

MARCH

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The Magazine of Inspiration

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Floyd Gibbons Told Me!

The Secret of Genius

Love as a Medicine

“Voice of Experience,” Crusade!

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The Body vs. the Emotions

Build a Personality!

Your Handwriting Counts

Girl Reporter's Boomerang

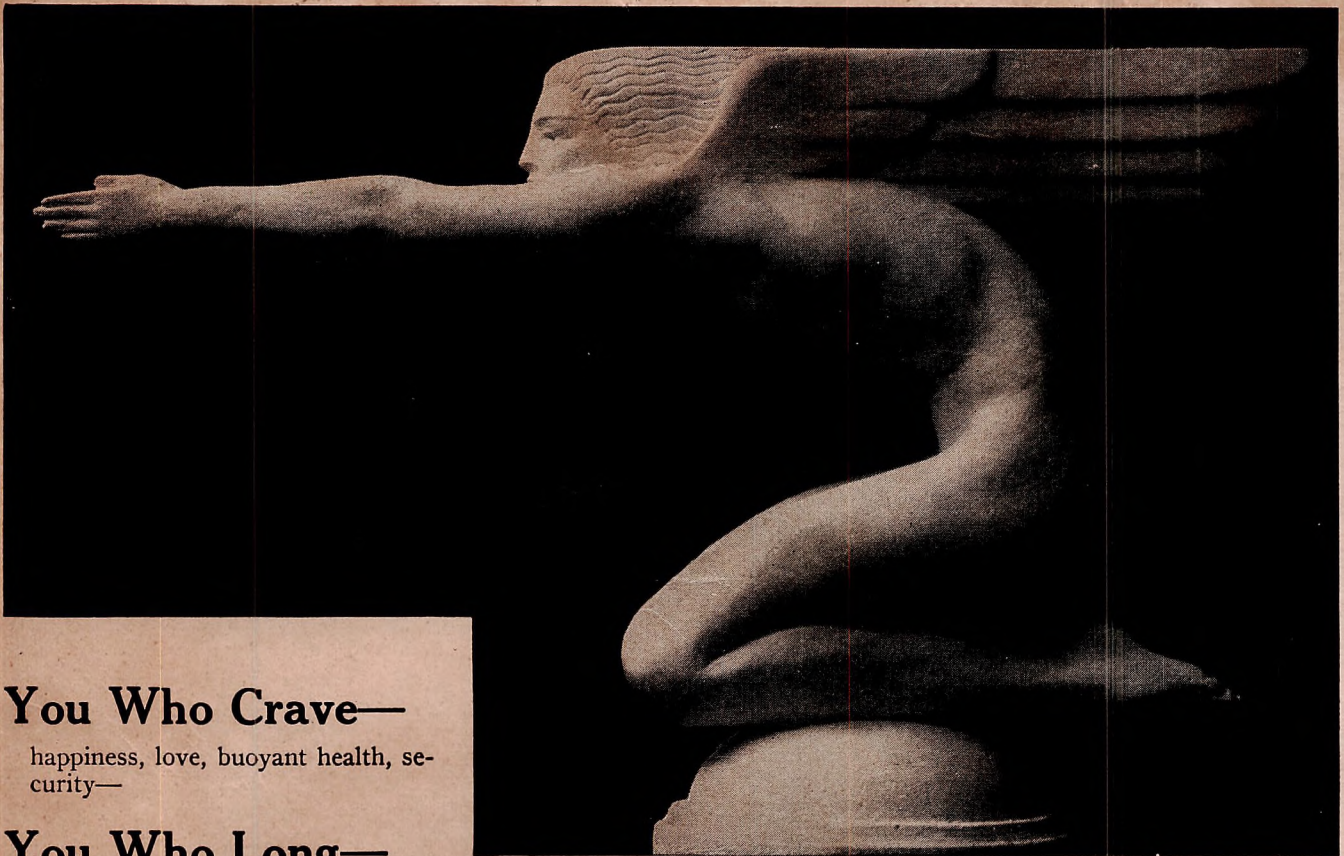
Winning (Contest) Short Story

“Contacts Club”-Letter Exchange

25c

Many Other Features

35 CENTS
IN
CANADA



Sculpture by Harriett Frishmuth

You Who Crave—

happiness, love, buoyant health, security—

You Who Long—

to be free of the fetters of fear—
worry—habit—inferiority complex
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DO YOU sometimes forget the very things you purposely wanted to remember? Are you embarrassing yourself in business and social life by being unable to recall the names of people you have met before? Do telephone numbers, addresses and figures slip your mind?

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Why We Can GUARANTEE to Improve Your Memory

David M. Roth, the man who developed and perfected this system, is recognized as the greatest memory expert in the world. At dinners and banquets he is frequently called upon to demonstrate his famous system. Here is what he can do: He is introduced to each person present (there may be sixty to a hundred or more that he has never laid eyes on before) and is told their first names, middle initials, last names, their phone numbers and the nature of their businesses. After dinner, he turns his back to the diners while they change places, in an attempt to confuse him. Then he turns around and promptly calls each one in turn by his full name, gives his telephone number and tells what business he is in!

More interesting facts about Mr. Roth's almost superhuman memory are given in the panel on the right. Yet he once had "a memory like a sieve." He forgot people's names thirty seconds after being introduced to them. He forgot errands. He was always fumbling through his pockets for hastily scrawled notes of addresses and telephone numbers.

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You have always wanted a better memory. Now you can have it! Remember, you pay nothing until you have proved to your own satisfaction that the Roth Memory Course will benefit you. Don't trust your memory to mail the coupon later. Tear it out now, while this page is before you, and get it into the mail, *without money*, while the idea is in your mind! Address: WALTER J. BLACK, Inc., Dept. 383, 2 Park Avenue, New York, N. Y.



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The Standard Publication of Practical, Inspirational and Applied Psychology

PSYCHOLOGY

Health

Happiness

Success

VOL. XXI No. 5

E. Field, Editor

MARCH, 1935

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George W. Rawlings
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Contributing Editors

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Dr. William Charles O'Donnell

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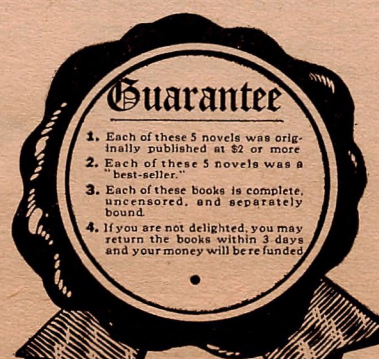
Only a great French author could write so penetrating a novel of passion...of a dissolute father who tries to dissuade his son from following in his footsteps—only to find the apple no sounder than the core—when they both become enmeshed with the same *cocotte*. From the sin palaces of Montmartre to the silken boudoirs of the Champs de Elysee, you follow the profligate path of their numerous affairs. Shocking in its revelations! Originally published in Paris under the title "Le Desert de l'Amour," and sold in this country at \$2.50, it comes to you faithfully translated and *exactly* as originally written. (53,000 words.)

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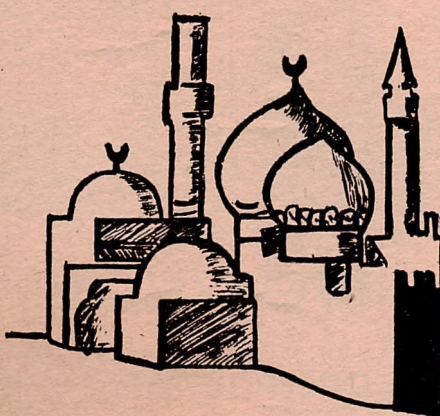
It comes to everyone, this peculiar impression of having been through exactly the same experiences before. With some it comes often, and is very distinct, the actual words that others and yourself are speaking being clearly remembered; or the exact appearance of a room, its dimensions, decorations, furniture,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

The Key to Happiness

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

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

My friend smiled. Said he, "You have revealed to yourself the last, ultimate secret of every religion, every system of metaphysics and mental science on the face of the earth. You have the secret, the KEY to happiness, health, wealth and the things you desire. If everybody knew what you know,



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

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

Nothing You Desire That You Cannot Have

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

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

that I discovered quite by accident. My secret clarifies, beautifies, strengthens and endears the chosen religion of science to the student.

Worth \$1,000 in a Year's Time

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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There are thousands of these **PEOPLE WITH GRASSHOPPER MINDS** in the world. In fact they are the very people who do the world's **MOST TIRESOME TASKS**—and get but a **PITTANCE** for their work.

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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.

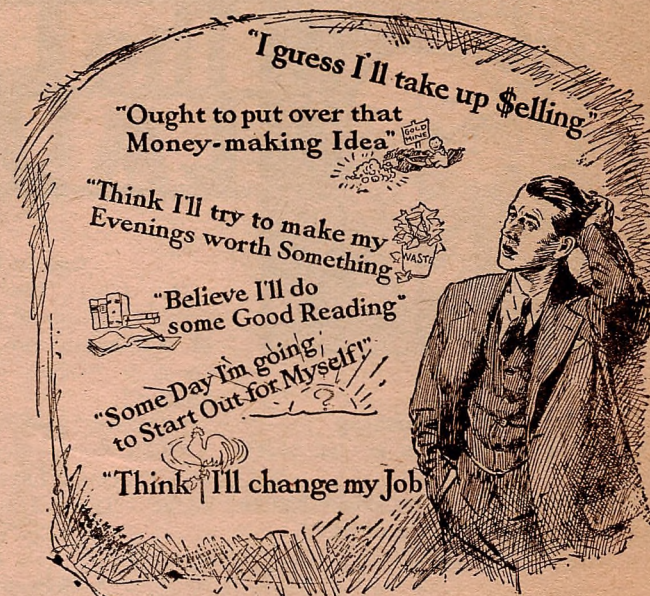
That fact is one which has been **PROVEN** and stated by the world's foremost scientists and psychologists. You are only **ONE-TENTH** as successful as you **COULD** be! Why? **BECAUSE**, as Science says, you are using only **ONE-TENTH** of your real **BRAIN-POWER**!

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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.

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"Of course not. A president has to be over thirty-five years of age."

* * *

Seldom Missed

"Now, Bobby Jones," said the teacher, "where is the elephant found?"

"The elephant is such a big animal, teacher, that it is hardly ever lost."—Tit-Bits.

* * *

After First Lesson

Boxing Instructor: "Now, have you any questions to ask?"

Beginner (dazed): "Yes, how much is your correspondence course?"—The Court Oracle.

* * *

In Same Boat

"Women don't interest me. I prefer the company of my fellow men."

"I'm broke too, brother."—Exchange.

* * *

A White-Wing Job

"Every man in this college could get a job with the city if he wanted it!"

"Isn't that a rather sweeping statement?"

* * *

Delayed

Visitor: "Does the giraffe get a sore throat when he gets wet feet?"

Attendant: "Yes, sir, but not until the following week."

* * *

Rummage Sale

"I've sold everything out of that room," said the helper at the rummage sale, proudly.

"Dear, dear," cried the minister's wife, "that was the cloak-room!"—Answers.

* * *

We Aim to Please

One (cadet in a grill): "Bring me one boiled egg not too soft and not too hard, toast not too hard, and coffee not too weak and not too strong."

Two (incidentally his waiter): "Yes, sir. Any special pattern on the china?"—V. P. I. Skipper.

One on the Prof.

Our friend, the absent-minded professor, jumped out of bed in the middle of the night, ran to the stairs and shouted: "Who's down there in the kitchen?"

"Nobody," said the burglar.

"Well, that's funny," said the professor, "I could have sworn I heard a noise."—Texas Longhorn.

* * *

A Modern Purchaser

"This new model coach," said the salesman, "has just been reduced one hundred and fifty dollars—"

"I don't care anything about the price," protested the prospective buyer. "How much is the first payment?"—Exchange.

* * *

New Course by Mail

Lion taming is being taught by mail. We advise graduates to make certain, before entering the cage, that the lion has read the diploma.—Atlanta Journal.

* * *

Opportunist

Plumber (arriving late): "How is it?"

Happy Husband: "Not so bad. While we were waiting for you to arrive, I taught my wife how to swim."—Penn. Punch Bowl.

* * *

Useless Figure

Cop: "Didn't ya hear me yell for you to stop?"

Lady Driver: "No, sir."

Cop: "Didn't ya hear me whistle?"

L. D.: "No, sir."

Cop: "Didn't ya see me signal?"

L. D.: "No, officer."

Cop: "Well, I guess I might as well go home. I don't seem to be doing much good around here."—Texas Longhorn.

* * *

We Eat!

Rastus: "Ef yo' says anything ter me Ah'll make yo' eat yo' words, man."

Exodus: "Chicken dumplings, hot biscuits and watermelon!"—Spark Plugs.

* * *

Yes, How?

Policeman: "What are you standing here for?"

Loafer: "Nothing."

Policeman: "Well, move on! What if everybody was to stand in one place? How would the others get by?"

A Full Load

"Hi!" shouted O'Kelly to a bricklayer on the scaffold above him, "throw me a brick down!"

"Phwat for?" demanded the bricklayer.

"Well," explained O'Kelly, "I need one more brick to fill this hod I'm bringing up?"

* * *

A Riddle

Sap—What is it that you cook on, sit in and eat?

Zip—I give up.

Sap—Why, a stove, chair and food!

* * *

Buy British

Attendant: "Do you wish to consult Woosung Pootung, the great Chinese mystic?"

Woman: "Tell 'im 'is mother's 'ere frae Lancashire."—Sheffield Telegraph.

* * *

No Lack of Merit Implied

An editor was dining out. "Would you like some pudding?" his hostess asked.

"No, thank you," replied the editor, absentmindedly. "Owing to tremendous pressure on space I am reluctantly compelled to decline."—Tit-Bits.

* * *

Where Was He?

Wifey: "Frederick, can you tell me where you were in 1920?"

Frederick: "No. Why?"

Wifey: "Well, I'm worried. I just read that in 1920 one person out of every 750 was in prison."—Annapolis Log.

* * *

Coincidental

Mrs. Benner—Do you know that my baby is the most beautiful baby in the world.

Mrs. Edwards—Well, what a coincidence! So is mine.

* * *

The Best

Tommy: "I'm going to begin vulgar fractions tomorrow, mother!"

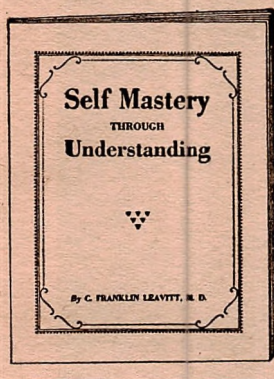
Mother: "You'll do nothing of the kind. You'll study the very best kind of fractions they have in the school."

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Limitations and Nervousness*

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Your First Start
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“I was much impressed by the tone and expression of your letter to me, and I have filled out the questions you desire me to answer. Have carefully read the book, *Self Mastery Through Understanding*. I fully enjoyed it, and I am sure I derived help and great benefit from reading your ideas of the subconscious mind, etc.

“For years I have realized ‘Fear’ was the greatest handicap in my life. I know it has much to do with the mental and the physical conditions in life. What I have learned from you, I am sure will be a great help to me in my declining years of life. Truly, Doctor, I already feel the benefits of your advice. I regret I couldn’t have read your book in my early life, but it now is worth 25 TIMES 25 CENTS TO ME. I want my wife and girls to read it.

“Thanks for your cordial and business-like letters. If you are ever in Pittsburgh I would like you to take lunch with me. *You May Use My Letter In Any Way It May Benefit You.*” Fletcher K. White, M.D.

Has Felt Better Ever Since

“I have never read anything in print that so impressed me as your book, *Self Mastery Through Understanding*. I have felt better ever since.” Gerrit Doorn.

Thousands Testify to the Stimulation and Helpfulness Obtained Through the Reading of This Book and pronounce it priceless.

THE AUTHOR



C. Franklin Leavitt, M. D.

For twenty-five years Psychological Consultant, teacher, author of several books, and contributor to magazines on the subjects of **RIGHT THINKING** and **LIVING**, Physical Culture, Dietetics, etc.

It Is “Doubt” That Brings the Mental Clouds

WOULDN'T it be worth just a lot to you to **KNOW JUST** what caused those strange feelings, your limitations, the mental conflicts, your nervousness and the feelings of weakness and depression that you suffer from?

Of course it would. In fact, it would be the beginning of the end of all your troubles—the **FIRST STEP** toward mental freedom, peace, poise and power. You are constantly experiencing mental conflicts due to the fact that you are not quite **SURE** about the origin of your trouble and what it may lead to. In drawing on your imagination you picture all sorts of possibilities that depress you still more and bring anguish and torture. You picture “undiscovered conditions” that your physician has not been able to locate. “**DOUBTS**” bring emotion, mental conflicts and hypersensitive nerves, which puts your mind in “reverse” and you become so introspective that you find yourself “trapped” and actually unable to forget yourself.

Most peculiar and seemingly alarming sensations and thoughts are experienced by you. Thoughts of the possibility of insanity, of invalidism, of your ability to continue at work or what those dependent on you will do later on when you are flat on your back or in a “wheel chair.” The mind can conjure up all sorts of thoughts through your drawing on your imagination in a destructive way. The thought of suicide being the only solution is not uncommon, for when hope and faith are dead what is left? People frequently become prisoners in their own homes through these unreasonable fears.

Neurasthenia, Nervous and Mental Breakdowns, Self Consciousness, Worry, Apprehension, Over-seriousness, Oversensitiveness, Overanxiety, Jealousy, and most forms of Nervousness, are directly due to **FEAR** in the form of **LACK OF CONFIDENCE**. Check these unreasonable fears and build up **FAITH** and everything is changed.

But how is this to be done, you ask? First, through gaining a better understanding of yourself, your nature, that wonderful piece of machinery of yours—**YOUR MIND AND BODY**; through understanding your **OWN POWERS** and how to use and direct them, and the understanding of the underlying principles of **NATURAL LAWS**. Development must come through **USE**, and in no other way, but unless you understand **SELF**, how are you going to **USE** your powers constructively and creatively? The **VERY SAME POWER** is being expressed whether it is used constructively or destructively. It is just a question of control, direction and **USE**. The condition you are in today has had certain definite states precede it and the weaknesses are normal reactions for the type of life you have lived.

YOU possess the **VERY SAME** essential powers at birth that we later find expressed in those you envy for their great strength, courage and success. The difference lies in the difference in training, understanding, development, etc., Nature does not say to one child, “You are doomed to live an unhappy life of weakness, poverty and struggles,” and to another, “**YOU** are born to be happy, successful, and a ruler of men.” We are all just a little bundle of clay when born, and it is our early training, our associates, our environment that moulds the man or woman that we witness later in life. You may have received a bad start through early training, but this does not mean you are “**FATE-DRIVEN**” I assure you. Yes, **YOU** HAVE formed habits, strong habits, habits which tend toward weakness. But all of this **CAN BE CHANGED** if you just **UNDERSTAND YOURSELF** and **YOUR POWERS**. You **CAN** be the man or woman you wish to be, you **CAN** live your life constructively and be happy and successful. All this is a **GOD-GIVEN** inheritance, and it is **YOU** that is to blame, and not God, Nature, or your past unprofitable experiences.

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There is nothing in this book to frighten you, for it is written along constructive and creative lines.

Self Mastery Through Understanding is pronounced the **BIGGEST** little book on the market today. From cover to cover it is filled with inspiration, understanding; and is most reawakening and instructive—**ALL ABOUT YOU**. **YOUR** powers, **YOUR** nature, **YOUR** troubles are discussed in a creative way. It will tell you more about **your** difficulties than you could yourself. It can prove the **FIRST STEP** toward that life you have dreamed about and wished could be yours.

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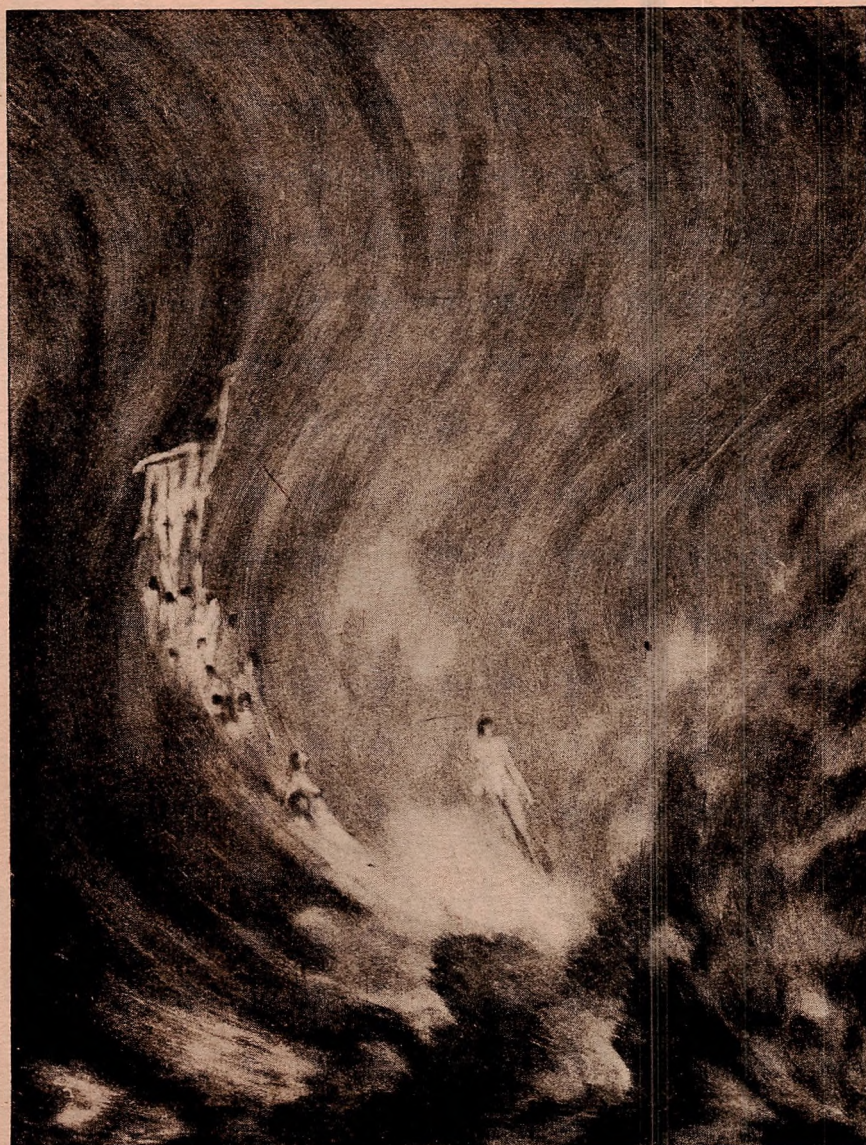
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DARE!

by
**ELINOR
LENNON**



"Ascension"—Painting by Henry A. Wight

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

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

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

Your Opportunities

An Editorial

LOT'S wife *looked back* and turned into a pillar of salt.

The sharp potency of that lesson—for all of us—was never better realized than today.

Some reluctantly, others cheerfully and confidently, are admitting that we need no longer fear to say that now, today, is the day of opportunity.

Tarry not with those morbid souls who stand with their backs to the rising sun, lost in fruitless reverie, worshippers of a dead and decadent past.

DON'T deceive yourselves. This age has superlative advantages—opportunities, even if, as someone says, "We're not entirely out of the woods yet."

These advantages and opportunities of *today* challenge creative ingenuity.

The opportunities of the past have nothing to do with you. As far as *you* are concerned, they are non-existent, figments of memory.

Perhaps you say you have *lost* wonderful opportunities. What of it?

Let the dead past bury its dead—live in the land of the *living*. Work, build, strive and succeed in the present and its glorious unborn tomorrow.

Accept the past as a necessary background for your larger and nobler efforts of today. Accept it with a sense of humor. Smile a condescending but friendly greeting upon the ghostly visitants of bygone experience that leer at you from out of the corners of memory.

REFUSE to waste a sigh or experience a regret. The past is dead. It does not concern you. Turn your back upon it. Live in the glorious and challenging world of today.

There are multitudes who are so lost in the vain contemplation of opportunities which they once had and of which they failed to avail themselves, that they stumble right over larger opportunities of the present and fail to recognize them as such.

Opportunity is never past. It comes today and will certainly come tomorrow, when tomorrow is no longer future but has become present.

Laugh at the absurd old adage of some misinformed pessimists that

"opportunity comes but once." Every new-born day is, in itself, an opportunity and teems with surging possibilities for those who are alert, wide awake and aspiring.

There is a widespread tendency to blame our lack of success upon environment, our work, or the men and women with whom we deal. As a matter of fact, these conditions play a minor part in the unfoldment of success.

