Uninhibited Charlie McCarthy!

PSYCHOLOGY

Health • Happiness • Success

NOV 17 1938

You're Misunderstood? Be Glad!
Transmute Criticism into Assets

"It's Mental Broadcasting"
Upton Sinclair on Telepathy

Can Psychology Affect War?
What Applied Thought Can Do

Why Child Stars Twinkle
Psychology Looks at Genius

Real Life Stories!

Courage Drove My Car

When Your Wedding's Deferred

To Your Personality—Not Luck

. . Cooperate with Life! . .

I Reversed Criticism

Old Dogs and New Tricks
New Work Each 10 Years

Channing Pollock's
Happiness—Aspiration

You're not a Machine!
Getting Along with Men

The Psychologist's Office
A Case of Oedipus Complex

Digitized by Google

How to Develop a Radiant Personality And Make Your Life a Success!

DOES your seeming lack of personality handicap you—blot out the real you—keep you back from realizing your cherished ambitions?

Often, inharmonious early environment or erroneous childhood training results in the accumulation of hundreds of little habits which keep us from expressing our TRUE personality, so that we virtually live our lives behind an awkward, ugly mask that does us great injustice, to say nothing of real and serious harm in our relations with others.



Unfortunate tendencies which you may have believed you inherited, *in the light of the proper knowledge,* stand out as suffocating little fears or an inferiority complex which will continue to enslave you until eradicated. You *actually* are not very different from millions of others, as far as capacity, power, natural ability and expressiveness are concerned. All the elements needed to develop a glorious, *radiant* personality lie within you. You need only learn how to start scraping away the barnacles that prevent smooth and happy sailing.

Personality ● The Magic Wand ● Makes Dreams Come True

No one need live an inferior, stilted life! You, yourself, see people, on every hand, blessed with no more intelligence than you possess who, nevertheless, are enjoying the fruits of charming personality. They capture the popularity of a wide circle of friends. They know the most interesting and attractive people. They gain and hold the positions in business that bring them profit and many pleasures. They are hailed wherever they go and welcomed. *The world is theirs and all that's in it!*

YOU, as well as they, can make your dreams come true! That ambition to get somewhere in the business or professional world, or in your social life, can most assuredly be realized! That "inner urge" can have its long awaited outlet of fruitful expression. You can experience all the joys of rapid progress toward the heights about which, up until now, you have only dared to dream!

The Way To A New and Glorious Personality

The magnetic power of a radiant personality can now be yours by virtue of TWENTY SIMPLE LESSONS which you can master in the privacy of your own home. FACTS and suggestions herein disclosed have brought new happiness to thousands. No dry lectures or idle theory, but a highly interesting series of a unique, personalized character which will make each step in your progress plain, simple and easy. Years of intimate contact with psychological problems in social and business life give this **Personalized Course in Personality Improvement** the stamp and seal of authority.

PSYCHOLOGY announces this Course to its readers with the feeling that it is presenting to them an added, worthwhile service. The author, Dr. C. F. Leavitt, requires no introduction, for you already are acquainted with him through his teachings in the monthly issues of PSYCHOLOGY. If you are not getting the best there is in life, here is an intelligently mapped out course which we can recommend to you for the attainment of your ambitions.

A Few of the Typical Topics Covered

HOW to overcome self-consciousness.—HOW to make friends.—HOW to make yourself attractive to the opposite sex.—HOW to improve your Memory, Will Power, Concentration and power of direction.—An understanding of sex life.—HOW to develop confidence.—HOW to improve your personal appearance.—HOW to make a good first impression.—HOW to become a more interesting conversationalist.—HOW to become popular.—HOW to become a leader.—HOW to create poise and calmness.—HOW to represent YOUR type.—HOW to direct your energies and thus add to your success. — HOW to destroy FEAR.—HOW to add to your beauty.—HOW to judge rest and sleep requirements.—HOW to safely reduce.—HOW to eliminate worry.—The three mental essentials to personality and success.—HOW to make a good marriage.—HOW to secure a position.—HOW to deal with a business prospect. (And scores of others.)

How You Can Secure This Unique Course

This valuable 20-lesson course is priced purposely low. *At no extra cost, anytime while you are taking the fascinating lessons, you enjoy the privilege of consultation with Dr. Leavitt (by mail) on special personal problems. Don't procrastinate!*

We have arranged for two forms of payment: If all TWENTY LESSONS are paid for at the time you send your enrollment, the cost is only $10.00 for the complete course. Or, you may remit $5.00 as a first payment, and then pay $3.50 when you receive the Sixth Lesson; and $3.50 when you receive the Twelfth Lesson. This will make the total cost $12.00.

Two (2) lessons a week will be sent you. The TWENTY LESSONS comprise about 134 pages of single-space typewritten matter. It is like an encyclopedia of knowledge regarding YOU, your powers, and HOW to build up and enrich YOUR personality.

Send in YOUR enrollment AT ONCE.

PERSONALITY WINS!

University of Chicago's Placement Bureau finds that employers seeking help favor "Charm-Personality."

A large New York department store's Employment Bureau receives about 150,000 applications for employment a year. Of these, only about 10% are placed on the "possible list." Manager states: "Many are experienced, and some very neat in appearance, but if they lack *personality*, we turn them down. We consider *personality* more important than a college education."

William DeMille: "Beauty is only celluloid deep in Hollywood, and *personality* and ability to act are what really count."

Movie Studios maintain training schools for the purpose of bringing out individual "personality" in those they consider good prospects.

Alluring, pleasing, magnetic "personalities" usually make fine, happy marriages. The waitress with "personality," may make a better marriage than the socially high without it. The same holds true for men. Your newspapers frequently give you examples of this.

LEX Pubs., Inc., 381 Fourth Ave., New York, N. Y.

ENROLLMENT FORM

LEX PUBS., INC.,
381 Fourth Ave., New York, N. Y.

Please enroll me for your Personalized Course in **Personality Improvement.** I understand that this includes twenty lessons, two mailed to me each week, and the privilege of consultation by mail on special personal problems at any time while taking this course. Send the first two lessons at once. I will make the payments as shown below:

☐ I am taking advantage of the cash discount and sending you $10.00 now.

☐ I am sending $5.00 now and will send $3.50 after the 6th lesson and $3.50 after the 12th lesson.

Name _____

Address _____

City _____ State _____

Please use coupon or mention PSYCHOLOGY MAGAZINE when you write advertisers.

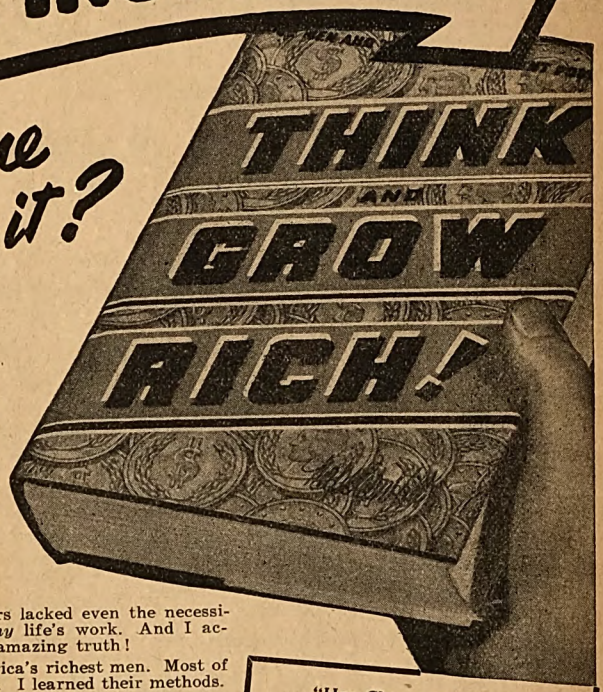
Digitized by Google

THIS AMAZING BOOK WILL INCREASE YOUR INCOME

Will you give me 5 Days to Prove it?



NAPOLEON HILL



Do You Want to Earn More Money? Read This Book for 5 Days. See Right in Its Pages The Direct Help It Brings You—The Same Help It Has Already Brought to 60,000 Others. If You Then Are Not Absolutely Convinced This Is What You Need—Simply Return the Book Without Further Obligation.

A Message From Napoleon Hill

DO YOU have the cash to enjoy the real things of life—a home you're proud of, worthwhile luxuries, well-earned pleasures? Or do you have to struggle along, barely existing—stuck in small-pay drudgery that gives you nothing but three lean meals and a roof over your head?

Let me tell you, those old mottoes of "Work Hard" and "Strive and Succeed" are the bunk—and you know it! You've seen men work their heads off and get nowhere. You've seen men—with brains—get one raw deal after another.

Why? Simply because they didn't know the FORMULA for success. And there IS one—just as sure as there's a successful recipe for baking a cake! I know the secret of making money. I spent twenty-five years of my life getting it—from men who have *made millions!* Now I'm ready to show it to YOU!

I'm not interested in *what* you're doing now, or *where* you live. I don't care how much or little you're making, I say: "I CAN HELP INCREASE YOUR INCOME—A *LOT!*"

Perhaps you're saying: "Who *is* this Napoleon Hill anyway."

You have a right to challenge any man who makes that sort of claim. You've got a right to know my story!

Here it is:

Nearly 25 years ago I determined to find out *why* some men could make so much money—while others lacked even the necessities of life. That became *my* life's work. And I actually discovered the whole amazing truth!

I got close to 500 of America's richest men. Most of them had been *poor* to start. I learned their methods.

The first was Andrew Carnegie. I spent days with him. I learned how he built up his great steel empire, discovered the secret of his power over men.

"Go see this man Henry Ford," Carnegie then said. "Study him. You will learn how a man can start at scratch, without money or college education, and become wealthy. Ford will some day dominate the automobile industry."

I went to see Ford. Got to know him well. He personally delivered my first automobile, showed me how to run it. I made my first analysis of him—and have made one yearly since for over 20 years!

From Carnegie and Ford, I went straight to such men as Wrigley, Schwab, Woolworth, Eastman, Gillette, Rockefeller, Morgan. I found out *why* they had become wealthy, and famous, while men they once worked with were still rutted in "sucker" jobs. AND I DISCOVERED EVERY ONE OF THEM USED THE *FORMULA* FOR SUCCESS!

That formula is *complete, clear, ready for use* in my new book—THINK AND GROW RICH!—the condensed result of all my years of research. Here are the secrets that have raised America's biggest men from underdogs to the top of the pile—13 PRACTICAL, PROVEN ways for ANY MAN OR WOMAN to grow rich!

I don't bore you with mental tricks, memory tests or absurd mottoes. I threw those notions into the waste basket years ago. Instead, I show you *clearly, definitely* the 13 *specific* steps to riches—and how YOU can easily start taking them the moment you begin reading this book! The SAME steps by which other men and women—WHO HAD NO MORE TO START WITH THAN YOU HAVE AT THIS VERY MOMENT—have made thousands and millions for themselves. Now put these identical secrets to work for YOU!

Napoleon Hill

What These 13 Steps to Riches Will Do For You

Describe the inside secret of Ford's stupendous achievements.

Give you the "guts" to demand more of life and get it.

Show you how to convert ideas into cash.

Show you how to sell your services for more than you ever got before.

Show you how to master the 6 basic fears.

Explain the 5 major methods by which sex energy may be used to improve personality

Explain the 5 steps to complete self-confidence.

Tell how to induce others to co-operate with you in business and social relationships.

"Has Changed His Life"

"A friend of mine for whom I recently obtained a copy of THINK AND GROW RICH has patented an idea which has very unusual possibilities. He gives credit to this book and affirms it has changed his whole course of life."

R. J. T., Massachusetts.

"Finest Book I Ever Had"

"It is the finest book I have ever had the good fortune to own. Daily it is bringing me closer to that which I want and must possess."

R. M. J., Oakland, Cal.

His Income Tripled

"A great deal of my success for the month of August, is due to THINK AND GROW RICH. My production and income were tripled the first month."

H. C. P., Davenport, Iowa.

From a Congressman

"Mr. Hill has had rare contacts with wealthy men—opportunities to learn secrets accorded few men living today. I can best demonstrate my faith in this book by asking you to send me fifty copies."

Hon. Jennings Randolph,
U. S. House of Representatives.

"Thank God for Mr. Hill"

"Thank God for a man like Mr. Hill to write such a book. Where I have thought myself a failure in life, I am beginning to take courage."

M. L. P., Dayton, Ohio.

"Arouses One Into Action"

"Arouses into action all that lies dormant, enables one to live life more fully and receive benefits which ordinarily would be passed by."

B. F. Madole,
Attorney, Danville, Ark.

SEND NO MONEY

So confident are we, Mr. Hill's publishers, that his discoveries CAN do exactly what he states above—that we offer to send you his book with a specific GUARANTEE that it MUST prove its case! The partial list of contents tells but a fraction of the things it can DO for you. But if for any reason whatever it does not more than live up to every claim, it COSTS YOU NOTHING. Send no money with this coupon, unless you want to. When the book reaches you, deposit with postman only $2 plus few cents postage. Then, unless within 5 days you agree that YOUR KEY TO RICHES IS DEFINITELY IN THIS VOLUME—return it and your money will be refunded. Mail coupon—with or without money—NOW. **The Ralston Society, Dept. P. 11, Meriden, Conn.**

THE RALSTON SOCIETY
Dept. P.11, Meriden, Conn.

Send me "THINK AND GROW RICH!" I will pay postman only $2 plus few cents government postage. It is clearly understood that if 5 days' reading of this book does not *convince* me that it will definitely increase my earnings, I will return the book to you, and you will refund my $2 at once.

Name _____

Address _____

City _____ *State* _____

☐ Check here if enclosing $2 WITH this coupon. In that case we pay postage—you save. The same 5-day money-back privilege applies, of course.

Digitized by Google

The Standard Publication of Practical, Inspirational and Applied Psychology

PSYCHOLOGY

VOL. XXIII, No. 10 NOVEMBER, 1938

Contributing Editors:
C. Franklin Leavitt, M.D.
Dr. Claude W. Chamberlain
Samuel Kahn, M.D., Ph.D.
Rufus Mitchell Reed, Ps.D.

Eldorado Field, Editor
Emile E. Allen, Associate Editor

Contributing Editors:
Edward Spencer Cowles, M.D.
Louis Steel Goodman, L. L. B.
Mrs. Elberta Wilson
William A. McKeever, Ph.D.

Contents

PAGE

Psychology in Books ---- 6

"Here and There"—Psychology in the News ---- 8

"I Haven't Prayed for a Long Time" (Poem) ---- 10

What Can *We* Do? ---- 11
An Editorial

Co-operate with Life . . . She Will Help a Friend ---- 12
Clarence Edwin Flynn

You're Not a Machine! Don't Act Like One ---- 14
Louis E. Bisch, M.D.

The Old Shopkeeper was Right . . . You Decide for Yourself ---- 16
Frank Lawrence

You're Misunderstood? Be Glad! ---- 17
Nat Bengis

Uninhibited Charlie McCarthy! Why We Laugh at Him ---- 19
Janith Greene

Happiness of Aspiration . . . Choose Your Own Ideas ---- 21
Channing Pollock

Psychology Looks at Genius . . . Child Stars Must Have Wise Parents ---- 22
Eldorado Field

Personality vs. Luck . . . Analysis of Character ---- 24
C. Franklin Leavitt, M. D.

Courage Drove My Car—But Much Preceded This ---- 25
Florence Park

When the Wedding's Deferred . . . A Psychologist Weighs Emotional Reactions 26
Justus Wilbur

What's Your Name Worth? . . . It Should Have Credit Value ---- 27
Edward Earle Purinton

"Contacts Club"—Psychology's Letter Exchange ---- 28

You Needn't Stammer . . . Causes that Underlie ---- 29
H. C. Heggman

Mental Radio (Telepathy) ---- 30
Upton Sinclair

Old Dogs and New Tricks . . . Keep on Learning ---- 32
Kenneth M. Swezey

Getting Along with People . . . Making—Keeping Friends ---- 34
Samuel Kahn, M. D., Ph. D.

I Reversed Criticism . . . and Cured Myself ---- 36
Nella Mae Esty

In the Psychologist's Office . . . Actual Cases ---- 39
Louis Steel Goodman

What Can We Do for You? Questions and Answers ---- 41
Dr. C. Franklin Leavitt

"Our Corner"—Contributors' Page ---- 42

Published monthly by Lex Publications, Inc. Executive Offices, 381 Fourth Avenue, New York, N. Y. Entered as second-class matter October 12, 1935, at the Post Office at New York, under the Act of March 3, 1879. Additional entry at Richmond, Virginia. Subscription price, $3.00 a year. Canada, $3.00. Foreign, $4.00. Subscribers may send remittance by check, money order or registered mail. Please notify promptly of any change of address, giving old as well as new address. Telephone: Murray Hill 3-8040. Irene Kenney, Circulation Manager. Harry Haimowitz, Advertising Manager. All manuscripts must be accompanied by self-addressed, stamped envelope. No responsibility is assumed in case of loss. Copyright, 1938. Lex Publications, Inc.

Digitized by Google

HOW FEAR

Can Ruin Your Life!

by C. Franklin Leavitt, M. D.

Both mental and physical disorders are usually classified as either organic or functional in type. Eliminate the organic forms of mental disorders, where structural changes have taken place, and we then have to deal with emotion and a hyper-sensitive Sympathetic Nervous System. There is a vast difference between the Central and the Sympathetic Nervous System as far as seriousness and outcome are concerned. For example: A true form of insanity is not termed a functional disorder—while an unreasonable FEAR OF INSANITY would be.

FEAR is responsible for a large portion of the functional mental states which people drift into. I mean by FEAR, not fear of a physical character, but fears which are associated with self. Worry is an active principle of FEAR. Worry means crossing your bridges before you get to them. Apprehension, over-seriousness, over-anxiety, self-consciousness, introspection, are a few of the common forms of fear.

