatever work he could get for me."

"Did he secure employment for you?"

"Oh, yes, but not what I had hoped for. I was a salesman in the old country, but I was told that over here I would have to start as a manual laborer in a factory. It would take some time before I could think of selling."

"And then,—"

"Every evening at supper, I was obliged to listen to my brother brag about the sales he had made. I would fall asleep late at night while he was talking of his conquests among the fair sex. The only hope he would hold out for me would be, some day, when I learn more, he would take me out with him to meet his friends."

"Seems to me," I interposed, "Your brother needs treatment too."

"I should say he does!" snapped the patient. "Why, he's on the brink of a nervous breakdown. You might understand how badly off he is now when I tell you that he does very little talking of late. I'm afraid his business is not so flourishing either."

Farther than this, it was not necessary to probe. Obviously, it was the elder brother who had been suffering from that feeling of inferiority. To compensate himself for it, he assumed the attitude of superiority, using his young brother as the object of inferiority.

Not realizing the damage he was doing both to his brother and to himself, he pursued a course of destructive mentation until the inferiority feeling had developed into a definite complex for both, who at the time were at the borderline of collapse.

My advice: "Move away from your brother so as to escape his dominating and destructive influence. Then, re-educate your mind with constructive suggestions—affirmations such as 'I am a good salesman. I can sell. I can meet people. I love people and I love to meet them. (Continued on page 65)

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—"**

THINGS THAT ARE FREE.

LAUGHTER,
The beauty of sunsets,
The pleasure of walking,
Contentment,
Love, courage, gayety,
The sparkle of stars,
Opportunity that comes with
The dawn of each new day.

Elinor C. Woolson

"PRACTICE WHAT WE PREACH!"

"WHY don't people practice what they preach?" asked small Billie.

I happened to be the third substitute teacher the children had had in a very short time, and so I asked, "What do you mean?" rather tremulously.

"Well, Miss M— was pretty good, but she made us do things she didn't do *herself*."

"Like in penmanship. She made us sit just so, and I wish you could have seen her when *she* was writing—all scribbly! And no wonder! 'cause her feet were crossed when she did it, and her fingers wobbled just like she told us they *shouldn't*."

For the sake of all little Billies, those who come in contact with children might remember that we are being observed *continually*, and therefore we'd better *practice what we preach*.

Carolyn Towle.

"THE RICH WON'T NEED ME"

IT IS said of the Prince of Wales that while inspecting certain London properties recently, he stopped to chat with an old woman tenant.

"Why, sir, are you taking so much trouble with us poor?" she asked him. "When you are king, you will be king of the rich only."

"You're mistaken," responded the Prince shaking his head. "I shall be king of the poor—the rich won't need me."

Of the prince, his friend, Frazier Hunt has said: "No one can tell exactly what sort of king he will make, but one thing is *certain*; he will be vastly different from any that has ever sat on the throne of England."

Burt Lindell.

"SUCCESS"

WHAT is success anyway? Who can truly measure it? Does it consist of the size of the house you live in, or the name of the street? Is it the numbers on your bank account, or the make of your car?

Or is it the feeling down deep in your own heart that your efforts haven't been wasted and that life is good?

Give it a thought. Look at your surroundings, and then look *within*.

Only you, yourself, can say whether or not you have been a success.

Orlena Hayward.

A NEW LIFE.

PROSPERITY can not be built on fear!"

I had seen that statement many times, but it never "came home" until—one morning I awoke to find that the little store, my pride and joy, had burned to the ground.

For several days I was panicky. Mentally I took inventory. "Enough money to last about two weeks, a brave wife and daughter trusting me to care for them"—I could do nothing but pity myself.

Soon I realized that I was hindering my chance for success. Then a sense of calm came over me and my confidence soared. Through a friend I heard of a garage that needed a mechanic—a lowly job, but I was not going to sink into stagnancy, so I took the work at hand.

I have always wanted to be a garage owner—and now, I *am* that. I have found that courage can produce a good living. The garage is mine, there's a happy family at home.

Harry Bartham.

THANKSGIVING.

THANKFUL for the milkman who brings my coffee's cream,

Thankful for the newsboy, who comes at dawn's first gleam,

Thankful for the postman, whose calls add to life's zest,

Thankful for the janitor—when does the poor chap rest?

(Continued on page 63)

What we call "worry" never can come from the conditions outside of ourselves but is purely the result of our own reaction to the conditions.

Make Worry an Asset!

by GARLAND ANDERSON

IF we agree that fear is the underlying factor of worry and depression it is like saying that the principle of mathematics by which we add two and two to make four covers every mathematical problem; but even with this knowledge, we find it necessary to learn the specific application of the principle in order to meet the problem at hand.

While there is a subtle form of fear accompanying any form of worry, at the same time one need not necessarily be conscious of the fear. A person, for instance, might have a financial worry without being conscious that fear was the cause of it.

* * * *

In this case it would be useless to attempt to eliminate fear from the mind of one who is only conscious of worry, so granting that worry, fear and depression spring from the same effect—not cause—the reaction in the consciousness of each individual is so different that it requires a specific readjustment of his thinking to meet each issue.

The question would arise here as to why we refer to worry, fear and depression as *effects* and not causes. This is explained by the fact that these states are never causes in themselves, but are direct effects of our not knowing the truth of our own *inner powers* to meet conditions in life. If we all realized our divine birthright we would be free from all negative conditions.

Since we are seeking the constructive side of worry and have classified it as an effect, the following hypothesis might serve to illustrate this point:

Suppose a man sleeping peacefully were awakened by someone knocking at the door. His first thought would naturally be: "Who can be disturbing me at this hour?"

He might decide to refrain from answering, hoping that the knocker would depart, but finally being compelled to open the door to the persistent knocking, he finds a person who has come to tell him of a fire next door—shall we say, to his place of business—and requesting the keys in order to prevent loss by firemen breaking down the door and damaging goods by water.

Now let us analyze the above illustration and see if we can find in it the constructive side of worry.

As long as the sleeper was ignorant of the cause of the knocking he regarded this as a cause for

worry; upon learning the truth it was revealed to him that what he *believed* to be a cause for worry was really a friendly gesture to prevent it.

JUST as the above story illustrates that while the knocking seemed to be a cause for worry this was not really a cause but an effect, the *cause* being the fire which prompted the friend to knock. The truth of the situation being revealed to the sleeper, he was freed from the belief in the cause for worry.

* * * *

To begin with, worry never helped any situation but on the contrary, prevents one from seeing the way out. So allowing for all the conditions in this extreme case we see the truth frees us from accepting this as a cause for worry.

In a handicap race extra weight is given to a horse only by virtue of past performances. We know that the only reason the horse is given this apparent handicap is because he has proved himself to be better qualified for the race than the others—so that that which seems to be a handicap is really a mark of superiority.

Therefore, if we are willing to concede this fairness to the powers governing horse races, we should be willing to grant the same justice, if not in *greater degree*, to the Power governing the Race of Life?

Each man creates his own destiny, and the lawful working of the power which he uses is such that through his own thinking he builds within himself qualities according to his needs. Thus if a man were in a successful business, and by success he were building within himself a mighty power to go forward in a tremendous way, any attempt on his part to be content with an immediate moderate success would interfere with the power expressing through him in a *larger* way.

Each man who is conscious of this truth and looks within instead of without, in the face of seeming disasters, will find there this wonderful power which equalizes the race of life by proving him to be superior to the seeming disaster.

History shows us that some of the biggest successes in life were with those who at some time or other had everything swept away from them. These are they who looked *within* and obeyed the *inner urge*.

TO say there is nothing in life worth worrying about might offend some people who feel that if for instance a loved one is in difficulty this is certainly a thing worth worrying about. While we repeat there is nothing worth worrying about at the same time there is something worth "doing something about". Instead of worrying, which only magnifies the conditions, why not use inner wisdom to see the way out?

Very often the greatest use we can make of our intelligence is apparently by doing nothing. As an illustration: In a clear lake with the sun shining and clouds passing between the sun and lake, we will see a clear reflection of the clouds in the lake. On a very windy day, however, with the clouds passing between, no reflection would be produced because of the disturbed state of the surface. Worry has the same effect in our consciousness.

If we are poised and peaceful in absolute trust we will receive from within seemingly reflected ideas which will lead to the solution of that which concerns us. But if we are worried we are like the lake on the windy day, unable to receive these reflections, notwithstanding that the ideas are there though unable to come through on account of the worry.

Whenever we use our intellect to "be still and know" that we will receive this inner guidance, we might *appear* to be doing nothing but will be making the very highest use of our intelligence.

Every successful business man either consciously or unconsciously uses his intelligence in this manner. How often have we heard of one who, when an important decision is to be made, instructs his secretary not to let anyone disturb him. In this quietness, the solution comes from *within* even though he later might argue that he was "thinking things out".

A mathematician having difficulty in working out a problem will suddenly look away and return to it with a solution. In that brief instant, he was looking *within* for his answer.

WORRY UNDERSTOOD.

Worry definitely has its constructive side when

understood for what it is—for the sensation which we interpret as worry is only the misuse of our intelligent understanding.

Every time we are confronted with a situation which ordinarily would cause us to worry, our spiritual powers instantly centralize themselves in an effort to give us the right thoughts. If we fail to recognize this centralizing of our friendly spiritual guidance and react to it by *worrying*, then, through the misuse of this friendly power, we ourselves have created the only worry we experience.

What we call "worry" *never can come from the conditions outside of ourselves* but is purely the result of our own reaction to the conditions.

Now, let us see how we can rid ourselves of worry. First: Could we be worried if we were *certain of mastery* over the seeming cause? Fear is nothing more nor less than faith in his *inability* to master.

Worry always can be traced to fear and that fear can be traced back to faith misplaced or *inverted faith* in the case. Thus all we have to deal with is *faith*, and should we decide *right here and now* to place our faith in ability instead of inability to master—it will free us from both fear and worry.

A logical question here is: How can we have faith in an ability which we do not *feel* we possess?

The answer is: To have faith in our ability to master a given situation does not necessarily mean that we have every essential requisite at the moment wherewith to be master, but with faith in our ability (if, for instance, technical knowledge be necessary) this very faith would provide the opportunity for this needed preparation.

Worry is constructive from another point of view, in that our analysis traces it to a subtle form of fear (which is inverted faith) and the right use of this, leads to mastery.

Worry misunderstood is destructive, but *worry understood is constructive*; for this very sensation which we call worry is nothing less than a friendly way of being advised to reverse our faith from the negative to the positive—and then to be still, and let the solution become ours.