In the same identical locality, one man succeeds and another goes down to ignominious failure. In the same business, one man becomes a millionaire; another a bankrupt. Dealing with the same people, one man climbs to the throne of power and another is cast into the social discard.

OPPORTUNITY is on every hand. Whether we make the best of the opportunities which are everywhere, depends upon us. True, external conditions may make the struggle less severe. Influential friends, favorable environment, congenial occupation, are all invaluable assets in our quest for the goal.

But should all of these conditions fail, a man with a mighty indomitable will to win, who hurdles obstacles, levels barriers, laughs at discouragements and is stimulated by opposition, will press his sure way to the summit of the highest peaks in the world.

Don't let *any* negative and external factors discourage or defeat you. You will find them wherever you go. No man has ever succeeded without a struggle. The harder the fight, the greater the opposition, the more exultant is the joy of victory.

The poet sums it all up in that popular poem in which he says:

THEY do me wrong who say I come no more,
When once I knock and fail to find you in,
For every day I stand outside your door
And bid you wake and rise and fight and win.

Weep not o'er precious chances past
Wail not o'er golden ages on the wane.

Each night I burn the records of the day—

At sunrise, every soul is born again.



You Hypnotize Yourself

PERSONS who are skeptical about the efficacy of hypnosis in the treatment of nervous disorders and kindred psychological states would do well to consider the school of psychology founded within the past decade by E. Tietjens, former disciple of the distinguished Ivan Pavlov.

Tietjens came to the conclusion that all humans are self-hypnotized, and feeling that the mind of the average phobic or psycho-neurotic is too full of suggestions, he advocates a process of de-suggestion.

Unfortunately Tietjen's monumental work, "De-suggestion," is almost wholly unknown on this side of the Atlantic.



Today, with the brain-child of Dr. James Braid erroneously associated with the notorious Svengali and the amazing thaumaturgy of Rasputin, the average person thinks that hypnosis is something that he or she can either accept or leave alone.

Tietjens, however, shows us, quite conclusively, that each of us, from the humblest well-digger to the most gifted poet or painter, is but a product of auto-hypnosis. Hence, his theory of de-suggestion, the means by which the hampered, tortured psycho-neurotic can unburden himself of harmful suggestions and re-educate his subconsciousness.

From the standpoint of my work, I am not interested in de-suggestion, but in Tientjen's description of the manner in which humans all unconsciously practice auto-hypnosis.

That we accept many ideas without analyzing them; that some of the concepts for which we would willingly lay down our lives are as illusory as the Fata Morgana—such are the findings of Tietjens.

As Dr. Menninger points out in "The Human Mind," psychiatry and psychoanalysis are not the only means by which various nervous and mental disorders have been overcome; it is not at all unusual to effect relief through chiropractic, osteopathy or even supposed visitations from saints. In other words, no conceivable thing whether it be tangible or intangible, has any power for good or evil

A rattlesnake, speeding towards its intended victim, can frighten him to death. A rubber snake, which the victim believes to be a rattler, can have the same effect

except that with which we ourselves invest it.

A rattlesnake, speeding towards its intended victim, can frighten him, or her, to death. A rubber snake, which the victim believes to be a rattler, can have the same effect.

The manner in which various medicines are invested with extraordinary powers, through suggestion, was well demonstrated by Phineas Quimby, pioneer American mesmerist and student of hypnosis.

Quimby was one of the first healers to use hypno-diagnosis. Putting his assistant into a trance he would instruct him to name a patient's ailment and prescribe the remedy. Often the cost of the medicine prescribed by the assistant was so high as to be prohibitive, and

Quimby would then order an inexpensive placebo, calling it by some high-sounding name. Whatever he told the patient the "medicine" would do, it *did*.

How many of us, indeed, in this day of the radio and armchair, are convinced, through the constant suggestions given us by the glib announcers, that this brand of coffee or that brand of toothpaste is superior to all others! Those known to us as superlative announcers, are, in reality, super-hypnotists who give hypnotic suggestions to millions of subjects (listeners) in the waking state.

Dr. Menninger has declared . . . No conceivable thing, whether it be tangible or intangible, has power for good or evil except that with which we ourselves invest it

I might add that those advertisers who have their products advertised on the late programs have an advantage over those who have afternoon "spots," because the minds of the listeners are most amenable to suggestion *just before bedtime*.

I make no attempt to conceal the fact that the effects of kinds of advertising can be quite harmful. In my practice I frequently come in contact with highly suggestible patients who have become slaves to various "correctives". They never had any trouble with their digestive tracts until some golden voice carrolled the efficacy of some aid, and painted a *word-picture* of the horrors of indigestion.

Immediately these suggestible types suffered from "heart-burns," "gas attacks" and other horrific seizures and were convinced that their only hope for relief could be found in a bottle of "Schlaffengesicht's Stomach Tuner" or a box of "Mother Gadget's Liver Tablets".

Memorable among these cases is that of a schoolteacher whom I was treating for satyriasis. A splendid physical specimen, this man never knew the meaning of indigestion until he formed the habit of tuning in on a certain program that dramatizes digestive troubles in the hope of interesting the radio audience in a certain "mild corrective". So powerful were these depictions that this schoolmaster's subconsciousness absorbed them and brought on a case of acute indigestion.

Acting upon the suggestions of his friends and relatives, this man forsook meats and pastries and arranged to live on a diet of vegetables and fruits. But every night, at about



eleven o'clock, he suffered an attack of indigestion and thought that he was going to die. There appeared to be no hope for relief.

After several weeks at the suggestion of a writer on dietetics, he switched to a raw-food regimen, eating everything in the fruit and vegetable line in its uncooked state. But the attacks continued; in fact, they caused him more discomfort than ever.

Now, to those who know nothing about this man's background it must seem quite strange that he did not resort to the "mild corrective." Therefore, I shall have to explain that an unpleasant childhood experience had left him with a fear of anything associated with medicaments.

One day, however, it occurred to him that the widely advertised "corrective" might aid him, and he bought a small bottle and followed the directions on the label. And that night, for the first time in (*Continued on page 46*)

Floyd Gibbons Told Me!

Sidelights on His Philosophy of Life

"I THINK it consists in being intensely interested in what you are doing."

Floyd Gibbons, famous traveler, war correspondent and a monarch in the realm of radio, had given me a warm hand clasp and sat down close to the telephone—

No withdrawal into a dim studio with orders that we were not to be interrupted. He is too much the man of action, of instant decisions, for the luxury of detachment.

A slim secretary wove shuttle-like, with messages, in and out of the open door of his study on the East Side of New York City.

Gibbons looks like a football player, but he leaned forward often in the attitude of Rodin's statue of "The Thinker." His ruddy face, unlined by the stress of indoor or outdoor living, rose above a white sweater. Occasionally he smiled. The smile was that of a boy enjoying and exulting in life.

A PHILOSOPHY of life evolves from successive experiences, he affirmed. The art of getting on, according to personal view, might be a development of the inner man or woman toward an ideal of perfection. Or it might be an outward thing of apparent success. In general, both may be expected of us, we agreed. There could be no doubt that there must be progress. And progress, which may be construed as growth, depends upon "being intensely interested in what you are doing. If you have not enough interest you can build it."

A muscular arm reached for the telephone. "That will blow off his hat," he commented as he hung up, and his laugh was good natured.

He then told me briefly, picturesquely, of a postal employee, who had won a prize in one of his adventure series of broadcasts. How he led his plodding, faithful, prosaic life and reared his family "receiving only an acknowledgement by his gov-

ernment of a reduction of twenty seven and a half per cent in his salary." Yet when a bandit had tried to hold up a mail wagon he had leaped upon the outlaw, grappled with, and vanquished him.

"And when I talked with him about his feat he did not consider himself a hero. He quoted the line about the 'rain and wind but that the messenger must go on' which is carved across the front of the post office building, and which he believes. So he will receive the New York Journal prize and, I hope, an increase of about four hundred dollars in his salary. I was laughing at the joke on Jim Farley when he learns that he has raised the salary of a Republican."

He showed me a sheaf of stories, of a sea captain's routine, of other faithful unknown workers, whose lives are of the essence of adventure.

THE color in Mr. Gibbons' ruddy cheeks heightened. Clearly he has the gift of enthusiasm in the immediate task. For, when I recalled the bored look of some readers of personal experience letters, and asked him whether he ever tired of them, he looked at me with surprise. He reminded me, with sturdy hand on the sheaf, that "these letters embody life itself."

The telephone made a shrill demand. He listened with a smile. "I should like to know who the sponsor is," he asked and listened with patience to what must have been an exercise in circumlocution. "Let me know who the sponsor will be," he said again and replaced the receiver. A gentle giant.

His first step in acquiring a philosophy of life, he said, was directed by his mother. "I had a fine mother. My father was a fine man but he was busy and left most of our character development to her. The first lesson I remember was her telling me that I must keep my word. A



Floyd Gibbons

Interview by ADA PATTERSON

promise was an important thing, she assured.

"The next lesson, too, was directed by a woman. A fine woman too, my teacher. It was that of honesty in writing. I was beginning to be interested in compositions. It was at an age when I was reading Nick Carter and other detective stories. This teacher read one of my compositions and asked, pointing to a paragraph, 'Is that true?' I told her it was not but I thought I would put it into the story. She explained that it was better to write stories of things as I saw them, not as someone else did. That became part of my philosophy of life.

■ ■ ■

"I RAN away from home. There was nothing to run away from. I had a good home and parents, but I wanted to travel. I did and I swallowed the humiliation of writing for money to get back. I have slept in Grant Park in Chicago in winter and I have gone without food for four or five days.

"If youths asked me for advice about roaming the world to see what they may see, I would advise them to organize their trips so that they can be sure of getting three meals a day. I would not tell them to leave home but would say 'If you do, organize first. Make a plan of campaign.'

"Some boys who run away from home thrive on it. Others cannot stand the hard knocks. I might ask them how well they are equipped for travel, talking and writing about their experiences. But that inquiry would be wasted. No one is fully equipped for his work when he begins. The greatest work being done in character building in this country today is by President Roosevelt, through the C.C.C. I have seen thousands of boys here, as in Russia, riding on the tops of trains or on tenders. C.C.C. finds work for them.

"I never got beyond the grammar grades in school. My love of transit prevented that. Then came the phase when I realized I had obligations. Economic obligations. Stabilizing agents for everyone, unless the persons for whom they are undertaken are unfair or unreasonable.

■ ■ ■

"I LEARNED a great deal from a newspaper editor who discharged me. He was an able man. He gave me excellent advice before he 'fired' me, by showing me, in a long talk, where I must improve. I owe him much for that lesson. He *did* tell me I

would never be a newspaperman."

"As a critic told Richard Mansfield he would never be an actor," I interjected.

Yes, admiration for men of achievement had made a deep impression upon his plastic youth. "Clarence Darrow is one of the men I most admire," he said. "Everything except his atheism. I was surprised when he told me he had never been able to find any proof of a man named Jesus Christ. But his sociological outlook is unexcelled. His life has been one of service."

Floyd Gibbons, the broadcaster *par excellence*, said, "I think I realize my obligation to my audience. I do not think of the audience in millions, I visualize it as a typical family. A father who works hard at his job. A mother who is tender and efficient. A boy and girl in high school and two younger ones studying in the lower grades. The mother interested in world affairs, but a great deal more in Joe and Mary, Dick and Sue—the children. It is to that typical family I feel I am talking. It is of families like that that the one hundred and twenty-eight millions of Americans are made."

■ ■ ■

A LIFT of his black thatched head. A smile. The smile of an enthusiast. I thought of Abou Ben Adhem, who loved his fellow men, for he was saying: "It was interest in human beings that made me run away from home. It is that interest that keeps me traveling. I think of them not in the mass but as individuals. The problem of the individual is the problem of the world. The inch is the unit of the yard stick.

"I have no home, I have no automobile. I spend my rest time in what is nearest to a home, a quiet little place in Westchester County. I am not content to remain long in Washington or Chicago or New York. Desire to travel had its roots in my interest in the persons I would meet and in their problems and their efforts to solve those problems. By my newspaper work I am enabled to travel. Practically always I have been a newspaper's traveling correspondent. My travels have been sociological."

What to do when disheartened? I asked. "We are sure to meet obstacles. We must think our way through, around or above them," he answered.

This is the practice of a man of action and of thought—his counsel to the individual and the mass.

"Voice of Experience!"



"The old chivalry included an unsurpassed zeal to the service and worship of love—a respect and realization of its importance."

**"I hope the day will soon come when both men and women will be taught something of the art of love and the technique of marriage."
(Voice of Experience.)**

I AM beginning to think it is time to face my critics.

It is true that in the teachings of the "Voice of Experience" I find things to criticize. It is equally true that I find many elements to admire. For instance: his brilliant plea for a sane and honest education in preparation for marriage.

This is a subject upon which he has touched all too seldom, although he has, I believe, mentioned it a couple of times within the last few months. But his attitude on the matter is so definite and so straight-forward that I wish he could be induced to lead a drive to have his great vision put into practical effect.

Here are two priceless paragraphs from a broadcast of a couple of years ago, two paragraphs that should give our so-called educational experts something to think about.

I hope the day will soon come when both men and women will be taught something of the art of love and the technique of marriage in the schools which they will attend, and that no one will be allowed to grow to physical maturity without knowing something of the method of choosing a life's companion.

I believe that some day we are going to have clinics all over the

A Call for a Crusade

"I believe that some day we are going to have clinics all over the country which will advise young people in their choice." (Voice of Experience.)

country which will advise young people in their choice, not with the purpose of making their decisions for them, but with the purpose of helping them to avoid tragic mistakes.

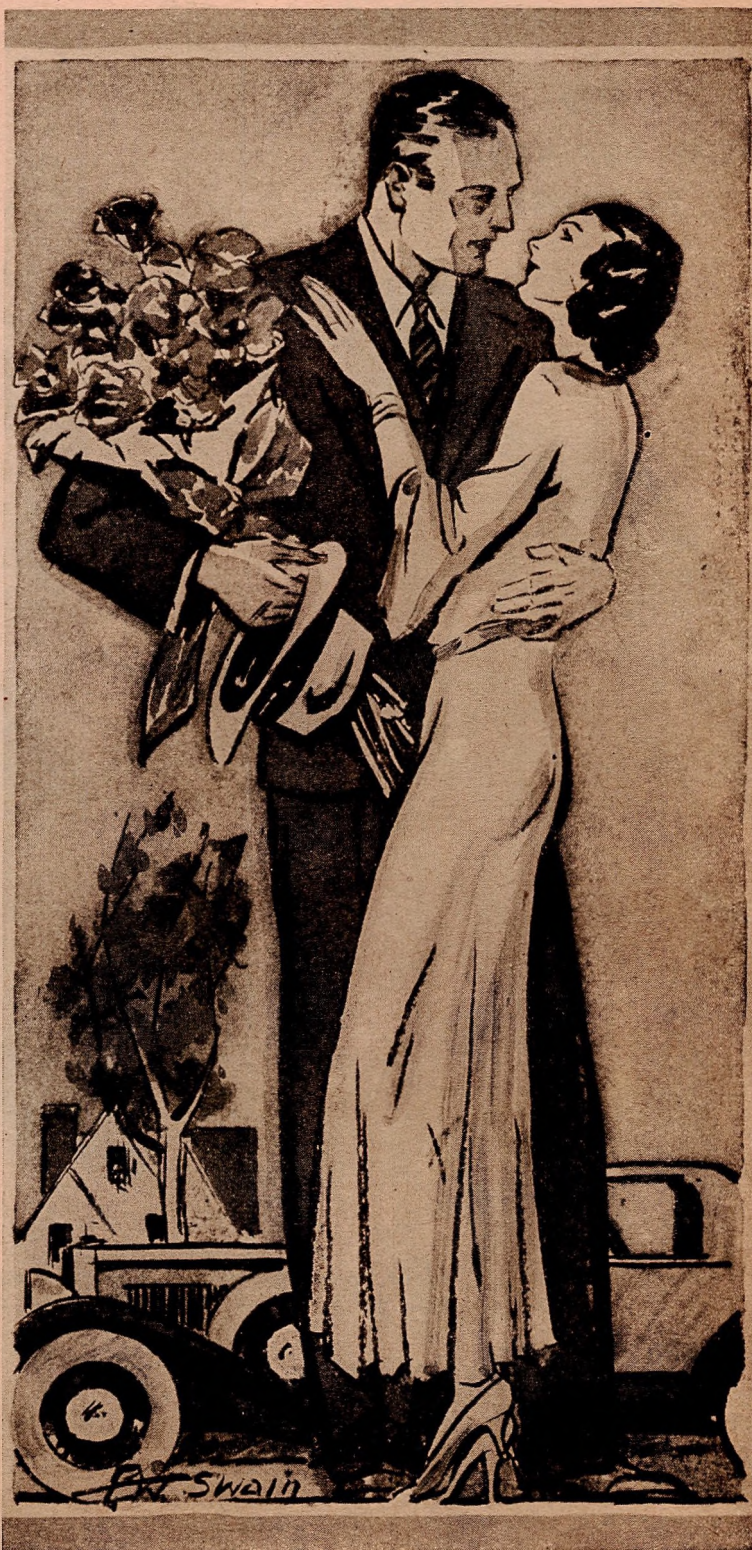
Pausing to consider, there are few things so amazing in our present day civilization as the haphazard manner in which young people embark upon the matrimonial adventure.

Yet those young people are to be pitied rather than blamed. They don't *know* any better. Why should they? They have received no special training to prepare them for the critical choice of a lifelong mate.

The wonder is, not that many of our marriages are tragic mistakes, but that *any* marriage that is made in the modern mode should ever succeed in being anything but a ghastly failure.

The "Voice of Experience" pleads for definite instruction and special training in two things, *the art of love* and the *technique of marriage*.

As to the first: neurologists all over the country could tell many bitter stories of young couples made miserable by ignorance, and of (Continued on page 58)



"Our present day civilization amazes by its careless attitude, its haphazard, nonchalant embarking upon the matrimonial adventure."

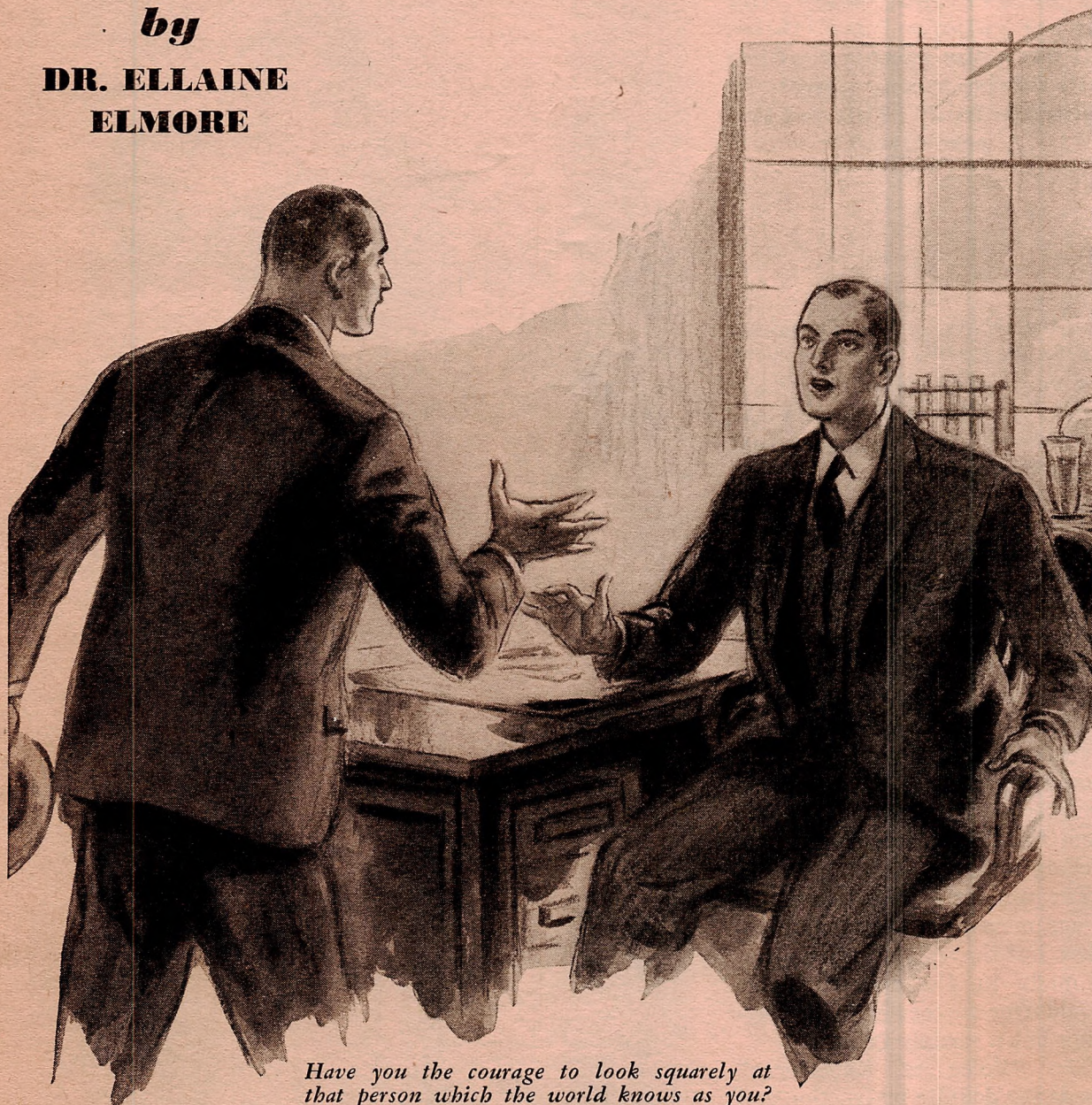
by GEORGE W. RAWLINGS

Have You Met Yourself?

Do You Deserve Friendship?

by

**DR. ELLAINE
ELMORE**



*Have you the courage to look squarely at
that person which the world knows as you?*

IT IS so often true, that we count as one of our most precious intangible assets, the friendships which enrich our lives.

We value our friends, esteeming them for their qualities of excellence which we often find a complement to our own. We see in them attributes and characteristics which fill our own needs and which are so often indiscernible to those about us.

How very often we hear one say, "What does he find absorbing in her?", or "Why did she ever marry him?"

It is a question, of course of the appraisal view-point and the appreciative understanding of the appraiser.

Usually, we expect to find in our friends, those sterling qualities which the world generally counts as virtues. A man is naturally

expected to be honest, truthful, loyal and fair. "On the square," we often express it.

We look the new friend over, and either accept him or reject him. As he seems to measure up to those standards of character which we feel merit confidence and respect—we are rather exacting in applying these tests—he is accepted, only when our admiration is challenged and our trust is won.

THE friendship of our families and our associates is very important, if life is to be rich and full and free. Their estimate of us is a controlling factor in our lives.

What about our estimate of ourselves? Do we *know* ourselves—have we ever really *met* ourselves? Have you the courage to look squarely at that person which the world knows as you? In other words, have you ever met yourself?

Recently, a patient was telling me of some of her difficulties at home. She spoke of the occasional irritations when her husband seemed unduly critical. One day she questioned the cause of his sullen silence. "I object to the tones of your voice," he replied. Nothing could have so stunned and surprised my patient. Up to that time she had not realized that there were variations in her tone. With a naturally well-modulated voice, she did not recognize the rasping change, when she spoke in commanding, strident accents. I asked her to say just one word, in every possible tone and with every possible inflection she could command. I chose the word "rascal." In a few minutes, she had run the entire gamut of emotional expression. Try it yourselves. You will find that the word "rascal," lovingly expressed as a term of endearment, will suggest those sweet associations which truly are ties of love and of trust. But at the other end of the vocal pole, "rascal" may express all those reprehensible villainies known to man.

The voice with a smile—what a blessing it

is in a world of harshness and irritations!

Have you met yourself? Do you know what your voice conveys to the listener?

Honor and truth so often are betrayed by such seemingly paltry inconsequential episodes. I remember a patient whose serious disagreement with her husband, started over a piece of string. He asked her for a length to tie up a package; she said there was none in the house. He reminded her that he had advised her to save the wrapping cord for just such emergencies. One hot impatient word followed another, until outside help was needed to untangle the matted skeins of their lives.

This woman had never met herself. She valued truth as a pearl of great price in estimating her friends, and she really did not know, that she herself, was entirely blind to her own petty falsehoods in the round of her daily affairs.

MANY expect others to accept them on a fair give-and-take basis, but they fail to see the other fellow's point of view and to give him the benefit of a kindly appraisal.

It was only recently, that a woman spoke with me for the first time on the telephone, with reference to assisting me with some work. She was an entire stranger to me. Naturally, my opinion of her was being formed by her voice, by her manner of approach, by the words she said. It was chiefly the words which betrayed her.