These unreasonable fears are created in various ways. A shock of some kind; the seriousness you attach to an operation; a story you hear which is taken too seriously; the suggestion of another which makes a deep impression on you; financial setbacks; sickness of a loved one—in fact, ANYTHING that causes you to turn that fact or suggestion over in your mind to the point of your dwelling on it, can in time create a very real HABIT OF FEAR. You may have a little pain and you suddenly feel that something is wrong in some part of your body. You notice that your heart palpitates faster than usual—you see someone have an Epileptic convulsion—you witness some tragic accident—you read about one who has had some of the little symptoms you have been rather conscious of in yourself, doing some tragic thing—and FEAR IN AN ACUTE FORM IS THERE BORN.

Whether you are suffering from Neurasthenia, Psychasthenia, Psychosis, Neurosis, Self-Consciousness, or a complete Nervous Breakdown; you may be SURE that FEAR is back of your disorder. You could of course have a nervous disorder of true physical origin, but you would not possess nervousness, except in a physical sense, unless FEAR were present. It is safe to say that at least 90 per cent of mental and nerve disorders are functional in character and the result of over-seriousness and introspection.

These fears play on the Sympathetic Nervous System until you may become so weak and limited that your symptoms seem most alarming to you. And this added fear has its reaction on the nervous system and the sufferer becomes panicky and most depressed. Each little fear you indulge in acts as a tiny shock to this Sympathetic Nervous System, until you later find yourself a wreck on the shoals of life.

The nature of your fear depends upon what you become over-serious over. Let me enumerate a few of the more common fears so that you may be assisted in diagnosing your own case. As a Neurasthenic you might have FEAR OF CROWDS, FEAR OF HARMING ANOTHER, FEAR OF SUICIDE, FEAR OF INSANITY, HEIGHTS, CLOSED PLACES, ELEVATORS, AUTOMOBILES, TRAINS, THAT YOU WILL LOSE CONTROL OF YOURSELF, OF EMBARRASSMENT, OF DEATH, OF DISEASE OR GERMS OR DIRT—THAT SOMETHING HAS HAPPENED TO YOUR BRAIN—OF POVERTY, OF LOSING YOUR POSITION, OF LOSING YOUR BREATH. You may have the feeling of being unreal—different—and it frightens you. Little by little you permit these fears to limit you more and more until you may become a PRISONER IN YOUR OWN HOME.

Neurasthenia in time is followed by a more acute trouble known as a NERVOUS BREAKDOWN, for the Sympathetic Nervous System cannot withstand this attack of fear without in time being tremendously weakened. You then begin to experience a new group of symptoms of a more physical character; such as—a passing out sensation which frightens you; a sense of great weakness at times so that you wonder if your legs will support you—a numbness in certain parts of the body—creepy, crawly or twitching sensations—digestive disturbances; perhaps sleepless nights. With nerve tension naturally the circulation is interferred with, functional life less and less active, and your vitality and tone materially lowered.

You have been "trapped" by A HABIT OF FEAR. And these unusual and alarming symptoms you experience are ONLY the reaction which is quite sure to follow. In other words, you have lost confidence in self, and the opposite of confidence is FEAR.

Your FEARS are imaginary, but not the nerve reactions, for they are very real and can be most trying. Do you realize that fear actually develops a poison in your body? It is stated that today one out of every ten persons in the United States has been or is, a victim of a mild or acute form of Nervous Breakdown. And yet this trouble is one which is commonly little understood. Your family tell you to forget it, your friends perhaps laugh behind your back and think you queer. NO ONE who has not experienced this vise like grip of fear can possibly realize what it means. You ask, "But how am I to know that my fears are unreasonable?" Well, in the first place, you should visit your family physician, which you perhaps have already done, and get his opinion. If he states that your fight is a mental one, that there is little wrong of a physical nature, YOU MAY BE SURE that your fears are unreasonable and due only to YOUR LACK OF UNDERSTANDING. The next step is for you to get in touch with one who specializes in such troubles, and in selecting such a guide, I strongly recommend that you choose one who has had medical training back of him so that he will be well qualified to guide you.

Many ask me, "Is my mind weak?", when suffering from mental and nerve troubles. They are inclined to believe that something has taken place from which they can never fully recover. My answer is, the very fact that you have drifted into the state you have, proves that you possess an active, "going" type of mind. A dumbbell never thinks enough to get himself into trouble.

And, naturally, I am asked many times, "CAN I BE CURED?" My reply is, another cannot actually cure you, but he can direct YOUR efforts so that through a form of mental training, the mind can be restored to a normal state, and the nerves again made strong.

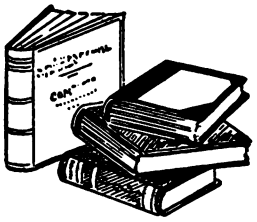
It is your nature that is really back of your troubles. If you are a victim of any of the mental or nerve states I have described, it is very evident that you were born with a sensitive, emotional nature, with a tendency toward nervousness. This is a splendid nature, and represents REAL POWER when you are in command of it; but let it get the upper hand and that same force can become quite destructive. Rest assured you possess all the requirements necessary to living a normal, efficient, happy life, and that the reason you have failed to do so, is due to your LACK OF UNDERSTANDING and the failure to properly use and direct the powers within you. There IS a way-out of all your mental and nerve problems; and when you fully understand yourself, your own powers, and how to use them, and the laws underlying life, and then set about putting that new understanding to USE, you will find things changing very materially for the better, and you can look forward to the day when you will be MENTALLY FREE.

If you are really interested in bettering yourself, I suggest you send 25 CENTS, for a 100-page book I have written on various mental and nerve disorders. You will find it very valuable, and unless I am mistaken, it will open your eyes to many truths, you have never before realized. And, to purchasers of this book, SELF MASTERY THROUGH UNDERSTANDING, I promise to assist you by giving you a FREE Preliminary Psychological Analysis, if you desire it. Feel free to address me and be assured that your information will be held confidential.

C. FRANKLIN LEAVITT, M.D.
Suite 1516G
58 E. Washington Street
Chicago, Ill.

Digitized by Google

PSYCHOLOGY in BOOKS



Successful Living

HUMAN happiness is in the hands of the individual and not in the hands of some blind destiny.

With this in mind, Dr. W. Beran Wolfe wrote "Successful Living", which points out that difficulties encountered by the average man and woman in everyday life are, in reality, problems that have arisen through ignorance or lack of cooperation, and that these problems can only be overcome by a correct psychological approach.

"As soon as man learns of the great heritages that generations of other men have graciously left him as their private monuments in civilization, he can, if he wishes, utilize the experience of these other men, and build his own life on the steps they have already erected." Dr. Wolfe advised that we too must realize that we have to carry the torch on to the succeeding generations, and build for them a more secure, a more interesting, a safer and saner world.

Written with Dr. Wolfe's customary insight and clarity, "Successful Living" aims at providing a practical guide which will enable the individual not only to solve his or her problems, but also to get the best out of life and himself, whatever the circumstances.

Farrar and Rinehart, Inc.

Use "Common Sense"

HERE, at long last, is a book on self-improvement which is not merely "inspirational" in character. It is called "In the Name of Common Sense" and its author, Dr. Matthew N. Chappell is a scientist well-known in psychological and medical circles.

The aim of the book is not to help the individual acquire charm, personality or to win friends and influence people, but rather to give the chronic worrier some insight into his state of mind. Dr. Chappell believes that worry, the almost universal curse of present-day humanity, is neither natural nor necessary.

All human behavior Dr. Chappell sees as the result of two processes—learning and forgetting. We "learn" to worry just as we learn the multiplication table. Because worry is a conditioned or learned response it is subject, as is all learning, to the law of forgetting. It is upon this law that the doctor bases his regimen for the control of worry with convincing and satisfactory results.

"In the Name of Common Sense" should be required reading for all chronic worriers, and should set a precedent in sanity, accuracy and humor for all those who in the future would tell us how to live our lives.

The Macmillan Co.

"From Friendship to Marriage"

OUT of his wide experience in working with thousands of young people, and at the request of many who have been helped by him, Dr. Roy A. Burkhart has prepared a guidebook to successful married life, entitled "From Friendship to Marriage".

Friendship! What a palpitating, life-giving word it is! All of us want it. Most of the things that we dream and do are motivated by it. We wish to be important to others. We desire to be appreciated. Next to a sense of direction in life, we give ourselves to making and keeping friends.

Friendship, courtship, and marriage cover the most important sequence of experiences known to the human heart.

In straightforward style, and without dodging the issues involved, the author points out the values to be preserved and snares to be avoided in problems of such genuine significance to young people as "dates", intimacy, the engagement period, and on into married life.

A splendid interpretation which will be read with profit by young people, especially.

Harper & Brothers

Psychology and Religion

HOW does religion control personality? How is religion related to health? How can thwarted and defeated individuals be led to freedom and victory?

These are some of the questions asked and answered in "The (*Continued on page 37*)

Digitized by Google

FREE! "Adventures in Conversation" Just mail COUPON

Do You Want Poise, Power and Personality?



Then Learn to Make Your Conversation Interesting

Now . . . A Quick, Easy Way to Make Your Conversation Bring Popularity and Success!

Why let others win all the good things of life, while you merely wish for them?

Especially when you know that many who are forging ahead so fast have *no more natural ability than you!*

Just see how rapidly they are advancing in business. Think of the influential friends they are making in the social world. Think too of the good money they are earning—of the fine cars they are buying—the beautiful homes they own—and of how steadily they are progressing toward financial security!

And what is the reason? What is back of all this stirring and shining success?

The answer is amazingly simple!

Interesting Conversation . . . That's Their Secret!

The most successful men and women of today know that this is an amusement-loving age. They know that everybody hates to be bored. They know that to make worthwhile friends, one must be entertaining and full of life.

And the first—the most important!—secret of their success is simply this:

They have learned to become good conversationists!

You know, through your own observation, how right these successful men and women are. Good talkers always win attention. They command respect! They quickly become not only popular, but often very influential. All of which directly helps them to win the good things of life—while others are still vainly wishing for them!

Resolve now that you too will win. Decide now—this very day!—that you will take the first step toward success by finding out how to become a good conversationist.

Just a Few Simple Rules Learned Quickly and Easily

If you have ever for a moment doubted your ability to become an entertaining and convincing conversationist, dismiss that doubt right here, and read on with confidence. We have good news for you!

Conversation has certain fundamental rules and principles—just like any other art.

Good talkers know the fundamentals of their art, and apply them whenever they converse, either with friends or with strangers. Their success is not due to a natural gift of expression. They acquired their art by learning the rules.

In the same way, you too can learn to make your conversation bright, entertaining, impressive. And thus develop new poise—new power and personality!

And now for the good news we promised you.

Thanks to a new simple method, especially designed and developed for modern times, *anybody of average intelligence can learn the art of conversation quickly and easily!*

Briefly, here is the story:

The Famous Ethel Cotton Conversation Course

Several years ago a woman who has since become one of the foremost figures in adult education had a revolutionary idea. She came to the conclusion that thousands of men and women were letting a complex (either inferiority or superiority) needlessly handicap them both in business and in the social world. The best way to help these people overcome their complex, she decided, was to teach them to become good conversationists.

Results were simply astounding—almost unbelievable. Within a few months those who had enrolled in the new Course were showing powers of conversation they had never even dreamed they possessed. Many of them found their very lives transformed!

The woman's name is Ethel Cotton. You probably have heard her over stations of the National Broadcasting Company and the Columbia Broadcasting System.

Formerly, only those living in such cities as New York or San Francisco could enjoy the benefits of Miss Cotton's now nationally famous Conversation Course. Today, the full Course, consisting of twelve thrilling lessons, and twelve personal "Studio Talks" from Miss Cotton, is available by mail.

Those who have already taken the Conversation Course agree that there is absolutely nothing like it. They tell us that it is not only intensely practical, but also exciting and inspiring!

Send For FREE Fascinating Book

Wouldn't you like to know more about the famous Ethel Cotton Conversation Course, and what it can do for you?

Then send for our brand new book, "Adventures In Conversation."

This fascinating book is packed with invaluable information about the art of conversation; contains many dramatic illustrations, and is written in a colorful, dynamic style that will hold your interest to the very last word.

The book is free. Just fill in and mail the coupon. Do it now. You will be glad you did! Conversation Institute, Dept. 5898, 3601 Michigan Boulevard, Chicago, U. S. A.

Mail Coupon NOW . . .



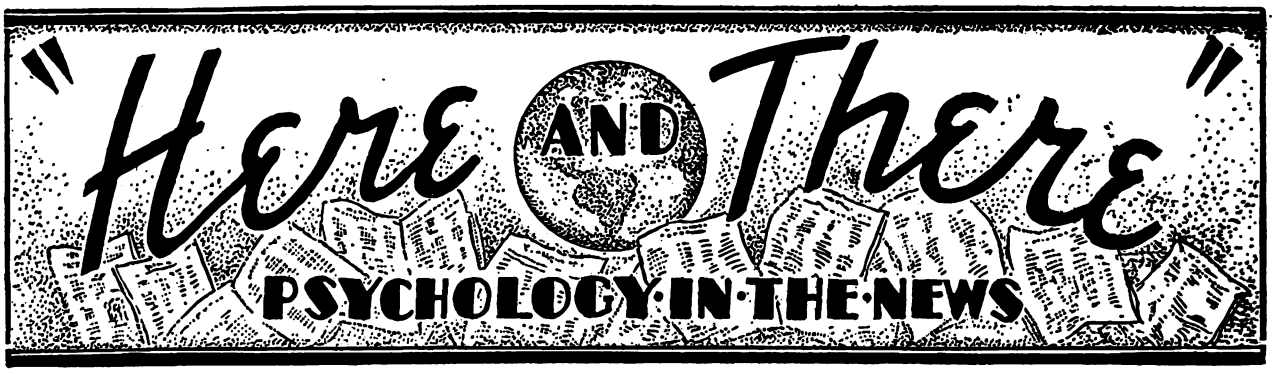
Conversation Institute, Dept. 5898,
3601 Michigan Boulevard,
Chicago, U. S. A.

Please send me a free copy of your new book, "Adventures In Conversation."

Name _____

Address _____

Digitized by Google



Psychological "Pills"

IF you have a friend with a wrong mental slant, don't lecture him or try to argue him out of it. Lend him a book in which he'll recognize himself in one of the characters, and which will show him the logical consequences of his own perverse course of action.

This is the method used at Duke University says Dr. Tom A. Williams. What he termed a "psychological pharmacopoeia" has been found useful to teachers and college professors in a course at the university.

The "pills" prescribed were novels. Unwisdom of self-deception is demonstrated in "The Wildings," the futile see themselves in "Dusty Answer", amateur meddling is shown up in "The Balliols". Hopeless misfits may gain courage from "The Odd Job Man" or "Jacob Stahl", and skillful guidance is found in "Green Light," "New Wine" and "Dr. Sam".

Psychology on Wheels

PUTTING psychologists into the War and Navy Departments immediately to strengthen national defense was proposed recently by Dr. Richard H. Paynter of Long Island University, and vice president of the American Association of Applied Psychologists.

He also suggested putting psychology on wheels, in trucks carrying testing apparatus, to travel around the country and assay the troubles of the more than one-third of the population which he said needed advice about behavior.

Psychological defense activities include intelligence tests for placing masses of men in suitable defense work, more human relations between men and officers, and finding the types of men who lack the dexterity that would make them successes in handling the highly mechanized modern armaments.

The traveling psychological clinics, he said, would do work similar to the medical trucks used by state and public health services. It has been reported that one-third of the American population receives inadequate medical care, and Dr. Paynter says that those needing psychological advice outnumber this estimate.

Prevent Human Wreckage

WHEN girls and boys have just completed public school and are starting out on their own, they face the most critical period in life, according to Magistrate Jeannette G. Brill, of New York.

Stripped of the protection of school and classmates, and compelled to take up new associates, the adolescent, physically and mentally immature, finds himself or herself in the throes of too much for many of them. The great tragedy is the growing number of adolescents and young adults engaged in criminal pursuits, says Magistrate Brill.

One solution is to acknowledge the difference between adolescents and adults in an attempt to prevent "human wreckage" between sixteen and twenty-one, the "forgotten group" of offenders, as is done at the Adolescent Court in Brooklyn, N. Y.

We hope the day will come when the hands of the court will be less tied by "traditional legal attitudes," for they are convinced that a judge "would rather change a young offender into a useful citizen than brand him with a criminal record," declares Magistrate Brill.

Imagination Causes Pain

IMAGINATION may cause real bodily pain and produce symptoms of physical illness so realistic as to confuse the medical diagnostician, Dr. Theodore P. Wolfe, of New York, recently told the American Psychiatric Association.

Dr. Wolfe cited the case of a girl who underwent an appendectomy after complaining of abdominal pain. The operating surgeon found a normal appendix. A psychiatric examination disclosed that she had been suffering from a number of phobias—fear of being alone, fear of walking in the dark and fear of the subway. The abdominal pain was ascribed to these.

This case and many others were cited in support of Dr. Wolfe's (*Continued on page* 43)

Digitized by Google



The Man with the "Grasshopper Mind"

YOU know this man as well as you know YOURSELF. His mind nibbles at EVERYTHING and masters NOTHING.

At home in the evening he tunes in the radio—gets tired of it—then glances through a MAGAZINE—can't get interested. Finally, unable to CONCENTRATE on anything, he either goes to the MOVIES or FALLS ASLEEP in his chair.

At the OFFICE he always takes up the EASIEST thing first, puts it down when it gets HARD, and starts something else. JUMPS from ONE THING TO ANOTHER all the time!

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.

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

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

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

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

What is WRONG? WHAT'S holding you back?