"I Am Thankful—"

FOR peace that comes to me in wooded hills,
For glory of the towering, age-old pines.
For sweet, crisp air that warms the blood like wines
Long stored in ancient vaults, and for the trills
Of liquid beauty that the bluebird spills—

For white-trunked aspens; clematis that twines
Its curly tendrils round the oak, its vines
All fleecy with their soft, white, clinging quills,

*I thank the God of forest and of glade
Who decks His woodlands in soft tints of green
And spatters sun's gold through the deepest shade
To glint upon the noisy brook's clear sheen.*

*I thank Him for the birds' sweet serenade
And for the quiet peace that comes unseen.*

by GEORGIA MOORE EBERLING

● Give Me Strength ●

GIVE me strength
for the daily task;
courage to smile
and wear the mask.
Let not bitter disappointment
chill my soul,
as life's rough waters
over me roll.
Let me
take life's sorrows
sad and grey,
and thread them
into a song
of dawning day.
Let me
make wings of words
that they,
like swiftly-flying birds,
may flutter softly
down to rest
and strengthen
the weary heart
in some storm-tossed
breast.
Grant
that life's unworded pain
as it unexpectedly falls
again and again,
may burst forth
in words of singing
which may bring
solace to some soul
steeped in sadness.
Let sorrow a great transmuter be,
turning every loss
as it issues forth
with the force
of refreshing rain,
in songs that
shall sweep away
loneliness and pain.
Oh, let me sing
a song of defiance
to dark despair—

a song that shall echo
on the wings
of the air
and carry
to some struggling soul
across miles afar,
a message from the heights
of hope's morning star.
Let not
smooth-tongued flattery
deceive my ear.
Keep sweet sincerity
ever near.
Help me to become calloused
to vibrations antagonistic
and keep my spirit
hopeful and
radiantly optimistic;
ever spurred on
by the sword
of a singing spirit
and the lance
of laughter.
May meditation's paths
which I tirelessly travel
enable me to unravel
the real meaning of life
so that I, through suffering
and groping my way
amid tangling shadows,
may teach others wisdom
born of life's sorrows.
May I,
who once
seeking understanding,
found all unheeding,
learn the gift
of helpful leading.
Let me leave
a cup of hope
beside some life's spring—
count that
my richest thing
and be
CONTENT!

● *by* **FAITH LEWIS** ●

You Cannot Stand Still!

"Your life is in your own hands . . . You set the limits to yourself and your attainments only as you cultivate a consciousness of limitation. . . ."

NOW, it is a significant thing that notwithstanding the long period of man's existence, it is only within the last few years that he has really begun to demonstrate his ability to overrule and order his environment to his liking.

While there have been brief periods in the past in which men and sometimes nations of men have risen to commendable heights still through it all such sporadic cases stand out in marked contrast to the dead level of mundane existence.

Within the last century, however, man seems suddenly to have come into his own. Invention, discovery, learning and general progress in all lines of endeavor have been such that a veritable new world of untold possibilities has suddenly been discovered. In fact, one is safe in saying that the world has made more definite, lasting progress in the last one hundred years than in all the combined ages of its previous history.

Art, science, discovery, invention, medicine, manufacture—each has contributed its quota, and now having discovered and made over the physical world about him, man turns at last to explore, analyze and dissect the one great unit of inexhaustible power and resources—*man himself!*

Man is what he is by the force of one power alone, and that is the power to *think!* Man, of all the vast animal creation, is the one and only animal that thinks consecutively and constructively. Animals move by instinct, but man orders his course by reason.

All normal men think, but all men do not think consecutively nor constructively. Not all men can be great, but all men can be greater than they are! The great man thinks great thoughts. The small man is a small thinker. The power of thought is not confined to any one set of men or people. It is the one great universal heritage, free as the air we breathe and limitless as eternity.

Many and varied theories and hypotheses in the past have been advanced to explain the original source of matter. The latest popular explanation is the division of the atom into electrons of swirling magnetism. But a by no means inconsiderable number are today organizing themselves into a new school of physics, in which thought, and not electric energy, is held to be the basis of all matter.

BE that as it may, thought remains the greatest power known to man. A man can be what he can think! Every man holds the key to the power of thought, but it is not the possession but the consciousness of power that counts. It is verily true that "Whatsoever a man thinketh in his heart, that is he."

Whatever I am conscious of—is. Whatever I am not conscious of does not exist for *me*. We respond only to the things of which we become conscious. And to the degree that we respond, do we live.

Life, then, is made up of response. The more one thinks about things, the more we learn to respond to things, the more life we obtain. To the man untrained to an appreciation of music, musical harmony does not exist. A book to the savage mind is merely a matter of size and bulk and color. But to the comprehending, cultivated mind of the thinking man, it becomes a great storehouse of knowledge and entertainment.

No individual, terrestrial or divine, can set limits upon your possibilities. That is *your* privilege and it cannot be taken from you—only as you voluntarily relinquish your right to fashion your own career.

If you are afraid to assert your claim; or if you prefer to follow the line of least resistance; if you feel that the returns will not justify the effort, or if you are content to barter your divine birthright for a soggy mess of pottage that is up to you, but it does not alter the principle. If you demand little you will obtain little, but if you desire much—understandingly—much will be your portion.

* * * * *

Again, I repeat, it is all a matter of consciousness. You can be or you can have whatever you can become conscious of. Power you are not conscious of, for you, does not exist. If you would have power get the *power consciousness*. If you would have health, get the health consciousness; wealth, get the wealth consciousness, and so with anything else you may desire. Begin at once to look for its manifestation, to develop a consciousness of its present existence and to your great joy and—surprise, it will come presently into your possession.

Your life is in your own hands. You set the limits to yourself and your attainments only as you cultivate a consciousness of limitation.

The moment you begin (Continued on page 65)

"I'll Interview Myself"

by GRENVILLE KLEISER

IF you are to be transfixed on paper, why not interview yourself?

This has obvious advantages. You can deliberately assemble your ideas, commit them to paper, and subject them to rigorous revision.

"What is the best way to cultivate a facile use of the English language?" That's the first question I asked myself.

"The best and simplest means," I answered, "is by oral reading. *Daily* reading aloud of well-written English will rapidly teach one to speak and write correctly, even without conscious knowledge of rules of grammar.

"By thus fitting words to the lips as well as impressing them upon the mind, you will gradually develop a large and varied vocabulary and a fluent and flexible English style. Reading aloud from the Psalms is a specific means of developing musical rhythm of speech."

"What books have you found especially helpful for self-development?"

"Of old books which are now probably out of print, but may possibly be had in second hand condition, I like Watts' 'On the Mind'; Locke's 'On the Human Understanding,' and Seneca's 'Tranquillity of Mind'.

"I recommend 'Literary Studies', Bagehot; 'Life of Gladstone', W. E. Russell; 'Society and Solitude', R. W. Emerson; 'Familiar Studies of Men and Books', Robert Louis Stevenson; 'Sermons on Religion and Life', Robertson; 'From a College Window', Benson; 'Talks to Teachers', William James.

AN earnest student should have a good dictionary, a book of synonyms and Roget's 'Thesaurus'."

"But this literary training, this cultivation of the vocabulary and the ability to express oneself fluently; in what way can all this be of use to a man

or woman who is not destined for a literary career—say a business man or engineer?" I asked myself.

"Unfortunately," I answered, "many people make the same error in assuming that a thorough knowledge of English and the ability to write and speak it clearly and effectively is a matter solely for literary men. This view is erroneous.

"Reading the best books is an enormous factor in self-development and individual culture, without which no man can hope to go far. The knowledge, the breadth of vision, the enlarged outlook to be derived from a study of the works of the foremost writers is an incalculable asset to the individual in any walk of life, apart from the undoubted pleasure that reading for its own sake affords.

"It is only by a diligent and thoughtful habit of reading that one can become acquainted with, and profit by, the wide experience of the great men and women of the past, and thus learn to avoid many of the pitfalls in life which otherwise are likely to ensnare us.

THE more a man reads, and the better he chooses his books, the more sound and ripe will his philosophy of life become; hence he will be the better fitted to carry on his vocation, whatever it may be."

"Granted!" I acknowledged to myself, "but a commercial man, for instance, has not the time nor occasion to acquire a carefully studied and thorough knowledge of English. Surely he will have little use for it?"

"On the contrary," I said, "he is precisely one of those people who will directly benefit by such training. Thus armed, he can introduce into his general business and sales correspondence with just that force, that well-expressed and convincing argument which his less erudite and more indifferent competitor lacks.

"Your well-read man can save his correspondence from that cramped and stilted style of the ordinary office, and make it crisp, virile, effective. This difference cannot fail to impress itself on the recipient and ultimately bring increased business."



Psychology in Books

by Dr. Charles Southwell



FROM A PHILOSOPHICAL CHURCHMAN

IN *Personality And Religion* Dr. Edgar Sheffield Brightman, professor of philosophy at Boston University, endeavors to set forth for the average man the fundamentals of a personalistic philosophy of religion, including a restatement of the idea of a finite God, and at the same time ventures to offer some suggestions for a social philosophy.

The book is rooted in the conviction that ideas which are both philosophical and religious are essential to any society.

Written though it be in simple language, the book is obviously destined for the philosophical student of religion. To clergymen of all shades and belief and teaching it is warmly recommended.

The Abingdon Press

* * *

IS LIFE WORTHWHILE?

IN this earnest and sincere book *The Reason For Living* by Dr. Russell Wicks, Dean of the Chapel, Princeton University, the author makes a gallant approach to the persistent questions of life's meaning and value.

Writing for people who have lost hold of much they had been taught to take for granted, he seeks to furnish, not some complete and logically arranged scheme of thought, but rather the raw material out of which convictions can be made.

With an honest recognition of the fact that life's mysteries cannot be reduced to simplicity, his book is a series of hints which indicate directions where, as experience deepens, more and richer meanings can be found.

The starting-point is the question: What is man's life worth?

Our author's answer is that it is worth *what it has to share*. Urging upon his readers the principle that we must use our capacities for interests that are sharable, he comes to the second principle that the individual inextricably bound up, in all his living, with the group in which he finds himself.

It is to be noted that the difficulties discussed by the Dean in the course of the book are actual queries offered to him by hundreds of men and women with whom he has talked during more than a decade. The

earnest reader will find much stimulating thought in these pages.

Scribners

* * * *

BEAUTY AND THE BESTIAL

A NOVEL of New York life, *Marble And Mud*, in which Jane Burr digs wide and deep into the harrowing facts of the human struggle. Yet, in spite of the muck that permeates much of the book, the story carries a definite suggestion of beauty—the beauty of a man's service of an ideal and the glory of a good man's vision of the permanently beautiful things.