She spoke critically and disparagingly of every one whose name she mentioned. Her whole programme was one of disagreement and objection. Having delivered herself of a long tirade against some of those who are esteemed and respected, she paused long enough to ask; "What is the matter with my work? Why is it, that I can never succeed in it?" Already you have guessed the answer. She had not met herself. She would quickly have sensed the withering blight of such an attitude in some one else, but she did not recognize it in her self. (Continued on page 49)

"I Have My Wings"

*Clouds bend low and black above,
NO gleam of gold shines through,
The darkness reigns;
But I can rise from height to height beyond
The clouds to sunlit blue—
I have my wings*

*Rose dreams fade and drift like smoke,
The wild winds break my flight,
The cold mist stings;
But I can rise above the mists of earth
Where stars shed endless light—
I have my wings.*

—by Elizabeth Bemis Dunn.

"I Made My Story!"

A Girl Reporter's Boomerang

WHEN PSYCHOLOGY announced an *Exciting Short Story* contest some time ago, this statement was made:

"It will be especially interesting to PSYCHOLOGY readers if you have had an experience in which you recognize and can trace mental action . . . affecting a situation."

The story submitted by Miss Janith Greene of New York City, given first place by the judges stressed the fact that the mind established on a conviction experiences the effects the actual situation would have caused.

It is the experience of a real reporter and the crime preceding it was an actual one. Only the names are changed.

Second prize (the story follows Miss Greene's) goes to William Howe Seaver of Twin Falls, Idaho, for his tale, "Look Out Below!" of which Mr. Seaver says: "The little story is true—exactly as written. I have never ceased to wonder at the heroism displayed by that man in that one split second."

WILKINSON FINN, a druggist owning a chain of stores in a Middle Western city, had been shot to death by bandits, after he had refused their command to turn over his valuables.

Finn had been lunching at the Red Mill, a roadhouse a few miles out from the city limits. It was broad daylight when the shooting occurred.

His companion was Miss Alice Riley said to have been his sweetheart. He was married, but had not lived with his wife for a considerable time.

The story was a day old when the city editor gave me my assignment.

"Nobody's got an interview with Miss Riley yet," he said with the cryptic smile I understood so well. "It's not likely that *you* can, but it's worth a try."

When he put it that way, he knew I'd move heaven and earth in an attempt to get the story.

I knew what he wanted. Not just facts, but "human interest" stuff, with a good bit of "spice."

I knew too, that Miss Riley had refused to talk to all reporters and that her relatives

were guarding her closely from possible intrusion.

Through all my newspaper experiences, I worked on the theory that there's always some way to get *any* story, and I've prided myself on usually *seeing* the way.

So, as I left the city room, I stopped a second in the hall and addressed myself: "Now there's some perfectly good way to get this Miss Riley to talk," I ruminated, but as no brilliant idea immediately descended I walked slowly out to the street. Just as I hailed a taxi, I decided to go on this assignment in a round-about way.

The dead man had had an aunt, a rich spinster, Miss Leonore Finn, at whose house Finn had been living since his estrangement from his wife. I knew from the voluble interviews that our men reporters had brought in that she was willing to talk.

I had no difficulty in getting her to see me and she seemed glad to tell me all that I wanted to know about her nephew, his estranged wife for whom she seemed to feel no antagonism, and indeed every phase of the case that might shed light on its solution.

She described the jewelry taken by the robbers—a square cut diamond ring worth a small fortune which had been shot from Finn's hand, and an especially fine Swiss watch. Although everything she was telling me had been told before, I let her talk on, hoping that something might be said that would give me an inspiration, and finally it came.

Miss Finn had been talking about the girl, Miss Riley, with whom Finn had been dining at the time he was slain.

"I know little about that girl," she said. "I should like to talk with her some time."

"You want to talk with her?" I asked, with difficulty repressing my eagerness. "I'm on my way to see her now! I'll tell her you want to talk with her."

"Oh some time—yes," Miss Finn answered, evidently feeling that she had disclosed too much of her thought. "Some time. Of course, there's no hurry."

I conveniently forgot the last observation of Miss Finn's, went out, hailed a taxi and headed for the home of Miss Riley.

The Winning Contest Story

The skies, dreary all day, had now fulfilled their promise and it was raining the proverbial pitchforks when we turned into Miss Riley's street. It was not my purpose to let her relatives marshal forces upon seeing some one who might be a reporter alight from a taxi, so I rode on half a block and ran back through the rain.

I rang the doorbell and some time elapsed before a man whom I later found to be Miss Riley's brother, opened the door about an inch, peeping at me with one eye.

He assured me very positively that Miss Riley could not be seen.

"But I have a message for her. A message from Mr. Finn's sister, Miss Leonore Finn," I said with much impressiveness. Those were magic words and the door opened several more inches.

"Give me the message," he finally said. I shook my head.

"The message is for Miss Riley's ears alone," I answered rather loudly, for I thought I caught a feminine shadow in the background. "It's entirely personal."

He left me for a minute, closing the door in my face. Then he returned and motioned me in and through a long hall into a sort of music room. He kept very close to me and his glance was none too kindly. He waved me to a chair and then sat on a piano stool not far away.

Several minutes passed, neither of us saying a word. Then Miss Riley, an attractive girl for all the marks of grief and sleeplessness, came into the room and seated herself across from me at a table. Her mother followed her but sat far away, in a corner.

Miss Riley could not suppress her eagerness.

"The message. What is the message?" she asked, bending expectantly forward.

I parried for time. "This has been a terrible experience for you," I remarked sympathetically.

"The most terrible in my life," she answered in a voice vibrant with emotion.

"You were very brave," I continued, still parrying for time, for well I knew that once having offered my "message" the interview would be over.

"Oh I was *not* brave," she exclaimed, excitement rising in her voice. "I was so ter-



"I'm a newspaper woman," I assured.

ribly frightened and screamed so loudly, it was a wonder that the bandits didn't kill me, too."

Another sympathetic remark on my part, and the girl, her tense nerves unlocked, was telling rapidly and graphically, not only the details of the tragedy, but of her acquaintance and relations with the dead man.

by JANITH GREENE

She related some facts that the coroner had already given out: that the bandits in a roadster had followed the couple, taking a seat at a table near them and following them to the door as they were leaving. She told in detail what had followed—the demands of the men, Finn's refusal to comply and the shooting that climaxed his refusal.



"I wouldn't mention this," he suggested rather anxiously.

None of this was new, but as her mind, more and more occupied with the tragic scene, made her forget those present, she began telling me just the sort of details that I knew my editor wanted.

"Wilkinson was so good to me," she said

breathing in little moans. "He loved me dearly and I loved him with all my heart. I learned to love him before I knew he was married, but I did not separate him and his wife. Long, long before I met him, which was more than a year ago, they had become almost as strangers. They certainly no longer loved each other. Wilkinson would have married me as soon as he got his freedom. He told me so many times."

This was good stuff (remember Wilkinson had been a very prominent man). I could see my editor's pleased face when I handed him the story. But Miss Riley, in her excitement, was going almost too far. She mentioned the date of a heretofore unknown escapade of herself and Finn and in my eagerness to get this figure on paper, I slipped my hand in the side fold of one of those large leather purses, fashionable several seasons ago, writing on an envelope inside.

Another date was mentioned and I continued to trace the pencil along surreptitiously. Suddenly Miss Riley rose to her feet.

"Excuse me a minute," she said and left the room.

I was anxious to keep her mother from following her and plunged into my best conversational manner, although neither of us nor the brother, who had been shifting uneasily on the piano stool, talked of the tragedy.

Because of the rain, an early twilight had fallen. As the mother finally rose to turn on the lights, I, being very anxious to get my story to the office, rose also.

"I'm sorry I cannot wait for your daughter," I began but the mother went toward the door through which Miss Riley had disappeared.

"Wait," she said. "I'll tell her you are going."

She left the room, but returned a minute or two later, waving her hands excitedly.

"Alice is gone!" she exclaimed. "Oh I was afraid of this all day—afraid she'd get out and go to the morgue to see Wilkinson!"

The brother looked daggers at me, and feeling decidedly uncomfortable, I followed him and the almost screaming mother, from room to room. Miss Riley was not to be seen, and as we came through to the living room, the hall door burst open and three burly men almost leaped into the room. Their manner was threatening and they looked only at me.

"Who are you?" they demanded roughly. At first I was jocular and not indignant, but they were sneering in manner and extremely stern.

"Why, I'm a newspaper woman!" I assured earnestly, beginning to see that the situ-

ation was a serious one.

"Can you prove it?" one of them barked.

"Certainly," I answered in a brisk voice. "Just telephone my editor."

"He couldn't identify you over the 'phone," one of them jeered and I was amazed and indignant as the men roughly pushed me through the doorway.

Miss Riley's mother and brother made no move to help me. Indeed, as I looked back, I saw a gratified look on the brother's face and although I could not be sure, I fancied that Miss Riley herself had come in the rear door just then. At any rate, someone, who in the dim light looked like her, was waving the men on.

"You'll certainly be sorry for this. I'm a newspaper woman and I'll see that this outrage is exposed!" I declared, trying to keep my dignity, but as we pushed out into the rain, where dusk had now fallen, the silence of the men settled ominously about me.

A big machine was chugging at the curb. I made a frantic effort to pull back, but two of the men, pressing close to me, pushed me into the back seat, while the third climbed in behind the wheel, and the car shot forward.

Taken for a ride. How often had I seen that headline! Now in letters of fire, I seemed suddenly to see a giant streamer with those words, coupled to *girl reporter*. The grim joke was on me. Out to unearth a story of sensation, I was now *part* of such a story.

"What—what are you going to do with me?" I faltered, all my business-like sang froid fallen away. Nobody answered and then, wishing to know the worst, I touched my hand on the rough coat sleeve at my right.

"You—you aren't going to kill me, are you?" I asked, but nobody seemed to hear and only the heavy swish of the rain against the glass answered me.

Now that time is explained as entirely relative, it is possible to believe that one can live years in minutes. My heart was beating in great pulsations, booming into my ears.

Nothing that could have happened would have surprised me. In fact I was surprised that nothing *did* happen—that the men were so quiet as we sped along for an interminable number of miles, it seemed to me.

The heavens must have been fairly in cloudburst, for although great splotches of light loomed at frequent intervals, I could see nothing of what we were passing through and I dared not press close to the window. Indeed, I could not have done so, as the strong grip on either side never relaxed.

Again and again, the machine bounced over deep rough places, and I was about to tell the

men to go no farther, but bring whatever they designed to action, when the car stopped with a shriek of the brakes.

A sharp burst of rain struck into my face as the door was opened from the outside and I was both pushed and pulled forward. Then I knew we were entering doors. There were lights and noise, and suddenly a galaxy of bright spots resolved themselves into shiny circles—buttons on policemen's uniforms.

"In here," some one was saying, and a fantastic movie I had once seen, in which criminals impersonated officers, galloped across my brain.

We were going through another door and persons were pushing close and looking into my face. Suddenly I heard a familiar voice.

"What are you going to do with *her*?"

I recognized the hoarse staccato of our police reporter. There was a running fire of questions then, and I distinguished the words, "She's on the staff of our paper—our best woman reporter!"

The big man who had held my right arm in such a tight grip, relaxed his hold. "What—what?" he stammered, and "Well, I'll be—" came from the other side.

"I told you I was a newspaper woman!" I almost sobbed, and while apologies rained into my ears, the police captain turned to me.

"You look a lot like Wilkinson Finn's wife—or, at least, Miss Riley, who knew her by description *thought* you did," he said.

"Miss Riley called the station here, saying that Finn's wife was at her house and was trying to take a pistol out of her bag. Miss Riley said she got away by strategy, and 'phoned us. She was so sure of your supposed identity and made it appear so urgent that three plain-clothes men made the run in four minutes."

Instantly I connected the episode of my trying to write dates under cover of my purse, with Miss Riley's hasty exit from the room in which I had interviewed her. I could understand how, in her highly excited state of mind, she could misunderstand the movement and decide I was the woman who might feel like doing her harm.

I did not blame the over-wrought girl, who, with her brother, had followed the police emergency car in a taxi, but it was difficult not to feel anger at some one for a real fright.

"Say, I wouldn't mention this to any one if I were you," one of the men who had brought me to the station suggested, rather anxiously.

"That depends upon what my editor says," I answered, having recovered my dignity.

There was long (Continued on page 60)

In the Psychologist's Office

Discussion of Actual Cases

by LOUIS J. LEWIS

"JUST a nervous breakdown due to the stock-market crash," explained the doctor with a note of finality. It was the family physician who called me to talk to his patient. Before long I found the patient required something more than a "talk." A few visits revealed how suggestion would produce results of a temporary nature only.

The patient, a successful business man, would respond to constructive suggestion with what appeared as encouraging promises for a speedy recovery, and then—he would slump again into gloom.

He reminded one of a Jekyll and Hyde character. After favorable response to constructive suggestion, he would assume the character of the successful and well informed business man—which he was in reality. But too soon he was transformed into the character of a weak, shy boy.

"THE world is crashing," he muttered. "No one is competent to save it," he insisted, inviting me to agree with him. Oftentimes, to the dismay of his household, he would disappear for hours, or as he once did, hide in a cedar chest for six hours, while listening to frantic efforts of family and friends to locate him.

Obviously, to any student of psychology, this man was suffering from a repression. Trying to hide from something; something unseen, buried in his subconscious mind. Doubtless, he was not at the time aware or the least bit conscious of the nature of that invisible tyrant.

During the whole length of his trouble, he fortunately had never lost interest in his much beloved wife for whom, and to whom, he was ever grateful. It was through her spirit of helpful cooperation, I found a clew to the baffling mystery. Apart from him, she informed me: "Danny isn't anything like himself, you know. He is really a dynamic personality,—I should say rather, he is always more than positive,—in fact, he is domineering and overbearing in business and even at home sometimes tyrannical. It makes me weep to see him in this condition, as if he

were a helpless child."

It was at this disclosure when the mental detective in me was shown the path to follow. People who are tyrannical, domineering, overbearing, and too often dynamic, suffer an inferiority complex for which they compensate themselves by assuming an attitude of superiority. Why, I wondered, this assumption? But I resisted the temptation to ask any leading questions. Suggestion is inadmissible in a psychological analysis.

As a mental detective, I was obliged to make him talk,—not by any "third-degree" method such as planting ideas in his mind which could readily lead me astray by an admission based on suggestion,—but rather by some process that would open a passageway between his conscious and subconscious mind. This had to be done by means of an emotional appeal.

I SPOKE to him of his childhood, mother, father and brother, and suddenly, as if I had sprung the lock of a door, out streamed a steady flow of talk that went on and on for more than three hours. I listened. What an art is listening! The technique of being able to hold one's tongue long enough to learn by listening. Every word was important,—that is to say such was my attitude. And then, he paused.

A haze of suspicion clouded his half-closed eyes as he frowned at me. "Tom had nothing to do with it!" he blurted. The first emphatic statement since I had known him. A defense. A denial. Even a defiant attitude implying that I had my criminal cornered. "Tell me about Tom," I seemed faintly interested. "Who was HE?"

"Oh, my brother didn't like him. He was just a man,—a friend of mine. But Tom had nothing whatever to do with this, I tell you!" he loudly protested. "Then why didn't your brother like him?" I demanded firmly and louder than his protest.

At last, I got the secret out of its hiding place where it had been buried for nearly forty years. This fifty-three year old business man had been har- (Continued on page 61)

The Secret of Genius

by **EDGAR WHITE BURRILL**

GENIUS has been defined as an infinite capacity for taking pains.

When we hear the great artist play, with perfection of technique and exquisite mastery of his instrument, we think how easily he does it.

He will tell you he does not know how he gets his inspirations. "It comes to me," he says.

Indeed it does. That is the secret. He instinctively knows himself to be a receptive channel for beauty, wisdom, and goodness. He unconsciously makes himself passive to "the call" of the artist. He has unobstructed contact with the one source, the one power, the supreme intelligence.

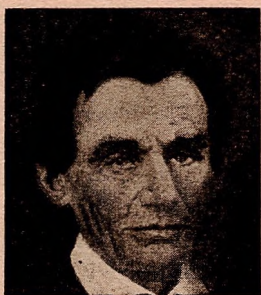
Most of us set up resistances—standardized educations, social conventions, race opinions, national prejudices—many things. The true artist cannot do this. He perceives the beauty and dignity of all forms of life everywhere.

Nor does the genius take credit to himself for what he does. He is simple and child-like.

The genius is usually free from the subconscious repressions and majority opinions of others. He is frequently called eccentric because he is so untrammelled, so different in his point of view and conduct.

We all know instances of absent-minded professors. The true genius is too intent on listening, on seeing visions of eternal beauty, to conform to accepted outer standards.

He does not need ordinary education to

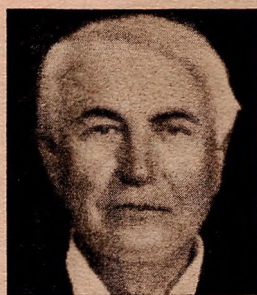


Lincoln

develop his intuitional powers. Lincoln had but a few books, but what thorough study he gave them! He did not always possess a candle, but worked by the light of the fire on the hearth, figuring on the back of a wooden shovel, then shaving it off so as to begin again.

Shakespeare had no university training. He knew "little Latin and less Greek;" he had to hold horses outside the London theaters at first to earn his living, but within two years he was writing successful plays. When his own son Hamnet died, he made his grief into an immortal consolation for all mankind in the world's greatest tragedy, "Hamlet."

When the woman he loved, Mistress Mary Fitton, met and loved his best friend, Christopher Marlowe, he could transmute his personal sense of ingratitude and human jealousy into the masterpieces, "King Lear" and "Othello."



Edison

Master of himself, ever gentle and lovable, he became the world's master-psychologist and songster, multiple-minded indeed. His universality of aptitude could set free with pen and ink the seething world in his breast.

Thomas A. Edison did not have to be told what to do. He *knew*. And because he was so intent on serving mankind, he could work for days without sleep and with little food, until his discoveries were born. In him became manifest the words, "Let there be light!"

He turned our nighttime into daytime as well as playtime. If there were the same flaming urge within us to do things worth while, we too could get along regularly on four hours' sleep a night. Henry Ford was similarly possessed of a divine idea, and he provided a vehicle so that all the world could ride. Peary focussed (*Continued on page 49*)



Burbank

Personal vocations begin when primitive man ceases to be sufficient unto himself and begins to be useful and necessary to his fellowman . . . Each of us has a special aptitude.

Your Job and You

by CORDELIA B. MAKARIUS

AGE is all a matter of thought.

When a young woman of thirty comes to me with a problem and feels that she is getting to the doddering age because the irresponsible twenties are behind her, I feel like shaking her and telling her the foolishness of it.

The 'teens and twenties are the growing ages. We are still sampling life to find out what it is all about. We are only learning to formulate opinions. We are learning to be adults and to stand up on our own two feet.

At thirty we still have the strength and energy of youth, plus a mellowing which has come from our earlier experiences. We are just attaining adulthood and the full flower of our abilities. Thirty is the age of accomplishment which should rise in a crescendo of worth while things throughout the next twenty or thirty years and over. I know many women of fifty whom I envy because of their mental abilities, their wisdom, their poise and their knowledge of their particular jobs.

AS I write I visualize a woman who holds one of the most responsible positions in the statehouse of one of the largest and most progressive states in the Union. Her gray hair is perfectly groomed. Her blue eyes flash fire of enthusiasm and twinkle merrily at the foibles of humanity. Her mind is a delight, so all embracing is its knowledge. When I am fifty I hope that I will be able to make the impression on others that she makes on all who come in contact with her.

What is her secret? Nothing more than the desire to meet all problems of life, a constant seeking after knowledge and a heart and mind forever young.

And so I come to Miss L's letter.

"I would like to ask your advice or suggestion regarding myself. I am a single lady past thirty years of age. I have been employed in an office all my life and through bad luck I lost all my savings in the 'crash.'"

"I know sooner or later I will be thrown out of an office job as

they always prefer younger girls. Having nothing to fall back on in the future I would like to ask your advice about opening some kind of business that I may make my living in the years to come."

My answer to Miss L and others of her age and problem is this: I feel that you are needlessly alarmed about your age having anything to do with your losing your position as long as your work is efficient.

You are a young woman. Thirty is only the beginning of the prime of life.

Keep up with the times. Do not rest on your laurels.

I would suggest that you go to school at night and learn more about office management and office work. If you are not a stenographer then learn stenography. Learn everything you can to make yourself an invaluable secretary.

If you are interested in a beauty parlor, take a course in it before considering opening a shop. The same holds true for a restaurant or any other type of business. Become thoroughly schooled in a business before contemplating ownership.

A letter from Mr. I. brings up an entirely different problem. It is self explanatory. Here it is.

"Not being able to make a success I am coming to you for aid. Undoubtedly I am interested in too many professions at one time to be able to reach my goal. How can I be led into the proper channel so as to do my proper work? I wish to be a movie producer, movie director, drugless physician with my own sanitarium and also a writer which I am doing now. At present I have a scenario in the hands of a studio agent and am also writing another."

My answer to a person who has so many ideas in his mind could be only this. You did not necessarily have to come to me for aid.

You have diagnosed your own problem. You are dissipating your energies in too many directions. You are a Jack of all trades and a master of none. It is true that one should have interests and hobbies outside of one's (Continued on page 62)



Ultimate Religion

Ten Principles of Character Building

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

IX. THE PRINCIPLE OF GOOD CHEER

THE Psychological Laboratory of the University of Iowa is equipped with a marvelous machine, a moving picture apparatus that measures the speed of thought.

An idea suggested by some word, picture or other symbol requires but a fraction of a second to form itself in the mind and to express itself in language. Presumably the speed will vary with different mentalities as it is evident that some men think more rapidly than others.

In this announcement we have a spectacular demonstration that the mind of man is advancing in the knowledge of its own processes. With this clearer understanding must come truer appraisals of moral values, more correct interpretations of life and its relationships.

In the light of this advancing knowledge it becomes increasingly important to discover the principle that determines the right attitude of the mind toward the circumstances of life, the principle that dictates the spirit that should prevail in man's intercourse with his fellowmen and that provides the truest outlook upon life in the abstract.

True it is that we are dealing with imponderables that cannot be measured by any machine devised by man. They are none the less potent for practical results. So much

depends upon the spirit with which a man addresses himself to the work of life. It is the part of wisdom to cultivate gladness.

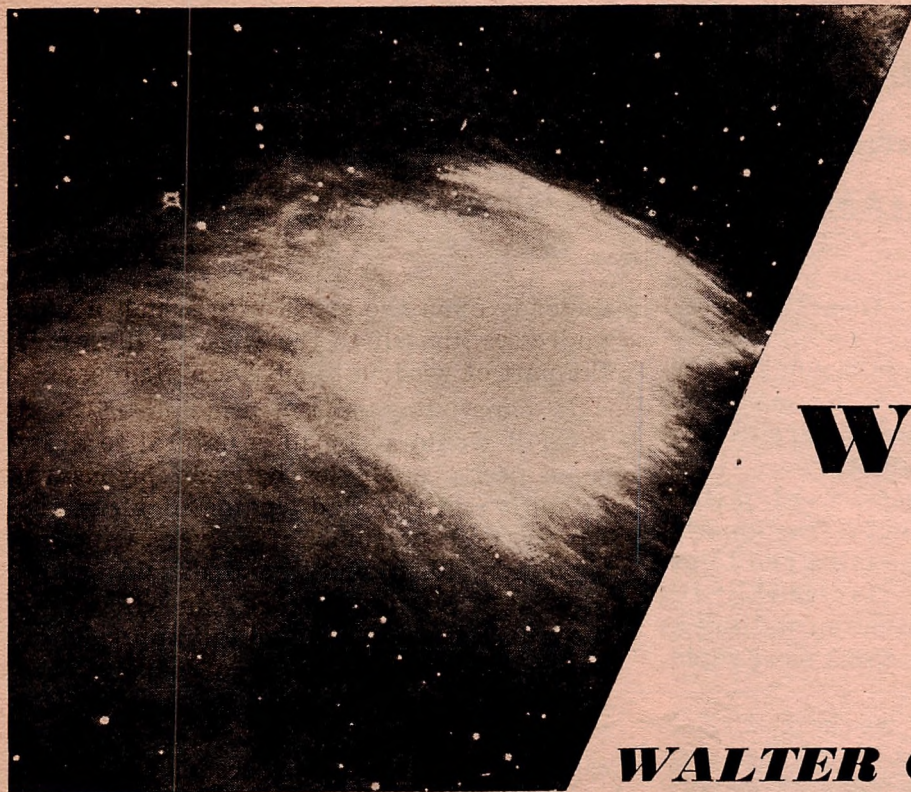
In expatiating on the principle of good cheer it would seem quite natural to draw some pretty analogies between joyousness of spirit and the glad singing of birds, the beauty and perfume of flowers, rippling rivulets, golden sunsets and dancing stars. The thesis is not so easy of exposition. For the true understanding and full appreciation of this principle we must go deep into the problem of man's place in the universe and be able to demonstrate that the principle we espouse is consistent with cosmic certitudes.