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

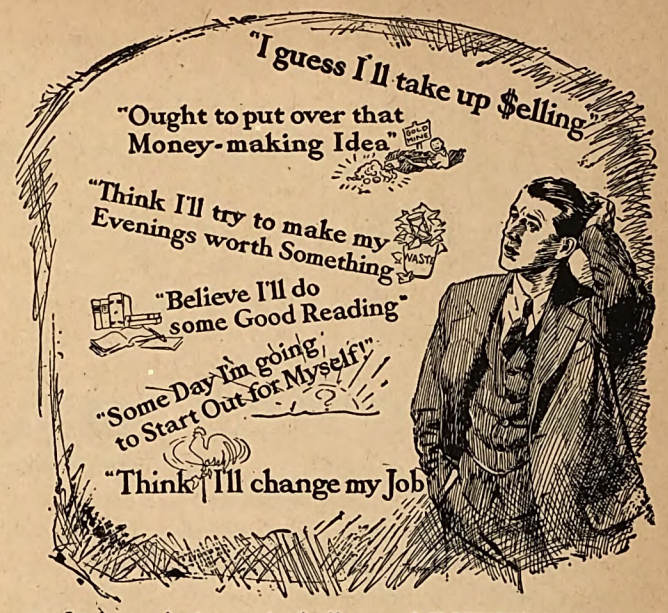
That fact is one which has been PROVEN and stated by the world's foremost scientists and psychologists. You are only ONE-TENTH as successful as you COULD be! Why? BECAUSE, as Science says, you are using only ONE-TENTH of your real BRAIN-POWER!

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

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

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

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



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

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

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

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

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

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

THE PELMAN INSTITUTE OF AMERICA
Dept. 211, Pershing Building, New Rochelle, N. Y.

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

The Pelman Institute of America
Dept. 211, Pershing Building
New Rochelle, N. Y.

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

Name_____

Address_____

City_____ State_____

Digitized by Google

I Haven't Prayed for a Long Time

THIS is a prayer before I sleep,
With a lay-me-down and a soul-to-keep.
I haven't prayed in a long time.
But this is a prayer for small things only
To a jealous God from a man that's lonely:
Remembered things of my life I'll weave in,
Ask of the God I half believe in—
Giver of grass and the wind that blows it
And the man that mows it.
This is a prayer.

Keep most carefully alive in me
Something of the expectancy
That is somehow likeliest to be
In a child waking,
A day breaking,
A robin singing,
Or a telephone ringing.

Give me again the strange thrill
Of a boy climbing a Maine hill,
Topping the rise,
Coming on the farmer's band of sheep;
Give me the terrible surprise
Of their raised heads, their startled eyes.

Once I shot a sparrow dead
(Hit him in the head).
Give me again the tears I shed.

And once, in a ship, in a frozen sea,
I glimpsed a thing that was really me.
In at the death
Let me draw the same courageous breath
I drew the day I looked on Unalaska.

Swallows dip low before a rain,
I've seen them time and time again.
Grant me anew the little pain
That I used to know
When they flew so.

Guard the most difficult part of me
That has fattened me not, but has left me free.

Now grant me, and may I keep forever
Unharmed, the memory of those ways
Walking with love, hand on her shoulder,
Happily together.

Never allow me to forget
That which was once a kiss
And is now a phrase.

That is the prayer, and now I'll sleep,
With a lay-me-down and soul-to-keep.
I haven't prayed in a long time.

by **E. B. W.**

Courtesy of The Conning Tower (F. P. A.), New York World.

Digitized by Google

What Can We Do?

How War Psychology Affects

NOBODY wants war—at least, no sane person who has interest in humanity, wants it. Yet war threatens, and at stated intervals breaks out in some spot of our globe, over and over. Moodily, that part of the world's great populace which abhors the very name of war, rebels, and at the same time mutters: "But what can we *do* about it?"

It would indeed seem that the man of the street does not have much voice in the great question: Shall we eliminate war from civilized life? He may well feel that without power or ability to reach and sway the masses, anything he thinks or does individually, is of small value; that he has no part in any decisions that touch humanity at large, and that whether he has lived or died is of no moment in relation to the struggles of the world.

But the humblest member of the human family stands shoulder to shoulder with all those who live and breathe; he has part with them, is engaged with them — laughing, bleeding, fighting with them in the greatest battle ever fought—the battle of everyday living; what he thinks and does is important in *this* battle, and if we are to believe the wisdom of great souls, no brave or fine or helpful thought is lost or goes to waste.

AND surely never before in our time has sanity and goodwill been more sorely needed. Our world seems on the march and our generation has determined to set up a whole new scheme of things. As someone has said: "New fires are playing in the heart of the earth and civilization is becoming molten again." We may indeed be somewhat bewildered as to where we are going, but we certainly are on our way.

Those who have an ear very near the inner heart of humanity feel that there is no cause for excessive alarm, certainly no cause for discouragement. They feel that everywhere about us the quest goes on for a fuller life. "New waters are gushing out of new springs destined to make their way to new and undiscovered seas." If there is misunderstanding about these aspirations and the disagreement entangles and enmeshes the world into deeper dilemmas and disillusionments, it is unfortunate, but the quest will go on.

It is never easy to live in such a world as this and many are afraid that a different world may not be a better one; it is certain that for a greater and better world of tomorrow, we need nothing so much as tolerance. Not one of us can afford to harbor the vengeful spirit of class consciousness. *Intolerance is the parent of hate which has been called the maker of tragedy;* wherever the imposition of force against the natural, peaceful wishes and traditions of people has taken form, war has answered to intolerance, and giant feet crush humanity.

Realizing this, the man in the street looks at the breeder of war within the narrow circles in which he lives and considers what he individually can do about it. Of course we all have different ways of doing things, and arrive at our opinions by putting facts and experiences and guesswork together to reach conclusions but we can all—

Extend to others, those with faults and conflicting beliefs and disturbing mannerisms, the sympathetic understanding we expect from *them.*

We can refrain from imposing our wills and opinions upon others—realizing that to imperil and undermine cherished associations, richest of relationships by making issues of opinions or beliefs is sheerest folly. Is it not giving away to intolerance when we—

Are short-tempered with those who disagree with us? . . .

Are discourteous and unkind to them—assuming and claiming for our own the attributes of right and absolute wisdom? . . .

Helping individually to destroy the intolerance of the world, we must be—

Slow to anger and quick to give the other fellow the benefit of the doubt. . . .

Leave the way open for friendly acknowledgement of our judgment if we were right, and for graceful retreat if we were wrong. . . .

Of course we must preserve our individuality, but tolerance enables people of varying opinions and habits to live and work together happily. Tolerance leavens all human relationships and banishes the injustices, the cruelties that arrogant and domineering viewpoints would inflict. *If we had tolerance we could never have war!*

Let this new world—if new there must be—raise strongly to the fore, the word TOLERANCE. Let us be a tolerant people collectively; individually, let us adopt tolerance as an ideal which, indeed if we are to survive, is also a necessity. Our weapons are faith, courage, loyalty, love, imagination and determination; we need to develop all these for wise use in our battle glorious!

An Editorial

Digitized by Google

Co-operate With Life

She Will Help a Friend to Victory

I LEARNED to drive a motor car after I had reached mature years. I spent several weeks fighting it because I was afraid of it, lacking confidence in my ability to manage it. Throughout this period it was my enemy. It tried to back off grades. It tried to attack people on the street and highway. One day it sat down on the front of another car and had to be pried off.

One day I had occasion to make a great many short trips. I dreaded them because I was afraid of the car. However, at the end of that day the car and I were working harmoniously together. We had got acquainted. I was no longer afraid of it, and it no longer acted jittery. I discovered that when I stopped fighting it and began working *with* it, the car was ready to serve me.

He Fought the Water

One day I saw a man who had not mastered swimming go into the water. He got out where it was a little deep and lost his nerve. He began splashing around frantically fighting the water, and it promptly began trying to drown him. The fight was becoming a losing one for him, because the water was stronger than he. Then another man swam out to him, gently, easily, surely, and helped him to shore. The rescuer was a man who had learned not to fight the water but to work with it, and when he did so it sustained him. It is hard to sink when one cooperates with the water. It is hard to keep afloat when one does not.

The most capable of all go-getters is not the man who tries to bend the universe his way. . . . He is the man who goes along with it, confident that it certainly will take him somewhere. . . . The livest wire is not the man who foolishly relies entirely upon his own resources . . . but the man who is working with Destiny, knowing that ultimately she will win. . . .

If a man attacks electric energy by taking liberties with a live wire or a charged electrode, he will surely lose the fight in a regrettable way. But consider what Franklin, Faraday, Edison, Steinmetz, and the host of present-day technicians have accomplished by going into partnership with electricity and working with it.

All this points to a principle. It is that no man can get what he wants from life by assuming a belligerent attitude and fighting Life for it, or by setting out to storm the castle and take it by force. Life is supremely strong. She will help a friend to victory, but she will grind an antagonist to powder.

Life a Wonderful Servant

There is nothing Life will not do for the man who enters into harmony and cooperates with her. She is a wonderful servant, but she will not serve under the lash—and who can blame her for that?

The universe is full of measureless cooperative forces. They do everything, from the building of a rose to keeping in related motion, numberless suns and planets—many of them inconceivably vast and most of them inconceivably distant.

How silent and unobtrusive they are! Adequate, invincible, infinite, they make no boasts, urge no claims, and stage no parades. They do not need to. That is for the lesser sons of time who are not sure of themselves and must whistle in the dark. These baffled, frustrated ones try to escape from the clutches of their inferiority complexes by rushing about, creating a display, and making a loud noise.

Their attitude toward life is as belligerent as that of a dock hand, who stands ready to fight at the drop of a hat. . . . Gravitation, magnetism, electricity, and all their kin, need no bandwagons at the head of their parades. They furnish their own demonstrations and carry their own distinctions. They are adequate to what they have to do, and that is all that is necessary.

Powers Hold the Universe Together

Probably we have not yet become acquainted with so much as the beginning of these powers. Some of them are probably beyond human comprehension. Yet there they are, holding the universe together and carrying on its processes.

The man who sets out to take Life's citadel by violence, sets himself against all these forces. To this there can be but one result. He will discover that they are adequate and he is not. Life will defeat him.

If, on the other hand, he attains harmony

Digitized by Google

by CLARENCE EDWIN FLYNN

with them and cooperates with them, he finds *all the vastness of their limitless power working with him and for him.* That means the achievement of his goals. These forces never fail. Then how can one fail who works with them?

I have had many conversations with a friend who has had years of experience training and working with wild animals. I have often heard him confirm what many of us have noticed—that it is dangerous to enter a cage of animals when one is nervous or uncertain, and that it is especially dangerous to show either fear or antagonism in dealing with them.

How Nervous People Err

The same is true in our dealing with people, things, or Life. It is even more so in our dealings with Life, for one can temporarily control an animal by fear, whereas one must never dare to crack a whip in the face of Life. A nervous and jittery person never succeeds, because he is not in harmony with the universe. He is a disrupting influence in the eternal working of things. Who ever saw one get anything from the bountiful hand of Life either by cringing cowardice or bitter rebellion?

The Old Testament records the death of a Philistine chieftain by the name of Sisera. From the point of view of the narrative, Sisera was in rebellion against the universe. The poet who wrote the story explains the processes which led to the man's final and disgraceful destruction by saying simply that the stars in their courses fought against Sisera.

This was his way of saying that the very forces and processes of Nature work against a man who declares war on Life and the laws by which it and the universe proceed. Happily, however, the stars in their courses are just as ready to fight *for* a man as *against* him. Which thing they do depends upon himself! If he works with Life all comes out well. If he refuses to do so, he simply becomes a loose part in the machinery, working ruin to himself and damage to all.

Demand for "Live Wires"

The great demand in the business world is for what we commonly call go-getters and live wires. The real trouble with this is not with the terms but with the definitions. The common idea of a go-getter is that of a loud, active, egotist, who bustles about and makes a great display, and who by hook or crook, perhaps most often the latter, takes what he goes out to get. The idea we have of a live wire is much the same.

A second look at the facts would indicate that it is not the fussy egotists who accomplish most. It is rather the simple-spoken, unpretentious men who know their business and have plenty of power in reserve. A live wire seeks no publicity, but it often makes some. It asks no notice, but when you connect it with anything something happens.

The most capable of all go-getters is not the man who tries to bend the universe his way. He is the man who goes along with it, knowing that it will certainly take him somewhere. The live wire is not the man who foolishly relies entirely upon his own resources, but the one who is working with Destiny, knowing that she will ultimately win.



"... as belligerent as that of a dock hand, ready to fight at the drop of a hat."

Life Would Serve Him

We sometimes see children, for only children would do such a thing, smite some inanimate object for not doing what they wish it to do. What does the stroke accomplish? Nothing. A man fighting Life, trying to force it to do his bidding, is like that. What do his efforts accomplish? Nothing. But if he would work *with* Life, she would serve him.

The world is filled with two kinds of people—Successes and failures. By successes, I mean people who have accomplished something worth while in life, and by failures I mean those who have not. The failures again are of two kinds—those who have not tried and those who have tried in the wrong way. The wrong way has usually been an effort to take success by force. Sooner or later these (*Continued on page* 46)

Digitized by Google

You're Not a Machine!

IT is a mistake for anyone to assume that the human mind is a machine like a dynamo, composed of iron and coils, all inanimate structures, and nothing else.

The mind is a *kind* of machine, yes, and the various other body organs are machines, too. But they are unique machines because they are human. Inside of us emotions are generated which must have an outlet. For hundred-percent efficiency the heart, if you will, must be considered as well as the head.

Many men break down nervously year after year because they fail to realize this important fact. They think that if they work harder, faster and more furiously they will accomplish more. Consequently they become disdainful of recreation, play, love of wife, sweetheart, children, neglect music, the theatre, and they strain at their jobs day in and day out until something snaps.

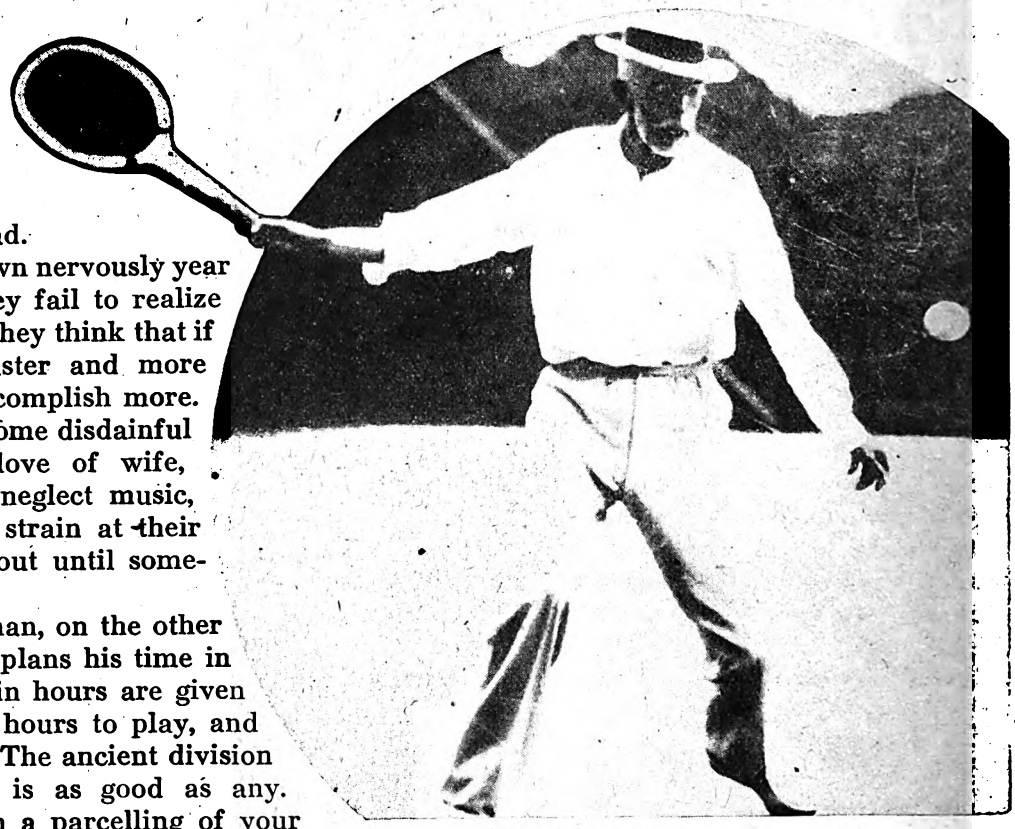
The most efficient man, on the other hand, is the one who plans his time in such a way that certain hours are given over to work, certain hours to play, and certain ones to sleep. The ancient division of eight, eight, eight is as good as any.

If you practice such a parcelling of your twenty-four hours and do not think of your work while you are trying to relax and have a good time, or dwell on your play time while you are on the job, you will undoubtedly increase your output markedly, it will be of a higher quality, and you will conserve your nerve energy.

And let me add a few special words on relaxation.

Some people are more highly-strung than others. It's like the difference between a heavily-jeweled Swiss watch and an Ingersoll. You may throw an Ingersoll across the street and it will still go. Drop a complicated Swiss watch and it is broken. The cheaper and more rugged mechanism can perform a certain kind of work and do it well. But it cannot compare in accuracy with the more complicated piece of machinery.

Now then, highly organized persons can accomplish marvels, often through what seems to be flashes of genius, but they may tire readily or become easily upset nervously. These are the people who tend to carry business cares and problems away from the office, are prone to worry and often have restless or sleepless nights.



King Gustave of Sweden is an excellent example of a man who has been able to relax at will . . . over 80, he still plays a swift game of tennis. . . .

They find it is very difficult to forget and relax. Indeed, these are the types who, when the nerves begin to snap, develop fears, obsessions, digestive disturbances, anxiety feelings, morbid compulsions and a host of other symptoms that the specialist classifies as neurotic.

Persons like that should really learn how to relax even while at work. They would do well if two or three times during the working hours they locked the door, cut off the telephone, and slumped into a chair. Five or ten minutes of such complete relaxation is extremely helpful. It reinvigorates the nerve cells, freshens the mind and prevents undue strain.

You have probably made the experiment yourself or you have seen how an electric spark

by **LOUIS E. BISCH, M.D.**

Digitized by Google

Don't Try to Act Like One

jumps across an air space from one wire to another when the ends are held close together. Well, nerve energy is much like electricity and it behaves that way.