The hero is one Mike Jossky, a product of the lower East side in whom the Celtic and Hebraic strains are mingled, and the story is the tale of his steady rise from the squalor of his boyhood to the opulence of a successful business man. That rise is complicated by his devotion to a fairy princess, a little girl from Park Avenue to whose train he attached himself in the role of knight-errant. The girl is utterly unworthy of him, but it takes him years to find that out. In the end he turns to the quiet, well-poised woman who has waited for him through the years.

It is not a pleasant story, but by reason of that very fact is more true to real life than many a fashionable novel. Its action is slow in the beginning, but as Michael comes to manhood and goes forth to make his fortune the tempo moves up very briskly. When you are halfway through you find yourself definitely interested. From that point onwards you cannot leave the book down.

Compo Press

* * * *

WATCH YOUR COMPLEXES

FROM our English friends there comes to us *Psychology And Health*, the work of Dr. H. Bannister, who is director of psychological studies in St. John's College, Cambridge, and lecturer in experimental psychology at the university there.

The scope of the book is to explain the importance of psychology in our mental and physical life. The author sets forth the

(Continued on page 65)

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 thoroughly 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:—"Harry" writes—

When I was twelve years old my cousin came to our house to live. He stammered badly and I used to laugh at him and imitate him as a joke. Some months later I found myself stammering badly and I could not stop it.

My cousin left after two years, but this stammering has continued ever since and I am now twenty four. Is there some way to break it?

ANSWER:

Here is a good example of the power of suggestion and how, through doing a thing repeatedly, a habit can be formed. But your habit was not formed until you became conscious of the act and afraid of it.

When you realized that you could not check it, you lost your confidence in your power to do so, and thus you have been ruled by fear ever since.

You *fear* you cannot speak certain words without stammering, you *fear* certain situations you are placed in and just know that you are going to stammer.

Your problem is entirely a mental one and must be corrected through a form of mental training. Your confidence must be restored, your viewpoint changed, your power of control and concentration and will power strengthened.

When you have lost the *fear* of stammering, you will quickly remedy your

faulty speech. Another could prove of great help to you in bringing about self-mastery.

QUESTION:—B.L.L. writes—

Can anyone develop originality?

From my own experience I would say not, or at least, to any great degree. I am one of those dreamers with a great desire, but unable to find just what the desire is. Reading, thinking, hour after hour, constantly developing, slowly however, for nothing moves swiftly with me.

I have done my work, both willingly and unwillingly, but I've done it. And as time advances I am preparing for bigger work, but at this time am unable to tell what it is. Daily I watch for a clue.

Shall I write? or shall I delve into one of the sciences?

I want to do some good in a larger way than just living, but it won't come, that idea I am seeking. Psychology helps—but oh, for an original idea.

ANSWER:

I admire your ambition. Continue to hold an attitude of expectancy, but make a few adjustments which will make the materialization of your desires possible.

We cannot just sit down and think up ideas, in fact, if one sits down and says, "what shall I think about?" more than likely he will experience difficulty

in hitting on any interesting subject.

Thoughts usually come spontaneously and the nature of the thoughts depends upon what we have furnished our subconscious self to work over and give us.

To be truly original in a number of ways calls for the mind of a genius, or one who possesses inherited powers along some given line of thought, but he is not likely to have many in his life. Most of our thoughts are those furnished by others which we combine differently or improve on.

I think that probably your greatest drawback has been that you have used too much time in dreaming, and too little along the lines of *action*. I would make a choice, put good hard work into what I selected, and then I would stay by it until I had found something which appeared to be better.

QUESTION:—Q.E.R. writes—

I frequently become a little dizzy under certain conditions. When I lie down I have a sort of sinking sensation for a few moments, and on quickly arising my head will swim for a minute. Is this serious? What do you think it is due to?

ANSWER:

There may be a true physical condition present that requires some form of treatment, such as a piece of hard—
(Continued on page 53)

"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.

The Goal

Afired with love,
Kindled with hope,
Climbing on faith,
The heavenly rope—

You some day will win
That beautiful treasure—
A glorious true life
Heaped with good measure.

Esther Beal,

413 Woodlawn Ave., Bucyrus, O.

* * *

You—Ten Letters

P personality it builds with you
S elf it assists you to advance
Y ou it aids to explore
C haracter it directs
H armony it also employs
O neself it clarifies more
L ife its chief concern
O neself it profit brings
G ain it offers you
Y ou its interest always.

Jean Ashland,

545-85 St., Brooklyn, N. Y.

* * *

Philosophy

"Do unto others," my dear friend
As you'd have them do to you.
Is the finest bit of philosophy
That one ever knew.

If a borrower you'd be
Then you too must lend.
If a friendship you would have
You must be a friend.

If some kindness you would know
Try being very kind.
If to all you must be true
To all yourself you'll be blind.

Madolyn D. Mattes,

Box 902, Presidio, Texas.

* * *

An Easier Road

What? Me
That road to climb?
The road is hilly; the rocks are bare.
Why, treaders of that road are rae.

To victory I will not climb
So hilly a road of that kind.
I'll find the friends of yesterday
When I have found an easier way.

And so dear conscience
You've worked in vain
On this road, I'll not remain.

D. Ammann,

Freehold, New Jersey.

* * *

Success Recipe

1 large can of smiles
1 clean active mind
2 ounces of well founded faith

A dash of temper when needed. Mix
all ingredients in a personality bowl
and place in the heart of man. Let
simmer until you can obtain the de-
sired results by your own free will and
faith.

Bernice Vincent,

3828 N.E. 13th Avenue, Portland, Ore.

* * *

A Prayer For Me

Lord, I should like to have success,
But not unless I've earned it,
I should like to know I'm blessed,
But only when I've learned it
Can come from giving, so help me give
To others what they need
Teach me to know that I can live
Unselfishly with Thee.

Margaret Morris,

829 E. 46th St., Chicago, Ill.

* * *

I Find Great Joy In Little Things

I find great joy in the little things,
The gurglings of the mountain springs,
Our baby balanced on my knee,
The buzzing of the honey bee,
The mother's soft, sweet lullaby,
The twinkling stars that shine on high,
Aroma of the pies and cakes
That fill the air when mother bakes,
The brilliance of the sinking sun,
A comfy bed when day is done.
My life is fuller than the lives of kings
I find great joy in the little things.

David A. Thompson,

Box 234, Blacksburg, South Carolina.

* * *

Conceit

Conceit, dear friends is an asset,
If possessed in quantity small,
But when one is over-conceited,
The result is his downfall.

It was conceit that drove the hermit to
solitude,

And solitude is the price one must
pay,

When "I love me," and "Gee, I'm
swell,"

Is all that person can say.

A hermit's existence is not my idea
Of a successful, normal life,
For every man of my small acquaint-
ance,
Is happy when at home with his wife.

So, dear friends, if you are conceited,
Remember the hermit's fate,
And change your "I love me" to "I
love you,"
Before it is too late.

Mae Roberta Bellis,

242 Stewart St., Reno, Nevada.

* * *

"Personality"

In the flash of a smile
And the turn of a head
In clothes that have style
And a manner well-bred
You'll find personality!

In a look roguish and sly
And a carriage filled with grace
In the twinkle of an eye
And expression in the face
You'll find personality!

In wit natural and gay
In a voice warm and sincere
In a mind that likes to play
And laughter that rings with
cheer
You'll find personality!

Rose Roseman,

358 Greene Ave., Brooklyn, N. Y.

* * *

The Gods and I

I stand exalted in the open fields,
Alone I revel at poignant beauty
Enrapt with solitude.

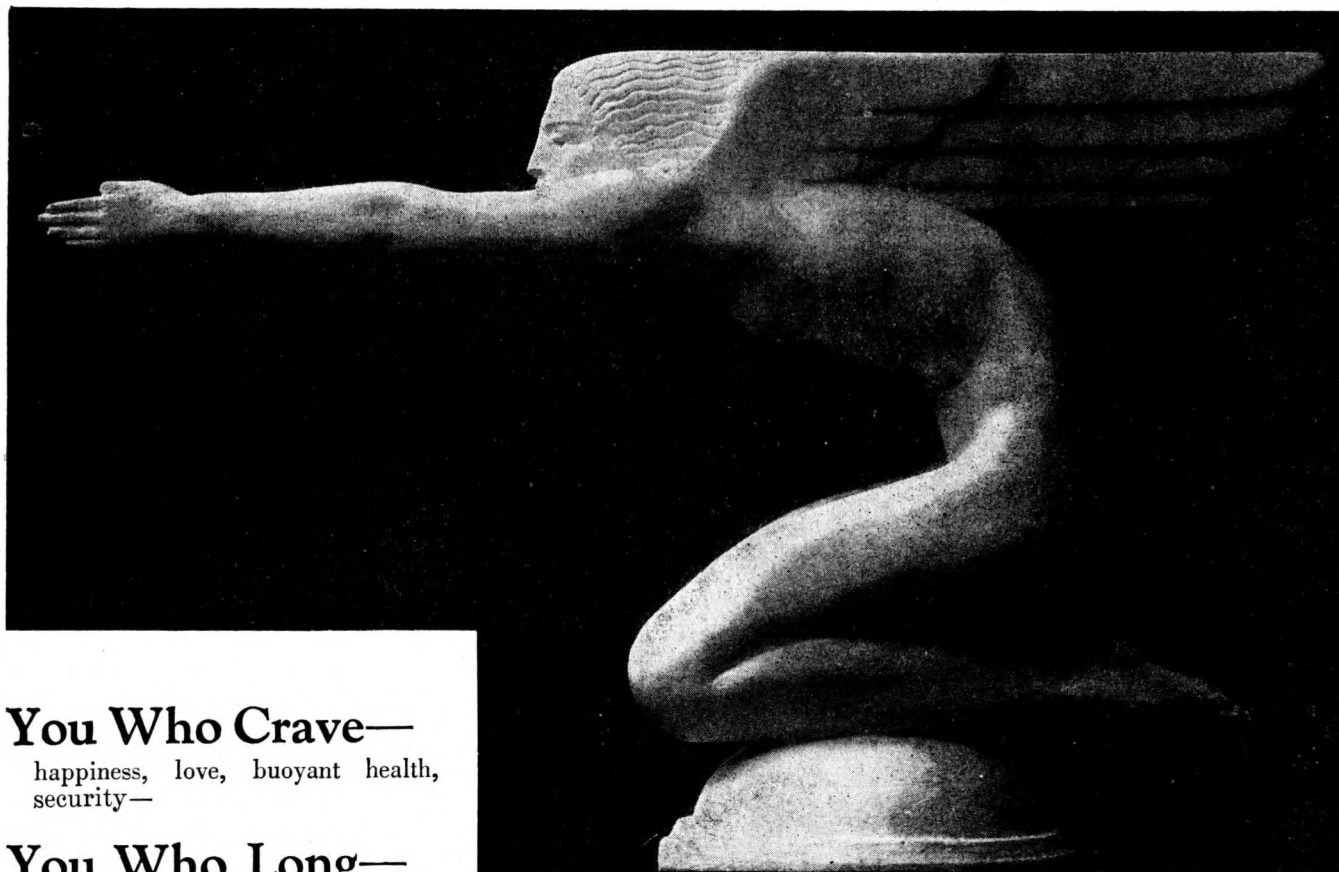
Feeling warm careless winds
Go whipping past.
The earth ablaze with tossing
Wine-red leaves.
Nature and I, alone.