Circumstances sometimes combine to produce conditions that seem to preclude the very possibility of pleasure. We must not close our eyes to scenes of distress nor can we dull our ears to the cries of the afflicted. To be lacking in sympathy is to lose the meaning of the message of good cheer that emanates from the very heart of the universe. The world's weight of woe but accentuates the validity and the vitality of that message.

If now the objection arises that the idea of a call to glad- (Continued on page 55)

"... analogies between joyousness of spirit, singing of birds, beauty of flowers, golden sunsets ..."





“As a Whole”*

by

WALTER C. LANYON

THE arc of sky over the canyon was silvery blue, with a pale yellow moon, and presently stars shivered into it, like crystals dropped into clear water.

This was the first time I ever saw it as a whole. Something had happened in me that made it possible for me to co-ordinate and simplify, and that process, going on in my mind, brought with it great happiness. It was possession.

Such a lovely “feel” of what man has in store, a becoming One with the Whole of Creation. Nothing is lost but the personal limitations, and these you will lose anyway, sooner or later.

All the flutter about things that were immensely important to you ten years ago is as nothing today.

You wonder why you were so excited and fearful about your graduation day oration; when you look back on it now, it was nothing to get excited about, and you cannot see why you *were* excited.

The reason was, that you felt yourself a little personality, standing before a room full of other personalities—and you thought the success of it all depended on *you*.

What of the fame of that little moment? It, too, faded, almost as soon as the room was empty, and you held your “sheepskin” in your hands, but it was already an empty sheepskin.

The awakening that comes to you is that

“losing your life”—your personal sense of life—causes you to lose the limitations of that personal sense.

An ignorant person might imagine that the power of a locomotive was all the power in the world. He might even imagine that the power was generated by the engine, and was dependent upon the engine. So a man might imagine that he, and his body, generated the strength with which he succeeded, and the intelligence by which he gained his daily bread.

It is wonderful to contemplate that which is slowly evolving in these words—to you as you read, to me as I write. You are coming to the deeper *revelation* as you read, just as I am as I write; we are arriving there at identically the same time, for this only comes into your world *now*.

IT is absurd to imagine that the locomotive, with its shrill whistle, generates power; and yet this is what it *seems* to do. By destroying the engine one has not destroyed power. *Power is instantly available, anywhere, at any time.*

It is equally foolish to believe that your body generates health and power, and yet it seems to do so, and as long as the belief is fixed on this limited machine, the body, so long will the power be measured by the so-called strength of the machine.

Unfortunately (Continued on page 52)

*From “Out of the Clouds”

Love As a Medicine

by C. FRANKLIN LEAVITT, M. D.

SOMETIMES I say to a sick or unhappy patient, "Do you know what is the matter with you? You do not love enough!"

Naturally I do not often say this. The average patient would be amazed at such a statement on my part—perhaps indignant.

People of this type do not understand the serious effect on the body and mind of negative or resentful thought. They usually, also, do not know how to love genuinely and completely.

I do not mean by this that they are devoid of affections, or that they do not love anyone. Indeed, such a man or woman may exclaim, "Why I love too much and that is what is the matter with me."

NOW, of course, this *could not* be true. Real love, which gives out freely, largely, splendidly, as the sun gives out warmth and light, could never be anything but healthful to the giver and to the receiver.

The best way to help such a person is to get him into the habit of loving more—perhaps by slow degrees and for the most part unconsciously to himself.

WE ARE entirely shut up within ourselves—many of us—in our criticisms, suspicions, sensitiveness and pettiness.

We need to let go of hard, critical thought processes, expanding into generous understanding of the faulty humanness of every last one of us, but never losing sight of the fine possibilities, the Divinity, in fact, forever present.

This is *really* "loving our neighbor as ourselves." Such love means giving the other fellow the benefit of the doubt; saying good about him—or if we honestly cannot do that—saying *nothing*.

SUCH love is the greatest gift one can give the world. The average business man has believed that he must be ever watchful, rather suspicious of all his employees and his competitors. He has convinced himself that business is a cold-blooded proposition and should contain neither sentiment nor love.

This conviction is developed until it is a thought-habit expressed in social life and in

the home, and is ever with him.

I can trace the ills of many business men who come to me to the effects of suspicions they have for so long held in connection with others; at last they have developed doubts of themselves and have become introspective.

Every thought we think, every emotion we feel has its effect on the body.

Disturbing thoughts are harmful to the bodily activities. They produce discord, disease, perhaps death. Sensitiveness, intolerance, criticism, condemnation, envy, the desire to "do" people—these, greatly disturb the delicate equilibrium of the nerves, thus throwing out of balance such activities as digestion, assimilation, elimination, respiration, circulation, heart action, liver action.

THESE emotions create a hundred forms of disorder. Any of these make fertile soil for the development of fears which can curtail life and happiness.

If these feelings were persons, harmful as they are, we would long ago have jailed and forever put them out of existence. These are the real murderers! And we in our foolish ignorance take them to our bosoms—offer them our very hearts' blood.

On the other hand, kindly thoughts and emotions send real stimulation over the nervous system, assisting it in its work, controlling the bodily activities in a normal and perfect manner.

Love is a real tonic. It sweeps toxins out of the body, builds up, reawakens, renews, strengthens, heals.

Love will do wonders in our bodies, minds and lives. The more we love, the more we are able to love and the more we shall find to love.

Our faculty of appreciation will be developed. The more we express love, the more we shall enjoy all beauty.

A sense of gratitude will be built up in us and all these feelings will be sending deep, strong suggestions into the subconscious, which in turn will firmly build up these qualities into our bodies, minds and lives.

Love can do won- (Continued on page 61)

The Body vs. Emotions *Part II*

by DR. HERMAN H. RUBIN

IT WOULD seem obvious that human beings sustaining concentrated effort, mental or physical, should have rest and recreation sufficient to recharge the wasted batteries, and to build back the used-up tissue cells.

However, thousands seem to think that they can indulge in business or social activities until every atom of their adrenal reserve is used up.

In practice we find it absolutely necessary to utilize hygiene, dietetics, and any other helpful agency, calculated to put the organism into a condition of highest physiological functioning.

For instance, while we have had some extraordinarily successful results in depressive conditions, melancholia, hypochondria, etc., by means of gland stimulation, particularly of the gonads, thyroid and adrenals, we do not ignore the necessity for active elimination.

Most of these patients are toxic. They are absorbing poisons from the alimentary canal every minute of the twenty-four hours. Therefore, it is only in the line of common sense to start these patients with a high irrigation or an enema.

Also, in all stomach and intestinal complications, we find it necessary, in addition to stimulating the pancreas and adrenal glands, to go carefully into the dietetic history of my patient.

Many of these patients are excessive eaters of starchy foods and do not get a sufficient amount of protein in the form of rare red beef. Some simple adjustment in their diet, often works a revolution in their condition.

In neurotic conditions, especially those characterized by nerve irritability, as well as in many cases of nerve exhaustion, I find that careful attention must be directed toward insuring refreshing sleep.

I often advise a quiet walk before bedtime or a neutral bath of a half hour duration, or a bowl of crackers and milk, or some other agency calculated to relieve nerve tension, or the disturbances in circulation which are so frequently responsible for bringing about these conditions.

For the relief of acute pain, I frequently find it necessary to build up the blood alkalinity by means of kalak water, a liberal diet of

citrous fruit and vegetables rich in alkaline salts and the limitation of all acid-forming foods.

WHILE my practice is confined to disorders of the ductless glands, it is borne in on me with increasing force that the correlation between the ductless glands and the general metabolic and assimilative system, as well as with the influence of mental suggestion, is so directly interwoven *as practically to preclude dissociation.*

You remember Browning says, "Nor soul helps body any more than body helps soul." With equal verity, I can add that "nor glands help body more than body helps glands."

If you have some nervous trouble manifesting itself in chorea and twitching or irritability, the actual cause may be in a disturbed functioning of the parathyroid glands.

Yet, the real, although remote cause, might develop from eating too much white bread and demineralized cereal products, and in resultant calcium starvation which this unbalanced diet will tend to bring about.

Thus, while one might readily cure an overwhelming percentage of direct or reflex nervous troubles, manifested in nervous exhaustion, insomnia, irritability, neuralgia, etc., they would not stay cured unless the system were supplied with the elements required by the nerve cells.

A patient whose circulation and whose glandular action had been benefited would not *remain* in the improved condition on a diet of fruit and salads, or some other diet in which there was a very definite lack of nitrogenous food.

* * * * *

So also with many incipient tuberculosis cases. Practically every one of these conditions—as I have clearly stated in my book* is preceded and accompanied by what is known as asthenia.

This condition, in turn, is due to lack of activity of the adrenal glands principally, the thyroid and gonads being also involved. In these cases, without difficulty, I can raise the lowered blood pressure and bring about a feeling of increased energy, activity, and endurance.

(Continued on page 63)

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—"***

SIN

THERE is no sin—
Only experience,
The bread by which we grow.
Rona Workman.

PROSPERITY

"I PROMISE to spend at least one dollar this week, for something I do not *actually* need."

I believe this idea is worth a trial. Figure out what it would mean if everyone who reads this would affirm.

It takes only one pebble in motion to start an avalanche, but just one log that stops moving can jam a whole river of logs.

The supply of money and goods in the world is as great as ever. When they are being exchanged there is no depression. The ball *has* started rolling again, it will gather momentum and bring back prosperity.

J. W. Gans.

THE PRINCE AND THE SAFETY PIN

"WHO is the inventor of the safety pin?"

It is not generally known that the common safety pin, that ubiquitous little gadget found in every home in the civilized world, was invented by no less a person than Prince Albert, the consort of Queen Victoria.

There is a pretty picture of the proud young father, bending over the crib of his first-born—the Royal Princess Victoria—and noticing, with deep distress, a long scratch upon the white skin of the crying baby.

Always mechanically minded, the clever prince procured wire pliers and sandpaper and soon evolved a clumsy though adequate safety pin. This was not only to prove a blessing to the infants of his own generation, but in a modified form, to all those yet unborn.

J. S. Nolan.

WHAT'S YOUR REACTION?

"THERE was a time in my life when a slight, a 'catty remark' almost made me ill."

I am not so different from other people so I suspect that maybe you too have felt this way. But it is all unnecessary. What does it matter what someone says of you? If you deserve it, just consider that you got what was coming to you—and forget it. Usually, we feel that we did *not* deserve the ill treatment.

Nothing can hurt you if you won't let it! Wipe it from your mind in the same way you used to pull the sponge over an incorrect sum on your slate.

You can do this. I know, for though I am slowly learning, as I apply the knowledge I grow increasingly happy.

Georgia Moore Eberling.

BE THOROUGH

PERFORM Life's tasks assigned to you
Clean labor do not shirk
Avoid the "just-to-get-by" plan—
Be thorough in your work.

Aletha M. Bonner.

WHO ARE YOU?

WHAT do you believe yourself to be?

Believe yourself a coward and all the world a fearful place—and your friends will read your distrust of yourself and regard you with pitying contempt. Lack confidence in your own courage, and the wraith of fear stalks before the gates of success, forever barring you.

Believe yourself mentally dull—and you shall forever be shrouded in the mists of ignorance. No brilliancy of bright understanding may ever penetrate a closed mind. When you say you can no longer learn, your mind obediently refuses to grasp another idea.

Believe yourself a ruler—and all through life you will be surrounded by a docile throng of followers waiting upon your word, eager for your command, glad to perform your service. They will stand in admiration of the glint of power in your eyes, and thrill to your invincible will.

Irene Lois Cowan.

(Continued on page 58)

"Daughter Said to Me..."

Then We Talked Things Over

by GENEVA HOLLAND

I SPOKE rather sharply to my teen-age daughter. It was the second time I had called, "Come, sister, set the table NOW please."

To my surprise she burst into tears. She had been sitting alone in her room since she had returned from school. What had gotten into our bright, cheery girl lately? She was getting more irritable and moody ever since she'd started high school last fall.

"Why sister, what's the trouble?" Puzzled, I asked as she came sullenly into the kitchen. She sniffled, wiping at her eyes, but did not answer. "It makes me feel badly to see you so unhappy. Is there..."

Without waiting for me to finish she burst in with—"Well, you'd be unhappy too, if you had to suffer persecution as I do. Have to go to school and none of the teachers like me. The girls slight me, and the boys despise me.

"Even at home here, my parents *never* do anything to please me—all they care about me, is that I work, work, work!"

Shocked beyond words I could only manage a brief, "I'm busy now. We'll talk about that later."

And at bedtime with the rest of the family quietly settled in their own rooms, I went to my girl's room. She was propped up in bed, reading.

Greeting her cheerfully I seated myself and said, "Now if you're feeling better, let's talk this little problem over."

With a little shamefaced smile she admitted she was not feeling near as badly and ended up with, "I'm sorry mom, what I said about you and dad. I guess though I just wasn't intended to be popular among my classmates, as Marianne is," Marianne being her best friend and pal for many years.

That night after much discussion Helen took paper and pencil and jotted down "The Fundamentals of Popularity" as per Mari-

anne's best points, and from what we ourselves admired most in others.

In hope of helping other perplexed mothers and daughters, I send them along, with Helen's consent.

First, and most important—*love*. Try to feel a genuine liking for others and never—"Oh, above all things," Helen wrote) never make another feel small or inferior. Overlook their little faults and have patience with their ideas.

Do not try to dominate. Never be sarcastic, and do not gossip.

Promise nothing, unless you are sure you can and will do it.

When you do a favor for anyone, do it cheerfully, as if the favor were yours (if you can't manage that, kindly but firmly refuse.) Learn to talk without exaggeration.

Don't feel superior; others have their own niche to fill. Fill your own, be yourself and refrain from bossing. Never ridicule people behind their backs, much less to their faces, however cute it would sound.

Be an optimist, there is always a silver lining to every cloud—seek it.

Have courage and strength of will in the face of disappointment and disillusion. Have sympathy for others in their trials, sorrows and losses. Be interested, *really* interested in their gains and in little things that affect them. Use tact. Do not flatter but if one has done a commendable thing, speak of it. Encourage that one.

Always, and above all, be kind. Be refined, and a "gentleman" (even if you're a girl," sis says).

Be pleasant to look upon. There are tricks of grooming that observed, give one a feeling of confidence and well being, undefinable but real.

So sis says "popularity (like Rome) is not built in a day," but it's a supreme joy—the building—worth striving for.



Handwriting Counts!

How are Your T's, I's, and A's?

THE time given to handwriting experts and to the study of handwriting specimens in the recent Hauptmann trial at Flemington, indicates what importance is attached to the little curlicues an individual makes on paper.

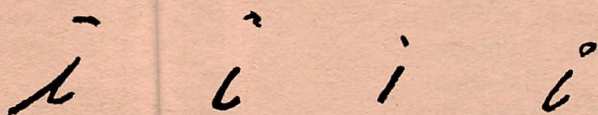


Figure 1—How do you dot your i's? It's important

Persons who followed the printed accounts of the testimony taken in reference to Bruno Richard Hauptmann's known and alleged handwriting, but who previously, perhaps, had given the subject of handwriting little thought, have been amazed at the personal, national, and even emotional characteristics that experts claim and prove they can find in inky trails.

The study of handwriting is a fascinating one. Handwriting experts depend almost entirely upon the mechanical points revealed in specimens of handwriting, the kind of paper used, when manufactured, and other scientific details.

It is a fact, not so well-known in this country, that inner traits of character are hidden in the mechanical points discovered and stressed by experts. The *choice* of paper, kind of ink, pen, etc., all have bearing on what the handwriting itself may indicate.

Naturally, and inevitably, handwriting

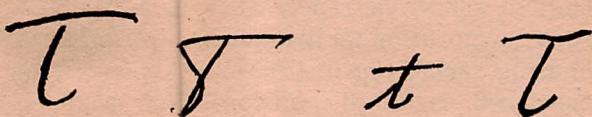


Figure 2—Four of 100 possible t formations you might make

done at someone's behest (as in the famous "request" writing of Hauptmann) will include some more or less unnatural twists,—will not be 100% characteristic when regarded mechanically only. The fact of nervousness and effort to disguise will bring out in such writings much more unsightly characteristics if studied for character points.

This would be true of anyone—innocent or guilty of a suspected crime. None of us is entirely natural in movements or expressions when we think those movements or expressions are under observation.

Inner emotion under such circumstances would almost inevitably show forth in the handwriting, although outwardly there would be no sign of disturbance. This was undoubtedly taken into consideration by the handwriting experts at Flemington; but from the mechanical standpoint.

Aside from any findings for or against Bruno Richard Hauptmann, the study of cer-



Figure 3—Extraordinary forms of o—fortunately not common



Figure 4—Undesirable implications in these s's

tain characteristics in certain letters he made (his known handwriting and done at a time he was not under duress) is most interesting.

Take the letter *o*. M. de Rochetal, a French authority, has said of such an *o*: "When it (the *o*) is made very open and forms a *v* with heaviness, it has a strange indication, namely that of slackening of the hand forming the letter, which is instigated by a relaxation of the nature of the individual writing when something attracts him from the path of moral action.

"It indicates that the writer's convictions, which might otherwise be good, are diverted." The Frenchman has said more about this one letter and states that such a formation usually makes for an appearance of character inclinations that pull away from the path of rectitude. So if *you* make a small letter *o* that looks like a *v*, don't try to convince any graphologist that your word is as good as your bond.

Small *s* (as illustrated) is another letter that if you made as indicated, would tend to cause an earnest (Continued on page 59)

by M. de BERRI TENNENT

Catch the Gleam!

"A MAN should learn," said Emerson, "to detect and watch that gleam of light which flashes across his mind from within."

Unannounced it comes! Out of nowhere it steals! Suddenly, like the first flush of dawn in the eastern sky. Softly, like a lazy wind shifting through the trees. Swiftly, like a speeding thought through space.

That's inspiration!

Man's confident ways are blundering ways, at best. In his conceit of mind he sets a limit to his imagination and a boundary to his achievement. His vision is measured in inches. His talent is marked down to dollars and cents. His energy is wasted away in day-dreams.

"Let your reach exceed your grasp," urged Browning. And Napoleon, that military genius who subdued all Europe but allowed his vision to roam unfettered, pointed out: "He will not go far who knows from the first whither he is going."

Millions have ground themselves to dust by clinging stubbornly to a false purpose, unwilling to surrender to those inner forces which ever seek to add fresh stimulus and direction to their lives. Delicate impressions constantly play upon the sensitive perception of the mind, but for the most part go unheeded.

by

**EMIL
GOCKER**



"IF WE oftener eased the strain on our eyes and minds," suggests Charles M. Skinner, "we would be enriched by impressions that in our usual attent and mastering attitude we refuse to heed."

There is nothing lost in pausing often to refresh the inner vision. As sleep stores up vigor and strength in the body, so the moments we spend in reflection renew once more the life of the soul, without such invigoration all life becomes a drudgery.

This business of chasing something in life, as if the catching of it was all that mattered, is an idle business and pays no dividends. Never once do we rise above our pettiness. The stuff that lends substance to our lives is smothered under a mass of incoherent trifles and piffling details.

"Sometimes I cease to live," said Thoreau, "and begin to be."

To throw out of our lives the things that do not matter is to draw near to Reality. Every soul has its beaten path to destiny. By sweeping aside the rubbish that clutters our way, that path is clearly revealed—an eternal inspiration to live nobly and well!

To follow that path of guidance is to respond to a Higher Wisdom, so accurate and unerring in its judgment as to startle the imagination. "And according as we submit to that wisdom," comments Stanley B. James, "our lives begin to assume a curious, unearthly symmetry; we perceive the outlines of something which no calculating cleverness could have evolved."

It Was "Amateur Night"

by ELDORA FIELD

"AMATEUR programs? I think they're great! Newcomers *ought* to have a hearing."

It was Elsie Janis speaking.

But Kate Smith did not agree with her. Nor did a well known musical director, who reminded that Paul White-man declared that only one person in every 3,000 amateurs ever amounts to anything—



"I miss you-ou-ou-oo"

And Morton Downey, who last season toured twenty-seven states looking for talent, declared that only seven

of the candidates made good their promise of talent.

"You're a bunch of cynics. Who else agrees with Elsie Janis?" we inquired.

"You might go over and see what Major Edward Bowes thinks. *He* started the 'amateur hour' on the air. And by the way, the Major is a grand psychologist. Watch him handle those amateurs. Gawky, bashful, defiant, frightened—whatever they are—watch him. He's good!"

* * * * *

And so, here we were, observing the "grand psychologist" and his eager amateur "talent" from behind the thick glass of the control room at WHN radio station, New York City.

"And now," boomed a big voice—we couldn't see the Major, but nobody in this world ever will have difficulty in *hearing* him—"and now, what's next?"

"He's enough—that big voice—to frighten amateurs right out of the picture," we opined, and changed our seat. We could see him now. He looked like his voice—the Major. Big, and the adjective "leonine" fits him perfectly.

"What's next?" the Major was repeating. A little girl was coming forward. A little girl with a big name. The Major was intoning that name meditatively. Then he looked up and whether he's a "grand psychologist" or not as my friend had assured, I knew from that moment that the Major's heart is in the right place.

"Anastatia Auditor" he repeated but the

big voice had softened. The girl had edged through the aisle.

"Oh, Mr. Bowes—I mean Major—Oh, this is the *most important moment of my life!*"

She was saying this as she came up to the "mike." We were smiling, leaning forward in the control room, observing her, ready to laugh outright as she finished her little pleasantry.

But then we saw her face. God! She was serious. And she was not a child. Of foreign extraction, that was plain, and as long as she lived, she was never going to forget this moment.

We prayed the Major wouldn't give her "the bell"—no, not if Anastatia were horrible—foggy or squeaky, or any of the things she might have been—as she stood, mouth open, before that fateful "mike."

And the Major didn't. And Anastatia wasn't bad. She had forgotten about even the important Major. For the first time in her meagre life—we knew by the set of the thin shoulders, the strain of the cheap red blouse sleeves as she clasped her hands high above her head—oh a thousand ways we knew hers had been a meagre life—

And now she was telling the universe what was in her heart. Amateur

—she was *that*.

But as she went on—a little longer

than the allotted time, we noticed—there was

a lilt. Something.

"She'll never sing *that* well again,"

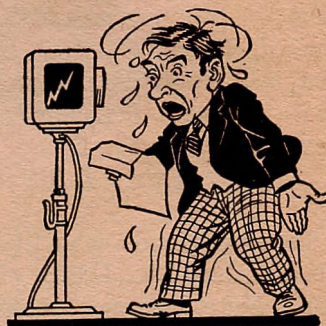
sighed the little man beside me. It

was his work to be there in the control room. He heard them all the time. He *knew*.

"'Anastatia's One Moment'—that'd make a swell title for something—maybe a short story."

"What's that?" my companion whispered, but the Major's voice was booming again.

"You say you're a button maker?" He was addressing a short man with a red face who now faced the



"... and a barnyard came to life"

(Continued on page 48)

“ Contacts Club ”

THE “Contacts Club” is one year old this month, and it is indeed a happy birthday.

Many hundreds of our friends have “met” through the medium of our Letter Exchange, and not a few have met in person as a result.

We are grateful for the many fine expressions of appreciation sent in to us.

An appealing letter proves its psychological value in the number of responses it draws. Why not try your hand at it? Only your initials, city, and state will be published—unless you wish otherwise.

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

Dear Editor:

My friendship with *Psychology* was established three years ago. I have never read an article in the magazine which does not inspire me to press forward to a goal in life. And in more than one case a difficulty in my life has been definitely solved after procuring a copy of this valuable paper.

I am interested in psychology, physico-philosophy, physiognomy, and astronomy. Besides these, journalism and correspondence with pen friends occupy most of my time. In view of this remark serious readers in the United States, Canada, England, South Africa, and Australia are particularly invited to write to me. I never leave a letter unanswered.

(Mr.) L.B.S., Jamaica, B.W.I.

To our friends who like to receive worthwhile letters Mr. L.B.S. offers a wide invitation. Note, however, that he requests serious readers to correspond with him. More power to you, Mr. L.B.S.

Dear Editor:

I was once a live unit in the business world but was forced to leave it and stay at home. Now that I am free to enter it once again, I find that there are no vacancies. The years have kept piling up against me, and now employers want only “youth”.