Nerve energy is generated in the nerve cell, the bulbous portion of the nerve, then it flows out through a long strand to the end where the strand divides into smaller strands like a horse's tail. This nerve end, the "terminal arborization" it is called, interlaces but does not actually touch another tuft-like group of strands, the "dendrites", which belong to the next nerve and grow out of the top of the nerve cell. The junction made by the terminal arborization of one nerve and the dendrites of another is termed a "synapse".

When we are awake and active the synapses all over the body are more or less closed and nerve energy flows readily from nerve to nerve. During sleep, or when we relax, the synapses open and separate, thereby create resistance space, and the flow of nerve energy is interrupted. Interruption of the flow conserves the nerve energy. It also gives the nerve cells an opportunity to recharge themselves. And in this way, nerve energy not only is not wasted, it is actually increased.

WORRY is another frequent cause of nervous breakdowns. Worry, to be sure, does not solve one's problems and, if anything, it makes them worse because worry impairs our ability to think clearly and to the point.

The incitants to worry cannot always be avoided. Frequently attention must be paid to overdue accounts, pressing debts, the illness of our beloved ones and for scores of other reasons. Our reactions to these incitants, however, can be controlled.

Worry is really mental confusion. When you are beset by worries you are unable to see your way out of a difficulty or you are puzzled as to what is best to be done.

In the middle of the night you awaken suddenly. You believe you heard a loud noise. But you are not sure. Yet sit up in bed, rub your eyes, and strain your ears for the possible repetition of the sound. If this does not recur you begin to wonder, you think it may be this or that, you start to worry. Then, unexpectedly, the sound is repeated. "Ah!" you say to yourself, "that's the dog in the kitchen. He upset the dish pan." And you lie down again, stop worrying, and soon fall asleep.

That is about the way your thoughts work in all other kinds of worry. As soon as certain facts become clear you at once feel more at ease even if those facts are for the worse instead of for the better.

I talked with a prisoner once who was charged with murder. Before the trial he was terribly worried. He developed a marked case of nerves. But after the trial, although he was sentenced to death, he told me he no longer worried. "There is no doubt about it any more," he said. "I know exactly what is going to happen to me."

* * * *

Try to dissect your worries and weigh and consider all possibilities. You will find that this will relieve you greatly because it reduces the fact of confusion. Remove confusion and worry disappears!

Althought it is customary to divide the human organism into the body and mind as though they were two separate and distinct entities one must not lose sight of the fact that this is a division for convenience only.

The body and the mind are one. What takes place in the mind influences the body, the state of health of the body organs likewise influences the mind.

"A sound mind in a sound body," is a very ancient truism but it does not always receive the attention it should. We tend to be very careless with our health. We eat too much, as a rule, and we eat carelessly and hurriedly. We also exaggerate and overdo in sports and recreational pursuits. We jump too frequently from this thing to that. We hurry and rush when it is not necessary. We neglect our dentist and our doctor. All of which allows weak links to develop in our chain of health which, in turn, affords a most favorable opportunity for the development of a nervous disorder.

The efficient man plans his time . . . certain hours for certain things. . . . If with this parcelling you learn to produce while working, and relax while resting, you'll increase your output . . . find life satisfactory . . . zestful . . . conserve nerve energy. . . .

If, however, you feel your nerves are getting more and more taut and seem about to snap, if you are keyed up, depressed, fearful or whatnot, don't, whatever (*Continued on page* 49)

▲ reprint.

Digitized by Google

The Old Shopkeeper was Right

"You're What You Decide to Be," He Said

IT has been twenty years since I learned, what to me seems the greatest lesson of life, that as a man thinketh, so is he. And that truth came to me at a time when it seemed there was nothing left for me in life, neither health, success nor happiness.

I had just walked out of the doctor's office with the verdict that I had but a few months to live and that to do that I would have to give up the only work which I was fitted to do, railroading. I was just a young man but had been locomotive engineer for three years and I loved the big "iron horse" of which I was master.

But I left it and went to another city to find work. One evening I stepped into a second hand store to look at some tools. The old shopkeeper said pleasantly, "You don't look very good natured." My reply was that I had nothing to be good natured about.

"You would seem to have a good deal to be happy about," he replied still pleasantly. "You have youth and there is no reason why you shouldn't do what you were intended to do."

I didn't understand what he meant, but I told him of my blasted hopes. Instead of looking serious he smiled. "Do you do much reading?"

I told him that most of my time was spent in thinking of how little there was in life for me. He put his hand on my shoulder and said, "Boy, the future holds for you just what you expect it to hold. If you expect it to hold failure, you will be a failure. And just now it would be good for you to think a little about success. Map out some line of work and begin thinking confidently along that line. If through a kind Providence, (for there is no such thing as fate or chance) you are deprived of doing the particular thing you started out to do, there are still other things for you to do. But before you can be master of anything you will first have to be master of yourself."

I didn't take any stock in his talk, mentally setting him down as "just a little off". I had been taught that we are what destiny has planned for us and there is no such thing as changing that destiny. But I began dropping into the little shop nearly every evening and what I learned there were the building stones for my success in later years.

The great lesson he instilled into my mind was the one I have mentioned—that as we think within ourselves so will we be and do. I began to give consideration to this, but always uppermost in my thought was the doctor's verdict that I had but a short time to live—so why waste time planning or expecting to do anything? This thought of death weighed on my mind so much that one night I said to the old fellow, "Can this 'right thinking', as you call it, have any effect on these diseases that I have?"

He replied quietly, " 'As a man thinketh within himself, so is he.' If you are convinced that your life is to end here within a certain time, it probably will. You have been dwelling pretty faithfully on disease and failure and this picture in your own mind has been faithfully worked out in your body. But if you will turn about and build a mental picture of health and strength, this will obediently tear down the old picture and start to build a new structure along the line of your new thought."

That was the first real light that had come to me that man is master of his own life and that his body and environment tend to be what he himself has made them. I determined then and there that I would not go down and out just because somebody had *said* I would.

* * * *

Years have passed since then and, just as my old friend said, I found there were worthwhile things for me to do. When my mind began to build these thoughts, I began to reach out with the desire to be a leader of men and, above all, to be master of myself and of the conditions that might come to me. And I have done it!

I have gone down into deep canyons and engineered the construction of large dams; I superintended the development of engineering projects that had been deemed extremely difficult. And my success has been due largely to that association with the old shopkeeper and the fact that I accepted the idea—that as I *thought*, so would I be.

FRANK LAWRENCE,
Tustin, California.

Digitized by Google

You're Misunderstood? Be Glad!

Transmute Criticism Into Assets

by NAT BENGIS

ONE of my friends is a violinist of some talent who has never forgiven the world for failing to recognize him as another Fritz Kreisler. I have often told him that he would be much happier if he resigned himself to the sad truth that he is simply not a genius. But he would rather die than admit that. He is convinced that the world is in a conspiracy to keep him in obscurity, and points to men like Schubert as examples of great musicians to whom fame came only after death.

This man, who is thirty-four, has been profoundly unhappy for many years. Partly to blame for his state is his father, who from the earliest years drilled into his son's head the thought that some day he would be a great musician. The son ended by convincing himself that he is a prodigy. Unfortunately he has never succeeded in convincing any one else.

His eternal complaint was that he was misunderstood and unappreciated. While he liked girls, he never continued to see any that passed one adverse criticism on his playing. Finally he met a girl who gave him the recognition he had never had from the world. She told him he was a prodigy—a genius—and she probably meant it—at the time. She told him she was sure he would some day be famous. For the first time in his life he knew some happiness: at last he was understood! Needless to say, he married this girl.

This was five years ago. He has been separated from his wife for three years, and says he is finished with women for good. What happened?

After the first few months he discovered that his wife understood him only too well, and he found that this was even more painful than not being understood at all. She found out that he was a sham, who had all the tantrums and whimsicalities of genius—without the inspiration. She could no longer feed his ego by lauding him to the skies. Quarrels were frequent. He *knew* that she saw through him, and his vanity was hurt. He started the ambitious project of composing a symphony, to convince her that he was great—but of course he never finished the first movement. He always blames her for that: she never encouraged him! It is useless to point out to him that genius succeeds despite the greatest discouragements.

When they quarreled he had a habit of shutting himself up in his study and playing on his violin until she was sorry and came in to make up. In the beginning this always worked, but later she refused to give in. After one terrible row about three years ago, she said to him, as he was heading for his study: "Oh, don't forget to take your violin — it's in the closet." That bit of sarcasm was the last straw. He has never lived with her since.



"She had been most encouraging—at first"

Once, in an unusually humble mood, this man came to me and said: "Sometimes I think I really am a humbug. But people shouldn't tell you that." Later he would regret this weakness, and refer to it as "the self-doubtings of genius."

We all know people who are forever complaining that they are misunderstood. The truth is that it is often worse to be too well understood. We all go through life wearing a mask which we are seldom able to take off. In the whole world there may be one or at most two people before whom we do not feel we need to act. But even from our closest confidants there are secrets that we keep.

The truth is that we cannot feel secure if we know that our actions and our motives are too well understood. We may be selfish, but we want to convince others—as well as ourselves—that we are high-minded and altruistic. This is why we dislike the person who tell us, in such a cocky fashion, "Oh, I can see through you all right," or "I've got *your* number, old fellow."

A rule then, is that we should never flaunt our understanding of the other fellow if we want him to like us—or want to change him in any way.

Digitized by Google

Married Couples

Married couples would get along much better if neither partner showed, or professed to possess, too thorough an understanding of the other's faults or motives. No man likes a woman who shows him how transparent he is. A wife may understand her husband's motives only too well, but she should never say so. A man I know, after some quarrel with his wife, brought her some flowers by way of reconciliation. Later, in an ugly mood, she said: "Oh, you only brought them because you had a guilty conscience." He confessed to me he never brought her flowers after that.

In the same way, no wife likes to feel that she is thoroughly comprehended by her husband, and can in no way be more subtly flattered than by being told what an elusive and mysterious creature she is.

None of us like the understanding that becomes a sickening over-solicitude for our welfare. This kind of understanding simply smothers us and perpetually reminds us of our shortcomings.

In one of the classes I teach at school there is a crippled girl who has some difficulty in walking. The first time I called on this girl during a lesson, as soon as I saw she was getting up to answer, I said, "Don't bother getting up, Mary. Answer from your seat." I thought I was being considerate. I succeeded only in making her more self-conscious by focusing the attention of the class on her. She was perfectly able to stand, and visibly resented my uncalled-for solicitude. She stood up proudly, and answered my question. I admired her for it and felt ashamed. I would never do that again.

Mothers Who Misunderstand

How many mothers ruin their children's chance for happiness by the wrong kind of understanding! Another child I once had in my class was paralyzed in one arm. His mother would not let him join the Boy Scouts because he would have to travel some distance from home, and she wouldn't think of letting her poor boy travel without her! "After all," she said to me boastfully, "I am the only one who understands my son's troubles." I wonder how much richer that "poor" boy would have been with the right kind of mother!

Never, if you value a person's friendship, impute his actions to low motives for as soon as we show a person we mistrust his motive, we lose his confidence.

Of course, if we are clever enough, we will understand what makes our friends, our children, our married partner, behave the way they do. But we should not flaunt our understanding, but act upon it, if we want to change them in any way. Merely telling our child that we can see through his lies is not going to make him stop lying to us. He only will learn to tell lies that are harder to detect. But if we understand that he is lying simply to worry us and get our attention, then, by giving the child the wholesome attention he craves, we will change his behavior pattern, and he will not want to lie. The wife who discovers that her husband is slipping should not shame him by confronting him with evidence of his guilt. She will only teach him to be more circumspect. But if she senses that she has not been doing her part, and acts on this understanding, she may find her husband slipping back to her.

A Wise Psychologist

One of my best friends is a psychologist, who, while he understands human motives very well, never makes any one *feel* that he "sees through him."

We seldom feel perfectly at ease in the presence of those who we know understand us too well. We want to get away from them to the company of people who do not know all our faults and shortcomings. The meanest teacher I ever had was a woman who would look up the records of her new class and confront each child with his past derelictions. Then she would warn us not to "try anything" with her. We used to make her life miserable, and she deserved it. On the other hand, one of the finest examples of character I have ever known is that of a woman I am proud to be acquainted with, who, shortly after her marriage, discovered that her husband was an ex-convict. Years later he found out she had known all along, and his gratitude on realizing that she had kept the secret to herself and had never confronted him with it, knew no bounds.

So don't be unhappy if you are misunderstood. If people underestimate your virtues, they compensate by underestimating your vices.

Digitized by Google

Uninhibited Charlie McCarthy!

Why We Laugh at Him—and With Him!

"WHAT do you think of Charlie McCarthy?"

"He's a knockout and a riot! I'm crazy about him."

"He's vulgar and ridiculous—don't care for him at *all*."

Each of the two persons commenting upon the "sassy kid" of radio and screen spoke feelingly. It's funny the way emotions bob up when we are asked what we *think* of something. We might conclude that, generally speaking, our emotions are more developed, are stronger, than our conscious minds, thereby getting the jump on our thoughts.

You'll notice if *you* ask about it, that all begin by liking or disliking Charlie most energetically. Fortunately for the little fellow, and his "side-kick," Edgar Bergen, the likers so far outnumber the dislikers, that the latter are hidden almost as well as the proverbial needle in the haystack.

Indeed, we can say that the public at large, has given Charlie a very big place in its affections. Someone has suggested a similarity to Charlie Chaplin in some of the funny little fellow's reactions to people and life, and to the public's appreciation of him. Although Bergen's Charlie is somewhat handicapped by lack of certain properties that the other Charlie has, i. e., funny, shuffling feet, a cane, and ability to change facial expressions, the former *does* obtain most of his effects through the same psychological means.



With his usual equanimity, Charlie interrupts an important moment. . . .

OF course in talking of our sweet playboy, our classic clown, sprite of our concealed loves, we have to forget all about Bergen who sponsors him. It's a decided tribute to Edgar Bergen, of course, that we so easily can do this, for it's difficult to remember that Charlie McCarthy as we see or hear him, isn't a living, breathing Puck—and in considering the psychology of this muse of a harried people, we shall think of him as he *seems*.

If we laugh at him, it's because we love him. He conquers us, first, just as any other great artist does, by the magic of his artistry. But beyond that, we feel him to be an adventurous personality—just the sort of personality that we (in our secret souls) should like to be, or at least to be in touch with intimately. For Charlie is a symbol of gaiety, recklessness, abandon and extravagance.

Certainly he is a sprite who expresses for us many of our own repressed desires. He gives us release in laughter. In fact, it is only when we examine our own psychology—the psychology of the masses—that we can reach a really good explanation of the little fellow's conquest.

He constantly turns neat and clever psychological tricks on us. He upsets symbols of the things that we feel limit or obstruct us. Is someone quite too dignified and pompous? Charlie makes a monkey out of him and we laugh deeply and spontaneously at the performance. We're entirely in sympathy with what he's done. We wish—although we may be quite unconscious of *that*—that we could do this very thing with some persons *we* know who set too high a value on themselves.

The next time you listen to Charlie McCarthy

by **JANITH GREENE**

Digitized by Google

over the radio, or see him on the screen, notice how often he confounds people who represent, for the moment, institutionalism, pompous authority or affectation. Incidentally, someone has remarked what a tribute to Charlie it is, that on many of his programs, celebrities are willing to sacrifice dignity, indeed even risk being made utterly ridiculous, to help Charlie put over some of his points.

"Oh *that* picture you played in," Charlie will remark to a screen star whose weekly salary runs into four figures. "Well, I don't think much of *that* picture. Now a *good* picture was—" (and Charlie will mention a specific screen offering and a situation in which *he* held forth) and we shriek with laughter. Why? Well maybe the truth is we didn't think so much of the four-figured star's offering ourselves, but we wouldn't dare tell him (if we had the chance). Instead, we'd be most likely to ask for his autograph and assure him that we *so* enjoyed his work and we thought his last picture a perfect knockout. That is, we'd do this if we held to the conventions as most of us do.

As for boldly suggesting that we thought *we* were darn good when we played a leading role in the annual kick-up of our local club—indeed as good as Gable or Garbo in *many* things we'd seen them in—well, only in our dreams would we admit this! So we adore Charlie McCarthy's utter frankness and his naive admission of his own talents. Of course the Naughty One is so utterly lovable about it when he mercilessly "kids" the big-wigs, that he takes practically all the sting out of the process and delights everyone—and *that's* an art.

NEVERTHELESS, the fact remains that Charlie does what all of us in our secret consciousness would like to do—defy the conventions and confound the people who dominate us. Almost all of us are rebellious underdogs. Does the boss, in our hearing, tell how he made an unheard of drive over the most difficult part of the club links, only last Saturday? Does he expatiate—with chest thrown out—upon his prowess in landing a big fish, or in capturing the elusive Jones order? Or emphasize the withering scorn with which he announced to that upstart Robinson partner just what he thought of their rotten concern?

Wouldn't you *adore* yelling "Oh yeah?" at the most telling points, or the letting out of a strong and lusty "Ha Ha" as he finishes? But do you? Or for that matter, do I? We don't. Instead, we manage an expression that conveys "You're positively wonderful!" or if that's too much we can usually bring forth a sickly smile that keeps the old bird in the dark about what we really think of his golf game or his fishing or his prowess in general.

Now, of course, we have to strike some sort of balance between our free anti-social selves and our disciplined social selves, but as long as a remnant of our primitive child self smolders in us, we're going to give the glad hand and our extra coin to anyone who, like Charlie, *does* dare the things we can't, and thereby gives us release and satisfaction without the danger of exposing ourselves.

Do you think when Charlie snickers openly at something he hears or sees, and we about laugh our heads off at him, that we would think his sally hilariously funny if we weren't (mentally) snickering at the same sort of thing in *our* lives? When a pretty girl passes, or stops to speak to him, Charlie doesn't camouflage his admiration, or his perfect willingness to become a heart-interest. Well, of course, there's no getting around that Charlie has it on us *there*, but it's pleasant for a moment, to think how convenient and altogether pleasant it would be if we were able to *say* about many things exactly what we *thought* about them. For a tick of the clock, then, we're kicking up our heels with Charlie and being the most irresponsible of playboys.