Heedlessly knowing naught from
Whence I come,
Caring less about whither I am
Bound,
Watching yon winging bird.

I kneel, a sigh of peace escapes my
lips.
I lay my hands against
Earth's warm bosom.
We laugh, the Gods and I.

Louise Griffin,

108-B-W. Broadway, Cushing, Okla.



Sculpture by Harriett Frismuth

You Who Crave—

happiness, love, buoyant health,
security—

You Who Long—

to be free of the fetters of fear—
worry—habit—inferiority com-
plex—failure—

Do You Realize—

that by using certain, scientific, yet quickly mastered psychological principles you can come to possess the amazing power of training and directing that "other self" of yours, so that it will do your every bidding—will get for you the cherished things of Life—*physical, mental and spiritual?*

THE complete key to Life's supreme prizes is held out to you here, *if you will but take it!* No idle theories, but sound, practical, invincible laws of life whereby thousands of people have climbed to superb heights of triumphant living. In simple, yet forceful language, you are given the principles whereby *you* may rise to complete self-mastery, *you* may throw off fear, inferiority, worry, disease. *In their place, health, happiness and splendid prosperity can easily be yours!*

Acclaimed by Thousands!

"This course is worth a million dollars." . . . "These lessons are the supreme inspiration of my life." . . . "This is the beginning of a new and happier life for me." . . . "This course has done what a dozen doctors have failed to do." . . . "For twenty years I was the abject slave of the tobacco habit. Since taking your course I am master of myself and have not smoked or wanted to." . . . "Everyone in the world should have this course. It would revolutionize all of life, bringing about universal happiness, health and prosperity. I am walking on air since taking this course. It reveals one's hidden powers and changes all life for the better."

A Great Master Course—Free

A BASIC course in practical psychology, written in simple understandable language and consisting of fourteen unique lessons, embraces the best that has ever been written. Thousands have acclaimed this course! Astonishing healings have followed its study. Domestic difficulties have been solved; divorcees averted. *Cherished dreams of financial independence have come true.* Supreme happiness has been achieved. Countless men and women gladly paid a substantial class enrollment fee for the self-same lessons that are now presented in seven handy volumes and offered to you **AS A GIFT** with a special two-year subscription to **PSYCHOLOGY MAGAZINE**.

Latent Powers Revealed!

ARE you meeting with full success in life? This course shows you the infallible law of success. *Is perfect, radiant happiness yours?* These lessons teach you how to change or banish conditions that depress, discourage and defeat those who do not know the way. *Does your personality attract others to you, so that you are popular with all, a leader in every endeavor?* This course reveals the way to overcome every sense of inferiority and limitation. It shows you how to rise to supreme heights of personal and social power. **IT AWAKENS THE SLEEPING GIANT WITHIN YOU.** It tells you how to climb to the realization of your loftiest aspirations. It reveals the complete laws of self-mastery and the mastery of any hostile factor in your life.

Destructive habits can be broken at will through the technique unfolded. Sex can be understood, controlled and wisely used through the instruction given in this great master course. *You do not have to have faith!* You are the judge and jury. If you are not convinced that this is the most amazing message that has come your way, you may return the course at our expense.

FREE!

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What Can We Do For You?

(Continued from page 50)

ened wax on the ear drum, a possible heart disease, hardening of the arteries, anemia.

With the above disorders eliminated it is then due merely to a state of nerve supersensitiveness. It is one of the symptoms which often accompany neurasthenia. See a physician and get his opinion.

QUESTION:—R.Y.W. writes—

A few months ago I went to a physician for an examination and he advised an x-ray, believing that there were possible kidney stones. The x-ray gave no indications of them, but he said things looked suspicious. When asked if he thought something radical should be done, he replied—"No, I do not think that an operation at this time is called for."

He did not give me a diet, nor did he give me a prescription. He merely told me on leaving, "If anything unusual comes up call in and see me."

I continued to feel rather poorly, not my real self at all. If I have such stones, is there anything I should be doing?

ANSWER:

I presume you have dwelled on the possibility of kidney stones being present and have been watching yourself too much, just as the man who believes he has heart trouble and takes his pulse frequently.

Such a mental attitude would be upsetting to you.

Worry alone can in time break down the strongest nervous system and make one feel miserable. I suggest that you drink distilled water for a month, about eight glasses a day, and try to forget yourself entirely. Keep busy and don't sit around and think.

QUESTION:—M.A.B. writes—

I have read that drinking water is a good habit and that everyone should take at least six or eight glasses a day. Does this mean water or fluid? Is tea and coffee counted as water?

ANSWER:

When you are told to drink eight glasses of water a day, it really means fluid. Coffee and tea would count the same as water, but if you were to substitute tea and coffee and drink no water, I assure you your health would not be as good. You might better substitute milk and fruit juices.

(Continued on page 55)

A Special Message to STOMACH SUFFERERS Who Are INTELLIGENT

This is an unusual announcement, we know. But we shall apologize to no one for it. We have a mission to perform, and, to perform it, we *must* be frank and honest.

We address ourselves to those who suffer with stomach trouble in its various forms—those afflicted with ulcers, acid stomach, mucous colitis, etc. To such we *know* we can be exceedingly helpful. But only in case the sufferer has intelligence and understanding.

In fairness to ourselves, we want to say at once that we have all the sympathy in the world for the ignorant who suffer with these ailments. And we recognize that they have the same need for relief as their more intelligent fellow sufferers. However, the fact remains that taking it by and large, we can't help them—*much as we would like to*. The point being that the ignorant cannot understand certain very necessary fundamentals and won't co-operate, even when we are doing our level best to help them. This is unfortunate. But it's so—as we know from experience.

Here then truthfully are the facts—addressed, we say again, only to those who have the intelligence to comprehend and the enterprise to avail themselves of the valuable service we have to offer.

We have developed a medication for various stomach ailments:

- for hyperacidity—or "acid stomach" as it is commonly called;
- for ulcers of the stomach and the duodenum;
- for mucous colitis, and what the doctors call "irritable colon."

This medication was developed with the cooperation of one of the finest hospitals in the land and their group of stomach specialists and laboratory research workers.

We call this preparation "V.M." To the medical profession it is known as "VegeMucene." It has been used in many hospitals—in New York, Chicago, Philadelphia and other medical centers—and by many hundreds of physicians, including some of the foremost stomach specialists in the land—"Gastroenterologists" as they are called.

All of which we're prepared to prove by SWORN-TO Reports from these hospitals and the doctors themselves, in which reports they tell of favorable

results secured with this treatment in from 70% to 85% of all cases—many of which had failed to respond to any other treatment, and some of which had just about been given up as hopeless.

This, mind you, isn't what we claim. It's what these *doctors and hospitals themselves report*—copies of which reports we stand ready to place in your hands without cost or obligation.

V.M. is compounded of pure vegetable matter and is absolutely free from drugs of every kind. In this respect, V.M. is new and revolutionary. For, almost every so-called "stomach tablet" is compounded from alkalies or other drugs.

The action of V.M. is to coat the walls of the stomach and connecting intestines with a vegetable, mucin-like film which adsorbs the excess stomach acids, carries them from the stomach, and, at the same time, serves to protect ulcer wounds and inflamed, irritated stomach and intestinal linings, thus affording such wounds and inflamed surfaces an opportunity to heal.

If you who read these lines are afflicted with any of these conditions, we invite you to send for the full facts concerning the V.M. treatment, a copy of the doctor and hospital reports telling of their experience with V.M., and a full \$1.00 Treatment, all of which we shall be glad to send you on receipt of 25c only, to pay packing and shipping costs. Need we point out that our readiness to send the treatment itself shows you better than anything we might say our confidence in V.M.'s effectiveness and its power to help you. However, without desiring unnecessarily to give offense to anyone, we must repeat that this offer is made only to those who have the intelligence to understand and the keenness to appreciate the facts we stand ready to submit, and, who, furthermore, will cooperate faithfully in carrying out the scientific, but simple, common-sense instructions that should be observed when taking the V.M. treatment.

If you know yourself to be such a person, we invite you wholeheartedly to use the coupon below. The mere fact that you mail this coupon will be accepted by us as evidence that you are such a person as we here seek to address, and, accordingly, we shall welcome your request and regard it a privilege to serve you.

V.M. PRODUCTS, Chicago

V.M. PRODUCTS, Dept. 109

500-510 North Dearborn, Chicago

Gentlemen: Please send me the facts about the V.M. treatment, together with the doctor and hospital reports, and the full \$1.00 treatment of V.M. itself. I enclose 25c to defray packing and shipping costs. I am afflicted with the condition checked below.

- | | |
|--|----------------------------------|
| ☐ Acid Stomach | ☐ Ulcers |
| ☐ Distress after eating | ☐ Colitis |

Name.....

Address.....

Town..... State.....

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

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

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

We should like to put into the hands of every such man a copy of a little book that contains the seeds of self-confidence. It is called "What a Business Man Must Know Today," and it will be sent without obligation. It contains the Announcement of the Institute's new Course and Service for men who want to become independent in the next five years. Among the contributors to the Course are:

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

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

DAVID SARNOFF, *President*, Radio Corporation of America.

MERRYLE STANLEY RUKEYSER, *Eco-*

nomie and Financial Writer, New York American; *Lecturer*, Columbia University.

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

Can any ambitious man fail to get something of value from contact with minds like these? Could anyone fail to become more self-reliant, more active, more able?

SEND FOR THIS BOOKLET

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

Why not investigate NOW? The booklet which the coupon will bring you costs nothing and places you under no obligation.

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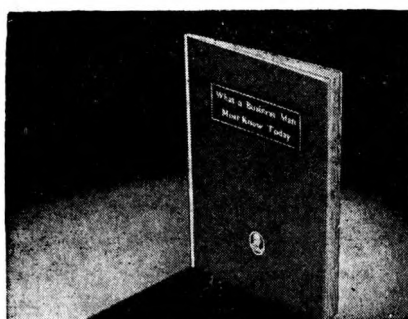
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Send me "What a Business Man Must Know Today," which I may keep without charge.