While I am looking and hoping for that elusive job, I roam the streets of a strange city.

In vain I look at the countless thousands I meet in search of a familiar face! How cruel can a strange city be to those she knows not!

I wonder if there are any among the readers who will write me a word of good cheer. I am interested in anything and everything, so a letter should be easy to indite to—

“Miss Lone Wolf, Calgary, Alberta.

I am sure many of our friends can assure this stranger in a strange city of the good in store for her, and how to look for it. Will someone send her the word of good cheer she so seeks?



Dear Editor:

As your reader for several years, I am mighty proud to say that I have acquired some practical knowledge pertaining to life.

Your “Contacts Club” is a marvelous organization which gives an opportunity for the unfortunate and the lonely readers to get in contact with each other through exchange of ideas and opinions in regard to life.

“I am a “youngman” and wish eagerly to hear from someone who is very much interested in the same field of life.

(Mr.) J.B.S., San Francisco.

Who can resist this “youngman” who is so desirous of exchanging views with those similarly interested? Mr. J.B.S. will find many new friends, I am sure, when this letter is read throughout the field.

Dear Editor:

Although I learned the value of psychology in living years ago, I am a new reader of *Psychology Magazine*. The “Contacts Club” must sound like a God-send to thousands of lonely people. It does to me.

I am a widow—happy in my work, but it

Letter Exchange Conducted by David Cole

affords me little opportunity to meet the people I enjoy knowing.

I am a home-lover, fond of children, flowers, music, and out-door sports, especially fishing, which gives me much pleasure. I do like to travel, especially when it takes me out in God's wonderful country of hills, valleys, streams, and mighty ocean.

There is so much of beauty and wonder in the world, surely many of us can find something worthwhile to converse on.

(Mrs.) D.A.T., Auburn, Maine.

The great variety of wholesome tastes which Mrs. D.A.T. lists should indeed draw many a response from those who love the outdoors, and all that is fine in life. We hope our prophecy is right!

Dear Editor:

I'm a young man, very much interested in psychology, in self-improvement, and the study of human nature. Also boxing, photography, music, and travel. Have been in most of the states.

I just stumbled on to your magazine, and my only regret is that I didn't get next to it sooner. So I'm taking advantage of this opportunity to make new friends of similar interest. Yours to interest more people in psychology.

(Mr.) L.M., Bellevue, Mich.

It's the Editor's best bet that Mr. L.M. also has a sense of humor as well as a wholesome outlook on life. Who will try and find out by sending him an answer?

Dear Editor:

Have been a constant reader of your magazine since I chanced to pick up a copy several years ago. Just then I was in the "depths of despair" due to a trusted friend failing me, and which, to my mind, is life's saddest disappointment.

However, psychology proved to be a beautiful inspiration to me, although I want to know so much more about it and will welcome letters from members of your very fine "Contacts Club".

I am a young woman, fond of driving a car, golfing, tennis, dancing, and in short everything that improves body and mind; being especially fond of studying human nature. I will be glad for the opportunity of receiving letters from members who feel as I do.

(Miss) S.I.M., Harrisburg, Pa.

A call for sincere and real friendships will not go unanswered in this column, Miss S.I.M., as many of our readers can testify. Here's hoping you receive all you deserve.

Dear Editor:

Perhaps there are teachers, writers, and members of the various professions in the States or foreign countries who would like to correspond with an Alaskan. If so please do not hesitate to write me for any information you may desire. It is just possible that such correspondence may prove of mutual interest.

(Mr.) Traveler, Alaska.

In the first issue of the "Contacts Club" just a year ago this month, one friend from Alaska had a letter which drew a veritable avalanche of replies. Our readers seem hungry for knowledge about Alaska, so it is our surmise that Mr. Traveler will hear from far and wide.

Dear Editor:

Will you please print my letter in your "Contacts Club"? I know very little about psychology, but it fascinates me so that I welcome every chance to learn something new.

Outdoor sports, dancing, reading and writing are my hobbies. I am interested also in music and art and above all, people. I want to get other's opinions and suggestions and would be glad to hear from everyone everywhere who are interested in psychology.

(Miss) M.D., Caruthersville, Mo.

And there are plenty of others who like to exchange opinions and suggestion upon psychology, Miss M.D., so I know you will have your desire gratified.

Dear Editor:

I believe there could be no substitute for "Contacts Club" for the possibilities and the conveniences it offers to form new and interesting friends from all parts of the world.

I am a young man, greatly interested in practical psychology and the study of human relations. Also I am very fond of sports, good music, law, and enjoy traveling.

I aspire to be a business manager and I'm quite confident of great opportunity just ahead of me. Therefore I shall warmly welcome any suggestion or discussion from those of mutual interest.

(Mr.) B.T.I., Fresno, Calif.

(Continued on page 51)

Building Personality

by H. G. HAWN

WINDOWS OF THE SOUL

INTO the eyes we look to find the soul of the person with whom we are face to face, either as speaker or listener.

When you first appear before an audience, every person present, it is likely, bestows upon you an appraising glance. But after this fleeting gaze, every pair of eyes focus upon *your* eyes, and remain there.

The eyes will hold the attention as no merely spoken words will.

The reverse of this is most apparent. If you confine your eyes to a text in front of you, or look vacantly out into space, you are somewhat withdrawn from your audience, and each one present feels at liberty to whisper to his neighbor, stifle a yawn, or, may get up stealthily and leave; because he does not feel as if personally addressed.

This giving an audience the benefit of language reenforced by eye-service is not only a factor in projecting thought and feeling, but has a direct bearing upon your verbal delivery.

PRINTED and written matter are necessarily in parallel lines, and the eye in following these lines causes the speech to likewise adhere to the straight line, and the result is that deadly monotony of delivery characterized as "sing-song."

With only a little practice, one can learn to "take in" a complete thought, look up from the text and speak it to those addressed with the eyes fully upon them. Some get so expert in this usage, that not one person in a hundred is conscious a text has been used.

By acquiring this habit of reading a passage and saying it only after looking up and out, the modulations and cadences of your speaking voice will be restored, and all the ease and charm of conversation be given your address.

In daily life this eye-service is even more magnetic than in platform or formal speaking; for here we are closer in relationship, and in each other's eyes we find allurements and some forbidding element. Too often the indirect or shifting gaze is interpreted to mean a crafty nature.

This use of the eyes frequently denotes nothing more than timidity or modesty. Thus, as eye-service plays such an important part in giving an impression of personality, is it not wise to train our eyes to learn to look out fearlessly and in return, invite a clear scrutiny into the depths of our character?

THE ARTS AND PERSONALITY

AS PERSONALITY is the outward expression of the composite inner man, it is logical to conclude that impression must precede expression. To be cultured means to have knowledge of many unrelated things: to be concerned in so many activities that the "abundant life" is realized.

Aside from your specialty, the career by which you make your living, it is your privilege, and easily within your power, to get at least a "speaking acquaintance" with the best there is in the world in the way of art production.

No technical learning is essential; simply contact and interest. The whole flower kingdom is yours merely for the looking. Remember Wordsworth and his rhapsodizing over a bank of wild daffodils, "I gazed, and gazed, but little thought what wealth to me the show had brought."

Likewise, pictures and statuary are yours for the beholding; music is yours for the listening; literature is yours for the mere reading. In our modern life there are so many art experiences which may be had without the outlay of money that no man is excusable who remains in ignorance of the arts.

The "pull" of true art is ever upward. It lifts us temporarily above material things; it refines the taste; it fits us for conversation and communion with really worth while persons, and adds zest to the drab life which business entails.

Whether you will or not, art or the lack of it is a component part of your character.

Some author of note has said, "The most tragic thing in life is *choice*," the "something within" which causes us to relate ourselves to the true and beautiful, or to the spurious.

Thus, art knowledge and interest are as much a part of you, your personality, as foods are a com-

(Continued on page 59)

Cosmetics *vs* the Mind

How Your Thoughts Affect Your Face

by **ELOISE MOELLER**

ANCIENT writings show that from the beginning of time woman has enhanced her beauty by the use of sweet smelling unguents and oils. Preparations to deepen the color of the lips and nails have been found repeatedly in Egyptian tombs.

Modern day woman indulges in this same art of adding to the beauty nature bestowed her with. She pretends she does this to please the eye of the male humans who constitute her particular circle. We know this to be a fallacy because so many men abhor the use of cosmetics, especially in the women they love.

When man kisses the freshly painted lips of his wife or sweetheart he knows from past experience it is advisable to rub a handkerchief over his lips vigorously to protect himself and ward off the sly smiles of the passer-by, or the pointed comments of his friends.

I doubt if much romance attaches to the rouge on the handkerchief. At least I have never heard of a man preserving as a memento the handkerchief which contained remnants of the color of the lips of his beloved.

It must take a lot of resignation for man to allow "her" to lay her freshly powdered face on the shoulder of his blue serge suit, knowing the inevitable result. No, woman does *not* use cosmetics because it pleases man.

The true reason for the sale of millions of dollars in cosmetics generally lies deeper than that excuse. A more plausible excuse is the fact that the climatic conditions dry out the natural oils of the skin.

Face, neck and hands lose the fine natural texture and elasticity, while the skin of the body remains youthful, being protected from the ravages of the air. But even the young woman who does not yet show the ravages of time and air has shelves lined with jars of sweet-smelling creams and lotions of various shapes and sizes. So that, gentle reader, cannot be the true reason.

Of course the use of creams and lotions

by the young constitutes an attempt to coax youth to remain; in older women it is a frantic gesture to erase the traces of the fading years.

COLOR RAISES CONSCIOUSNESS

But what has all this to do with the spiritual value of your cosmetics?

Anything that raises the consciousness to a higher level of joy and an appreciation of beauty has a spiritual value. Color plays an important part.

It may take a far stretch of your imagination to compare a woman's tinting of her face to nature's coloring in the sunset and sunrise. Yet we know it is

the coloring in these works of nature which stirs us. Nature again lifts us to the seventh heaven of delight by means of color as we fill our senses with the variegated tints of myriads of flowers.

The outdoors woman doesn't need to use cosmetics for her coloring because the breath of nature has given her a healthy, tanned shade. When she gazes in her mirror she sees color and receives her sense of uplift.

But when the pale hot-house woman who spends most of her time indoors at home or in a stuffy office looks into her mirror and sees her colorless face, something inside of her drops way down. Quickly she reaches for the artificial coloring which she knows from experience will lift her consciousness to the point where she feels a joy in looking at her reflection. This is not vanity.

The result of her delicate tinting and accentuating of nature's coloring arouses in woman's breast a true joy which expresses itself in quiet inner stirring as she gazes in the mirror and sees a much lovelier self smiling back at her. It instills the self-confidence she needs to face life's battles. Anything that instills joy and self-confidence has its spiritual value.

Sometimes a woman will cease using lipstick because some man has requested it who means much to her, (Continued on page 62)





NEW TONE IN BUSINESS

THERE is a new tone in business," reported Roy H. Faulkner, president of one of the country's large automobile companies. "People are again putting cream on their breakfast food and a new suit is not a sign that you are prowling the alleys at night with a piece of gaspipe."

FORGETTING THE PAST

"Many persons are living unhappy, ineffective lives because they have never let go of their past," declared Dr. Richard Lynch, president of the Unity Society of New York City recently. "A good memory is one of our most valuable faculties—when it holds true images; but there are times when it is just as necessary to forget the past as it is to look forward into the future."

HER VOICE CHANGED

Alice Stewart is an American girl, whose speaking voice is entirely normal, but whose singing voice registers at a startlingly low range. Miss Stewart attributes her singing, baritone voice to a severe attack of whooping cough at the age of twelve. "It's an ill wind—" Miss Stewart smilingly asserts.

SOUL IN ACTING

"There is more to life than laughter."

That doesn't sound like Maurice Chevalier, but it was he who made the statement the other day. He's doing a serious part in a new drama and insists that never was he so happy.

"That's the kind of work I *want* to do," he declared. "It has some soul to it. I'm tired of being just an entertainer—that's not satisfying." It was Chevalier's desire to act, rather to capitalize on personality alone that originally brought him from Paris to America.

"A TALKING BOOK"

"The Talking Book" is science's newest aid

to those who are deprived of sight. The 120,000 blind persons in this country now can read by turning a dial and pushing a lever.

The "book" is really a portable phonograph, radio equipped, with large disk records. Well known poems, readings from Shakespeare, five novels, and miscellaneous material have already been included. An entire novel is recorded upon ten or twelve discs.

The price of these "books" might be prohibitive but the Library of Congress has established a library of these records and sends them out by mail, at no postage cost. The more than 1,000 blind persons who have already received a "book" are joyful. "My magic box" one enthusiastic "reader" has dubbed the "book" which, by throwing switches, can be turned into radio of fine, distinct tone.

"REMAIN A GLORIOUS CREATURE"

"Marriage offers the only outlet that will keep a woman balanced. Without it her life cannot be harmonious."

Dr. A. A. Brill, famous psychiatrist, gave this advice to young ambitious girls. "Get married and get it over with," he continued "with marriage in the background a young woman is more apt to have the poise that will help her to succeed at other work.

"The thing a woman must do is to live through her feminine destiny and at all times remain the glorious creature that woman is. She must know that as a rival or imitator of man she can be only something pathological—that you cannot compare a man and a woman any more than you can compare a table and a chair.

"When woman aggressively forfeits her feminine prerogatives, she makes of herself an anomalous creature who will always be in conflict with her environment. But a genuine woman! She is the one who has the best chance to be successful in her profession or in her home." (Continued on page 53)

Psychology in Review

by MARIAN MONTAGUE

P IS MARRIAGE INSURANCE?
ITY the poor bachelor! He is apt to end up in the poor-house.

This, at any rate, is the contention of Professor Edwin S. Burdell of the Massachusetts Institute of Technology.

Commenting recently upon the statistics just published by the U. S. Bureau of Census, which show an alarming number of suicides among single men, Professor Burdell said that married men live longer and are less apt to turn criminal or go insane.

While bound by the responsibilities of maintaining his family, the family ties of the married man, in turn, act as a stabilizer in his life as an individual.

The bachelor, on the other hand, is responsible only for himself. If, therefore, he is tempted to crime, there is no thought of wife or child to deter him.

Moreover, because of his so-called "single blessedness," he occupies a definitely lower position in the community and it is more difficult for him to obtain relief in poverty or help in illness.

"Marriage," Dr. Burdell concluded, "is the only safe and sane way out. It is the best insurance in the world against crime, insanity, poverty and premature death."

Bachelors, take notice!

WORK OR PLAY?

"AMERICANS work too much," says George Russell, that gifted Irish poet better known as AE.

"They should take time off to search for that inner genie which every true Irishman knows—his own spirit."

Mr. Russell well can afford to tender such advice. In the course of a rich and varied life he has done the work of twenty men. His interests range from farming to poetry. But if you know the Irish countryside, you'll agree that the two are pretty closely related after all. There's more than a bit of the poet in the most humble Irish peasant. His songs without words find voice in the lilting, mystic lines that have made AE beloved throughout the world.

"All governments are alike," Mr. Russell says. "What really matters is the culture

that pervades the peoples, their ideals and aims."

A similar thought was expressed by President Roosevelt a few weeks ago in the first of his messages to the new Congress. A new order of spiritual values, the President believes, will be built upon the security that the new social legislation is designed to provide.

"Beyond the material recovery," he said, "I sense a spiritual recovery as well. The people of America are turning as never before to those permanent values not limited to the physical objectives of life."

CHANGE YOUR FACE!

A "NEW DEAL" in faces!

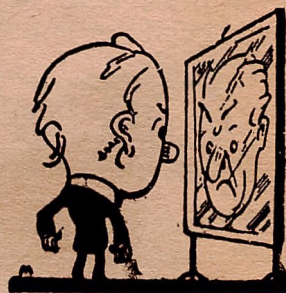
Commissioner Austin H. MacCormack of New York City is a modern penologist who believes in practicing psychology, even if it entails the complete alteration of facial contours.

Take a man with a face that looks like a railroad wreck. That face counts against him when he tries to find a job, Commissioner MacCormack insists. People don't want to hire the "ugly mug" and have to look at his face day in and day out.

So the man with the ingrown face, convinced that the world is all against him anyway, is as likely as not to do something in a discouraged moment that lands him in jail—and all because the psychological effect of his repulsive features has been such as to literally breed anti-social activities.

FEELING strongly that this is true, Commissioner MacCormack is reaching toward a better mold of features for New York prisoners.

Commissioner MacCormack is firmly set against altering the features of hardened criminals. But he is certain that plastic surgery will mean the salvation of hundreds of young men and first offenders, who, if left



as they now are, would inevitably drift from bad to worse.

By changing their outer expression, he hopes to reverse their inner attitude and transform them into useful citizens.

Sound psychology is behind this plan. For it surely is true that nothing can tear down the confidence and stamina of an individual so quickly as an inferiority complex growing out of some physical defect.

On the other hand, of course, no one should dwell upon such defects. Ten to one they are so slight as to be practically unnoticeable. Besides, every one has, or can cultivate, so many attractive characteristics that, if properly emphasized, will completely overshadow any facial blemish.

CHILDREN AS WEALTH

CHANGING social conditions have reversed our attitude toward parenthood, says Dr. Enid Charles, whose book, *The Twilight of Parenthood*, was recently published by W. W. Norton.

In earlier times a man measured his wealth by the number of his offspring. Children were the largest asset in the economics of family life. Today, however, they are too often looked upon as a burden.

The increasingly long period of complete dependence upon the father, together with the growing sense of insecurity, make the modern child seem a liability.



Unless the child is restored to his proper place in society, the current attitude toward parenthood will lead us to social suicide or self-imposed extinction.

Wars cannot be justified on the ground that they prevent an intolerable overcrowding, Dr. Charles contends. Even in Japan, where overcrowding today is very real, war is not a necessary solution. If the energy which the Japanese devote to industry, especially to armaments, were partially diverted to the co-operative development of the food resources of the country, there would be an over-abundance of food supplies.

With food already in abundance, we need only work out a way to distribute it so that the poorest cotton farmer in the South may enjoy as much as the well-fed banker of Park Avenue.

"THIS IS A GOOD WORLD"

IN HIS message to the students of St. An-

draws University in Scotland, a few months ago, General Jan Christian Smuts, the great old soldier and statesman of South Africa, and one of the founders of the League of Nations, struck a note of optimism that bears repeating.

A thorough realist, General Smuts says that none of the problems that confront us today, whether it be that of insuring economic security to the masses, establishing world peace on a firm foundation, or combatting the ravages of nature, is one-hundredth as difficult of solution as those that we have solved already.

"This is a good world," he said. "We need not approve of all the items in it, nor of all the individuals; but the world itself—which is more than its parts or individuals—which has a soul, a spirit, a fundamental relation to each of us deeper than all other relations, is a friendly world.

"It has borne us; it has carried us onward; it has humanized us from the ape-like condition of the beginning and guided our faltering footsteps throughout the long and slow advance; it has endowed us with strength and courage.

"It has proved a real vale of soul-making for we humans, and created for us visions, dreams, ideals which are still further molding us on eternal lines. It is full of tangles, of ups and downs. There is always enough to bite on, to sharpen wits on, to test our courage and manhood. It is indeed, a world built for heroism, but also for beauty, tenderness, and mercy.

"There is nothing in the nature of things which is alien to what is best in us."

THEY'RE ALL ALIKE

HITLER'S racial experts are so intent upon proving the superiority of the Germanic peoples that they frequently border on the ridiculous, it would seem.

Tallness, blue eyes, blondness and long heads may be the unmistakable marks of the race that is predestined to rule the world. But what is to be done about the round heads on squat bodies that predominate in the land of the swastika?

Professor Kruse of Leipzig brings solace to these unfortunate ones. "Be of good cheer," he counsels them. They are not so low as they seem. Their round heads are an aberration resulting from the tender care of infancy.

Coddling mothers are responsible for their divergence from the ideal Germanic type.

Lay a long-

(Continued on page 63)

"I Like Most" : "I Dislike Most"

What I Like Most

1. Dutch luncheons.
2. Lively music.
3. Smell of fresh pipe tobacco.
4. A new suit of clothes.
5. Smell of a silo.
6. An April morning.
7. Beautiful window drapes.
8. The hills of Kentucky.
9. The Ohio river.
10. Sleep.

What I Dislike Most

1. Barber shop chatter.
2. Noise of an electric drill.
3. Bargain sales.
4. A shrill voice.
5. Burnt potatoes.
6. Unruly hair.
7. Slushy snow.
8. Constant smilers.
9. Guns.
10. House-flies and gnats.

ELMORE E. JONES
Cincinnati, Ohio

What I Like Most

1. Rain falling on the roof.
2. A primrose in my window.
3. The starry eyes of a baby.
4. Waves lapping on the shore.
5. Walking through fallen leaves.
6. A home-made loaf of bread.
7. A gentle breeze in a cornfield.
8. A colonial doorway.
9. Soft music.
10. A train whistle in the country.

What I Dislike Most

1. Needless hurrying.
2. Ingratitude.
3. "Operation" recitals.
4. Too much noise when washing dishes.
5. Gushing—make-believe affection.
6. Intimidators.
7. Dust on the piano.
8. Screeching wheels in subways.
9. Conversation monopolizers.
10. Lack of enthusiasm.

RAE JOHNSON
Brooklyn, N. Y.

A well known writer, in a recent issue of Psychology, mentioned some of his "likes" and "dislikes". A number of readers have sent in their lists of the things that disturb, or give them most pleasure.

What I Like Most

1. Contact with people.
2. Blue, rolling ocean.
3. Beautiful music.
4. Silence and meditation.
5. Aroma of coffee.
6. Interesting books.
7. Purple haze of Indian summer.
8. Bright moonlight on rippling waters.
9. Narcissus.
10. A baby's smile.

What I Dislike Most

1. Gossip.
2. Noisy mobs.
3. Tipplers.
4. Odor of burning rubbish.
5. Ostentation.
6. Excessive use of cosmetics.
7. Parsnips.
8. Injustice in any form.
9. Bitter cold weather.
10. A habitual liar.

EUGENE MAC MURRY
Silverton, W. Va.

What I Like Most

1. The music of a pipe-organ.
2. Smell of wood smoke.
3. The song of a mocking bird.
4. A tragic story.
5. The greenness of spring.
6. Colorado Rockies at dusk.
7. Lonely country roads.
8. A friendly letter.
9. Rain drops on the roof.
10. Fragrance of four-o'clocks.

What I Dislike Most

1. Wash day.
2. A dry, hot wind.
3. A lie.
4. Turnips.
5. Rings.
6. Sarcasm.
7. Castor oil.
8. The howl of a dog.
9. Bedtime.
10. Talebearers.

ALVIRA JOHNSON
Lamar, Colo.

"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.

Best Things Are Free

You don't have to pay for sunshine
Or rainbows after the rain;
You don't have to pay for roses
Or birds that warble and sing.

You don't have pay for friends
To go to when you're blue;
There is no charge for loyalty,
They would gladly die for you.

Who would dare charge for loving
"All things both great and small"?
Who could deprive you of sharing
The joys that come to us all?

You don't have to pay for mothers,
For love there is no fee;
Spring, summer, autumn, winter—
The best things in life are free.
Sue Ridout,
Boydton, Virginia.

* * *

Psychology of a New Hat

Walking by a store with a mirror in its window, I glimpsed my forlorn and grumpy countenance, which reproached me.

In the same window there were displayed small, flat hats. I entered, purchased one—the effect was instantaneous! I walked out with a sprightly step and a smile. I had purchased a new viewpoint as well as a new hat. I was inspired to write:

"When Your Hat's On the Side of Your Head."

You can't get mad and can't stay sad,
Or walk with funeral tread.
You can't stay glum, or sigh "ho hum,"
When your hat's on the side of your head.

You dare not wilt, for the saucy tilt
Will ever a smiling spread.
You can't be blue, O yes, 'tis true,
When your hat's on the side of your head.

If it's small and flat, just give a pat,
Toss your head and say "that's that!"
You're out to win with a merry grin,
When your hat's on the side of your head.

Jeanette Lawrence,
Sacramento, California.

Parodies

(A parody calculated to end 'em.)
I think that I shall never see
A very lovely parody.
This imitating word and style
Is hardly ever worth the while.

Some people with peculiar spite
Sit and trace what others write.
It took a master to make "Trees"
But fools like me make parodies.

Harlan J. Leach,
Fowlerton, Indiana.

* * *

Night and Morning!

It's hard to know which is the best,
The evening and its thoughts of rest,
The cool of stars and dark blue skies,
The quietness and peace that lies
Like a blanket over all.

Or morning with its glorious rays,
A sun that warms and brings new days,
The chance to finish tasks undone,
To begin anew a song unsung,
A new adventure surely.