AND Charlie *does* things so easily! Just as we, in our dreams, if no place else, can do them. If Charlie wants to start a newspaper or a chicken farm—well, he just does it, evidently (as Mrs. Brande in her delightful book, "Wake Up and Live" recommends) with the conviction that he can't fail.

Charlie never fails. If Bergen, or anyone who enters into the situation, (*Continued on page* 43)

Success—by the Hour

WHAT is Success, anyway?

Success is nothing but getting what you go after.

Have you a plan to work? Work it—that's success. Have you a duty to perform? Perform it—that's success. Have you a dream to realize? Realize it—that's success. *Success is not a happening; it is a result.*

There is no secret, no mystery, no marvel about success. It is doing instead of doubting, working instead of wishing. It is nothing far off and terrible. It is simply having some definite purpose and carrying it out. It is repeating this process day after day *until the successes of hours have made a success of Life!*

ARTHUR J. FISCHER.

Digitized by Google

Happiness of Aspiration

by CHANNING POLLOCK*

WHEN I was very young, I worked as press agent for a theatrical manager who made a contract to bring over one of the most popular actors in England. Just after the contract was signed, this actor ran away with his friend's wife—and that wasn't "being done" in those days.

My manager was in despair. "People won't go to see a man who's been mixed up in a scandal like that," he told me, "and so far as I can see, there's only one way out. We can't deny what this fellow's done, but we *can* show him to be a hard-riding, reckless, gallant young blade—the kind of adventurous soul one forgives almost anything. We've got to start sending the newspapers that sort of story, and when our matinee idol arrives, we'll have him photographed boxing, fencing, and on horseback."

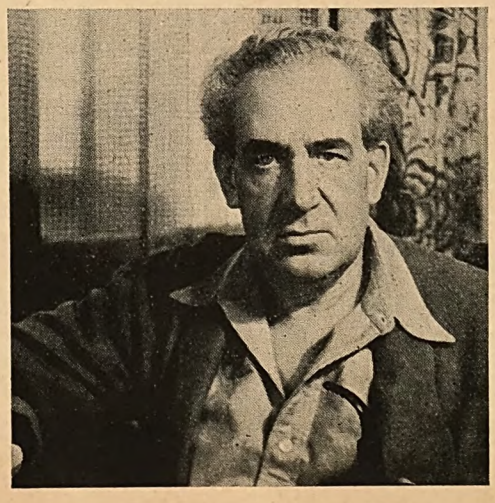
Unfortunately, when our matinee idol *did* arrive, he proved to be the most timid young gentleman we'd ever met. He regarded a boxing glove as a dangerous weapon, and he wouldn't get on a horse for fear the horse wouldn't like him. We secured our photographs with the greatest difficulty, but they *were* printed—hundreds of them—and our actor was a tremendous success.

A year later, when the play was in Chicago, I saw him riding a prancing steed across Michigan Boulevard. "Sure he rides," my manager said. "He fences, too, and he's getting to be one of the best boxers I ever saw. You know what I think happened? Our matinee idol liked the picture we drew of him so much that he's doing his darndest to live up to it."

Soon afterward, came the World War, and this timid young gentleman won more medals for courage than almost any other officer in the British Army. In 1921, at a dinner party in London, he told me, "Those medals really belong to the theatrical manager we used to work for—the man who invented a part for me so glamorous that I spent the rest of my life trying to fill it."

Believe it or not, most of us spend our lives trying to fill parts. "All the world's a stage, and all the men and women merely players." We are not *born* with ideas; we choose them. The gangsters and gunmen of cheap fiction appeal to one small boy, and *that's* the picture *he* tries to live up to. Another small boy thinks his hard-working honest father the greatest man in the world and that becomes *his* aspiration.

Channing Pollock



SOME of our pictures of ourselves are mosaics, made up of much reading, much thinking, observation, a ripened philosophy, and certain inherited tendencies. But those *are* merely tendencies. With few exceptions, you can't inherit ill health, you can only inherit a tendency to ill health, and the rest is up to your environment and *you*. Everyone inherits a tendency to aspiration, and upon the nature and quality of the aspiration developed, depends his or her ultimate success and happiness.

That's why the example set us seems so vital to our well-being and the world's. I think I have already quoted the Greek philosopher, Plato, as saying, "We would not have our people grow up among images of moral deformity. The important thing to secure is the admiration of noble deeds, noble words and noble character." That has been the weakness of our recent literature and drama. Since the War, we have "debunked" everything but the "debunkers". We have been shown that all our idols had feet of very dirty mud, and have been asked to accept fictional "heroes"—heaven save the mark—who lacked every heroic and almost every decent quality.

Then came the danger signals—the decay of public and private morality, the demoding of anything like worthy aspiration. Ships went down at sea, with the crews pushing women and children aside and taking their places in the lifeboats. What did we expect? For years, we'd been telling the world that sentiment was "hokum", that nobility was "applesauce", and that heroism and self-sacrifice were the "bunk", and then we were surprised that men weren't willing to die in the line of duty!

Take it from me, when any man goes down on a sinking ship, to save others, or does any one of the thousand

(*Continued on page* 47)

*A talk given on Heinz Magazine of the Air . . . by special permission.

Digitized by Google

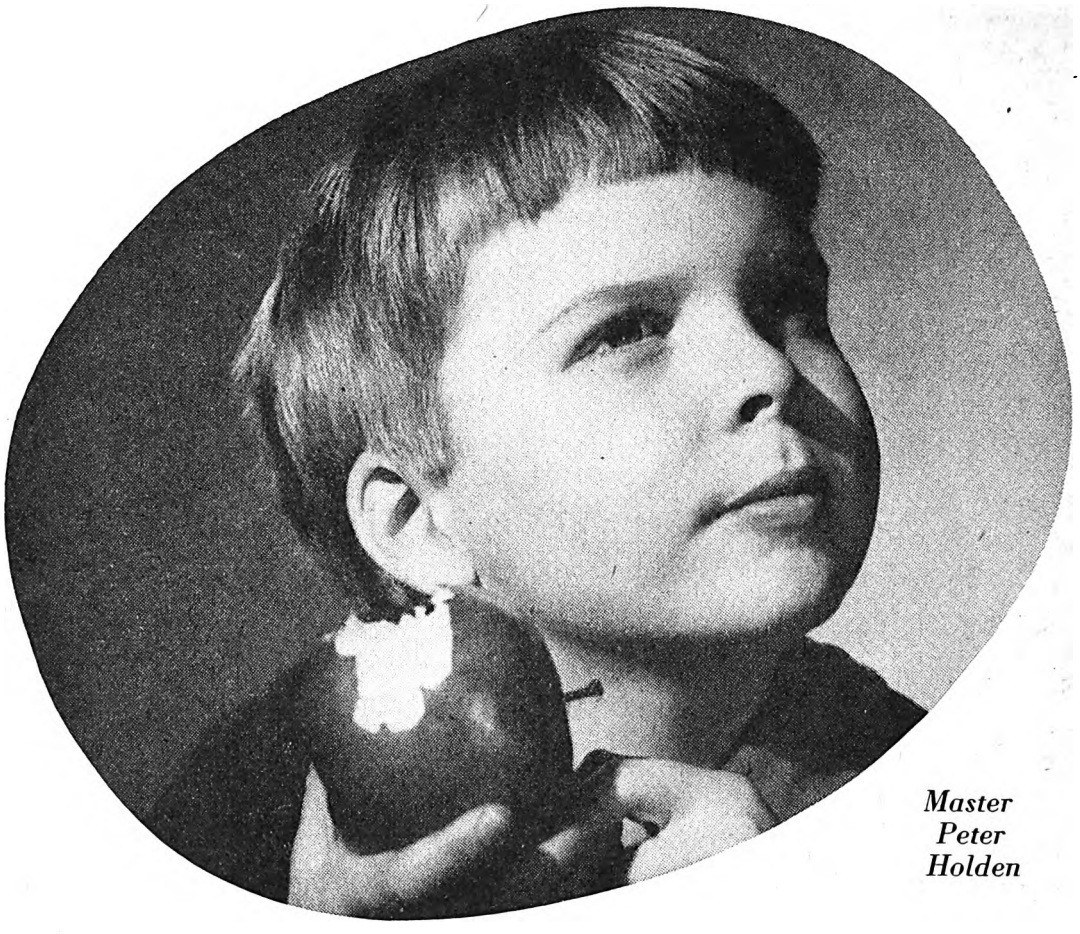


Photo by Valente

Master Peter Holden

WHAT would you say, how would you proceed, parents who feel that problems of child rearing are many and intricate, if your child turned into a genius—or at least into an outstanding child actor whose work has attracted extreme attention in one of Broadway's big successes—and that, almost over night?

Mr. and Mrs. Winthrop Parkhurst, parents of Peter Holden (Parkhurst) the seven-year-old who has amazed and delighted audiences and critics since his first performance on Broadway as Pud in "On Borrowed Time," have so deftly and cleverly met the unusual and unexpected situations that have come to them in the past few months, that readers of PSYCHOLOGY undoubtedly will be interested.

Peter declares that it is all due to Franklin that he has had his big chance. Franklin looks like an inanimate doll to me and other stupid grown-ups, but to Peter—who believes in fairies and can *prove* their existence—Franklin knew exactly what he was up to the day, a couple of years ago, when he stared so pleasantly at Tom Powers, the actor, in the dining-room of one of New York's hotels, that Powers was led to question his small owner.

Peter assured Mr. Powers that it wasn't "sissy" to escort a doll because "I'm Franklin's father and it isn't 'sissy' to be a father, is it?" No reasonable persons could controvert this, so Powers and Peter were soon in earnest discourse. After that, the actor wrote letters to Franklin which were meticulously answered by Peter when he could spare time from the ducks and goats and white rabbits which held his attention at the country home of his parents in Congers, New York.

Months went by, then Powers on a radio program which required a child, remembered Peter and asked for him. There was a family consultation and because Peter thought it would be a lark (that any one could be "nervous" or afraid about such things would be inexplicable to him) he went on the air.

HE MADE a great hit and enjoyed himself immensely. A second broadcast, and then Peter was back in the country and practically forgot about the whole thing. But certain persons who had heard him, didn't forget. One day, Peter's mother fished a note out of a waste paper basket where her husband (who, by the way, is an accomplished musician and author with several books and one-act plays to his credit) had thrown it, in which the plea was made that Peter was just the lad for Pud, in an adaptation of "On Borrowed Time" that Dwight Deere Wiman was about to put on.

At first Peter's father didn't care for the idea

Digitized by Google

but Peter's mother, although she had a horror of "stage children" thought it wouldn't hurt to look into the matter. There was a child's part in the play and too, Peter might alternate as Pud (which is the heaviest child's part written into any play for decades). The first step was to get the book, which Peter promptly devoured at all points where Pud was mentioned (Peter has been reading since he was three).

He was so enamored with the character that it soon was evident that he might interpret Pud well. He did. His performance was amazingly realistic and after the out-of-town try-out, it was inevitable that he should go right on playing the part, taking only an occasional matinee off. In no time, he was featured with the veteran actor, Dudley Digges, and Frank Conroy, and things kept happening to him that many excellent actors give a life time to attaining.

But Peter has taken it all in his stride and continues to be natural, wide-eyed and unspoiled. But at that, there were many things to puzzle a little boy. Autographs, for instance. "Isn't it *funny* that people want me to write down my name!" he exclaimed, but because he is a most accommodating small person he scrawled obediently and avoided no request. But people waiting to see him after the play—that was a bigger problem.

After the first performance, a score or so of persons waited until Peter, accompanied by his mother, appeared. They rushed forward and because the ways of the theatre were strange to Peter, he watched them in amazement—and shrank a little at their eagerness. "Isn't he sweet?" one said loudly and "The little dear. I could kiss him!" exclaimed another. Peter's mother hurried him forward, but at the end of the next performance, the crowd was much larger. Some of the people were more insistent. A few were rude, and always there were comments, exclamations in which the child playing Pud was extravagantly praised.

"*Am* I so good, mother?" Peter in all innocence asked, and his mother knew that something had to be done.

"*Any* little boy who had learned so long a part would be of interest to people," she answered. Then she suggested a sort of game. "After each performance there will be people waiting out there at the stage door. Won't it be interesting to notice how *different* they are? Fun to listen to what they say about the play, to notice how differently people say the same thing—and to guess *why!*"

AFTER that, the people who waited out there to see and talk with him were of immense interest to Peter. The woman who wanted to kiss him and was hard to turn from her purpose—maybe she once had a little boy of her own and was lonely now without him; the man who was insufferably rude, and stupid beside, maybe he hadn't had much of a chance to know what to say or how to act. Peter, who, as we've remarked before, has a marvelous imagination, thought about the people instead of himself and it has helped him to remain natural and unspoiled.

Incidentally, a discussion of "naturalness" as applied to a child actor's work, recently engaged attention. A dramatic critic had remarked that only a child can possess complete selflessness—the kind that makes for the naturalness, the complete lack of self-consciousness which we all admire so much.

An answer to this included a statement that the "naturalness" under certain circumstances far exceeds that of grown-up persons, but once "lifted out of his ordinary walks of life, the child is likely to be far more self-conscious than an adult. Brought into a group of adults, the average child behaves in a decidedly self-conscious manner. He is either fresh (and freshness is aggressive self-consciousness) or shy (and shyness is defensive self-consciousness). In other words, the selflessness of a (*Continued on page* 48)

Psychology Looks at Genius

by Eldorado Field

Digitized by Google

Personality vs Luck

by C. FRANKLIN LEAVITT, M.D.

WHILE most of us admit that the possession of a good personality is exceedingly important in making a successful life, too many persons are inclined to attribute the acquirement of desirable things to luck—sheer, blind luck.

"He's a lucky fellow," we say of someone who is outstanding in some achievement, forgetting, or rather not considering, how certain characteristics, rather than chance have entered into his activities and their results. The fact is, there is a trace of superstition in almost all of us. We may not be afraid of the figure thirteen, and the fact that a black cat crosses our path may not disturb us, but unconsciously we turn to "luck" as the explanation for very many things.

Yet *everything* is the result of the working of laws. Statistics show that only five per cent of those who enter business life for themselves are successful. This does not mean that the remainder are unlucky but it does mean that this big majority have not understood the *laws underlying success,* and thus have met friction and obstacles they were unprepared to overcome.

But you may understand the laws underlying business success and yet have a poor understanding of *your own powers* and how to direct them. It is said that a certain man who heads one of the great enterprises of today failed dismally in his first venture. He began to study the situation in an effort to know *why.* He finally came to the unmistakable conclusion that while he was a good buyer, he was a poor director or manager. He returned to the same work but this time hired a man capable of directing. Devoting all his energies to the buying for which he had a genius, the business soon flared into great success. He wasn't lucky, he simply was intelligent enough to understand himself and his propensities.

EVEN in the game we call chance there is no such thing as sheer luck. There, too, certain laws operate. If you undertake to pull a deuce out of a deck of cards, you might be successful the first time but if you repeat this several hundred times, you would strike a certain average. Gambling houses are able to figure their profits very accurately where they have a large play. They know that a certain return per month or year will be made on a certain amount of play. They may have an evening when someone will "break the bank" but it will average up in time, a profit to the house, a loss to the player. And so it is with all things in life.

In putting forth effort toward a certain objective, we find it rather a see-saw form of progress, but if our efforts are sufficiently sincere, this law of averages will work in our favor, we will steadily gain and in time reach our goal. "But I know men and women who are tireless workers but seem never to get any place," you object. So do I, and this is because they have been faithful all right but have not used their minds to comply with the mental laws underlying success. You may be sure that they have been holding back *some* of the essentials to this bigger life, or they would have succeeded.

When I was a young fellow I worked for a year on records in the transportation department of the Illinois Central Railway. Several years later I visited the same office and found a number of the *same* men still plodding away at the *same* work they were doing when I was there. They have drifted into a rut, afraid to step out and attempt anything different. I have an acquaintance, a man of seventy who has been an overworked and poorly-paid bookkeeper all his life. During this time he was on several occasions offered better positions, one I know, as the head of a branch office. He hesitated, but his fear of responsibility finally made him refuse it. What part has "luck" had in his life?

* * * *

A man should draw his conclusion regarding what line of work he ought to enter by first determining what line of work he is most attracted to, and then, through an honest analysis, ascertain if he is in any way qualified to do that work. I have had plenty of men write me stating that they would like to be a lawyer, a doctor, a mechanical or electrical engineer, yet their letters showed them unable to use the English language as well as the average school child, and they most evidently were overlooking the fact that their acquirements were scarcely in line with that they were dreaming of. Such persons fail to analyze themselves. Many times their parents have been responsible for the first wrong start, the parents following out their own desires in the matter instead of studying the (*Continued on page* 46)

Digitized by Google

Courage Drove My Car

But This Came After—

"WHERE'S your driver's license?"

That was the question, hurled at me with scorn that added the last bit of confusion to my distraught nerves one icy cold morning.

I had been sitting in my car for some minutes previous to this waiting to take a driver's test. I felt I was well prepared, having gone through all the different maneuvers for weeks and been taught by an excellent instructor. The car was in perfect condition and responded quickly to every impetus.

I had *thought* I had all the confidence necessary until that brusque question. The voice, the manner, were so harsh, that I was instantly all confusion. I showed the inspector my permit. He glared. I hastily unearthed various slips of paper, reaching at random into the door pocket of the car. He snorted.

I could sense the silent sympathy of several others nearby—those who would be the next victims. I fumbled a bit more and then said helplessly, "I haven't the slightest idea of what you want." His eyes glittered complete scorn and if my instructor had not passed up her billfold for him to see I probably would have disgraced myself by some hysterical outburst. As it was, my composure was completely gone.