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

The little book pictured above should be read by every man who expects to win a secure place for himself in the next five years. It explains some of the changes which are taking place in the business world today. It tells how you can equip yourself to take your place in the new business structure with confidence and increased earning power. It contains the condensed results of 25 years' experience in helping men to forge ahead financially. The coupon at the right will bring it to your desk. Send for your copy today.

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"I Think?"

(Continued from page 32)

under-emphasis, which makes for pleasant reaction from those who hate to have things "rammed down their throats." Wallington proves himself a past master in the use of psychology.

BEAUTY VS. INSANITY.

"There is nothing quite like a permanent wave or a facial to lift a woman out of the blues," says Dr. Ralf Hanks, of Missouri State Hospital for the Insane.

Beauty shops have been installed in many American insane asylums and tangled minds are straightening under the operator's skilled fingers.

"Lipsticks and marcel's restore pride and eagerness to a woman's sick mind. Pride in herself—eagerness to do something with herself—this lifts the shadows.

"Clean up the ugliness and untidiness of a woman's body and you'll go a long way toward cleaning up the ugliness of her soul," he concludes.



Throwing Stones at Yourself

(Continued from page 41)

"Neither do I condemn thee" was said to you. Think well then before you condemn another, for the rest of the command is 'go and sin (recognize sin) no more'.

"Presently your whole attention is centered on goodness, and the transformation of you and your universe takes place because you have renewed your mind.

"Be not, therefore, an official stone caster; do not bring yourself under the hard rebuke, 'He that is without sin let him cast the first stone,' which will cause you to slink away in shame.

"When the one sheep strayed from the fold and was found far from its rightful place, instead of being stoned to death for its disobedience, a loving arm was placed around it and it was brought back rejoicing. You remember that the rod and staff were in that arm that lovingly reclaimed the lost—but there was no stone."

* * * *

So again the question comes: Are you an official stone caster?

(Continued from page 53)

QUESTION:—G.S. writes—

My need is urgent. Two years ago I suffered a very severe nervous breakdown, following eight years of strenuous activity as a sales manager in Wall Street. In 1922 one of my partners went wrong and it cost me every cent I had in the world—my home, and my income. Then followed one unlucky business venture after another—until I began to feel that the proverbial jinx had me in his clutches.

At forty years of age, I cannot conceive of myself as through, yet a dozen doctors, including two leading psychiatrists say they can do nothing for me. They say I have a psycho-neurosis. I'm a Harvard graduate, and even the doctors say I'm worth saving.

I eat well, sleep well, but have no strength or endurance. Frankly, what would you do?

ANSWER:

It makes me feel upset too when I read of these doctors, and even two psychiatrists, telling you that they can do nothing for you. And these same two men would condemn another, who approached the case in a manner deemed unethical, if he were to give you real help.

You can be restored to a normal life—there is no question about that. It is a question of your falling into the hands of someone whom you have faith in and who is qualified to render you the service you require.

No matter what you might have lost financially, it would have made very little difference, had you just held fast to your confidence in yourself. The crushing blow was your loss of confidence. With that restored, you would again take up your business activities and find the jinx a thing of the past, and your efforts again successful.

A period of reeducation—a mental training will correct your faulty viewpoint and build up confidence. This usually must be helped along by someone who understands getting back of you and loading you up with the truth regarding the state you are in, so that your reasoning powers will gradually respond and act on these mental pictures that are given to you more and more.

QUESTION:—G.P. writes—

I am writing to you about a problem of mine—which is cigarettes. I smoke

from fifty to sixty a day and I must say that they have "got me." I find this is the only habit I have ever formed that I cannot lay aside.

Every month I say I am going to stop, but in only a few hours I am reasoning with myself and trying to show myself reasons for not stopping—and I soon go at it again. Can you suggest some way that I can go about quitting and win?

ANSWER:

Breaking a habit, or doing anything else which requires will power, resolves itself into a question of "desire." We do the things we desire to do the most.

To begin with, you have never been fully determined to stop your smoking. You have argued the matter over with yourself asking, "shall I or shall I not?" always leaving a loop hole and never in a determined way saying to yourself with real feeling—"I am going to stop these cigarettes. I mean business."

Some people can smoke and apparently have very little detrimental effect on them, but others cannot. If you have found that smoking does not agree with you, why continue to use a form of poison which is slowly but surely tearing down your vitality and tone and working a very real hardship on you? Awaken more and more desire and determination to show yourself that you have NOT lost your power of control.

QUESTION:—M.A. writes—

I myself am practicing psychology but there is a question I do not find answered in any of the books I have on hand. I was asked the other day by one of my patients, "Do more people die in the summer than the winter?" My mind turned to the fact that summer is very trying on people with a lowered vitality, or with heart disease, and my answer was "summer." Can you inform me regarding this? I would like to know definitely whether I was right or wrong.

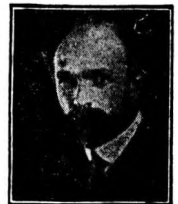
ANSWER:

Statistics show that a great many more people die in the winter months than in summer. The month of March is the highest in the death rate, while July, August and September are the lowest. I take this from the tables covering 4,000,000 deaths and averaged for a period of several years.

How to Speak and Write MASTERLY ENGLISH

Sherwin Cody's remarkable invention has enabled more than 90,000 people to correct their mistakes in English. Only 15 minutes a day required to improve your speech and writing.

THOUSANDS of persons make little mistakes in their everyday English and don't know it. As a result of thousands of tests, Sherwin Cody found that the average person is only 61% efficient in the vital points of English. In a five-minute conversation or in an average one-page letter, from five to fifty errors will appear. It is surprising how many experienced stenographers fall in spelling such common words as "business," "abbreviate," etc. It is astonishing how many business men say "between you and I" instead of "between you and me," and use "who" for "whom," and mispronounce the simplest words. Few know whether to use one or two "c's" or "m's" or "r's," whether to spell words with "ie" or "ei," and when to use commas in order to make their meaning absolutely clear.



SHERWIN CODY

A Remarkable Invention

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

Self-Correcting Method

A patent was granted to Mr. Cody on his unique device, and now he places it at your disposal. This invention is simple, fascinating, time-saving, 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.

Only 15 Minutes a Day

A remarkable advantage of Mr. Cody's course is the speed with which these habit-forming practice drills can be carried out. You can write the answers to fifty questions in 15 minutes and correct your work in five minutes more. You waste no time in going over the things you already know. Your efforts are automatically concentrated on the mistakes you are in the habit of making, and, through constantly being shown the right way, you soon acquire the correct habit in place of the incorrect habit. There are no rules to memorize. There is no tedious copying. There is no heart-breaking drudgery.

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A new book explaining Mr. Cody's remarkable method is ready. If you are ever embarrassed by mistakes in grammar, spelling, punctuation, pronunciation, or if you can not instantly command the exact words with which to express your ideas, this new free book, "How You Can Master Good English—in 15 Minutes a Day," will prove a revelation to you. Send the coupon or a letter or postal card for it now. No agent will call. SHERWIN CODY SCHOOL OF ENGLISH, 3411 Searle Bldg., Rochester, N. Y.

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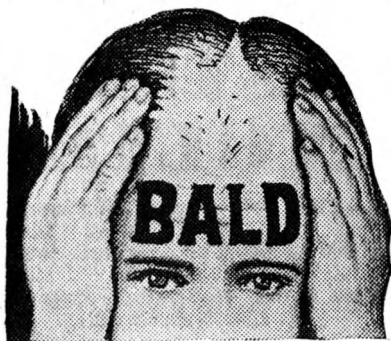
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This valuable book can not be sent to children.

WHY MEN GO



Science Finds Easy Way to Remove Germs In Superficial Layers of Scalp and Stimulate Dormant Roots to Promote Hair Growth.

(Read Free Offer)

A germ called "Flask Bacilla of Unna" gets deep into the scalp skin in many cases of abnormal hair deficiency, causing a most dangerous type of dandruff. It clogs up pores and hair follicles, causing itchy scalp, falling hair and prevents dormant hair roots (papilla) from growing new hair. The germ is seldom suspected. Washing and shampooing and use of tonics, ointments and lotions don't remove the cause. They merely cleanse and treat the surface and roll off the outer skin like water rolls off the back of a duck. No wonder baldness is increasing.

Now a new method enables people who have dandruff, falling hair, thin hair and baldness to easily remove the congested thin outer layer of scalp skin. This permits opened pores and follicles to absorb air, sunshine and receive a blood stimulating compound to activate the smothered, dormant hair roots in promoting hair growth as nature intended. It is all explained in a new treatise called "HOW HAIR GROWS," showing "anatomy of your hair" and tells what to do. This treatise is now being mailed FREE to all who write for it. Send no money, just name and address to Dermolav Lab., Desk 91-B, No. 1700 Broadway, New York, N. Y., and you get it by return mail free and postpaid. If pleased, tell your friends about it.

Are you a DOOR MAT?



If you suffer from an inferiority complex, the "spirit disease" that causes you to allow less capable, but more aggressive persons to step over you and win the glory that is rightfully yours—then you are in urgent need of Psycho-Analysis training. Send for the FREE Booklet, "Psycho-Analysis. The Glorious Pattern For Living" and learn how much it can mean in your life!

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A 40,000-word book; a 3,500-word diet plan, a life membership certificate—a detailed method of side-stepping old age, as taught my 1000-member school of persons aged at 70 to 110 years. All for \$3.

DR. W. A. McKEEVER
State Capitol P. O. Oklahoma City, Okla.

"I'll Get Even!"

(Continued from page 21)

Instantly, even though part of me wanted to hold onto the harsh opinion, I insisted upon having other thoughts of her.

"She has some good in her," was all I could bring myself to say at first. The next thought—at least not an unkindly one—was, "She does the best she sees. She has not realized what she is doing."

"I had a little tussle with that—resentment wanted to surge into the statement that she *did* realize and know what she was doing, but I held to the kindlier thought, and in a short time was conscious of tolerance toward her.

"I progressed so far—rather fortunately I had not chanced to run into her personally in the meantime—that, coming upon a fragrant bunch of lilacs in front of a florist's shop, I remembered how inordinately fond of the bloom this woman was, bought a bunch, and laid it on her desk as I passed her office.

"I am not sure what I would have done had she been at her desk, but I

do know it was quite easy to respond to her somewhat sheepish smile when I later met her in the lobby. 'It was kind of you—I knew it *was* you because no one else knows how I adore lilacs,' she said.

"We looked into each other's eyes—and that was the last of the long hate siege.

"It was a funny and round-about way to accomplish the getting even that I had tortured myself with previously, but it's the kind of getting even that pays with satisfaction—instead of with regrets and heartaches.