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

* * *

The Man Who Walks Alone

There is a touch of sadness,
In the man who walks alone.
He may have wealth and position,
Yet they but ill atone.

His days are full of regretting—
At night his dreams taunt him too,
And all of his secret ambitions
Are tinged with somber hue.

He would give his all—yes gladly
For a friend to call his own;
So have a bit of compassion

Personal Problems Department of PSYCHOLOGY MAGAZINE

*Invites you—
to write—
to their staff—*

Of leaders in the fields of psychology, neurology, psychoanalysis This service of directing you to those who can aid you in solving your problems of life adjustment, character development, problems relating to love, marriage, health etc., is open to the readers of this magazine.

Address the PROBLEMS DEPARTMENT of Psychology Magazine, 1450 Broadway, New York, N.Y., stating the nature of your problem. Please enclose a stamped, self addressed envelope for a reply.

For the man who walks alone.
Carl H. Scheurer,
320 Lima Ave., Findlay, Ohio.

* * *

Advice

When you're down in the mouth,
As you sometimes are
With nothing but sadness in view,
Don't give up, but look afar,
To the skies that are so blue.

When things go wrong—never right,
And life seems full of sorrow,
Lift up your head and win the fight,
The sun will shine tomorrow.

Don't go around with head bowed down,
And bent with trouble keeping,
Smile and sing, and do not pout,
For life is fastly fleeting.

It's up to you, whether joy and song,
Or sorrow and trouble o'ertakes it,
Life's very short, though it may seem long,

Your life is what you make it.

Joseph Balsac,
41 Sycamore St., Floral Park,
Long Island, N.Y.

True Maturity

Alone are these we find
Mature in heart and mind
Who reverence aging elders
And are to younger brothers kind
Tender and loving e'er.

They who the helpless throng
Ne'er hesitate to wrong
For the ripe and prosperous care
Their hearts are weak not strong
Though on the surface fair.

Marchesa Alli Maccarani,
Lung' Arno del Tempio, 2,
Firenze, Italy.

* * *

Talking To Myself

If I talked to myself, you would say I
was crazy,
Or at least you would think that my
mind had gone hazy.
But I find that it has some very good
uses,
It helps me to think, while my tongue
it unlooses.

I'm reminded of Lincoln, the famous
railsplitter,
He was called lots of names, but
never a quitter.
Once in awhile he'd get mad at a fellow,
For something he'd done, or because
he was yellow.

Then he took up his pen, with mien
most courageous,
And sure tore him out, in terms quite
outrageous.
Then kindly old Abe said, "Now I feel
better"
And with a grim smile, he tore up the
letter.

(Continued on page 60)

Psychology



In Books

MEASURE YOUR ABILITIES

JOHNSON O'CONNOR, the author of *Psychometrics*, is a pioneer, a trail-breaker who is marking the pathway of a new science.

It is his claim that the science of psychology must develop a special technique by which it will ultimately be able to isolate each mental element of an individual's constitution.

It must make, he says, a painstaking distinction between knowledge which can be gained by patient application and an aptitude which may be an inherent part of the individual. It must measure each factor, distinct from all others, and determine its peculiarities. The isolation and study of some of the factors which affect psychological results is the subject matter of the book.

The work is, therefore, chiefly designed as a sort of laboratory manual for further experiments. In the psychological laboratory it will doubtless do for psychology what the discovery of the elements did for chemistry. As it presents itself to this reviewer, it tells us of the first groping steps of a new science and as a description of the work that is being done in the domain of human engineering.

Harvard University Press

WHY NOT SUCCESS?

THE ordinary reader of success books has long been desirous of a book which would set forth intelligibly the principles to be observed in the planning of a successful career. James Alexander's *Through Failure to Success* will go far to satisfy this need.

Its special merit lies in the fact that it refuses to accept failure and success as existing in two mutually exclusive compartments of human living. In most cases these two things are closely and intimately related, until the moment when there is a sudden break and success stands forth victorious.

Without any claim to perform miracles for his readers the author uncovers, in simple and logical fashion, the mental attitudes which inevitably lead to failure. He shows how to correct them and he proposes measures that tend to turn them to our advantage. He also sets forth definite principles that experience has shown to be conducive to success. To give all his principles

by DR. CHARLES SOUTHWELL

here is quite impossible, but just think of the practical value of rules like these:

(a) Check, through inhibition, any thought tending to depreciation of self.

(b) Check any and every tendency to underestimate your abilities.

(c) Encourage in every way, especially by auto-suggestion, belief in yourself.

(d) Practice inhibition (1) as the beginning of will-training, (2) as the foundation of thought-control, (3) as the basis of all psycho-therapeutic training where the will-power is at fault, (4) as the starting-point of self-control, (5) as the check to impulse, (6) as a source of great and lasting benefits to the nerves.

(e) Concentrate on one thing at a time and do it with all your might.

These are splendid rules, and there are scores of them scattered throughout the book. Altogether the volume is full of meat and can be heartily recommended as a text-book for the attainment of a successful career in any line of life.

Funk & Wagnalls

SPIRITUAL HEALING—AND SCIENCE

MR. LESLIE WEATHERHEAD'S latest book, *Psychology and Life*, is one of the best books on practical psychology which we have found on this desk in a long time. The author is a working minister who has long been interested in the psychological aspects of his daily work. He reaches certain conclusions about psychology, health, and religion, which he has tested and proved to be of value in his unending labor among sick souls.

Those conclusions are, for the most part, strikingly wholesome. Here are some of them:

(a) No one is living a harmonious life who has not come to terms with sex, who is left with patches of ignorance or of half-knowledge concerning it, or who is trying to run his or her life as if there were no such thing.

(b) Sex, in so far as it is the most repressed of all instincts, is the most fruitful cause, in one aspect or another, of nervous breakdown.

(c) We shall never grasp the mean-

ing of nervous breakdown unless we get very clearly in our minds what repression really is and its essential difference from suppression.

(d) We should particularly distinguish between a complex and a repressed complex. Every mind is full of complexes, systems of ideas with a strong emotional tone about them. A repressed complex is a system of emotionally toned ideas which becomes pushed down into the unconscious, which functions there, and which sooner or later produces all kinds of morbid results.

In the course of his work the author gives many helpful examples of phobias, worries, repressed complexes, and maladjustments which he has met in the routine of his clinical experience. Behind all his treatment, scientific though the technique may be, the conviction persists that only the spiritual background can give real and abiding poise to our human lives. Altogether an excellent book.

The Abingdon Press



Dr. Fosdick

IN HIS latest book, *The Secret of Victorious Living*, Dr. Harry Emerson Fosdick gives us a series of twenty-five sermons recently delivered on subjects of the day. Outstanding in the list are the Armistice Day address on the unknown soldier and the striking lecture on the interpretation of pacifism.

Dr. Fosdick's zeal glows on every page of the book. Those hundreds who sit beneath his pulpit in the Riverside Church of New York City, as well as the tens of thousands throughout the nation who listen to his famous broad-

casts, will welcome the printed form of the addresses they have heard from his speaking voice.

In times like the present, times of economic change, of ominous militarism, and of spiritual unrest, the book has a definite message for multitudes of earnest but puzzled souls.

From the many inspirational messages that are to be found all through the book we take just one—for it gives us clearly and candidly Dr. Fosdick's encouraging interpretation of the Christian creed.

"Christian faith always has persuaded those who deeply understood it that there are immense reserves of spiritual power available for daily living. Christian faith teaches us that we are not pools, easily exhausted, but rivers, down whose channels can flow a power greater than our own, so that our strength is not so much in us as through us. If we keep the upper fountains open there are no small limits around the power which may be released through us. The New Testament fairly sings with this consciousness of spiritual reserves."

Christianity for Dr. Fosdick is something more than a form of belief or an ecclesiastical system. It is, he tells us, a great movement of thought and life.

It flows on, filling the lives of individuals with strength and stimuli. It is a faith about life, and a spirit in living. It is something that releases and enriches us. The author zealously combats the notion that the Christian tradition is dying. He says that it will outlast and outwear every form of economic and political institution that we know today.

Harper & Brothers

WHAT IS HUMAN PERSONALITY?

IT IS a truism that we are profoundly affected by other people, by all with whom we come in contact in the everyday affairs of life, in the home, in business relations, in our social environment. Yet how little we know of the personalities of others! How little we know of our own!

This book, *Human Personality and Environment*, by Dr. Charles Macfie Campbell of the Harvard Medical School, is an effort to set forth the author's researches into the problem, to make the individual understand what are the forces that constitute his own being and what are the formative elements in the environment with which each of us has to deal.

Dr. Campbell seeks to penetrate be-

neath superficial appearance and conventional expression to the dynamic factors of human nature, to reach the real individual beneath the social mask.

The book covers such a wide range that it is difficult to present its scope within the space of a couple of paragraphs. The learned author studies the individual, as represented by various types discussed in the book, in his various reactions to his surroundings.

"The study of the organism shows us that the chemical constituents of the environment pass in and out of the living tissue, that they may be loosely bound and speedily utilized as fuel or may be stored up as reserves or they may be knit up into the very texture of the living tissue, the fullest expression of which is in the intellectual, artistic and ethical activities of man. This quality of the chemical elements of the environment is one which must not be omitted when we come to deal with the concrete world of our actual human experience."

Thus, we are treated to a very scientific analysis of how far the personality is dependent on the physico-chemical environment, and the author's exposition of his findings is backed up with a wealth of psychological lore.

The Macmillan Company

You Hypnotize Yourself

(Continued from page 13)

eight weeks, his sleep was unbroken; the "agony hour"—eleven o'clock—passed unnoticed.

Moreover, the relief afforded by the "corrective" was permanent. In the next three months he suffered only one attack—and that was when he forgot to take his usual spoonful of the glistening crystals. In other words, he had become a slave to this purgative.

I must hasten to add that I, his confidant in all other matters, was not made privy to the facts of his encounter with indigestion. In fact, I learned about his dependence upon the "corrective" only through the merest chance. Sighting a bottle of the purgative behind a row of books on his desk, I questioned him and he told me the whole story.

Later, while giving him the usual treatment for his satyriasis, I included a suggestion to the effect that his digestive system was now in perfect order, functioning like a new, unbreakable machine. He no longer doses himself with the crystals; the indigestion is a thing of the past.

And now, in order to give you the complete story of this man's experience, I must tell you that recently a noted chemist proved that this so-called "corrective" has no purgative value whatever. In other words, this schoolteacher

was afforded relief through larvated suggestion—or auto-hypnosis, plus the power with which he had invested the meaningless crystals. The "corrective," without any power of its own, was given power by the victim of indigestion and it became a symbol of "cure." When I hypnotized this man I made the said symbol or "crutch" unnecessary.

His psychical condition, too, has been cleared up. It required a long, hard struggle to effect this result, but it was well worth the effort.

And in this case, as in many others that come to my attention, the undesirable condition was due to involuntary auto-hypnosis. Formerly a writer, he had never given much thought to sex until he became associated with a chain of pornographic magazines. Then, by

degrees, he discovered that he was a hopeless satyr. His was just another case of unconscious auto-hypnosis; he had been conquered by a subtle, irresistible influence.

Unconscious auto-hypnosis is a merciless tyrant. Respecting neither constitutions nor the impassioned pleas of men like Paine, Jefferson and Ingersoll, it enslaves millions. It is by no means true that all men are created equal, but even if it were, unconscious auto-hypnosis would destroy such equality. Those who are familiar with hypnosis can protect themselves against this form of thralldom; but those who are ignorant of this science or feel that they can afford to ignore it are ever at its mercy.

Every day of our lives is fraught with suggestions—some good, some bad. Forearmed with a knowledge of hypnosis and its various phases of operation, we are in a position to accept those suggestions which are helpful and reject those which may be injurious.

The one thing that we should keep uppermost in our minds is the irresistibility of hypnosis. To try to escape its harmful effects, without first having a complete understanding of its technique, is as futile as to attempt to walk between the rain-drops in an equinoctial storm.



Half the people in the world are unhappy because they can't afford the things that make the other half miserable.

What Can We Do for You?

Conducted by C. Franklin Leavitt, M. D.

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

He has the advantage over non-medical psychologists, in that he is a thoroly trained doctor of medicine, with many years of successful experiences.

He has, too, the rare faculty of understanding human nature. He knows the secret, hidden motives that drive people, and in these, he discerns the roots of their diseases and terrors, their disappointments, their failures.



By locating the trouble, and showing people how to remove the disturbing "complexes," Dr. Leavitt is able to guide them into paths that lead to radiant mental and physical health.

In this department, the doctor will continue dealing with the perplexing personal problems that come to him thru direct correspondence.

If you have problems, he can help you, and if you wish to consult him in a very personal way thru correspondence be assured that your confidence will be sacredly guarded. The Editors.

QUESTION:—L.W.R. writes:

I am backward and afraid, awkward and clumsy. Anyone looking my way completely confuses me. When I am by myself I am handy, but as soon as I am noticed my movements at once become awkward and I begin to perspire. What in the world can such a condition be due to?

ANSWER:

You are merely suffering from self consciousness. If you were able to forget yourself completely when others look at you it would neither confuse you or interfere in any way with what you were doing. The cure lies in your building up added confidence, through a training which will toughen you and make it possible for you to forget yourself actually believing you are as good as anyone else. It is your viewpoint of self which is faulty. Why should you feel inferior? We are all cut from the same pattern and out of the same material. Think better of yourself.

QUESTION:—D.A.I. writes:

If the subconscious mind is the Divine side of mind (and this has been my understanding) why is it necessary to use suggestions for the purpose of training it? Seems to me that this places us in the position of trying to tell the cause of all things what to do.

Answer:

Subconsciousness is universal. In that sense it is a part of the Divine. But as expressed in and through us it has no direction except the power which inheritance exercises over it and what it receives in the way of suggestions or cues from or through us.

The fact that it does not possess reasoning power will, I am sure, show you that when it falls into states of bad habits the only way that this can possibly be changed is through a process of training. Part of this training should be in the form of suggestion. Dream life is an expression of subconsciousness and we know what unreasonable and even impossible dreams we have at times.

This is like having a boiler full of steam without a hand to direct it. There must be some form of supervision, especially in cases where unreasonable habits have been formed. The correction is made through consciously going about forming a new habit to take the place of the one we do not wish.

QUESTION:—D.E.D. writes:

I have been reading your column in *PSYCHOLOGY* magazine for about two years and find it very interesting, and am wondering if you can help me.

I am a very nervous, high-strung, sensitive person and I have doctored for this nervous condition for several years. One of the doctor's told me that I could expect to be in about the same state all my life.

Isn't there something I can do to relieve myself of this terrible depression that comes over me every once in a while?

ANSWER:

The average general practitioner, through lack of training, experience and interest in cases of mental and nerve complications, is not fully prepared to treat them. That one physician was wrong. It is not necessary

for you to continue through life handicapped by depressed spells and disordered nerves.

In the beginning your trouble was induced through lack of understanding. Certain experiences frightened you and caused you to assume too serious an attitude toward yourself. Today your trouble is due more to the influence of wrong habits of thought that you have formed. What you really have to fight is habit.

You believe that habits can be destroyed, don't you? Well if you do, your trouble can be completely eliminated.

Fear is at the bottom of all your troubles. It will be necessary for you to exercise confidence, control, concentration on thoughts outside of self.

Gradually you will find yourself growing stronger and more able to meet the dark days. Look up, not down; have faith, not fear; just know that you can accomplish what you seek and then with determination set about it.

QUESTION:—B.F. writes:

I wonder if you could suggest some way to develop concentration, which is my greatest failing? I sit down to read and my mind will be on something else. I wish to overcome this fault. I am forty years old and in good health. I have nothing to worry about, at least I don't let anything worry me. But I am always on the lookout for a better position. I have worked at several trades but never really learned any one. My wish is to become a successful salesman.

(Continued on next page)

ANSWER:

You lack control and perseverance, as well as concentration. You are in a restless, somewhat nervous state and fail to get full experience out of the various forms of life you contact. Instead of showing interest in the present, you are constantly looking ahead toward something different you believe you would enjoy doing.

You have not been living life in a way which would prepare you for any truly successful thing. You have failed to realize that it is by taking as much interest in each thing which we do, and doing each thing well, that prepares us for the bigger things.

You have been scattering your thoughts and forces instead of concentrating on the things at hand and giving it your very best.

Concentration, control, will power, confidence, interest, and all the things which go to make up a successful life, can be acquired through patient and persevering exercise of the powers which you now have. We develop only through use.

QUESTION:—W.A.M. writes:

I have believed, and have acted accordingly, that I should be a salesman. But I find it practically impossible to call on a man who appears to be a little better off than I am and explain my proposition intelligently because of "stage fright."

I have sold insurance, part time, for the last two years, and my experience has always been only profitable enough to just barely get by. I was always more afraid of girls and women than men, and still am. My life has been a struggle with self consciousness. What would you suggest?

SECURITY

I built a castle in the air;
It seemed so very real to me,
Until one day a monsoon came
And blew my castle out to sea.

I built a bungalow on sand,
Of charm and beauty fair to tell;
Floods came, wild winds blew,
Beat upon it, and it fell.

I built a house upon Rock,
Built it so to long endure;
Let rains descend and tempests
smite,
I know my house will stand secure.

ANSWER:

Before you can be a good salesman you must be able to sell yourself—as far as your worth and ability to sell are concerned.

Self consciousness is one of the most unreasonable fears that a person can experience, for it is being "afraid of one's self." If we can't trust ourselves and believe in ourselves, who in the world can we believe in? This fear is today only a habit you have formed through viewing yourself in an inferior light.

The only difference between you and a man you may envy for his courage, confidence and efficiency, is a difference in your opinion of yourself.

You should feel that you are as good as the best. View yourself in a different way and you will be different. Don't be over-concerned about the

opinion others have of you. What is most important in your life is for you to have a good opinion of yourself.

QUESTION:—C.D. writes:

I am 19 years of age, interested in psychology and wish to apply it to a problem of mine. I am a member of a certain boys organization and have been for a number of years. I am Vice President of the organization and it is necessary for me to give talks at different times if I am to hold my position and be looked up to. I am unable to give good live talks and my speech at times is so broken through hesitation and embarrassment that I am almost tongue tied. What in your opinion would be the best remedy?

ANSWER:

In my opinion nothing can take the place of either the spoken or written word, applied directly to you as an individual. In my opinion a training by someone who is well qualified to guide you, would serve you best.

In talking to groups, try to feel that you are addressing a friend. Select some one person in the audience and talk just as though you were speaking to him alone. Forget that you are talking to many and feel that you are as good as the best and that you are perfectly capable of handling the subject that you are speaking on. Get so interested in your talk and the matter of "putting it over" that you forget self completely.

There is nothing real to fear, no call for self consciousness, and with practice you will be able to talk well before long. Keep at it and do your best. All things that are rather hard to do call for experience and practice before we can do them easily.

It Was Amateur Night

(Continued from page 35)

"mike" with trepidation.

But the Major—wise fellow—dallied, while the short man gulped and trembled but gained confidence as he watched the other's face.

Now the Major was bantering. "You're a button maker. Has that anything to do with button-hole making?" "Well maybe," the candidate answered, falling into the Major's mood and forgetting about himself. A moment later he was telling how he had "worked up" the imitations he was prepared to do.

He grew voluble. He illustrated, for the Major's benefit, the different steps in sound producing. And now birds were in the room—all kinds of birds—and cats meowed, and dogs barked, and a barnyard came to life. And the red faced man had so thrown off self-consciousness that he confided—evidently forgetting that he stood within "mike" range—that he prac-

ticed these imitations to keep himself from being lonesome. "My wife left me—left me flat," he told the Major.

The Major clucked sympathetically—but the show must go on (I might forget, so I'll mention right here that a few minutes later, the Major was reading a message to us—and to the button maker. "Your wife telephones that you're very entertaining—says you were never like that when she knew you")

The button maker looked dazed and a couple of minutes later I saw him slip out of the door. Could it be possible—would the unearthing of her husband's new talents—

But a "blues singer" was loudly—oh very loudly—telling the world how she missed "you-ou-ou-oo-o" and the Major in sheer self defense gave her "the bell." But the girl did not carry desolation with her. "What you need

is more study. It will give you poise—reserve," the man behind the bell was telling her. His voice was sincere and the girl turned "What I want to be is a *sure enough* blues singer," she explained wistfully, and the Major nodded understandingly.

In quick succession now there was a Swiss bell ringer and a "one man band" and two old boys from the Fulton Fish Market. While they warbled—not half bad—others moved toward the magic spot, and the Major.

So it went on—for ninety minutes, in every one of which the Major was alert, sympathetic, and stern by turns; encouraging—or discouraging, if he thought it the kindest thing. Advising, laughing, frowning, and always *listening* with his inner mind for that intangible thing we call "talent," "genius"—

"The Major can have that job—it's terrible," my friend said as we left

the control room "but the Major—he's swell!"

"And the amateur programs—the amateurs?"

"Well, a few are good, but such a few, and most of them are pretty terrible."

"But 'Amateur Night' gives them a chance—"

"Yes, a chance to make fools of themselves—just as life does!"

"Don't be a pessimist. And anyway, if they do fall down, but have courage to try again—who knows—?"

"I said 'Amateur Night' is like life!"

Have You Met Yourself?

(Continued from page 19)

She did not know herself.

There are those who mean well enough when they make a promise, but they can never be depended upon, and others who wear such a superior attitude, it entirely overshadows those who are less boastful of their attainments.

There are those who suffer painfully, when jokes are told about them, but who are careless and hurtful in a spirit of fun, when telling jokes on others. There are those who gossip about their neighbors and others, who cannot refrain as personally appointed heavenly representatives, to try to straighten out the world. There are those who make no progress day by day.

Are you growing? Are you a bigger man or woman today, than you were a year ago? Have you met Yourself?

There is something of everything in everybody. Take an inventory and keep in touch with yourself, all along the way. You may find yourself a pleasant person to know. You will find in yourself a good friend, if you will cultivate the qualities that make for a sound friendship.

The Secret of Genius

(Continued from page 25)

his attention on discovering the North Pole, and at length did so. Byrd did the same for the South.

These geniuses had a definite objective and an earnest, never-flagging desire to achieve them, and they did. So can you. You also can commune freely with the Universal, and contact its infinite diversity of expression.

If you know what you want to do, definitely desire to have something, know where you want to go, or what you want to be, you can arrive. But you must know.

Each one of us is unique, manifesting certain combinations of qualities



"How I Became a Hotel Hostess"

By *Ethel L. Miller*

Department Store Employee Who Knew Nothing About Hotel Work, Now Hostess-Manager of a Midwest Hotel.

"I was tired and unhappy. Convinced I wasn't earning nearly what I was worth—worst of all—knowing that unless a miracle happened, I would be doing the same monotonous work for years to come—is it any wonder that the advertisement, 'Be a Hotel Hostess,' stood out like a beacon light when I saw it after a hard day in the store? Five minutes later I had filled in and mailed the coupon.

"When the Lewis Schools' book, 'YOUR BIG OPPORTUNITY,' arrived, I read it from cover to cover. What a difference between the fascinating work that the hotel and institutional field offered, the rich luxurious surroundings, splendid salaries, excellent opportunities—and the limited, exacting work in a retail store! That evening I enrolled.

"Seeing that advertisement changed my entire life. Now, I am Hostess-Manager of this beautiful hotel. I knew absolutely nothing about hotel work before taking the Lewis Course, yet, so thorough and practical was my training, that I stepped right into the profession and 'made good'. No one could ask for more convincing proof of the value of Lewis Training."

Ethel Miller is typical of the many Lewis-Trained men and women who have won success in the fascinating hotel, club, steamship, restaurant and institutional field—one of America's greatest industries. Our FREE Book, "YOUR BIG OPPORTUNITY," tells how to train for a well-paid position at home, in leisure time, and explains how you are registered FREE of extra cost in the Lewis National Placement Service, which covers the country through special arrangement with the more than 23,000 Western Union offices. You have the opportunity to make Ethel Miller's story YOUR story—by deciding to do TODAY what she did a few months ago. Fill in the coupon and MAIL IT NOW!



How I Stepped into a Big-Pay Hotel Job

N. H. Allatt

Former Finisher in Electric Company Tells How He Became Manager of a Nova Scotia Hotel, Though Without Previous Experience.

"It all started with a magazine advertisement I saw. 'Hotels Call for Trained Men and Women,' it said. And, because I was dissatisfied with my job, I decided to write for a copy of the FREE book offered.

"When the book arrived, I knew the Lewis Schools were right when they had called it 'Your Big Opportunity.' What a contrast the fascinating hotel and institutional field, with its luxurious surroundings, good pay and fine opportunities, offered to my work in the electric company! There was no question in my mind—I enrolled for the Lewis Course that day.