WHEN the inspector climbed in beside me I could feel my nerves tie into knots, and my brain operated only on the memory of the people's faces watching the scene. Even in that exciting moment, I reflected that this all went back to the fact that I had never been able to withstand a sneer. Many persons are like that. Biting criticism, sarcasm, condemnation — these utterly crush the spirit, and this was certainly true of me. On this occasion, of course, things went wrong. As I think of it now, I know that that inspector must have had quite an exciting ride himself during much of the trip.

On the following day, the postman left a letter informing me that the test was unsatisfactory and that another appointment had been made for the next week. I threw the card upon the table, determined never to repeat that experience. Someone *else* could do the driving! There were other papers in the mail, among them the current issue of PSYCHOLOGY. I turned the pages listlessly, unthinking, unseeing. There was a picture of a man in an airplane and underneath a quotation selected from the article he had written. Somehow it attracted me. I sat down and read every word.

That aviator had said a great deal in a small space. I began to underscore the things that appealed to me the most, until the article read something like this:

"Don't try for results. Keep yourself in order. Remain relaxed and stay in condition. Concentrate on taking care of your machine. Remember the four P's—Power, Purpose, Poise and Preparation. Make your effort before the test. Success is doomed unless we have confidence, otherwise fear controls us. Courage conquers fear."



"Utterly crushed in spirit."

Here was a real lesson for me. No teacher in school had ever presented a greater one, and it was emphasized by another article on courage in which several of these same things were repeated. I studied the lesson and learned it, and the next day, began applying it to my needs.

I had plenty of preparation and all the power in the world. I felt that I had a high purpose, for I was learning to drive, so that I could bring some happiness into a life that was being cramped by time and an increasing helplessness. It was *poise* that worried me most.

That was my weakest point—weak because of a groundless fear. Of what? The same thing had troubled me for many years. I was always a great lover of music and had a desire to give to the world what I felt, but every time it came to a solo performance, whether piano or voice, terror would fill my soul and blast all my hopes of brilliant execution.

For seven days more, I drove—meeting new experiences all the time and surprising myself and my instructor with my ready responses. This was giving me confidence. On one slip of paper fastened in (*Continued on page* 47)

by **FLORENCE PARK**

Digitized by Google

When the Wedding's Deferred

A Psychologist Weighs Emotional Reactions

THE economic argument put forth by writers who palliate irregularities because a couple has become engaged, seems specious to me. There is an illogical premise to begin with. Why get engaged at all if the economic outlook is wrong? An engagement should always carry with it a more or less definite marriage date. Long engagements have always rightly been condemned as unsound. If an engaged couple want to mean everything possible to each other what is to stop them from marrying, even if they continue their living arrangements as before? The very purpose of the marriage ceremony is to give a woman undertaking the most intimate of relations the long-term protection rendered local by her assumption of biological risks (which still remain, despite so-called birth control).

The engaged couple who cohabit gain nothing by the action that they could not also gain if they legally married. There is no law compelling every couple who marry to set up a household! Nor is it necessary to publicize every wedding. Nor is it sound to abstain from a marriage ceremony for pride's sake until more money is in hand. Such an argument is insignificant alongside the greater injury to pride, or even reputation, involved by discovery of furtive extra-marital relationship, which can easily occur in an embarrassing, unaesthetic way.

There is too much *false pride* today among certain young people in regard to money and marriage. If they have faith enough in birth control to mean everything to each other while engaged, why not also for marriage, and thus put off the admitted economic burden of child-rearing?

To refrain from marriage for economic reasons when no children are contemplated immediately, is, so far as my observation goes, a valid excuse only in a negligible number of cases. These are cases of the very young, who shouldn't marry or even be engaged anyhow, or cases of unemployment or below-subsistence wages, in which cases women have good reason not to become engaged at all, and certainly strong reason also not to undertake the psychic and physical *de facto* marriage which is advocated. To undertake it may lead to permanent poverty or dependence, for when the "little accident" occurs which brings a baby there is almost no way out except charity.

We have still to consider the mental effects of pre-marital relations on engaged *young men.* Again we need to be realists, and talk of young men as they are, and not as ideally they should be. Young men who are indulging before marriage, the full rights of marriage tend (even the best of them) to rationalize their situation and find reasons to delay marriage much longer than they would, were there no sexual relations. To marry under such circumstances is only taking on tighter bonds, legal responsibilities and additional economic strain (real or fancied). Therefore, being human, the young men procrastinate, dally and postpone.

Comes then the inevitable fall of the curve of romance, based on physical over-familiarity, and doubts begin to rise as to marrying; doubts as to the girl; interest perhaps in another adventure. True, there is also the habit-forming tendency which pulls toward loyalty, but there is a high degree of risk; a risk falling much more onerously on woman than on man, because of woman's more limited favorable mating period.

I HAVE met large numbers of young men who have not only felt no urge to marry the young woman (or women) they were intimate with, but who have lost the general urge to marry at all. Somehow, psychologically, a surfeit of intimacies by young men of twenty-three to thirty years of age seems to make straight toward surfeit with the marriage idea. They become a little "fed up" with femine idiosyncrasies; the "mysteries" of sex turn into boredom and satiation, and they develop the self-indulgent, non-risk taking attitude fatal to marriage. The delights, play attitudes, tensions and thralls of young love fade out and are displayed by what can only be called an "old married" point of view. The dream, the ambition, the planning, the adventure of intimacy is lost to them, and if they marry at all it is for somewhat prosaic reasons. The curve of masculine indifference to marriage, I think, is in precise ratio to increased sex experience before marriage.

Another thing, I find that a great many, though not all, young men who have established continuous intimacies with (*Continued on page* 47)

by **JUSTUS WILBUR**

Digitized by Google

What's Your Name Worth?

It Should Have Credit Value

A NEW YORK business man recently sold the trade name and good-will of his concern for two million dollars. He had built up a reputation worth several times more than the material assets of the business. Now he can retire and live in comfort the rest of his life.

What is your business reputation worth? What could you sell it for? What are you doing to make it more valuable?

This man, starting out in business thirty years ago, resolved to do certain things that would make his good name worth a fortune to him later. He did them.

He filled a popular need better than it was ever filled before. He offered services and products that soon came to be recognized as the best in their class.

He located where the largest possible number of potential customers would learn his name and spread his fame.

He delivered the goods, with satisfaction always guaranteed in every least particular.

He kept his word to the letter, and saw that his employees did the same.

He employed psychologists, artists, engineers and other experts to piece out the knowledge he lacked and render his name authentic.

He radiated optimism and enthusiasm, so much so that people were convinced of his claims against their will.

He felt and showed real friendliness to his officials, employees, customers, even competitors and critics.

He charged a good price for his products, but gave more attention to his customers than they paid for and expected.

He foresaw the trend of the times, and beat his rivals not by under-pricing them but by outwitting them.

He refused orders that would not benefit the buyer as much as the expenditure warranted.

He worked twelve to fourteen hours a day, but had so much fun he forgot he was working.

He spent millions in advertising mediums and methods till he knew where to find the best publicity at lowest cost with largest results.

He advertised more when others advertised less, and thus gained many floating customers who later became permanent.

He specialized in knowing human nature, adapting his approach and appeal to the minds, hearts and purses of the customers.

He put his name to everything and featured it boldly always.

He heard complaints and criticisms gladly, making right anything wrong.

He followed his own convictions, and intuitions, regardless of what anybody said or thought, regardless of custom or precedent.

He made his business the embodiment of a real man, thus winning and holding the favor of all real men.

The foregoing twenty points may help you judge how fast and far you are building a good name worth great riches. On each point test yourself and your concern. Are you plus, or minus? Measured so, are you gaining or losing the business reputation that is every business man's most valued possession?

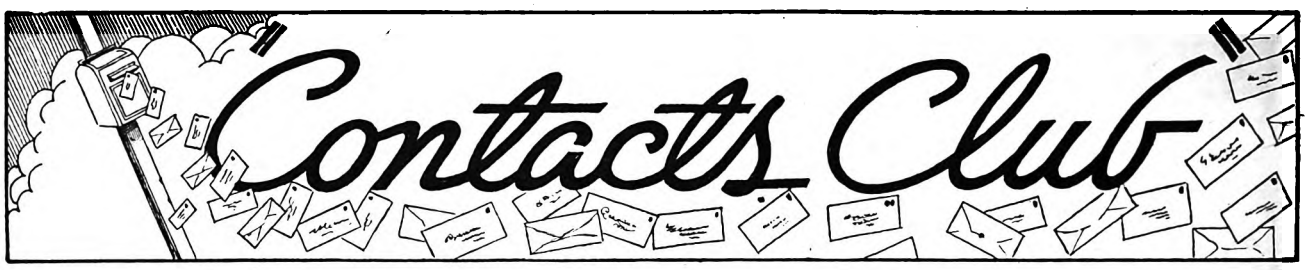
Builders

WE are the builders,
We, who are workers,
Spinners of sunbeams,
Weavers of rainbows,
Hewers of hoar-frost,
Sprinklers of dew,
Hurlers of lightning,
Crashers of thunder,
Kindlers of fire. . . .
We raise up mountains,
We level valleys,
Gouge out the ocean-beds,
Plow great, green fields for man,
Fill earth with loveliness.
We, who are workers,
We are the builders.

By ELIOT KAYE STONE.

by **EDWARD EARLE PURINTON**

Digitized by Google



Dear Editor:

Your novel idea—the "Contacts Club" appealed to me at first sight. After reading my first copy of Psychology Magazine, I am convinced I want more of it.

I am rather lonely, as I have to live in the oil-fields of the Arabian desert. I am interested in psychology, travelling, business ideas, occult sciences and international goodwill.

Now, just because some of us do not find it possible to actually travel, I see no reason why we cannot get together and brighten our dispositions by travelling by letter.

Thanks to this department, I hope to broaden my outlook on life, and make new friends who are similarly interested. Everyone is invited to come a-visiting to my desert abode. I shall do my utmost in furthering a lively, enjoyable, and informative correspondence with other members.

(Mr.) B. A. H., Persian Gulf

By sheer piece of luck it will now be possible for other members to get inside information about oil-fields, and perhaps even more interesting is the fact that Mr. B. A. H. resides on the Bahrain Islands, on the Persian Gulf. A likely prospect for an interesting correspondent.

Dear Editor:

I have often admired the efficiency with which your "correspondence corps" conducts the "Contacts Club"—and at times, have been rather reluctant to believe that such a helpful club could be a reality. To me it seems more like a mirage than an oasis—almost too good to be true.

As a child, I had an insatiable desire to know "how far is up", and left home with all the eagerness of a normal girl just out of school, to make my way in the business world; but lightning seems to have struck that sign down at the cross-roads. Though born of Irish parents and endowed with a happy disposition, somehow, I later fell into company with Pet Nuisance No. 1 —Miss Neurosis. How we two even met is beyond me, but we did more: we were room-mates for five years. A few weeks ago, I found out just how treacherous my friend could be; "slaver" is her name, and I barely escaped!

Today, I am one of those pieces of driftwood, slipping noiselessly down the stream of life. Though I have held down one of the most responsible stenographic positions in the Lone Star State for many years, I want to go back to the cross-roads and see what the other road holds for me. Who will help me find my way—or add a word of cheer to help me along the road?

(Miss) B. H., Texas



You have won half your battle, Miss B. H., when you recognize the cause of your dilemma. Now we hope our members will help you do something about clearing out the mental cobwebs.

Dear Editor:

I think it is very generous of you to conduct a department like "Contacts Club'. Just think of the happiness and many hours of recreation that you are bringing to people all over the world! It is just human nature that we like to make friends with those who live on the same plane mentally. It has inspired me to seek admission to the club.

I am a business woman just past the half century mark, but I do not think of life in terms of years, but deeds. I think, to get the most out of life, we must develop physically, mentally and spiritually.

Nothing could be more delightful to me than browsing around in the realms of metaphysics and psychology with other members of the club, who are also seeking the light. Even though we are invisible to one another we can have real fun, for I do enjoy a good laugh and a jolly spirit of friendship. A happy sense of humor adds a valuable asset to any adventure! I can scarcely wait to meet my new friends by mail.

(Mrs.) M. B. M., Tampa, Florida

It does the heart good to read a letter from one as enthusiastic as Mrs. M. B. M. It seems that life begins at fifty!

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

Digitized by Google

You Needn't Stammer

by H. C. HEGGMAN

THERE are 800,000 stammerers in the United States, and most of them owe their condition to the carelessness and ignorance of parents and teachers; to the popular mistake that stammering is trivial and transitory.

I began stammering when I was twelve years old. My neck was badly hurt in a peculiar accident, and the theory was that my vocal cords had somehow been injured. We were very poor and no expert examination was procured. In fact, all the people who knew me, including my parents, laughed at my condition; and all agreed that I would outgrow it.

800,000 stammerers in the United States alone. Carelessness and ignorance swell the number.

How groundless this belief—that a child outgrows stammering!

As the years went by my trouble grew worse instead of better but my relatives and close acquaintances had become so used to my condition that they did not fully appreciate the facts. Away back somewhere in my ancestry someone had stammered, so my parents, when I had not "outgrown" it at eighteen, explained that my misfortune had been inherited and that a cure was hopeless.

With the knowledge I possess today, I believe hereditary stammering is very rare. The main causes are self-consciousness, mimicry, injury, shock and disease. I would place heredity last, because I believe most child stammerers of stammering parents develop the same trouble because of association—it is mimicry (one of the most common causes)—instead of heredity.

My life was one embarrassment after another, a nightmare of misery. As a child I had been nervous and sensitive (a significant fact had my parents only gone into the cause of stammering), and as a man I was silent, despondent and irascible. In spite of the handicap, I secured a good education, but because of my speech I had to stick to mechanical pursuits.

Hereditary stammering is rare, says the author. Causes include self-consciousness, mimicry, shock.

Then I began studying physical and mental relaxation. I took various muscular movements and respiratory exercises, all calculated to teach me thorough relaxation. I did a lot for myself in a general way but the effect on my speech was more or less slight.

Singing helped me and I earnestly advise all stammerers to try this. Sing the scales up and down to ease the throat from speaking. Then pick out a simple poem or story and read it aloud. If any word comes which makes you hesitate or stumble, stop at once and start over. Speech exercises galore, I tried, but while they helped me in a mechanical way, such benefit was more than offset by the fact that they kept me forever thinking of my defect. Had it not been for certain "speech crutches" that I employed my life would have been unendurable.

Every time I could, in any way, rid myself of self-consciousness I could talk normally, and this fact impressed its significance on me more and more deeply. I noticed, for intance, that when I got extremely angry I could talk as fast and directly as anyone! And when I sang with others, letting some one else lead, I did not stammer at all. So I concluded that my stammering, originally the result of nervous shock, had persisted because of self-consciousness and dread of ridicule.

In time, I dropped all speech exercises and everything that would remind me that I was a stammerer, though I continued my movements for muscular relaxation. "No objective thought"—I took for my motto. I strove to put great enthusiasm into whatever I did and forget self in the effort to do the work well. In conversation I put my mind on the other fellow and refused to think of myself and my affliction. At first I went through some terribly painful embarrassments; but I was sure I was on the right track now, and kept on. I resumed dancing which I had given up and sought every opportunity to be with people.

Finally I met a charming girl—the woman who a year later became my wife—and she interested me in auto- (*Continued on page* 37)

Digitized by Google

Mental Radio (Telepathy)

by UPTON SINCLAIR

Reader interest in telepathy continues. Many seem ready to agree with the eminent psychologist, William McDougall, of Duke University, who, writing an introduction to a work ("Mental Radio") by Upton Sinclair said: "Even if the results of such research (psychic research) should in the end prove wholly negative, that would be a result of no small importance; for from many points of view, it is urgently to be wished that we may know where we stand in this question of the reality of alleged subnormal phenomena.

"In discussing this question recently with a small group of scientific men, one of them seemed to feel that the whole problem was settled in the negative when he asserted that at the present time no American psychologist of standing took interest in this field. I do not know whether he meant to deny my Americanism or my standing . . . but his remark, if it were true, would not in any degree support his conclusion; it would rather be a grave reproach to American psychologists. Happily it is possible to name several younger American psychologists who are keenly interested in the problems of telepathy."

IF you were born as long as fifty years ago, you can remember a time when the test of a sound, common-sense mind was refusing to fool with "new-fangled notions." Without exactly putting it into a formula, people took it for granted that truth was known and familiar, and anything that was not known and familiar was nonsense.

In my boyhood, the funniest joke in the world was a "flying-machine man"; and when my mother took up a notion about "germs" getting into you and making you sick, my father made it a theme for no end of domestic wit. Even as late as twenty years ago, when I wanted to write a play based on the idea that men might some day be able to make a human voice audible to groups of people all over America, my friends assured me that I could not interest the public in such a fantastic notion.

Among the objects of scorn, in my boyhood was what we called "superstition"; and we made the term include, not merely the notion that the number thirteen brought you bad luck; not merely a belief in witches, ghosts and goblins but also a belief in any strange phenomena of the mind which we did not understand. . . .

From first to last, I have read hundreds of volumes (on psychic research) always interested, and always uncertain—an uncomfortable state. The evidence in support of telepathy came to seem to me conclusive, yet it never quite became real to me. The consequences of belief would be so tremendous, the changes it would make in my view of the universe so revolutionary, that I didn't believe. . . . But for thirty years the subject has been among the things I hoped to know about. . . . Now I really know. I am going to tell you about it, and hope to convince you; but regardless of what anybody can say, there will never again be a doubt about it in my mind. I know!

Telepathy, mind-reading; that is to say, can one human mind communicate with another human mind, except by the sense channels ordinarily known and used—seeing, hearing, feeling, tasting and touching?

CAN a thought or image in one mind be sent directly to another mind and there reproduced and recognized? If this can be done, *how* is it done? Is it some kind of vibration, going out from the brain, like radio broadcasting? Or is it some contact with a deeper level of mind, as bubbles on a stream have contact with the water of the stream? And if this power exists, can it be developed and used? Is it something that manifests itself now and then, like a lightning flash, over which we have no control? Or can we make the energy and store it, and use it regularly, as we have learned to do with lightning which Franklin brought from the clouds?