"Since then I've had various experiences—all of which convince me that the life force so closely interwoven with the mental, is too valuable to waste in destructive emotions. A blind effort to get even is a boomerang that no wise person will turn on himself."

Be too wise to pile up a reckoning against yourself in your efforts to "get even"—and you'll find the reasons and causes for "getting even" will become more and more infrequent.



Personal Problems

(Continued from page 40)

PROBLEM:

Fearful dreams for the past two years has caused me fear of going to sleep at night. I walk for miles at night to keep awake so that I won't go to sleep because I dream such terrible things. Please tell me what I can do to stop these fearful dreams? I'm distracted.

Just a Dreamer.

thoughts and you will not dream bad things.

* * * *

PROBLEM:

I've not much education, so I won't write much of a letter, but I walk in my sleep. What causes this? Please explain.

J. L. B.

SUGGESTED SOLUTION:

Sleep walking is a condition of nervous anticipation. Overwork and anxiety are the chief causes of sleep walking. Relax your mind more during your tasks. No doubt you are taking the world's responsibility upon your shoulders. Your lack of education probably makes you anxious throughout the day, and nerve fatigue is the result. There is one more thing that could contribute to your walking during sleep, and that is eating a heavy meal before retiring.

SUGGESTED SOLUTION:

Dreams are nothing more than the aftermath of the thoughts you have entertained. Undoubtedly you are anticipating negative fearful thoughts during your waking hours to keep this chain of pictures running after you go to sleep at nights. Before you go to sleep—pick up a book and read beautiful thoughts by some author.

Saturate your mentality with pure



More "Sure Fire" Success Laws

(Continued from page 22)

could a man have said of him? And loyalty to friends, employers, employees, and customers seems to be the rule with the men whose success methods bear study and emulation. Another law may be accepted thus:

Success is possible only for the man who always can be depended upon. "He believed in himself". It is a known fact that the men who have achieved the greatest successes have, without exception, been men who had a tremendous amount of faith in themselves.

Call it self-confidence, egotism—what you will—it seems an indispensable ingredient in the success formula. It appears that the statement, "As a man thinketh, so is he," is more than a phrase.

It is difficult for a man to succeed if he does not believe in himself, because thoughts have a tendency to materialize themselves. This provides a basis for another law: A man's success is in direct ratio to his faith in his ability to succeed.

One law is what might be called "Law of Courage". Life is not always plain sailing; it would appear that to be successful, a man must not only believe he is 24-karat, all wool and a yard wide, but must also be courageous enough to *prove* it against odds. Taking the wording of this tenth law practically verbatim from the letters to which I referred last month it may be stated thus: One must have courage to keep going in the face of discouragement—to surmount obstacles *as they arise*.

MANY of these "sure fire" success laws are obvious. All of them are well known. No originality is claimed for them—in fact, nothing is claimed for them except that they operated favorably in the cases of five hundred men, and that they are, therefore, entirely out of the class of the theoretical. The next law is obvious, but since the five hundred letters without exception, mentioned a success factor which is, among civilized people, taken for granted, this factor is incorporated in this: One must be absolutely honest in thought, word and deed. Must possess integrity.

Success usually has a money basis, for the reason that money represents labor. Study of the letters revealed the fact that the five hundred men had used good judgment, both in saving and in spending the money which came to

them as a result of their labor. They were thrifty—thrift being, as Theodore Roosevelt said, "common sense applied to spending". Therefore, we might state the next law thus: One must use good judgment both in saving money and spending it, so that the labor which brings the money shall not be wasted, or its effectiveness diminished.

The word "ambition" is defined as "worthy eagerness to achieve something great and good." Checking up the letters in the light of this definition, I found that the men described had been truly ambitious, according to the definition. They had not simply thought of making money and achieving place and power; in every letter it was stated that the man described was a success because he had served his fellow man faithfully and well.

Most of them had made money, naturally. The word usually pays for services well and faithfully rendered. There are some men who have not kept faith with their fellows and who are yet on the wabbling pinnacle of pseudo-success. But *real* success—the kind that "stays put"—is always based on some real service to humanity. Another law of success then, might read: "No man can be successful unless he serves his fellow man to the best of his ability and to the limit of his capacity." He profits most who serves best.

The fourteenth law of success, and the last, while probably not a basic requirement for success, is nevertheless an especially desirable rule to observe. It is crystalized in this statement, which showed up in letter after letter: "He was modest".

It is remarkable how, when a man has achieved a measure of success and it has "gone to his head," further progress is hindered and the doors of added opportunity are closed. And so, we may formulate our fourteenth law in this way: "Modesty is the most becoming gesture of success."

Here, then, are the important laws of success as discovered in an analysis of the life stories of five hundred successful men.

They are not just one man's opinions or beliefs; I have simply put together the reports I received. There may be other rules which would be helpful. What are here set down as laws are those points which were found in a majority of the letters. I have been concerned with giving the rule, as I found it, *not* the exception.

Why Can't You Write?

It's much simpler than you think!

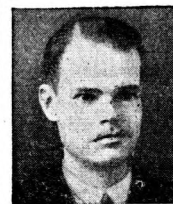
SO many people with the "germ" of writing in them simply can't get started. They suffer from inertia. Or they set up imaginary barriers to taking the first step.

Many are convinced the field is confined to persons gifted with a genius for writing.

Few realize that the great bulk of commercial writing is done by so-called "unknowns." Not only do these thousands of men and women produce most of the fiction published, but countless articles on business affairs, social matters, domestic science, etc., as well.

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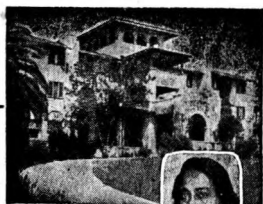
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Your Job and You

(Continued from page 35)

man. Since that time eight years ago I have been making my living as a nurse, being a graduate nurse. I am underpaid because the normal fee up here in my country is small and there are long waiting periods in between.

Most of my patients like me and my services, not only recommending me to other positions but having me up to their homes for dinner. I love my work and find great satisfaction while practicing my chosen profession but I cannot go on waiting and waiting in the same way much longer.

If someone would finance my plan I would like to open up a nursery or an old folks home. I love to take cases of old folks and newborn infants.

I have had eleven years office experience and am able to take dictation in English and German. I have my own typewriter but my efforts along that line so far have not been effectual.

I would also be able to run a rooming house and give board as well, but all the places I have seen were too high

priced for my means. What would you suggest?

Here is a woman who has had a wealth of experience and should be able to fit into a niche where all her training would be put to use.

My first suggestion is that she apply, through some of the large New York papers, for a position as nurse-companion. There are many wealthy men and women who would like to have a trained nurse who could take dictation, read to them and make herself indispensable. These positions pay well and often mean travel.

Then it is possible to register with certain nursing agencies in large cities for positions in connection with old people's homes. Many homes are looking for just such a woman.

You are still young and with the excellent training that you have, both in nursing and in office work, you should find no difficulty in getting the type of position that you want.

Psychology In Books

(Continued from page 49)

theories of Freud, Adler, Jung and Janet, but he follows no school to the exclusion of the others.

From long association with medical men the author stresses the importance of a working knowledge of psychology in a doctor's daily labors, from such elementary things as the bedside manner to the more complicated questions of obsessions. Special attention is paid to the problems of infantile sexuality, and many case-histories are given to show how the patterns of infantile life persist in the problems of the physical adult.

The book should be invaluable to the busy medical practitioner who is anxious to solve, in some measure, the problem with which he is daily confronted, namely, the inter-relation of mind and body, and especially the part that infantile reactions play in the life of the grown individual.

Macmillan.

A MINISTER SPEAKS TO HIS BRETHREN.

This book, written by a distinguished Presbyterian minister and directed to his colleagues of all denominations, calls upon religious leaders to enter sympathetically into the privileges and obligations of this modern day. Specifically it calls upon them to be educationally minded, with an intuitive appreciation of life as it is, and endowed with an inventiveness and

courage in their methods of approach to the problems of the average man of our time.

The author is Dr. William Chalmers Covert, and the happy title of the volume is *Facing Our Day*.

In line with the optimism of its modern outlook the book breaks away from more than one traditional viewpoint. Contrary to the usual religious interpretation of modern life, the book welcomes the machine age and tells us that "as we move deeper into the life of this machine age we find a new necessity for argument on behalf of the existence and personality of God."

It boldly faces also "the moral perils that obviously are to accompany the gradual increase of leisure in the life of the American people."

The widespread use of newspapers as means of linking up the various sections of human society, the value of the new psychology, the growth of various religious cults, the new emergence of faith healing, the place taken by music in the church life of our time, all these and several other such interesting topics are presented for discussion among the brethren of the cloth.

On the whole, the book is a delightful reminder of the fact that churchmen today are alive to the need imposed upon them by the changing standards by which we are trying to live.

Abingdon Press.

"Miracles" of Suggestion

(Continued from page 16)

manifested in incorrigibility, inattention, mental backwardness, habits of lying and deceit, and in certain forms of perversion, marvelous results have been secured by mental suggestion. Drunkards have been reclaimed. Those addicted to the habit of excessive cigarette smoking have been relieved of their cravings, and in rare instances, even drug addiction itself has been overcome by mental therapeutics.

All this may seem, to the uninitiated, difficult to believe, yet the literature on the subject bears out my personal experience—even transcends it in many classical instances.

Our enlightened physicians' patients are no longer merely material entities, but psychological personalities possessed of the capability of answering to mental and psychic suggestion, and with attributes and power of mind and

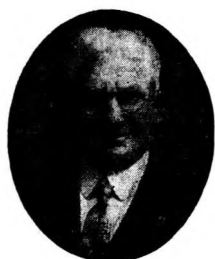
spirit over their own bodies.

Psycho-therapy and psychical research furnish proof that man possesses hidden forces which can be directed with specific results toward his mental, physical, moral and terrestrial well-being and survival.

So well established are these truths at the present time that practically every great clinic and college in the civilized world now has special departments devoted to the study of these subjects. Especially is this true in regard to the relief of mental and physical ills by suggestion.

More and more, physicians and scientists everywhere are making use of this God-given art, curing by this means thousands, if not scores of thousands, of those who might otherwise be condemned to lifelong invalidism or even to death itself.

William A. Engle says:



To get what you want, give what others need.

A good character is man's greatest asset.

The virtuous never look for the vileness in others.

He who can meet misfortune with a smile is one of fortune's favorites.

Those who pat themselves on the back give others a pain in the neck.

Each has the power within to be what he wants to be, and to get what he desires.

RADIANT LIVING — (Continued from page 61)

brings satisfaction, happiness."

"Some people ask so little of life—" I observed.

"Many of them," he responded.

"And get it," I persisted.