"That advertisement marked a turning point in my career. I think I am the happiest man this side of the border for, shortly after graduating from the Lewis Schools, the Lewis National Placement Service put me in touch with my position as Manager of a hotel. Is it any wonder I am so thankful to the Lewis Schools, or that I say, without hesitation, that my success is due to their leisure-time home study training and the assistance they have given me?" Nelson Allatt is but one of the many men and women whom Lewis Training has qualified for well-paid positions from coast to coast in the billion-dollar hotel, club, restaurant and institutional field. Our FREE Book, "YOUR BIG OPPORTUNITY," gives full details as to how to qualify for a well-paid position and explains how you are registered FREE of extra cost in the Lewis National Placement Service. You have equal opportunities to those of Nelson Allatt. Make the same decision TODAY that he made not so long ago. Sign the coupon and MAIL IT NOW!

Some of the WELL-PAID Positions Open to Both MEN and WOMEN

- | | |
|---|--|
| ☐ Manager | ☐ Apt. Hotel Manager |
| ☐ Asst. Manager | ☐ Banquet Manager |
| ☐ Hostess | ☐ Matron |
| ☐ Steward | ☐ Maitre d'Hotel |
| ☐ Housekeeper | ☐ Dietitian |
| ☐ Cashier | ☐ Supt. of Service |
| ☐ Purchasing Agent | ☐ Publicity Director |
| ☐ Chief or Floor Clerk | ☐ Club Manager |
| ☐ Social Director | ☐ Restaurant or Coffee Shop Manager |
| ☐ Auditor | |
| ☐ Sports Director | |

LEWIS HOTEL TRAINING SCHOOLS

Hall LC-2241, Washington, D.C.

Please send me FREE of charge and without obligation, details as to how to qualify for the hotel, club, restaurant and institutional field. I am particularly interested in the positions I have checked.

Name
Address
City State

different from any other individual ever born into this world. Every grass-blade, every leaf on every tree, every snowflake, is different from every other. No two of anything are ever quite the same.

Realize this difference you possess. Find out what you can do best. Do you like to play, sing, make jelly, weave, knit, read, compose, arrange and classify things, make doughnuts, chocolate frosties, or ice cream? There are people right here in this city who have made themselves experts in these lines, and crowds patronize them. Emerson said, "If a man can build a

better mouse-trap than his neighbor's, the world will make a path to his door."

If you want to learn to write, carry a notebook every day and, like Arnold Bennett, describe what you see. Maupassant, the greatest of short-story writers, said that no one was ready to describe a tree until he saw how different it was from every other tree he had ever known.

Thomas Heywood, contemporary of Shakespeare, when his fellows were making merry in the Mermaid Tavern, would sit at a table a little to one side yet not apart from them, and write. "A page a day doth do a wonder in a

Broken..by "After 40" Weakness



His Sleep Is Fitful,
Broken . . .

His Back and Legs
Ache . . .

He Is Blue and
Worried All the
Time

He Thinks He Is
Growing Old Too
Soon

Betrayed by the Danger Gland

HE should have known it was coming. Nature has been warning him for years. He's been having to get up every night—from two to ten times. Pains in the back and legs have sapped his strength. He's been unaccountably "blue" and worried over trifles. He has lost his zest for life—his endurance is cut down.

Poor devil! Old superstitions have been telling him that "these symptoms are just signs of age—there's nothing else the matter." Maybe he has been dosing himself for "bladder trouble" on account of the night rising. He

probably suspects kidney trouble because of his backaches. And he thinks it's "old age" because his legs seem to be giving out.

But he hasn't the faintest notion that deep in his body—at the base of the abdomen, in fact—one tiny gland is raising all the Cain. It is known as the prostate. Ordinarily it is no bigger than a horse-chestnut. When it is healthy, it performs a definite job. But now it is swollen and inflamed. Of course he thinks he has "bladder trouble"—the gland is right beneath the bladder and, by swelling, has interfered with its action.

And of course, he is having trouble with his back and his legs! The prostate gland lies right in the middle of a nest of nerves which control the whole lower half of his body. And that also accounts for those fits of "blues" and those untraceable headaches. You can't upset one part of the nervous system without upsetting the rest of it.

Yet his case is not unusual. At the age of fifty or over, according to certain medical authority, sixty-five per cent of men have some form of trouble with this little gland. The only question now is, what is he going to do? Is he going to have an operation? Many men have to do just that, if they keep on neglecting the warning signals which Nature sends out.

But over a hundred thousand other men have learned a better idea than that. Science has not been asleep to this menace which so often threatens the health of men over forty. One Ohio scientist has discovered a treatment which has brought amazing relief, often in less than a week.

This treatment is one of the simplest in the world, yet many men have said it saved them from dangerous gland surgery. It involves no drugs. There are no exercises. No diets. No violet rays. Instead, it employs a totally new application of a health principle that has never been abandoned, in spite of all other changes in medical ideas. So simple that men over ninety living alone, have used it. And so efficient in its action that it is sold under the amazing agreement that if it does not make you feel ten years younger in one week, it costs you nothing.

Find out now why this tiny gland is called "the destroyer of male health." An amazing new book, called "Why Many Men Are Old At Forty" is now being sent, free, to men who have reached this danger age. Let it show you how this gland undermines health and happiness, and weakens body and mind. Find out, too, how this amazing new treatment—the Thermalaid—brought thousands of men new health and strength, and wonderful relief from these prostrate gland symptoms. Simply mail the coupon now—there is no obligation, of course. Do it before you turn this page.

W. J. KIRK, President,
THE ELECTRO THERMAL CO.
5787 Morris Ave.,
Steubenville, Ohio.

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



W. J. KIRK, President,
The Electro Thermal Company,
5787 Morris Ave., Steubenville, Ohio.

Please send at once, without obligation, my copy of "Why Many Men Are Old At 40" and full information regarding the Thermalaid treatment.

Name.....

Address.....

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

year," said he; and he wrote three hundred plays, one of them at least as good as many of Shakespeare's ("A Woman Killed With Kindness").

King Solomon took no courses in philosophy, but he had an understanding heart, and with an imagination worthy of the best psychologist, he could put himself in the other fellows' place, and thus became a just judge. Julian the Apostate was a ruler, philosopher, conqueror, saint, and poet. Leonardo de Vinci was artist and scientist, too; he made flying machines and painted immortal madonnas; he gave us Mona Lisa and the Last Supper; composed music and invented new instruments.

Aristotle organized states and told us how to breathe, taught logic and the rules of the tragic drama. The universe was reflected in his mind. Joan of Arc, a village girl, ignorant, unlettered, and unknown, took a nation in chains, and at seventeen led its armies to victory after victory, refusing all rewards and all honors, asking leave only to go back to her village home and tend sheep again.

In all of these were diversities of gifts, but the same spirit. That same universal spirit is yours also. Read Rodo's "The Motives of Proteus," and see how the vocation is rooted in the subconscious.

Personal vocations begin when primitive man ceases to be sufficient unto himself and begins to be useful and necessary to his fellowman.

Each of us has a special aptitude. *No one, nothing can take it away from you.* You will be happy when you express what you are best fitted to do. This is your divine privilege, your own special inheritance. No one else is quite like you or has just the same qualities to express. You are exceptional and unique, like everyone else.

Don't be afraid to be different; you are different. Compared to our ancestors ten thousand years ago, we are all geniuses; they would have hailed us all as gods and goddesses.

Well, you are a potential genius still. Awaken your slumbering powers. Bad heredity? Poor environment? No: Harmonious consciousness brings serene outward condition. Lack of education? Wisdom is your infallible teacher within.

Limitation of supply?

The world is yours. You are part of the one universe, and the same power expresses through all. You manifest the great unity which takes form in an infinite diversity of expression.

As a part of the one perfect Pattern, be glad—and proud of your opportunity.

Contacts Club

(Continued from page 37)

The sharing of each other's aspirations and inspirations is good tonic for everyone. We trust that many will take advantage of this opportunity to do so with Mr. B.T.I.

Dear Editor:

I think the "Contacts Club" is a grand idea, and I wish it plenty of success in this worthwhile reading magazine.

Philosophy, psychology, sciences, the fine arts, sports, and books are my favorite hobbies. I enjoy life to the very brim and have no dull moments. I am always happy and possess abundant vitality.

Because people are interesting to me, I enjoy writing to them and exchanging views on different subjects. So come on ye people both young and old, far or near, send me a letter if you desire a loyal pen pal.

(Miss) B.S., Chicago.

Here is a hearty invitation for all those who enjoy "loyal pen pals" who have something to say, and from one who apparently knows how to express herself. That's good psychology to start with, Miss B.S.

Dear Editor:

I have for years been a constant

reader of Psychology, and have found it the most inspiring of all magazines, because it deals with life as it is, and also as it should be.

As to the "Contacts Club" I think it is a great idea because of the opportunity it gives for the promotion and building of "friendships" instead of warships. If everyone throughout the world would try to build these true friendships, there not only would be no war, but the Millennium would be coming into view.

I love people; like to meet, help, inspire them whenever I can. I am keenly interested in psychology, philosophy, literature, physical culture, drugless healing, and in fact in everything that is worthwhile in life. I find my greatest joys in music and in reading and composing (amateur) poetry.

One of my ambitions is to have friends in every part of the world. I wonder if the young people (of either sex) who read your magazine will help me realize my ambition?

(Mr.) W.F.Z., Verigin, Sask., Canada.

It is our prophecy that Mr. W.F.Z.'s letter is the prize winner of the month in appeal and drawing power. We know that his ambition will be well realized in return for the wholesome



Checks Average \$150

"The checks have been coming my way regularly and average more than \$150 apiece.* I owe all of my success to N.I.A. Copy-Desk training and wouldn't sell the working knowledge it gave me for one million dollars because to be able to write salable material thrills me beyond words."

Mrs. Violet J. Bostic, 183 Second St., Idaho Falls, Idaho.

*In a letter dated January 7, 1935, Mrs. Bostic says, "I have just had another story accepted by True Detective Mysteries. My first check in the New Year, for \$181.52."

How do you KNOW you can't WRITE?

Have you ever tried?

Have you ever attempted even the least bit of training, under competent guidance?

Or have you been sitting back, as it is so easy to do, waiting for the day to come some time when you will awaken, all of a sudden, to the discovery, "I am a writer"?

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

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

That is why the Newspaper Institute of America bases its writing instruction on journalism—continuous writing—the training that has produced so many successful authors.

Learn to write by writing

NEWSPAPER Institute training is based on the New York Copy-Desk Method. It starts and keeps you writing in your own home, on your own time. Week by week you receive actual assignments, just as if you were right at work on a great metropolitan daily. Your writing is individually corrected and constructively criticized. Under such practical guidance, you will find that (instead of vainly trying to copy someone else's writing tricks) you are rapidly developing your own distinctive, self-flavored style—undergoing an experience that has a thrill to it and which at the same time develops in you the power to make your feelings articulate.

Many people who should be writing become awestruck by fabulous stories about millionaire authors and therefore give little thought to the \$25, \$50 and \$100 or more that can often be earned for material that takes little time to write—stories, articles on business, fads, travels, sports, recipes, etc.—things that can easily be turned out in leisure hours, and often on the impulse of the moment.

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We have prepared a unique Writing Aptitude Test. This tells you whether you possess the fundamental qualities necessary to successful writing—acute observation, dramatic instinct, creative imagination, etc. You'll enjoy taking this test. The coupon will bring it, without obligation. Newspaper Institute of America, 1776 Broadway, New York.

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1776 Broadway, New York

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

Mr. _____
Mrs. _____
Miss _____

Address _____

(All correspondence confidential. No sales—27C365 men will call on you.)

knowledge he has to give others in return.

Dear Editor:

Three years ago I became interested in psychology and it surely has put color into my life.

I am thirty-five years young, and live down a country road on forty acres. My hobbies are gardening, reading, hiking, dancing, working contests, plus the making of scrapbooks.

As a matter of fact I am interested in everything which spells unselfishness, and that's why the "Contacts Club" looks so inviting. I greatly enjoy writing letters. Who is interested in keeping a rural postman busy?

"Miss Sue"—Hales Corners, Wis.

There's a breath of fresh country air



The beginning of wisdom is the realization that the thing you are anxious about today won't seem important tomorrow.

in this letter. And that rural postman—who will see that he has letters to deliver to this Middle Western young lady?

Dear Editor:

I am a regular Psychology reader and in a recent issue I read of the "Contacts Club" while out at sea.

I am "Jolly Jack the sailor boy," just arrived at the age of forty-one. I was born under an obscure lonely star. But healthy and strong, sailing on the high seas to find and enjoy the thrill of life. I meet the seagulls, the flying-fish and once in a while I think I see a mermaid. Anyway, I am at all times deeply interested in the untold beauty of nature, though I love the blue ocean above all else.

Would some psychological friends care to correspond with me? Will answer all communications.

(Mr.) R.L.D., New York.

Romance, beauty, thrills—high seas and all! A poetic mind here. He should make an interesting correspondent—this Mr. R.L.D.!

As A Whole

(Continued from page 28)

however, both the locomotive and the human machine have an enormous capacity to generate evil. The machine gets too hot, too cold, too dry, too old—and so does the human machine. In fact, the human machine appears to have an infinitely greater capacity to generate evil than good. No wonder life becomes such a nightmare.

The system is set forth that if you beg hard enough of God, maybe He will give you a little health, and that this getting of a little health should be cause for life-long gratitude.

Perhaps, if you beg hard enough, you will get a few shekels increase in your pay envelope, and, while this increase will not nearly meet the desires of your

soul, yet you will be expected to sing a song of praise for it.

What is the heart singing, while the lips are singing the song of praise for that which is not satisfactory. It is singing the song of hypocrisy.

Deep in the soul of every man is the glorious vision—he knows that he

The first book frankly facing relationships *not even supposed to exist:*

The SEX LIFE of the UNMARRIED ADULT

EDITED BY IRA S. WILE, M.D.

The contributors include Margaret Mead, Robert L. Dickinson, Ernest R. Groves, Mary Beard, Robert Morss Lovett, Lorine Pruette, N. W. Ingalls, Ernest W. Burgess, Morris L. Ernst and Horace M. Kallen. 320 pages. Large 12mo.

This book answers, frankly and courageously, such questions as:

- What percentage of men and women have sex experience before marriage?
- On purely physiological grounds, is there any reason why temperate sex intercourse should be denied to the unmarried?
- What is the average normal periodicity of sex functioning in adults?
- What are the dangers to an unmarried couple in arousing, but not fulfilling, physical desire?
- What problems face young couples who delay marriage for economic reasons?
- Is the proportion of illegitimate births increasing despite widespread knowledge of contraception?
- Is homosexuality common among unmarried women?
- Is a marriage in which there has been pre-marital sexual intercourse more likely or is it less likely to go to smash?
- When does normal "sex play" impinge upon the abnormal?
- What percentage of unmarried persons indulge in autoerotic practices?
- Can fundamental urges be repressed without a deleterious effect on one's personality?
- Etc., etc.

Physicians and psychologists have given specific information and help to married persons with "legalized" sex lives. But this is the first authoritative, popularly written counsel to answer the problems of a group compelled to delay the legal solution of their difficulties.

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should not beg for life. He knows that he was, and is, born to rule powerfully, gloriously, in his kingdom. He knows that his body is the temple beautiful, but before it he sees his human self lying daily, begging alms.

The amazement of it all, the bewilderment of it all, causes him to run into a hundred mazes of belief before he comes upon the New Day. And then it dawns.

This wonderful inner co-ordination—this Inner Whispering of the Secret to you—this inner oneness which causes

all the little personal deeds and ideas to flutter away. Deep in the heart of you it is being said, it is being revealed to you.

The little personal power is being lost in the universal. The little power that pushes the locomotive around is released, and *becomes one with the power that rolls universes in their orbits.*

The little power that was narrowed down to a lot of inherited beliefs and opinions of yourself is freed into the Glorious Power, that knows no limitation—no, not one limitation.

I Think

(Continued from page 40)

FOR LONG LIFE—NEW INTERESTS

"Guess his age!" a member of the Explorers' Club of New York said of a fellow member, W. H. Jackson, one night recently.

Several guests agreed that the man with the springy step and the general air of alertness who had just stepped into the room *might* be around the half century mark.

"He's in his ninety third year!" the first speaker declared gleefully.

And that's the truth. Mr. Jackson is a scenic photographer who travels west every year, taking hundreds of photographs. He has been around the world a number of times and is likely to shove off for another tour any time the notion strikes him.

Asked for the explanation of his remarkable hold on youth, Mr. Jackson said, "People are always asking me that and I always have to say that I suppose it lies in being *interested* in something—very interested. The days are never long enough—there are so many things I'm doing, or planning to do.

"Of course it's a bromide to say that youth lies in the mind, but it's true. The man who ceases to be interested in things is automatically turning into the downward lane. The learning of but one thing, sticking to one interest, is bad.

"A person so doing grows stale—tired of that one thing. But if he doesn't realize the fact, *he thinks it's because he's getting old.* That idea once accepted bears him down. If he were constantly unearthing new interests, trying new things, working, and feeling that his work counts and amounts to as much as it ever did, he'd take on vitality—and look it."

"OTHER WORLD" STUFF

"In times of stress," remarked Charles B. Driscoll, well known author and editor, "people turn with sharpened interest to the reading of 'other world' stuff.

"Stories of impossible or miraculous

happenings, adventures on Mars or odd corners of the earth attract because they offer 'escape.' This harks back to the psychological fact that ordinarily, human beings would rather 'escape,' than face facts and grapple with them." Mr. Driscoll produces the "treasure column" of a syndicate—and has concrete proof that people adore learning about buried treasure.

* * *

More about "buried treasure" and the avid reaching for wealth. A widely known psychologist insists that this vivid interest is not just what it appears to be on the surface. That is: people often are faintly aware of possibilities, potentialities within themselves that fully realized, would be indeed the equivalent of unearthed treasure.

"Unable to interpret this consciousness of power and worth within themselves, they manifest greed for the crassly material," he concluded.

* * *

OUR MORBID INTERESTS

"Each of us is afraid—inside," remarked Gilbert Seldes, well-known columnist of a New York newspaper.

He had been citing the fact that the recent Flemington, New Jersey, trial had seemed to take, in the public mind, precedence even over important national issues.

"The reason," he continued, "is that the trial news spoke to what is primitive, savage and afraid, inside of every one of us. . . . The savage gets the upper hand every once in a while—in mob fear and mob violence, for instance.

"We are still intensely interested, afraid of murder, because our ancestors were always in danger of being murdered."

* * *

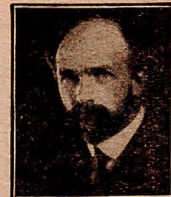
WITHOUT A TEACHER

"A classroom without a teacher is the latest advancement in the educational field." Attired in a lounging robe and seated in a comfortable chair in

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 fail 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.



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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

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A patent was granted to Mr. Cody on his unique device, and now he places it at your disposal. This invention is simple, fascinating, 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.

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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, 343 Searle Bldg., Rochester, N.Y.

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

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

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

We should like to put into the hands of every such man a copy of a little book that contains the seeds of self-confidence. It is called "What a Business Man Must Know Today," and it will be sent without obligation. It contains the Announcement of the Institute's new Course and Service for men who want to become independent in the next five years. Among the contributors to the Course are:

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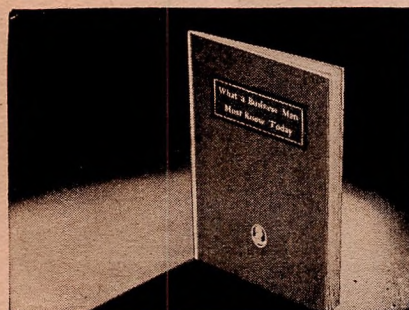
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his apartment, Dr. C. C. Clark conducts classes in general science for the students of New York University—a quarter of a mile away, by means of an ultra-short wave two-way radio. The class asks questions and Dr. Clark answers them from his home.

* * *

FROM EGG TO EEL

A glimpse of "creation in action" was seen by more than 2,000 members and guests of the New York Zoological Society. A feature of Dr. William Beebe's lecture included a view through the eye of a camera of the emergence of an eel from its egg. "It is probably as close to creation in action as any one can approach," says Dr. Beebe.

* * *

REPLACING GANG BATTLES

Roller-skate hockey has replaced the gang battles of the Westside youths of New York City. Inspector Luis Costuma of the Crime Prevention Bureau said, "It is a new and thrilling sport particularly adapted for the use of city streets as a place for supervised recreation."

* * *

MEN'S SHOES IN COLORS

"Let's leave the word 'conservative' out of our vocabularies," said Mr. Raymond Twyeffort, of the National Fashion committee. "When we have broken down the national color superstition so that men no longer fear it—men's shoes might be made in colors to match their clothing. This will bring both economical and psychological benefits."

* * *

MUSIC RENAISSANCE DUE

"Life is fundamentally serious, but do not be too earnest about being serious," says Mr. Artur Schnabel, pianist, teacher and a man of wide experience and background. "The next renaissance in music," says Mr. Schnabel, "is likely to have its chief sources and inspiration in the United States."

* * *

BABIES EDUCATE SELVES

"An infant prodigy would develop better, with fewer personality twists, if he were educated in the society of his peers." This is the subject of an attempt to advance self-education in the nursery. A group of New York parents hope to form a class of superior children and allow them to edu-

cate themselves, under the guidance of a teacher trained in psychology.

* * *

There is some good in everything!
Sage brush, long considered nearly worthless and covering countless acres

of the Western dry lands, has been the subject of much experimentation by scientists of various State agricultural colleges. It is now understood to contain several valuable oils—namely, camphor, eucalyptol and others.

Ultimate Religion

(Continued from page 27)

ness ringing through cosmic space is but the fanciful dream of the super-optimist the answer can be made that the fault lies in lack of attunement rather than in the unreality of the voices that summon us to victory. It is a great day in the life of any man when he succeeds in tuning his mind to the key of good cheer. *Tune up. Cheer up.*

We are indebted to Sir James Jeans, master thinker and outstanding leader of scientific progress in England for this startling illustration. Let us imagine the entire Continent of North America from Alaska to the banks of the Rio Grande covered with sand a foot deep. To count those grains of sand would be an interminable task. Yet each grain would bear a similar relation to the other grains as one star bears to all other stars.

Our sun, a million times larger than our earth, is one such star. And if our regal orb is but as a single grain in a vast ocean of sand covering an entire continent how shall we grasp the idea of the insignificance of this planet earth, one million times smaller? And what should a man think of his own importance among two billion human beings scattered over this infinitesimal fraction of a grain of sand?

Man cannot tune in with the music of the universe until he has some clear sense of his own insignificance relative to the infinity that surrounds him. With the awakening of this sense comes the ability to see our perplexities in their true perspective. They seem to melt away into nothingness in comparison with the majestic, eternal processes that shape the universe and give it meaning.

Our trials become tragedies only when we lose perspective. Picturing ourselves as passengers upon this microscopic planet ship sailing on a shoreless ethereal ocean we realize the practical nothingness of the space we occupy in the physical universe and the consequent unimportance of the experiences we call tribulations. Not the tribulations, but our mental attitudes toward them, determine the measure of human happiness or unhappiness.

It is, to say the least, unbecoming in man to be everlastingly complaining about conditions he is powerless

to correct and, inasmuch as no contradictory principle is worthy of acceptance, we find the principle of good cheer substantiated by consistency and common sense.

The completed cosmic argument will carry us to conclusions still more positive and clinching. This little creature, man, is not restricted to the material surroundings of his planetary abode. Even in his physical nature he is a combination of wonders. More than a unit of life he is, because of the cellular structure of his body, an accumulation of billions of living units. In the functioning of the glandular system there is traced a principle of life as mysterious and as awesome as the laws that control the motions of the planets.

Man is coming more and more to realize the meaning of his prerogatives as a citizen of the universe. The outlook of modern science is provocative of great thoughts—thoughts so great that they lift us far above the levels of fear, fault finding and petty resentments.

Stand with the astronomer in the observatory of Mount Wilson and gaze upon the scenes revealed by the largest telescope in the world. Out yonder is a hazy patch of diffused light. In reality it is an immense galaxy of huge stars many of them thirty thousand times larger than our sun. In the very act of contemplating these wonders of the spaces, man exercises a prerogative that reflects a splendor upon himself out of all proportion to his physical contacts.

Glorious thinking makes life glorious and under its sway, man ceases to be a timid creature trembling in the presence of danger, disappointment and discouragement. The heavens do declare the glory of God but the glory is far more glorious than the glory of the heavens conceived by the Psalmist.