These are the questions; and the answers, as well as I can summarize them, are as follows: Telepathy is real; it does happen. Whatever may be the nature of the force, it has nothing to do with distance, for it works exactly as well over forty miles as over thirty feet. And while it may be spontaneous and may depend upon a

Digitized by Google

special endowment, it can be cultivated and used deliberately, as any other object of study, in physics and chemistry. The essential in this training is an art of mental concentration and autosuggestion, which can be learned. . . .

* * * *

Shortly after our coming to California, my wife all at once became greatly worried about Jack London; she insisted that he was in terrible mental distress. As it happened, George Sterling had told us about Jack's troubles, but these were of long standing, and there was nothing to account for the sudden notion which my wife took upon a certain day. . . . Two days later, we read that Jack London was dead, and very soon came letters from George Sterling, telling us that he had taken his own life. This might be coincidence; if it stood alone I would attach no importance to it. But taken with this mass of evidence, it has a share of weight.

When we were married we spent some time in England, and there we met a women physician, interested in "mental healing" and full of ideas about "psychic" things. Both Craig (my wife) and I were in need of healing, having been through a siege of trouble. Craig was suffering with intense headaches, something hitherto unknown in her life; while I had an ancient problem of indigestion, caused by excess of brainwork and lack of body work. We began to experiment with healing by the "laying on of hands"—without knowing anything about it, just groping in the dark. I found that I could cure Craig's headaches—and then get them myself; while she found that she could take my indigestion, a trouble she had never known hitherto. Each of us was willing to take the other's pains, but neither was willing to give them, so our experiments came to a halt.

We forgot the whole subject for more than ten years. I was busy trying to reform America; while Craig was of the most intensely materialistic convictions. Her early experiences of evangelical religion had repelled her so violently that everything suggestive of "spirituality" was repugnant to her. Never was a woman more "practical", more centered upon the here and now, the things which can be seen and touched. . . . But shortly after the age of forty, her custom of carrying the troubles of all who were near her resulted in a breakdown of health. A story of suffering needless to go into; suffice it to say that she had many ills to experiment upon, and mental control became suddenly a matter of life and death.

Upton Sinclair, the brilliant author of "The Jungle", "The Brass Check," "Mental Radio" and scores of other internationally famous books, declares himself convinced of the authenticity of telepathy. "The true scientist sets no limits to human powers," he says.

IN the course of the last five or six years Craig had acquired a fair-sized library of books on the mind, both orthodox scientific, and "crank." She sat up half the night studying, marking passages and making notes, seeking to reconcile various doctrines, to know what the mind really is, and how it works, and what can be done with it. Always it was a practical problem; things had to *work*. . . . She was not content to see psychic phenomena produced by other persons. . . .

Two years ago, Craig and I heard of a "psychic", a young foreigner who was astounding physicians of Southern California, performing feats so completely beyond their understanding that they were content to watch without trying to understand. We went to see this young man, and befriended him; he came to our house every day and his strange demonstrations became familiar to us. He had the ability to produce anaesthesia in many parts of his body . . . he could go into a deep trance in which his body became rigid and cold. . . . We have a motion picture film, showing a 150-pound rock being broken with a sledge hammer on his abdomen while he lay in a trance. . . .

This "psychic" claimed also to possess and demonstrate the power of telepathy, or mind reading. He would go out of the room while one of us selected some object . . . not revealing the choice to any one else. He came back telling us to stand behind him and concentrate our thoughts upon that object. . . . He would wander about the room for a while and in the end pick up the object, and do with it whatever we mentally "willed" him to do.

We saw him make this test not less than a hundred times. There was no contact, no word spoken. . . . After puzzling over it for a year or more, my wife said: "There is only one way to be certain. I am going to learn to do these things myself."

———

Next month, Mr. Sinclair will tell of telepathic experiments made by his wife, himself, and friends, and will record some valuable deductions and conclusions.

Excerpted with special permission from "Mental Radio".

Digitized by Google

Old Dogs and New Tricks

Psychology Says: "You're Never Too Old to Learn"

A LACK of educational opportunities in youth may no longer be made the excuse for incompetence in middle age. One is never too old to learn.

Psychology says so, and it has knocked the truth out of many of our pet superstitions of education, including the old saying, "You can't teach an old dog new tricks." It has discovered that not only a first small portion, but the whole of life, may be made into a training period, and that one's ability to learn toward the end of life is scarcely inferior to one's ability at the beginning.

Until quite recently it has been assumed that the best ages for learning lay between the years of six and eighteen, and that when a person gets past thirty it is almost silly to try. The tradition has made its mark upon our whole life. Children are pushed into school early and rushed through eight or ten years of concentrated training, and then education is abruptly stopped. If the early training—as is often the case—is not sufficient or suitable to guarantee a satisfactory and happy livelihood, the whole remaining life is spoiled.

Psychological investigations made during the past few years have proved that the old conception of learning is utterly false. Innumerable tests indicate that the best age for learning is not between six and eighteen, but between twenty and thirty; that between the ages of thirty and forty one can learn more easily than between ten and twenty; and that in the years between forty and fifty the falling off of learning ability is only slightly inferior. It has been discovered that in memorizing, simple association, language study, an adult in the forties is a match for a youth in the 'teens.

The whole tendency of the old tradition was to discourage adult education. Life was arbitrarily divided into a period of school and a period of work. With the new knowledge of learning ability, the line of demarcation may be erased. It will not be unusual for education to continue beyond high school and college. Men and women of the near future, instead of confining themselves to a single vocation — which they have learned in youth—may become proficient in a new one perhaps every ten years.

The psychologist in education often becomes extremely useful in unraveling problems of learning which a few years ago might have remained a dark mystery. Here, for example, is the case of Ted B. who was a total failure at reading. The reason could not have been general dullness, for in a standard intelligence test he rated fifteen per cent above the average. Tests of his vision, his visual acuity, and his hearing indicated that all these faculties were good. He had no organic defect which might interfere with proper reading.

Perhaps he had not been taught correctly. Often an incorrect habit established in the earliest days of learning may prevent all future progress. To discover whether Ted had fallen into a snare in training, he was taught words, as a beginner is taught, made up of letters with which he was entirely unfamiliar, devised for the occasion. The latest methods of teaching were used. Instead of failing to read these new words, the boy demonstrated superior ability.

A faint clue had been found. Further observation by the psychologist disclosed that Ted looked at ordinary words in a confused manner. From watching the shifting of his eyes it was noted that he first looked at the end of a word, then jumped to the middle, and finally to the beginning. It at once became apparent why he had made such mistakes as confusing *was* with *saw*. His fundamental training had been at fault. Knowing the difficulty the remedy was easily applied.

Ted was taught to observe the letters in their proper sequence. At eight and a half years—when the test was made—his reading ability was zero. Three months later he could equal a child with two years' training. In seven months more Ted had gained a place nineteen per cent above the average for his own age. A year later than this he had climbed to thirty per cent above the average. The absolute failure had been made decidedly superior by understanding and redirection.

The next case shows admirably how the psychologist can fathom the cause and apply a remedy where not only a special branch of a child's education is affected, but all the branches and his personality as well.

Another boy—let us call him John—was ten and a half years old and in the fifth grade in school. Up to and

▲ by ▲
KENNETH M. SWEZEY

Digitized by Google

through the fourth grade, John had done fairly good work. Now his work was becoming inferior—so steadily and rapidly that if some extraordinary change did not take place he would certainly fail to be promoted at the end of the term.

Not only was his work becoming inferior, but his whole temperament was changing. He had been a spirited, cheerful boy, enjoying good health. Now he was becoming nervous, irritable, morose, would not mix as he had formerly with his companions, and was losing weight.

There was room for many possible explanations for a change such as was taking place in John. A physician could immediately conjure up a score of bodily ailments which might retard a boy's ability; an endocrinologist would see cause in the improper functioning of the ductless glands; to an orthodox psychoanalyst nothing could be more evident than that John's infantile love-life had been distorted, and so on and on—and there might be some truth or a lot of truth in each reason.

So easy would it have been for the psychologist to have attached an obvious — and probably wrong—explanation to the observed effect that he had to guard himself rigidly against accepting anything as true until he had thoroughly weighed every particle of evidence.

Was poor eyesight reacting upon John's nerves? Did he have adenoids, diseased tonsils, intestinal trouble, incipient tuberculosis? Was some form of insanity growing upon him, such as dementia praecox? Maybe the teacher had mismanaged his training: even the best of pupils may fail because of poor teaching. Still another possibility was that the boy had a generally inferior intelligence. A child with an intelligence rating of as much as fifteen per cent below normal may pass unnoticed in the lower grades, but become quite prominent when he has reached the fifth grade.

The old tradition discouraged adult education. Life was divided—a period of learning, then a period of work. The new knowledge of learning ability erases the line of demarcation.

Test alone could tell. It was found that physically the boy was in good condition. Emotional tests disclosed that he was also remarkably well balanced. Then came the tests of intelligence. He was first given the test of the normal eight-year-old; he went through the nine- and ten-year-old tests with flying colors. Finally he was presented with the examinations designed for a normal twelve-year-old child—a child a year and a half beyond his own chronological age. To the

Men and women of the near future need not confine themselves to a single profession — which they learned in youth—but may become proficient in a new one, perhaps every ten years.

astonishment of the examiner he achieved a mark of one hundred and fifty—a rating equalled by only *one child in ten thousand* selected at random!

His mentality was years above that of his classmates. In answer to one of the questions in the Binet-Simon test, "describe an envelope," he wrote: "An envelope is an oblong double sheet container with a flap." Now such an answer from ordinary ten-year-old boys simply is not given. His remarkably adult conversation probably confounded even his teacher. No wonder he failed —he was being bored to death!

In connection with this case, it is suggested that much of the reputed "dumbness" of men of genius during their school years was probably due to the same circumstances—thinking beyond their classmates the young prodigies were inevitably misunderstood. It is the purpose of modern methods of progressive education to recognize the differences in children, so that all—the ultra-brilliant pupil as well as the dullard—may be given a fairer chance.

John had a high-school mentality; he faced the whole problem of life as an older child. He was saved from further distress and possible breakdown, and given a chance to healthily express his precocious personality, by putting him in contact with children of a nature similar to his own.

These two examples are typical of the problems handled in hundreds daily by educational psychologists all over the country. In each, standardized tests played an important part. The diagnoses were arrived at after carefully planned sets of observations. To persons who do not thoroughly understand the principles, the value of psychological testing seems often dubious—it is certainly dubious in the hands of just such persons. The real value of tests lies chiefly in their ability to give strong clues; which can be followed satisfactorily (*Continued on page* 45)

Digitized by Google

Getting Along With People

How to Make and Keep Friends

by **SAMUEL KAHN, M.D., Ph.D.**

IF you know one's faults, mistakes, handicaps, and defects, don't let him know that you know these things about him, unless he emphatically asks you of his own free will. Even then, you have to be very careful as to what you tell him. As soon as one knows that you know his failures, his mistakes, his weaknesses, consciously or unconsciously, he will look for faults in you, and will find them. He will try to blame you for various things. He will assume the attitude, "Well, you are not such a big shot, yourself. Why did you do this, or why did you not do that?"

Criticizing people or finding fault with them, whether they be children or adults, is a very delicate matter. When it is absolutely necessary to show people their defects or mistakes, you have to be most tactful and careful; otherwise, not only will you fail to get results, but the individual will hate you, in addition. Even though you know one's failings, don't show them up, don't force people against the wall, so that they will have to admit their mistakes. They will not like you for it.

If you have to say or write something derogatory about any person, and particularly the latter, remember that it is most dangerous, that it *may* come back to you, and many others, in unfortunate ways. A general rule should hold that anything which is questionable, that an individual contemplates saying or writing, is best unsaid or unwritten (be it right or wrong). Don't write a letter to any one "showing him up."

Watch Your Suggestions

A principle in suggestion should read, that as you impress children or adults that they are certain things, they tend to be that. If you tell them that they are fine and repeat such statements, there may be tendencies toward their being fine. If, on the other hand, you tell them that they are not fine, and show them that you are suspicious of them about certain attitudes, there will be tendencies in these directions. Remember always that words and thoughts are contagious, largely because of the principles of suggestion. If you repeat certain words, phrases, and thoughts often enough, people will act accordingly. Be patient and assume encouraging attitudes toward people, rather than discouraging ones. Then, you will help more in the long run, and they will like you better.

Don't be suspicious and "pump" people, or suggest to them that you know they did this, or wanted to do that, or will not do the other. Husbands and wives can certainly get along much better by remembering these principles in suggestion. Likewise, parents and children, friends, and others, can make much better headway by understanding and practicing certain principles in suggestion. If an individual has made a mistake, it does not mean that you must hang him for it, or that you must prove to him that you know all about it, or that you caught him with the goods, and therefore, he is never to be trusted in the future, or that now you must get even with him.

Don't burn yourself up because certain people did things against you, or made derogatory remarks, or because you have found them out—and then plan revenge. Under such conditions, you are only taking revenge on yourself. If you know definitely that certain people are not to be trusted, don't *tell* them that—just stay away from them. Don't give them a chance to find loopholes. Many people, even some fine individuals, will take advantage of you, if you will give them loopholes—human nature being what it is.

Don't be too intimate and confidential with any one; don't be eager to tell secrets, unless it is most exceptional. Assume the attitude of respect by respecting yourself and respecting others.

These few principles, properly assimilated and thoroughly practiced, will not only give you a stronger, better personality, but may sometime spell the difference between success and failure.

Digitized by Google

LEARN TO GET WHAT YOU WANT

A Mental Alarm Clock Will Mean SUCCESS FOR YOU

LET HARRY KAHNE wake up the other three-quarters of your brain—the three-quarters that is lying idle, when it could be earning those luxuries you have so long craved and been denied. The three-quarters of your brain that means the difference between what you WANT and what you HAVE, between WHAT YOU WOULD LIKE TO BE and what you ARE.

Psychologists tell us that less than one person in a hundred uses more than a fourth of his brain power, and that no more than one in a million uses all his brain capacity.



HARRY KAHNE
World's Greatest Mentalist

Not A Natural Gift!

Harry Kahne has for years astounded the world by demonstrating in great theatres, before committees of scientists and educators and to the public at large, the wonders of which the human brain is capable.

Known throughout the English speaking world as the "Incomparable Mentalist," as "The Man With the Multiple Mind," his brain feats are known to all of you who frequent the important theatres of America. You have seen him astonish audiences of thousands of intelligent, well-educated people, making them gasp at his marvelous accomplishments.

Contrary to what scientists have thought, his is no super-mind—no unnatural gift. Instead it is a development. And he can show you how to develop your brain just as he developed his. Forty million persons have witnessed the living proof of these assertions.

Let Your Brain Win What You Want

• How about the other three-quarters of YOUR brain? Do you know anything of the Marvels it can accomplish? Have you ever made it work for you? How many different things can You do at one time? Caesar could do Three. Mentalists have tried to do Four. Harry Kahne, "The Man with the Multiple Mind" is doing SIX! Yet his Startling Accomplishment is merely a matter of training. Now his secret is disclosed—and he will train your mind as he trained his own. And then your brain can win for you anything that you want.

What Is His Secret?

At thirteen Harry Kahne was considered rather a dull boy at school, because he could not apply himself. Yet at twenty-four he was proclaimed by the leading educators of the country as possessing the world's most remarkable brain.

Magazines and newspapers have run hundreds of stories regarding his accomplishments, telling of how he developed from a less-than-average school student to a mental wizard—and stories of what the scientists and psychologists thought of him.

What is his secret? How did he make this amazing transformation in himself? These are the questions which now, for the first time, Mr. Kahne has seen fit to answer.

BRING FORTH THAT BIG IDEA THAT LIES BURIED IN YOUR SUBCONSCIOUS MIND

LEARN TO USE ALL YOUR BRAIN THIS PROVED WAY

By Mr. Kahne's method your development will be so rapid that it will surprise you and permit you to perform mental feats that will astound your friends. You will be able to put the new principles you learn into use immediately. Already thousands of people—once handicapped by slow-thinking, unimaginative, three-quarter asleep minds, are reaping marvelous benefits from Mr. Kahne's method. You, too, can acquire the ability to do original, CREATIVE thinking. Your powers of intuition will expand tremendously. Thoughts will become crystal-clear, quick and accurate. YOUR MEMORY TAKES NEW LIFE, and gathering cobwebs are brushed from your mind. University professors, scientists and psychologists, long astounded at Mr. Kahne's own startling brain development, are now amazed by the SPEED with which any one can easily improve his or her brain power. It is a method Mr. Kahne discovered while still in school, a sort of mental game he learned to play, and which changed him from a backward pupil to an internationally famous mentalist. KAHNETIC ABILITY will change you as it changed him. YOU WILL BE ASTOUNDED at the ADDED efficiency it will give you, the greater earning power it is building in you, and the new social prestige it is affording you. But most important of all, it will prove to you that you can develop your brain, step by step, just as Harry Kahne developed his. And once you have awakened the sleeping three-quarters of your brain, and trained it to function for you, your success is assured.

NO OTHER MENTAL TRAINING LIKE THIS. KAHNETIC MENTALISM NOT ONLY TELLS YOU HOW—IT ACTUALLY DOES TRAIN YOUR MIND.

INSTITUTE OF KAHNETIC MENTALISM
BOX 202—DEPT. 813—PASADENA, CALIFORNIA, U. S. A.
Offices in London, England; Sidney, Australia; Delhi, India.

Send for

FREE BOOK "YOUR SUCCESS"

FREE BOOK COUPON

INSTITUTE OF KAHNETIC MENTALISM,
Harry Kahne, Founder and Director,
Box 202—Dept. 813, Pasadena, Calif.

I am interested in developing my mental ability and would like to have a copy of your free book, "YOUR SUCCESS."

Name _____

Street _____

City _____ State _____

Please use coupon or mention PSYCHOLOGY MAGAZINE when you write advertisers

Digitized by Google

I Reversed Criticism

and Thereby Cured Myself

SOME time ago I had a little shop where I sold jellies and jams and other good things to eat.