"They might be said to have adopted a philosophy which includes no desires—beyond the fundamental ones of eating, drinking, sleeping, mating."

"Perhaps they're lucky," I broke in, trying to be cynical.

But the doctor did not hear me.

"So may see life as something resembling a business proposition, their daily routine including only the very modern ingredients of rush hours, sky scrapers, super time-and-space savers."

"And they have no leisure to consider whether they're happy or not."

"But they will. And eventually they will know that the completely happy life must have an underlying desire to be of service. The one who strives to find what he can put into life that will make for co-operation with his fellows—such a one is making an investment in life that is sure to pay him interest—in contentment, in a satisfaction of living."

"Sometime, perhaps, you will write an article for us that will cover some of these things," I ventured. The doctor smiled a half promise—but now there can be only my poor recording of what he said.

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Wake Up Your Glands!

(Continued from page 19)

man ran around like a wet hen, two steps forward, three steps back, and smack into the taxicab.

Three types of reaction. Number one—a good adrenal gland; number two—a poor adrenal gland; and number three—a worse one. Number one adrenal gland contracted at the sound of the horn and threw adrenalin into the blood of the first man, then it relaxed. The man did the right thing—his strength was marshalled to jump, his brain was cleared to think, his powers were all at hand.

Number two adrenals opened up and stayed that way; he was "frozen" by the continuous pouring of adrenalin into his blood—a sick adrenalin gland—a wonderful way to meet an emergency—not! Luckily the driver had brakes. The glands of number three were worse than useless, they did not contract at all and therefore made no preparation for the emergency, and the result was the wet hen procedure. He not only failed to meet the emergency, but befuddled matters.

Another example: The door bell rings—a bill collector. A housewife with number one glands goes out the back door. The glands of number two petrify and she can't talk or move. Number three flutters here, flits there, stutters and finally has to pay the bill.

Take yourself—some of you are reading this avidly, your blood is pulsing, you are interested. Some of you will quit half way through; some of you will fall asleep—a question of your adrenal activity.

When you come right down to it—adrenal activity is a measure of our being alive. Certainly it is a yardstick of our ability to get a "kick" out of life.

Some people are walking "vegetables". A pretty girl, a moonlight night, beautiful music, their work, their wives, their environment, mean nothing to them. They fail to thrill when they meet an old friend, they lack pep—"dead from the neck up", my secretary calls it. They lack adrenal activity! They have adrenal insufficiency.

To live, you must have strong adrenals. Get them and you will react, you will be alive, you will do things. From bootleggers to preachers—good adrenals are necessary, and every one can have them.

You can build yourself adrenal glands, just as you build muscles. I have built adrenal glands for sick

people to help them overcome disease. I have built adrenal glands for a champion swimmer to help him break a record.

One patient was a famous writer who had gone stale, lost her ideas, couldn't work. She's working top speed now. An actress who was failing to get across was able to put it over when her adrenals were brought up to par. I have seen dozens of executives, big men who went "stale" on the job and are now hitting it off—because their adrenals have been built up a bit, and it's as simple as can be when you know how, and you have enough gumption (slang for adrenal) to do it.

It's like this: If you wanted to build big muscles like a champion prize fighter, for instance, you wouldn't eat dried pig's muscles, or have muscle extract injected into you, would you?

No. Everyone knows very well that exercise builds muscles, and as surely as you exercise your muscles, they will grow, and develop. Glands are subject to the same law in nature: Use them and they develop, neglect them and they atrophy. Providing you know how to stimulate the glands.

The principle of adrenal stimulation and subsequent growth is—change! Anything that changes your environment or thought is an adrenal stimulant. Every time the adrenal gland contracts to throw out adrenalin it is used, exercised, stimulated. Only new things stimulate.

In our daily life things may become routine—our work, our play, our activities. The adrenal begins to decay from lack of stimulation. Artists, writers, bankers, housewives—go stale, become routine, get adrenal insufficiency.

When we start to build adrenal in an individual, we change their whole way of doing things, their home, their office, their clothes, their hobbies—everything. Each change is an adrenal stimulus, each stimulus builds new cells. Soon they have what is, to all intents and purposes, a new gland.

I will describe to you an adrenal subject, a typical sufferer from adrenal insufficiency. He keeps books (a good way to get adrenal insufficiency). At 7:30 every morning the alarm clock rings. He gets up. His clothes are hung mechanically. He brushes his teeth, takes a bath, marches down stairs, opens the doors, picks up the paper, sits down to breakfast. Eggs, toast, coffee.

He finishes his breakfast, kisses the "missus", leaves the house at 8:15, and makes the train in good time. He reads his paper, reaches his office at 8:52, hangs his hat on the third hook from the left, takes up his black alpaca coat from the fifth hook, says "Good morning" to the stenographer and opens his books at 9 o'clock on the dot. . . . Oh, what's the use—if I keep on I'll have adrenal insufficiency myself!

But this chap goes on, day in and day out, same thing, same routine. Any wonder his adrenals go back on him? *No adrenal stimulus whatsoever in his life.*

* * * *

Now, sit down and make a list of the things you do—you will find them

pretty humdrum. Change everything that you can. Rearrange your room; have it redecorated if you can.

Did you ever notice how good a new tie, hat or such makes you feel? Adrenal stimulation!

Take a cold bath every morning. In action, a cold bath is the nearest thing to fright. The fact is, when you take a cold bath your body goes through the phenomenon of fear. Those of you who just can't take cold baths need them most.

Get a hobby. Hobbies interest and excite the adrenals. Read books, study, go to a good show now and then. *Do things.*

Seek new friends. Laugh. Change. Better a hobo with good adrenals than a millionaire without.

Radiant Living—

(Continued from page 17)

themselves that—and the years go by, with unfulfilled longings, untouched accomplishments."

"We were speaking of New York. Do you think that place, location, really has anything to do with happiness?" I asked. "So many people speak of the 'simple life' longingly, as if living in simple surroundings where the noises and flurry of a big city being absent, they would be completely happy—"

The doctor did not answer for a moment. Then—

"Well, *wherever* a human being can be doing the task that he *likes*—there he will begin to find contentment. If that task is some such simple thing as gardening, for instance—no matter *what* it is, if the creative instinct is active, the person cannot be really unhappy."

"This thing of accomplishing—it goes awry so often because people tackle a material of life with which they are not familiar. Or their tools are

not right. This being true, they are easily open to discouragement. In this mood, working out details, they lose sight of their objective, and unhappiness, caused from discouragement, is inevitable."

"You speak of people working at tasks they like," I commented. "You speak of this almost as if the doing of such tasks would inevitably make for happiness."

"Remember we began with the premise that happiness is evanescent," he smiled. "No hard and fast rule, no hypothesis can be laid down as invariable in certain results. More than anything else I have observed, though, is the fact that upon perceiving a really happy man, we find one who is creating something—maybe a structure of writing, maybe the educating of a beloved child, perhaps nothing more logical or practical than exploring for something that does not exist—but if he *feels* that he is building or accomplishing, it

(Continued on page 59)

Psychology in Religion

(Continued from page 33)

life, to discover the laws of successful and healthy living, and to adjust life to harmonious co-operation with unchangeable laws.

The tragedy of popular education has been that so often little effort has been made to really fit students for the battles of life—by a system of teaching which would explain the mysteries and laws of life and train them to develop their inner potentialities, and to awaken the slumbering powers within.

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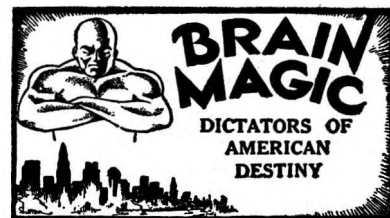
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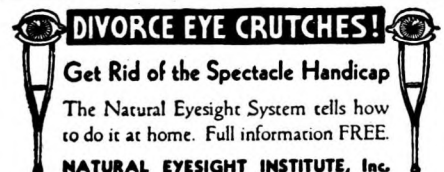
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"One Step's Enough —"

(Continued from page 39)

standing alone—upon this, we now cast
 our cares. Each morning we stood on
 the same ground—show us the next
 step. Just what are we to do today.

"And now, marvelous as it all seems,
 our worries practically disappeared.

"Along about here is when we
 learned that when one is troubled, there
 is nothing more helpful than cheering
 someone else—this little game of
 spreading confidence very quickly re-
 acts on oneself.

"We kept that old song in daily use.
 Our radio was gone and I sang more
 to the babies. Edward, who always said
 he could not sing, learned to sing that
 song with me. His voice grew deep and
 lovely—at least to me. Many times we
 felt momentary discouragement, then
 one of us would laugh (that's a great
 tonic) and say, 'It's not our responsi-
 bility'. And the tension would be gone.

"We will never forget those months.
 How trouble does draw people to-
 gether. And it often takes that.

"**W**E began to mingle and find joy
 again among our friends. How quick-
 ly reverses show up our true friends
 from the false. One friend of mine was
 expecting the stork. I went to see her
 after her mother had told me the glad
 news and asked her if I might not make
 the small layette. She knew I did beau-
 tiful hand work and had often admired
 little Elsie Jane's dainty dresses.

"She gladly accepted my offer, and
 offered to advance part payment with
 which to buy the material. I bought the
 best, and happily set to work in my

spare time. If Edward was not busy,
 he helped care for the babies and do
 the housework. Oh we were such pals!
 When the tiny garments were finished,
 I delivered them. She was enthusiastic,
 and insisted on paying me double the
 price we had agreed on. It was not
 many weeks until another expectant
 mother, then still another, came to me
 for the same work.

"Edward was busy at his old work,
 on commission now, and doing very
 well. *We began to see, to look back,*
and discover, just the moment that we,
ourselves 'let go', our problems seemed
to solve themselves, and everything be-
came, oh, so much easier.

"Edward is now in business for him-
 self, and I, as you know, have that large
 airy room rented and paying three wo-
 men who are helping me make 'ador-
 able infants dainty apparel'. And by
 keeping a girl to help out at home, I
 have much more time with my own
 adorable infants. Eddie Ross is in
 school now, a regular little man!

"So you see," Elsie told me, "our
 hardest licks are only opportunities for
 growth. There are certain lessons we
 must learn, and though they some-
 times seem bitter, yet, if we meet them
 with perfect faith and confidence—we
 are actually larger, spiritually, after-
 wards."

So with those last words of wisdom,
 Elsie left, bidding me good morning
 and warmly inviting me to come and
 see her soon. I stood at the door watch-
 ing her down the street. Oh, lovely
 Elsie, what a lesson you have taught
 me!

Genius Made to Order

(Continued from page 31)

attention to the make and the make-up
 of patterns and artistic effects of every
 conceivable character.