We are told by the distinguished astronomer of Harvard University, Dr. Harlow Shapley that a star census of one third of the sky space now within range of telescopic vision brings to human knowledge 125,000 galaxies each comparable in size to the Milky Way system to which we belong. This means that each of the 125,000 galaxies found in one third of the sky space contains about thirty billion stars. The giant eye of the telescope looks forth

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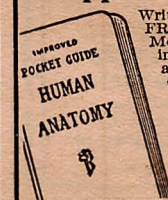


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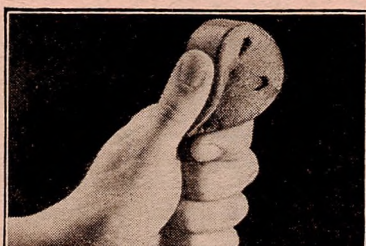
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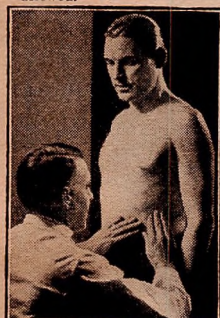
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When moral courage feels that it is in the right, there is no personal daring of which it is incapable.

—Leigh Hunt.

upon a universe 100,000,000 light years in radius. And one light year is a distance staggering to the imagination.

The sphere of the universe will be increased 64 times by the two hundred inch mirror of the telescope now under construction. There is no assignable limit to the glory the heavens declare, yet, insofar as our knowledge goes, man is the only being in all the visible universe capable of registering awe in the presence of that glory. And the infinitesimal is no less marvelous than the infinite.

Why then be despondent? Be of good cheer. Smile, for the heavens are full of smiles. Practice joyfulness for the joy of living is part of our cosmic inheritance. How quaintly said the poet:

*"The world is so full of a number of things,
That I am sure we should all be as happy as kings."*

For those who demand biblical authority for their beliefs and principles the case is complete. On at least three occasions, according to the evangelists, Jesus admonished his followers to be of good cheer. A study of the circumstances would illustrate how well the Man of Galilee understood the human tendency to entertain undue alarm and how eager He was to correct that tendency.

On one occasion there was the man sick of the palsy and his friends were dismayed in the presence of the malady, but Jesus saw deeper into the real needs of the afflicted man and addressed himself first to the healing of spiritual infirmity. Strange must the words have sounded to their anxious ears, "Son, be of good cheer. Thy sins are forgiven thee." According to the narrative the physical healing followed. Palsy of spirit is more serious than any physical paralysis. Good cheer is evidence of spiritual health.

A little boat was caught in the fury of a storm and the occupants were sore afraid that they might not see land. Suddenly there was an apparition of a human form as one walking on the water and a voice with a ring of authority called "Be of good cheer. It is I. Be not afraid." How alarmed

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and panicky we become at times in the presence of difficulty. The principle of good cheer means the conquest of fear.

The same voice that spoke peace and healing to the sick of the palsy admonished his followers that in the world they should have tribulation. "But be of good cheer," he added. "I

have overcome the world." Good cheer does not depend upon freedom from tribulation. It does mean triumph in spite of every trial.

In the vivid sentences of the Beatitudes, Jesus who, after all, was the greatest psychologist that ever lived, gave the world its consummate code of good cheer.

Fragments of Life

(Continued from page 31)

LOOSE WIRES

"A R-K, bz-z, bang, ar-kl!"—Our new radio—almost as though cannibals with their tomtoms were approaching us.

The instructions stated no ground was required, so we just let the ground wire loose. Rather peculiar, but that's what the instructions stated.

We blamed the radio next-door for our trouble; we blamed the electrical refrigerator; we decided there was a flaw in the set,—but upon examination, we found that such supposition was not the cause of the static.

One evening, when the static seemed louder than ever, my sister inadvertently picked up the ground wire and held it in her hand. Immediately the noise stopped and the radio played clearly, perfectly.

Life may be like that radio! There may be discord in our existence and we blame all sorts of things.

If only we'd check up, we'd find how we are mistaken. In our search we would pick up the loose wire in our destiny and reach the happiness that is rightly ours.

Helen Wilkes.

Voice of Experience

(Continued from page 17)

how this misery is the prelude to pathological states that last throughout life.

Ministers of religion as well as doctors know well the inside story of this tragic fact.

In regard to the second, namely, the technique of marriage: It is obvious that the "Voice" in using that expression refers to the whole task of mutual adjustment between two young persons who are pledged to spend their lives together.

For that adjustment they should be especially trained and educated. They must have something in common—to start with. There must be some common factor between them, be it personal disposition, or individual temperament, or mutual outlook.

And they must learn how to rest on this common factor in times of stress; to make the most of that basic matrimonial concept of two-in-one.

But who is to teach them?

What university board has the courage to inaugurate such a clinic as the "Voice" suggests?

What school administration has the common sense to face the issue fairly and honestly?

What church organization is brave enough to devise some educational technique which will insure that its young people will be equipped psychologically as well as spiritually, to make a reasonably safe matrimonial choice?

Yet it remains true that the need is pressing. Our young people, freer and less confined today than ever before, are literally thrown into the whirlpool of social life and are expected to make a safe landing.

Our divorces are multiplying in number, our unhappy marriages, statistics indicate, are increasing day by day; the number of young lives warped and made miserable by this



God's Garden

By JEAN KING KEMPP

THE flowers nod from my garden,
"Good morning," they seem to say.
Their faces are all washed clean with dew;
They're out for a glad holiday.

Their dresses are red and golden—
Reflecting the sun's bright rays;
And with blue and mauve and orange,
They seem a colorful maze.

On friendly terms with each other,
They do not disagree;
But each, in its place expresses,
God's perfect harmony.

appalling ignorance is growing.

Yet nobody seems to want to do anything about it.

It is just here that I call upon the "Voice" to lead a crusade.

He has the audience. People will listen to him as they would to no other pioneer. He has the intellectual appreciation of the magnitude of the problem as well as the courage to express his views.

Building Personality

(Continued from page 38)

ponent part of your body.

You cannot ignore art and be "a whole man." Browning says, "Art was given for that, God lets us help each other so, by leading our minds out."

SUBSTANCE BACK OF SPEECH

IT MUST not be forgotten that in expressing self, in all the contacts of life, "matter is more than manner." All the manifestations of personality, all the technique of poise, position, gesture, eye and speech, are but the

He has the sanity, the poise, of the philosopher, and is not likely to lend himself to any wilcat schemes of reform.

So, let us have many more broadcasts on this subject. Let us have them continuously, till the pundits wake up and something is done about the preparation of our young people at the most critical time, and in the most important choice of their lives.

Handwriting Counts

(Continued from page 33)

student of handwriting to run for the key to his jewel box and even perhaps lock the door in your face—or feel like it.

A letter s so made, indicates tenacity, coupled with sweetness, which however, would be used selfishly to win a point. A combination with other letters and in writing indicating nobler traits would make this less sinister than it is here.

The difference between handwriting experts and graphologists or handwriting analysts needs to be made clear. Handwriting experts are called for cases of identification specifically and appear in courts of law as we all know. They are required to study for the unearthing of criminal points rather than for personal or intimate facts regarding the person whose writing is studied.

Graphologists may know much of the mechanical points as do the experts; but are by nature and choice more interested in the character of the individual whose writing is presented to them.



April

By ROBERT SPARKS WALKER

FROM o'er the hill
A whip-poor-will,
Blends in a note with a mountain rill;
And out at dawn in cheerful glee,
The bluebird greets the honey bee;
While hills and knolls, and space between,
Turn to a mottled mass of green;
And everything
With gentle ring,
In rapture shouts, "'Tis spring, 'tis spring!"

Since graphology is derived from two Greek words "graph," a picture or writing, and "logos," meaning reasoning or study, you can see how the name came to be applied to character study, that is, when you pen your handwriting, you unconsciously draw a picture of yourself.

Look at your handwriting closely. See how you make your t's and in how many different forms. Don't be alarmed if you find ten or more methods of making the letter in a page of writing. The manner in which you cross your t tells about your will, more or less linked up with how you think.

Have you a consciousness that includes inclination to be very firm about some things and rather lax about



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by W. BÉRAN WOLFE, M.D.

author of

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A HANDBOOK of commonsense advice, written for the layman by a doctor who not only knows how to treat a nervous breakdown, but who knows how to write about it. Scientifically sound, but written for *you*, so that you can understand and benefit by it, CALM YOUR NERVES is a book the general practitioner can safely put into the hands of his nervous patient—a book for the family of a nervous patient—a book for the man or woman in the throes of a nervous breakdown.

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others? You are bound to show this in your forms of *t*.

Are you absent-minded because you are heading for a particular goal before which no other thing is allowed to come into your mind? Then you will often forget to dot your *i* and someone near you, observing this, will say, "Well isn't that true! You are the most absent-minded person I know."

When you don't make any dots to *i*, then get busy to find out *why*. There is need to see what else is in your hand-

writing to redeem this lack.

Handwriting counts very high in the realm of picturing *you*. Study your writing and see how many points you can discover that truly tell *what you are*. You can learn only that which depends upon character and so, *your handwriting counts* just to the extent, and in the degree, you have put into it, kindness, good will power, high ideals—and a sense of humor. All these you can find in the way you dot your *i*'s or cross your *t*'s.

Our Corner

(Continued from page 44)

So talk to yourself, if you need the expression,

Your soul cannot grow, if curbed by repression,

You won't change the world by your manner of speaking,

But you'll gain for yourself the things you are seeking.

Arthur G. Rakestraw,
6028 Greenway Ave.,
Philadelphia, Pa.

* * *

Friendship

In this unromantic game of life
We may see just work and strife.

We walk along with hurried pace
Never seeing a friendly face.

We think of all we'd like to gain,
And the deeds that must be done.
If we find time for a friendly smile
Our game is nearly won.

No lasting happiness is there
That we cannot but trace,
To the smile of a friend
In the midst of life's mad race.

Evelyn Bendick,
317 South Walnut St.,
Freeport, Ill.

I Made My Story

(Continued from page 23)

and loud laughter in the office when the editor ("Gee, you not only go *after* stories—you *make* 'em," he bantered) and the other reporters heard of my "arrest."

We touched lightly and in a jocular way upon my experience in our next edition, but several hours later the managing editor brought me a shiny, long-coveted police-reporter's badge and impressively pinned it upon me.

"Carry that with you," he admonished. "Identification may come in handy—next time—before taking a ride!"

This is the story adjudged second best in the Exciting Short Story Contest

"Look Out Below!"

by WILLIAM HOWE SEAVER

MEN were collecting at the rim of the Salmon River canyon, preparatory to starting another day's work on the foundation of the large dam that was then under construction.

The dam was being built to retain the waters of the river for irrigation. And construction work was still deep

down between the two black vertical walls of the canyon.

A large square wooden "bucket" which carried the freshly mixed gravel and cement to its destination was swinging on a strong cable. However, its first duty every morning was to carry the men to their work, and return them at night.

ONE morning after the men had started placing the loose gravel on the slowly rising foundation of the dam, a man who was late waited for the empty

Would You Have Friends?

Love, sympathy, good-will, and the kindly deed that is always ready and on tap, is what expands, multiplies and beautifies life. Hatred, cynicism, ill-will, self-seeking, envy, and jealousy is what dwarfs and stultifies. How instinctively all men and women are drawn to and seek the company of those whose lives are dominated by the former.

bucket to return and carry him down also.

Soon the steam hoist gave a short blast and the bucket, with its new load, swung out and over the deep canyon. He seemed a long way from his destination, and the man became absorbed in the activity below, apparently oblivious to his precarious position, he leaned far over the side, looking at something far down beneath, thus tipping the bucket sharply.

Suddenly, to our horror, the bucket turned completely over, and the man was dropping to his death below. What sensations could have filled his mind

for the moment I do not pretend to know.

But I do know that as he saw inevitable death but a few seconds away he had sufficient control of his mind to think of the danger of others and to shriek the warning, "look out," to the gang below.

With horror they looked up—and jumped to safety a few feet away. The man was killed instantly.

To be able to think so clearly, knowing that inevitable death was so close, and to call distinctly for the safety of those other men, was a marvelous example of the power of mind.

In the Psychologist's Office

(Continued from page 24)

boring, unconsciously, a repression, a dark secret, what he believed was a crime he had committed when he was fourteen years of age.

Tom was exposed as a middle aged man, a homo-sexual who preyed on young boys. This boy in his youthful ignorance, had succumbed to an older person's suggestion, engaging in a perversion of sexual experience.

With no one to guide him, instead of dismissing the incident from his consciousness, the youth repressed the idea or the picture of the incident and maintained it in his subconscious as a dark secret, living ever after under the burden of self-condemnation, guilt, penalty. He labored under the morbid delusion that, as a man, he would be sexually incompetent.

Love as a Medicine

(Continued from page 29)

derful things in a practical way. An office manager of my acquaintance, who had a number of young girls under her, told me that on those days when she felt a sense of well being, everything

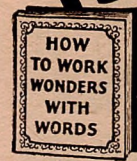
went forward in her office with the most wonderful smoothness and harmony. On the days when she was peevish and critical, she got exactly that in return from the girls.

At one time I had a secretary who told me that when she was a very small girl her mother said to her—"My child, you are not good looking, and you must make this up by being very pleasant and smiling."

She never forgot this and put it to such good use that no one stopped to realize that she was not pretty. She was praised to me by most of my patients. She literally shed sunshine and carried joy into the lives of many.

We must not forget that our thinking does not stop with ourselves. Each of us is a center of thought force and thought goes out from each of us in great waves. Our thoughts reach and

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influence the minds of many others—like producing like.

Here is a very suitable form of social responsibility and social service.

Learn to love widely. It will do you good. It will do others good.

I would define attractive personality as the individual releasing of love, plus

confidence and decision.

Let us have that love which "doeth good as a medicine." We shall reap nothing but benefit from it. Love is not only the most beautiful, the most worth while thing in the world. It is also the most practical thing in the world!

Your Job and You

(Continued from page 26)

profession, but that can be overdone.

No one can help you but yourself. If you are very young it is quite natural to experiment to find that which interests you the most, but if you are of a more mature age you are following a dangerous path so far as success in one given line is concerned.

Why don't you sit down with a paper and pencil and write out all your likes and dislikes concerning each profession. Do it honestly. Then the profession that has the least dislikes for you is the one which perhaps may be your forte.

However, do not fail to remember that any profession entails hard work and study. There must be preparation.

What are your chances of entering

the movies in your chosen field? What is your special training and aptitude for it? What training have you had for a drugless physician? Do you want to go through the arduous training necessary? Are you a successful writer getting paid for your work? If not—can you live in comfort until you can make a name for yourself? These are all things to consider.

When you can truthfully face yourself and select the wheat from the chaff and are willing to settle down to hard work at one particular field then you are on the road to success. No dilettante ever succeeded in anything. The world acclaims the fellow who loves his work and counts no labor too hard to bring completion to his task.

Cosmetics vs. the Mind

(Continued from page 39)

but let me assure you she feels like a martyr when she does this, especially when she finds this same man unusually attentive to some other woman who flaunts the supposedly detested crimson.

Although the judicious use of cosmetics has its spiritual value in lifting the consciousness and its mental value in instilling self-confidence, yet the plastering on of the same powders and rouges has its debasing and deleterious effect. Instead of allowing the real woman to sparkle through it acts as a

mask and hides the personality underneath.

The greatest spiritual, mental and physical value can be obtained from the use of your pet fragrant creams by a conscious direction of your thought while using them.

Some women by the use of creams and other beauty lotions accomplish wonders in rejuvenating and beautifying their complexions. Others retain the same old leathery skin no matter how much they use.

The one who really gets results di-

William A. Engle says:



Happiness comes to him who gives it.

The aim of science is to hit the truth.

Thought originates what action completes.

The secret of power lies in the strength of doing.

To see the fun of living, develop a sense of humor.

To make life worth living, believe in the worth while things of life.

rects her creative thoughts while applying the cream. She directs that obedient force within to smooth out the signs of age. This takes constancy and perseverance just as it takes patience, time and thought to build a youthful posture in a sagging and aged body. Yet it can be done.

KEEPING THE BODY RADIANT

When the desire in the heart is to keep the temple radiant and beautiful so the soul may shine through, rejuvenation speeds apace.

If this thought is kept in mind the day will come when it is not necessary to resort to cosmetics to attain the sparkle in the eyes and the flush

on the cheeks. When this higher spiritual development comes, the aura of youth and beauty surrounds you constantly. It is a spiritual force shining through from *within* and needs no outside artifices. Until that higher development comes, use the little aids which so delight a woman's heart because of their uplifting effect.

Use your paints, powders and creams, you daughters of Eve, but do it artistically and with a studied touch. It is not necessary to gild a lily. Use just enough to put the sparkle in your eye by stimulating the blush of youth on lips and cheeks. Remember, it is not only cosmetics but your thoughts that do the work.

Psychology in Review

(Continued from page 42)

headed newborn baby on a down pillow, the professor says, and it will acquire a round head simply because its early life is spent largely on its back. Cradle your baby on a plank and its head will remain long. But be sure that the plank is held erect.

Much more sane, and certainly more sound, are the observations of Dr. T. R. Garth, head of the Institute of Race

Psychology at the University of Denver. After a series of tests lasting fourteen years, Dr. Garth recently concluded that there is absolutely no innate difference in the mental powers of the various races.

"If opportunity is equalized," he says, "there is no variance in the intelligence quotients of different peoples."

The Body vs. Emotions

(Continued from page 30)

But we cannot maintain this tonic effect and help to digest and metabolize more food, unless the patient will cooperate with breathing exercises, fresh air feasts, and proper rest.

And thus it is that I believe we never can ignore the valuable influence of hygienic, dietetic, and mental measures.

And, by the same token, I cannot believe that any psychologist, or any believer in the influence of mind over the body, is justified in ignoring the curative or helpful aspects of *all* the various agencies that contribute toward the normalizing of depraved physical functions.

*The Mysterious Glands.

Burning In

By Frank Arnold

HOW'S your power of concentration? A man who can't hold his mind down can't hold a big job down.

One must learn to burn into a subject—to think of one thing and only one. This means he must be able to summon all he knows about a thing, and exclude everything else.

Dickens would not allow even his family to intrude on his work. Victor Hugo would lock the door and throw the key out of the window. Sir Humphry Davy worked alone. Edison kept at a thing day and night, lest the charm be broken.

Wandering minds write no books, carve no statues, discover no new principles, invent no machines. Men do their best work in harness. They hold

themselves to one thing.

Watch Scatterbrain as he talks. His eyes move to passing objects, he changes the subject of conversation before it gets interesting, he yawns, then suddenly breaks in with an excited gesture or voice. He is not worth more than twenty dollars a week.

A good try-out is to take a half-page paragraph in a book and see how far you can go without a flicker from the outside crossing the mind. If such a flicker should intrude, begin again. Hold to it like grim death until the paragraph is conquered. Practice daily for six months, and see the gain.

Or take up mathematics as a drill. Figures will not admit a division of interest. They are like a jealous woman

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True health is more than physical fitness. It implies a co-ordination of mind and body and an ever alert consciousness of well-being and buoyancy of spirit. Without health, one's career is grievously handicapped, and with it, all things are possible.

Diet and Disease

A FEW years ago physicians were studying diet in its relation to health. Today they are studying it as preventive of disease. In their research they are proceeding from the needs of the body to the diseases that result from lack of food elements necessary to restore wear and tear, this lack resulting in disease. Take the teeth, for instance. Their structural composition requires certain food elements. When the need is not supplied decay results. What are the requirements as a general rule?

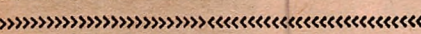
What is true of the teeth is also true of every organ of the body. To a certain extent requirements differ. One person needs more of this element than of that. But with a basic requirement fixed, the physician can vary the element this way or that. Experiment will finally fix the quantity. The reasoning is this: To prevent disease it is necessary to maintain health—not general health, but specific health; that is, in all organs of the body, for disease in one organ may induce disease in another.

To this end the physician seeks a well-balanced diet, one that will supply in correct proportions all the elements required by the organs of the body. When such diet is found there is virtual immunity from disease.

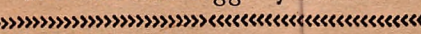
The longer one's body can be kept free from diseases the longer its owner will live, for diseases wear out the body.

Health Notes

Either physical or mental over-exertion is liable to weaken the heart. Sleep enough to enable the body to repair itself is as essential as work. Violent emotions may lead to hysteria through the unbalancing of the nervous system. One can strain his nerves as well as his muscles.—Grit.



Never mind what has been. Every morning begins a new day—a day for fresh endeavor, a day to be filled with hope and gladness. Don't add to your blunders by condemning yourself for your errors and shortcomings. Better folks than you have made worse mistakes and bigger failures.



Common Cold

AN important thing which should be guarded against all through the year is taking cold. No one is immune from the common cold, although a great deal can be done to prevent it. No one has a right to carelessly contract cold, and no one has a right to expose others to colds if it can be avoided. Colds are always very uncomfortable, although they may not be dangerous, but they always lower the bodily resistance.

To avoid colds, keep the hands away from the mouth and wash them before eating.

Persons with colds should remain at home. No person with a cold should be permitted to handle food or eating utensils.

Avoid as much as possible all persons suffering from a cold or symptoms of influenza.

Wash or cook all food that might have been handled by infected hands.

Avoid crowds and poorly-ventilated places.

Eat easily digestible, nourishing and laxative foods.

Get from 8 to 10 hours' sleep daily.

Have plenty of fresh air in your home, both day and night.

Drinking Glass Dangers

DO they really wash the mugs and glasses used at the restaurant or roadside stand where you stop? Or do they rinse them under a faucet?

These questions are of significance, points out the Minnesota State Medical Association, for if the glasses are not thoroughly washed with soap and water, the disease commonly known as "trench mouth" may become epidemic.

Epidemics of "trench mouth," or Vincent's Angina, as the disease is called medically, frequently have been traced to unsanitary conditions. The disease affects the mouth and gums, and is dangerous to the teeth if it is not properly treated.

Thorough washing, says the association, with soap and hot water will make dishes and table furnishings safe for use and eliminate any chance of epidemics of the disease.

Prevent Sickness

Sickness is very wasteful of time and money, as well as a disagreeable and alarming experience. It cuts off income and increases expenses. It threatens all that we hold most worth while—our ambitions, careers, usefulness to the community; our homes, our friends and families. It is the greatest obstacle to a serene, happy, contented, useful life.—Franklin D. Roosevelt.

Man Can Talk With God, Says Noted Psychologist

A new and revolutionary religious teaching based entirely on the misunderstood sayings of the Galilean Carpenter, and designed to show how we may find, understand and use the same identical power which Jesus used in performing His so-called Miracles, is attracting world wide attention to its founder, Dr. Frank B. Robinson, noted psychologist, author and lecturer. "Psychiana," this New Psychological Religion, believes and teaches that it is today possible for every normal human being, understanding spiritual law as Christ understood it, to duplicate every work that the Carpenter of Galilee ever did—it believes and teaches that when He said, "the things that I do shall ye do also," He meant what He said and meant it literally to apply to all mankind, through all the ages.

Dr. Robinson has prepared a 6,000 word treatise on "Psychiana," in which he tells about his long search for the Truth, how he finally came to the full realization of an Unseen Power or force so dynamic in itself that all other powers and forces fade into insignificance beside it—how he learned to commune directly with the Living God, using this mighty, never-failing power to demonstrate health, happiness and financial success, and how any normal being may find and use it as Jesus did. He is now offering this treatise free to every reader of this paper who writes him. If you want to read this highly interesting, revolutionary and fascinating story of the discovery of a great Truth, just send your name and address to Dr. Frank B. Robinson, Dept. VO, Moscow, Idaho. It will be sent free and postpaid without cost or obligation. Write the Doctor today.—Copyright 1933, Dr. Frank B. Robinson.

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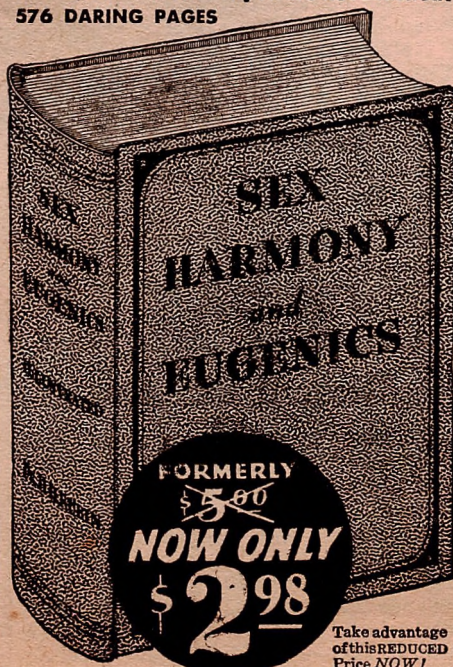
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