The tiny hands will perform their
 part and practice accordingly. The
 specific language will keep pace with
 the sense judgments, the growth of the
 mind and appreciation.

From this point onward, the mind
 dominance—the textile genius—will
 emerge.

Next comes Epsilon, husky boy,
 whom I will twist into the genius of a
 fighter—perhaps a "machinic-gun ban-
 dit," a policeman, a soldier or an army
 officer.

This time I will bring the toy gun
 early into the psychosis, relating it, as

above, to pleasure, joy, happiness of
 sense and surroundings. At first the
 snapping of the tiny pistol will be
 faint, not to shock the nerves unpleas-
 antly, then, louder and louder, as the
 happy boy's delight increases in the
 handling, in the language of amateur
 gun experience. Later, I will have
 other boys to assist in all the forms,
 maneuvers and strategy of mimic ban-
 dits and warfare. Epsilon will see
 Daddy marching at the drums' beat in
 the parade. He will feel the rhythm.
 Thrill with delight at the sight and
 sound of the band playing and the
 marching lines.

I will have Epsilon organize and
 drill a tin pan corps of the small boys

and girls of his neighborhood, and these, too, will carry out the imitation of hand-to-hand fighting and organized warfare. Finally, I will leave events to take their course, for the "pattern" has been set within the plastic child nerves. Only an occasion will be necessary during, say, the 20's, to loosen the well-set springs of "inspired" action sufficient to start Epsilon out on some kind of fighting, gun-play career.

And the uninformed will say, "Why, he is just a natural born fighter. He simply loves the sight and smell of a gun." But Epsilon could just as easily have been turned into the genius of preaching or writing or singing.

Something serves to bring suddenly to the surface these hidden genius complexes, created by the incidents of earliest years and often completely submerged for a decade or a score of years—something "touches them off," and they move upward like a rocket.

What is it? How is it? How may we find this lost wealth of interest and achievement?

Not a few, but practically all ordinary children are geniuses, either actual or potential. Of that I have been made certain through a generation of intimate dealing with the young of all classes and grades.

If I am right, the fact should have a profound influence on the problem of education. I challenge educators every-

where to test and prove or disprove the matter. Time will tell.

Meanwhile, I have worked out a definite technique, not only for "the creation of genius on the spot," but for the removal of the serious complexes—fears, worries, jealousies, anxieties, paranoias, and what-nots, which now make life miserable for so many thousands among us. I have operated on the sub-conscious mind of scores, and practically always with marked success. Any average school teacher can learn how this re-education is accomplished, and can use the method with assured success.

Just as practically all dominant interests, genius trends, love patterns can be traced to emotionalized or repeated childhood incidents and practice, so can practically all cases of insanity be traced to ill, ugly and other classes of incidental and accidental nerve shocks of childhood and youth.

And while medical practice contends that paranoia can never be cured, I contend that every single case of it can be cured, provided the subject be intelligent enough to work with the operator. Also, the majority of cases of insanity—ranging from the maniac to the victim of dementia praecox—can be restored to a practically safe and sane type of behavior. It is merely an affair of removing the extreme complex and setting up a desirable one in its stead.

Fragments of Life

(Continued from page 43)

Thankful for the motorists who kindly let me live,
And for the big policeman, most hearty thanks I give.
From early morn 'til late at night I'm served with best of care.
And so I give assorted thanks, racy, rich and rare.

Willson Barrett.

LOVE BLOTS OUT IMPERFECTIONS.

"Do you never see any faults in your friends?" asked Elizabeth in commenting on some character sketches I had written.

"I don't paint their faults. I scarcely see them. Perhaps the love we have for our friends blots out their imperfections," I answered.

An oil painting, viewed close at hand, has no beauty. So it is in our lives—if our every thought and act could be revealed, our faults might assume undue proportions. In the right perspective, our good qualities rise above and transcend minor defects of

character so that our personality, viewed in its entirety, becomes a thing of beauty to our friends.

Harriet Batdorff.

THE JOURNEY.

On a recent automobile trip we drove over a very barren stretch of land. Rocky, dusty, with no sign of human habitation for miles.

Firmly I declared, "We'll go home another way. We'll not be back over this."

That set me thinking, "If that could be true of life. But we don't retrace. The displays of temper, the too quick retort, the sullen mood that lost us a friend—how gladly we often would go back and retrace that bit of Life's journey."

Surely it behooves us to extract every bit of sweetness from the clean joys along the way, for we go by another way—we do not retrace our steps!

Mrs. Wm. F. Eberling.

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Psychology's Forum

(Continued from page 34)

presence of the Power of God shall be the dictator of peace on the throne of love among the nations of the earth.

"The spirit of the presence of God deals silently and invisibly in the hearts of all nations today, and is casting out of every heart the mortal versions that have been the cause of every form of evil from the time that creation began.

"The presence of God is harnessing the minds of men and causing them unconsciously and consciously to conform to the fundamental principle of love, harmony, and peace, because God has visioned it, and mankind must meet up with and match that Perfect Vision.

"The spirit of the presence of God has entered every field, that the bonds of greed and graft be lifted to free all men from the slavery into which they have fallen.

"It has been recorded and is again certified that the meek shall rule the world and the lowly shall be exalted in the impersonality of expression, for that is the only way as exemplified by the great love master, Jesus the Christ.

"The immaculate conception is regained by cutting off the human emotions, fancies, pleasures, and tendencies, thereby recalling the fullness of the spirit of God by directing your energies and inclinations into serving God in thought, word, and action.

"This will call all energies to mass at the center of your being to be the generator of power that will call all desirable blessings into manifestation by the very power generated. *This is the mystery of instant demonstration in every department of your life.*

"Surrendering all pre-dissipated energies, by present conversion of all creative forces unto God, this will re-establish one into the fullness of the Spirit of the All-Power, and this very

acceptance on the part of the meek and humble ones will result in their being given the *key to the sub-treasures of all wealth*—to be used in unselfish service toward humanity.

"*Dissipation in all forms is another word for failure* in all departments of being, and that is why I am stressing the necessity of living the *life* as recorded in Matthew, Mark, Luke, and John.

"At this time I call your attention to the Righteous Government department that is exerting such a powerful influence and redeeming force for the benefit of mankind.

"The sweeping testimonies coming as they do from the politicians, both city and national, are the indications that the principle put forth, if followed, will cause graft to become unknown. The Spirit of Success shall be withdrawn from any politician or any part that is not in alignment with establishing a Christ-like attitude and action in dispensing service without discrimination to the public.

"The old dispensation is a closed book, and a political clean-up is under way with an undercurrent too stout to be denied, and too important to be overlooked or passed by lightly by those who believe that they can stem the overpowering tide of the Spirit of God in the affairs of mankind all over the world. . . "

The foregoing touches upon just a few of the high-lights of this vast and interesting movement to establish righteousness, justice, and truth—the Righteous Government Movement of Father Divine—more in another issue.

* * *

The author gladly will reply to any one who wishes more detailed information regarding the Righteous Government Movement.

"Contacts Club"

(Continued from page 38)

know that Miss Puerto Rico will gladly answer all letters and tell of the people and customs of her country.

Dear Editor:

I have been a reader of PSYCHOLOGY for some six or eight years, and have received worlds of benefits from it.

It seems to me the "Contacts Club" would give untold pleasure to the middle aged, as well as the younger people.

I get very lonely at times, and know it would help me very much to correspond with different parts of the world.

I am a widow, in the early fifties, love travel, music, books, magazines, psychology, two-handed pinocle, and of course have a great love for my home.

May I hope to hear from the middle aged, in far away corners of the world?

(Mrs.) A.L.G., Rocky Ford, Colo.

In the Psychologist's Office

(Continued from page 42)

I can meet girls with confidence in myself; with grace and charm." These suggestions were to be repeated many times while standing in front of a mirror.

"After a few days of such exercises, I would like to see you secure a position as salesman and then prove to yourself that you are what you claim to be—a successful salesman."

Later, the patient's report: "After finding a quiet room, I went through those exercises, as you advised me to do. It must have been several hundred times that I told myself, that is, I convinced my subconscious mind, that I could meet people and sell."

"Upon asking my employer to allow me a chance to sell, he at first de-

murred. But when I explained that I am a salesman who has already made good, he took the chance. Well, I made good the first day. Sales piled up and I kept a fair average every day, much to the amazement of my brother. But his greatest surprise was when I told him about a certain girl with whom I danced. I had often remarked to him that she was the loveliest girl I have ever seen. Well, she invited me to her home."

"And what is your brother's attitude toward you now?"

"The poor chap is in bad shape. He means well. After all, he has nothing but good in his heart for me. He said he hopes psychology will do as much for him as it has done for me."

FOR "PSYCHOLOGY IN BOOKS"—SEE PAGE 58

You Cannot Stand Still!

(Continued from page 47)

to remove your mental barriers; to smash down the obstacles of fear, tradition and superstition that may be now harrowing up your mind, and body, and spirit, just that moment will your real self begin to soar, and as you encourage this growing sense of *do and dare*, life will unfold and open up before your glowing consciousness as a great, eternal, infinite, and illimitable universe of never-ending growth and opportunity.

Your greatest difficulty, however, will be getting away from your fixed habit of setting limitations because all your life long you have been training yourself to think in terms of beginnings and ends.

Beginnings and ends! What single thing in all the ken of your observation, physical, mental, or spiritual, ever had a beginning or an end? The element out of which it was formed had existed before, forever before; and the same constituent elements will go on forever and forever.

Change, modification, transformation, and transmutation the process of *change* goes on forever, but the elements are eternal. There could have been no beginning, no time when something did not exist, nor can there be an ultimate end.

You are of the elements—eternal! What your *future* will be depends entirely upon what you are *now*. You must remember, however, that you are

in a constant state of flux, constantly adapting, modifying, changing.

You cannot stand still; it is either forward or backward; health or illness; growth or decay. The blood that is now pounding through your heart is carrying the elements of life, nutrition and growth throughout your entire body. Hundreds of new life cells develop under its magic power every minute, while those that have exhausted their usefulness are carried outward with its flow. New brain cells are developing with every new idea you entertain; new moods and new emotions sway you in response to every new change of environment; and these moods and emotions conjure up others in a never-ceasing flow.

So, here you are! A living, conscious, human being with capacity for endless duration and of unlimited possibilities, moving in a cosmic universe of infinite opportunity. If you are lazy, indifferent, or even unaware of the eternal principle of change, sooner, or later, it will get you. You cannot evade it. There is no escape.

You are here *now*! Just where you came from, or where you go from here is food for philosophical and religious speculation—and with that we need have nothing to do right now. But that you, and you alone, are the sole arbiter of your life, here in this world, you need have no doubt. Therefore, the choice is up to you.

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