One very trying day, everything seemed to go wrong but the final trial climaxed with a woman customer who just would not be pleased. She looked my shelves over with a sneer on her lips:

"Do you call that stuff jelly? I'm sure it's half certo!" And before I could put in words of protest she flounced out of the shop slamming the door. She had gone over my entire stock with her vitriolic, fault-finding and this last remark left me flattened out and on the verge of tears. But I had to pull myself together rather hastily for the little bell had tinkled, announcing more customers.

A jolly-faced man, his wife and daughter were looking things over; "What a sweet place!" exclaimed the daughter. "So artistic!"

"Look," called the mother delightedly holding a glass of jelly to the light. "Just like a jewel. Did you ever see lovelier jelly?"

"This is good cider, too!" laughed the father from where I was putting out glasses. "I just sampled it. Better have a glass."

They all three beamed at me enjoying what I had to offer them. And I looked at those people with such deep gratitude that I could scarcely keep back the tears.

The same shop. The same jelly and other commodities, but seen through different eyes! Somehow I couldn't help but think that it was a matter of what those sweet people held in their hearts that colored everything.

The grouch looked only for flaws and found them. The others were looking for the pleasant things, and found them too.

But those happy people will never know what they did for me, for aside from their heart-warming comfort, they set me thinking.

For quite some time I had been shrinking from contact with people. More and more I found myself drawing into a shell of reserve that was fast bordering into dislike. All at once, now, the full significance of this struck me and I saw something—why, I was getting a critical habit, just like my grouchy customer. I had been continually on the watch for the things I didn't like. I seldom saw those that pleased. It took those loving folks to show me the contrast.

Determined to break myself of this really destructive habit—I began to keep watch of my thoughts. It meant a constant guarding of tongue as well.

Sitting in the car one day—with a bit of time on my hands, three different persons passed by before I realized that at an unguarded moment I had slipped:

"What an ungainly woman," I thought curling my lip a little. "I'll bet she is a gormand!"

"Ah, here comes Miss Hi-hat. How I hate a girl like that! And that conceited bluff just back of her. . . .!"

"Oh, my! Oh, my!" I suddenly covered my eyes with my hand. "There I go! How utterly unjust!"

But, ah, I had the key for curing this habit. Every time I start to criticise, I reverse this critical statement and turn the thought into a good one. By this, I have succeeded in developing a strong liking for people and this has brought much happiness to me.

NELLA MAE ESTY.

Let Me Have—

ENOUGH vision to know that the dream is only the seed;
Enough perseverance to bring from the dream the glorious deed;
Enough strength to build a structure shining and bright;
Enough beauty to fill my soul with a tranquil delight.
Enough understanding to keep true friends about me through life;
Enough courage to fight for the goal that I would attain.
Enough of tolerance for another's views and deeds;
Enough of charity to help another's needs;
Enough of high resolve to exhaust my ability;
Enough of life to live—I'll accomplish my destiny.

—*By* EVA DUMBECK GARNER.

Digitized by Google

You Needn't Stammer

(*Continued from page 29*)

suggestion. Here was the real cure. Every night after retiring I laughed at myself for ever having been a stammerer—purposely assuming that I was cured. It is common knowledge that a man can think himself into most any malady. You can become so painfully conscious over the involuntary and simple act of winking that your eyes will tire and ache. This is a scientific fact and this power of mind over body explains many cases of ill health and abnormality, such as stammering.

My plan—the one that succeeded—was to employ this principle in a reverse application. Since it had not been necessary before the accident which seemed to bring this on consciously to manage my speech, it should not be afterwards—since I had suffered no mechanical injury. I determined to subordinate speech. It was a means, not an end; I would direct my mind to the thing to be done.

On this plan the only time I would entertain a thought of my speech was at night when alone. Then all my thought was positive, constructive; I congratulated myself on the progress I was making, visualized myself as completely cured and doing the things from which I had been deterred by stammering.

The dynamic element in all my autosuggestion was, I believe, a vitally important point; I never pictured myself as idle; particularly after I saw the wisdom of my course in taking the objective attitude. I became a mortal enemy to sloth and morbid introspection. My defect, in its mature state, was simply a habit and I mastered it just as one would master any other undesirable habit. Today my speech is entirely normal. I owe my recovery to these two things; determined objective thought during the day—and autosuggestion at night.

Psychology in Books

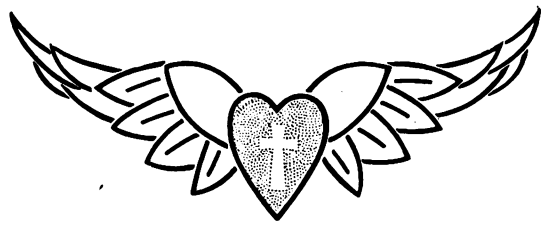
(*Continued from page 6*)

Psychology of Religious Living," by Karl Ruf Stolz. The purpose of the author, he explains, has been to explain the psychological nature and function of religion, especially Christianity, in the development of personality.

Dr. Stolz, who has been a pastor, a college professor and an educational administrator, and is in addition a practitioner of mental hygiene, has produced, besides a contribution to the psychology of religion and to mental hygiene, a thoroughly fascinating background material for religious education.

Part one deals with the backgrounds of the religious quest. Part two covers religious experience and personality.

Cokesbury Press.



Are You Receiving From God All That He Has Promised?

If Not We Can Help You Do So:

The World Fellowship of Faith and Service through its many services is helping thousands throughout the world to reach a new state of spiritual consciousness. . . . A state that some call divine attainment.

This simply means that these students are now enjoying a state of complete health, happiness and prosperity which was previously just a dream.

We want you to enjoy this state . . . we can give you the key to it. . . . We Cannot Sell You That Key . . therefore, what we now offer is something you may have for the asking and may contribute for according to the love offering principle.

Send at once for the Advance Lesson on Fundamentals of Divine Attainment. Then when you have seen its value to you, we will gladly send weekly lessons for you to study in your own home. . . . Lessons that are identical to those now being given by our director-general, during the course of his world tour.

Write at once to International Headquarters. Give your full name and address. Send an offering to defray cost of mailing.

International Headquarters,
P. O. Box 892, Station F,
Toronto, Canada.

Other Branches Located At:
South African Headquarters,
P. O. Box 898,
Johannesburg, Transvaal, South Africa.

British Headquarters:
152, Leeds Road,
Nelson, Lancs., England.

Australian Headquarters:
Box 926-H, G. P. O.
Adelaide, South Australia.

Spiritual Truth, Properly Applied will Solve Every Human Problem . . . . . Try It.

Digitized by Google

Make Your Dreams Come True!

Basic Principles of Psychology Control the Winning of Outstanding Success, Radiant Health and Supreme Happiness

These Master Lessons Tell You How To:

Build a Perfect Body
Prevent Colds, Sore Throat, Influenza
Breathe Scientifically
Cure Constipation
Insomnia
Prevent Tuberculosis
Eat for Health and Strength
Reduce or Increase Weight
Keep Youthful
Develop Genius
Improve Powers of Observation
Mold an Indomitable Will
Develop Perfect Memory
Improve Power of Imagination
Work the Law of Attraction
Break Undesirable Habits
Overcome Depression
Use Your Mystic Powers
Heal Yourself and Others
Use Suggestion and Autosuggestion
Use the Psychological Moment
Profit Through Visualization
Use the Silence
Outgrow Limitations
Rise to Heights of Power
Use Psychoanalysis
Locate Complexes
Restore Inner Harmony
Understand and Wisely Train Children
Attain Success
Overcome All Negative Emotion
Banish Fear, Worry, Hate
Cure Jealousy
Build a Triumphant Life

SEVEN handy volumes—so simply written that they can be read easily, absorbed quickly and applied immediately—contain information of the most startling nature! All that modern psychology has to offer—all that years of studious research and personal contact with tens of thousands of people have revealed—is now condensed into basic principles, written in plain English and given to you in a way that you can put to immediate and highly profitable use.

Aspiring, ambitious, thinking men and women who have purchased *these lessons* declare that they have been the basis of their financial success, happiness and health. These same thorough, scholarly, practical lessons will now teach *you* how to use the principles of psychology to solve every life problem, for combining the best of all courses and all teaching they will take you step by step through the entire revelation of self-mastery, self-healing, self-transformation. With the priceless information offered freely to you, you can learn to make rapid progress in all your plans and undertakings. You can save hundreds of dollars in health bills, alone, by learning to get and stay well! *And this knowledge for which students gladly paid substantial tuition in private classes you can now have as a gift from the publishers.*

Amazing Possibilities Revealed!

THE AMAZING POSSIBILITIES of the use of psychology in everyday affairs are known to many people. But few, very few, know the real *know-how*—the basic principles that govern the use of the mind as applied to the accumulation of money, the winning of personal success, happiness and achievement. The basic principles of psychology help you to get what you want as surely and as easily as the letters of the alphabet bring the words you desire into existence. They are universal in their application—*apply to anything—everything—a human being can desire.* In THESE SEVEN HANDY VOLUMES they are made clear and easy to understand.

Don't Delay!

Don't delay getting your subscription-with-course order entered, thereby receiving your set of the FOURTEEN LESSON COURSE, together with TWO FULL YEARS' SUBSCRIPTION to PSYCHOLOGY. If you use the coupon attached, you pay only $4.50 cash-with-order, representing a discount of 10 per cent from the regular rate of $5.00. OR, you pay one dollar now and one dollar per month until a total of five dollars has been paid. In either case, the course is sent you promptly and your two-year subscription to PSYCHOLOGY is started at once.

Use This Convenient Form.

PSYCHOLOGY MAGAZINE, 11-38
381 Fourth Avenue, New York, N. Y.

You may enter my two-year subscription to PSYCHOLOGY and send me the FOURTEEN LESSON COURSE, postage prepaid. I enclose herewith one dollar and will send one dollar per month for the next four months. ☐ OR, I enclose check (or M. O.) for $4.50 after deducting my cash discount of 10 per cent. ☐

Name _____

Address _____

Canada—same price. Foreign—add $2.00 extra postage.

Partial Contents of This Wonder Course

The Six Laws of Health
Scientific Breathing for Health
The Conscious Mind
Academic Psychology
Perception—Memory
Imagination—Will
Reason
Subconscious Mind
Law of Compensation
Cell Consciousness
Law of Attraction
Thought Transference
The Master Formula
The Mental Bath
Suggestive Healing
Complexes
Sublimation
Principles of Salesmanship
Utilization of God Power

Digitized by Google

In the Psychologist's Office

A Discussion of Actual Cases



by LOUIS STEEL GOODMAN

LYNDOL and his mother sit before me in my office. Lyndol wants a divorce. He has always gotten everything he wanted. The boy is not quite twenty-one and has been married three months.

The mother, as distressed as her son, relates that Lyndol is an only child and has just finished college. He has his own car and a job. His father is a successful man. During week-ends when he is at home, the subject of Lyndol's training has precipitated many quarrels. As a practical man he has desired his son to be self-reliant. Bitterly he has criticised the over-indulgent mother.

Two years ago Lyndol met Marguerite, courted her in secret and their marriage was a run-away affair. She wanted to announce the marriage and face the world together. Lyndol opposed this, so each returned to the parental hearth.

When Lyndol could hide his secret no longer he admitted the facts to his mother. Soon he announced that he now desired a divorce. His mother, who always shielded him from the storms of life, became emotionally panic-stricken at her son's distress.

I pitied these two. That most ancient of complexes—the Oedipus—was inexorably taking its deadly toll of this fine woman and her son. This is the complex that denotes the abnormal emotional attachment between mother and son to the neglect of everyone else.

The term—Oedipus Complex—derived its name from Greek Mythology though its existence in the subconscious mind of man dates back some five hundred thousand years. The Poet Homer tells of a boy-child, Oedipus, born to Queen Jocaster and King Laius of Thebes. At his birth the oracle prophesied the child would slay his father. Alarmed, King Laius ordered the infant exposed to the eagles on Mt. Cithaeron. The boy was rescued. Grown to manhood, on one of his journeys he met King Laius. A quarrel ensued and unknowingly he killed his own father. Reaching Thebes, Oedipus found the city plagued by the Sphinx and her riddle. He solved the riddle and the Sphynx killed herself.

Oedipus was now the man of the hour in Thebes. As a reward, he was offered the hand of Jocaster in marriage. Two sons and two daughters were born of the union. When at last, Oedipus learned he had married his own mother, he secluded himself in a dark room of the palace and remained there the remainder of his days. . . .

* * * *

As tactfully as possible I told Lyndol's mother that she is what we term the well-known Oedipus mother. "Unconsciously dissatisfied with your husband," I explained, "you have cultivated your son, instead. You have tried to live his life according to your own emotional reactions. You have neglected yourself and your own personal interests for his. Unconsciously you have widened the breech between your husband and yourself.

"This was all very well while Lyndol was a child," I went on. "But now that he is grown, Nature has laid her hand firmly upon him. You refuse to surrender him. Desiring to follow Nature's plan he is held back by his unconscious attachment to you. Torn between duty and love, the boy is suffering great emotional conflict."

"Lyndol, your road will be much more difficult from now on," I warned the boy. "You now stand at the fork of a road. Taking a wrong direction, you will find it leads on to a form of insanity. To continue in your present conflict every step will become more deplorable. You must face reality."

Lyndol decided to come to my office regularly where we could discuss the basis for this abnormal situation. Gradually he realized that his attachment for his mother and hers for him had developed primarily because he was an only child. During his childhood, his duty and love were properly for his mother. Now that he was a man, physically and mentally, he must show emotional maturity. It was right that he should still love his mother, of course, but he must abandon his childish fears

(*Continued on page* 45)



Learn THIS PROFITABLE PROFESSION IN 90 DAYS AT HOME

Salaries of *Men* and *Women* in the fascinating profession of Swedish Massage vary from about $40.00 up to $75.00 per week with room and board often included *Free*, but more often those who qualify, after a few short months of study, choose to establish their own offices with correspondingly greater possibilities of large *incomes*.

Tremendous opportunities lie before you in this uncrowded field which is now open to you without having to leave your present work until you qualify as an expert and can command an expert's pay.

This interesting big pay profession was heretofore open to a select few but its closely guarded secrets are now available to you through our home study instruction. All lessons have been prepared in our great resident school here in Chicago, by the same teachers and the same material is used and *a diploma is awarded on completion of the course.*

The Cost is unbelievably low—the terms so easy anyone can meet them.

LARGE INCOMES FROM DOCTORS, hospitals, sanitariums, clubs and private patients are bound to come to those of our graduates who profit by the thousands of opportunities available to make money. Mr. Charles Romer, Wisconsin, writes, "At times I have had to turn away people: I have been so busy the depression never touched me." Miss Childs, Baltimore, Maryland, says, "I already have over 40 patients. I hope many others take your course and profit financially and socially as I have." Hundreds and hundreds of graduates have written similar letters. Get into Swedish Massage through our "Right in Your Own Home" Plan.



EXPERTS IN REDUCING

The field of "Taking off fat" offers untold possibilities. Hollywood stars have found Swedish Massage the most effective method and the whole world is ready to follow their example.

Women *must* have stylish figures, men *must* keep in trim and rich patients by the thousands are willing to *pay big* for results.

Our course includes special lessons in this work.

Here is a profession, now open to you, which makes you a public benefactor; for the skill we teach you is of great aid in many human ailments as well as in building beauty—it offers you position, both professional and social, it offers you independence, freedom from worry and the respect and admiration of your neighbors and friends.

Anatomy Charts and Booklet of Photographs FREE



Write Now for our amazing offer of Anatomy Charts. Medical Dictionary, Patented Reducing Roller and Hydro-Therapy supplies are all included in our course without one cent of extra cost. Send the coupon now—there is no cost or obligation.

The College of Swedish Massage
1601 Warren Blvd., Dept. 734, CHICAGO

THE COLLEGE OF SWEDISH MASSAGE,
Dept. 734, 1601 Warren Blvd., Chicago.

You may send me Free and Postpaid Anatomy Charts, illustrated Catalog and complete details of your offer, including booklet of photographs and letters from graduates.

Name .....

Address .....

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

Please use coupon or mention PSYCHOLOGY MAGAZINE when you write advertisers.

Digitized by Google

Why Do So Many *Presidents* Enroll with the ALEXANDER HAMILTON INSTITUTE?



MORE than 50,000 presidents and owners of American business concerns have enrolled with the Institute for executive training.

Why?

Because they know that organized knowledge of business is an essential qualification to every responsible executive.

Because they know that modern business is too big to learn by personal experience alone.

Because they know that the Institute has gathered the experience of the most successful business men of America and the proved principles and methods of thousands of companies; formulated and organized this knowledge for their use.

Because they know that modern business has set new standards of executive competence and that the Institute training prepares them to meet these standards.

To Executives and Coming Executives The Institute Offers ORGANIZED KNOWLEDGE of BUSINESS

The Institute training is not for Presidents alone—but it *is* planned only for executives and *those who are determined to become executives.* The Institute offers the knowledge and training without which no man is qualified for executive responsibility.

For more than a quarter-century the Institute has been preparing men for business management, giving them the thorough, organized knowledge of production, marketing, finance, and accounting essential to competent administration. Many of those enrolled have been ranking executives who recognized their need for better equipment; many others have been far-sighted men, twenty-five years of age and upward, preparing in advance for the opportunities they know will come.

If you belong in either of these two groups the Institute offers you the ideas, experience, methods, and judgment of the most successful business men of America, formulated and organized to give you a confident mastery of tested, modern business principles and practice.

If you are determined to command a higher place in American business life, to qualify fully for executive responsibility, to win for yourself financial independence, then you will want to read "Forging Ahead in Business" with its important message to men who want to go far in business. A new edition of this famous book is ready and we will gladly send you a copy free. Just mail the coupon.

Among the many American business leaders who have helped to build the Institute's Course and Service are:

C. M. Chester, *Chairman, General Foods Corp;* Thomas J. Watson, *President, International Business Machines Corp.;* Alfred P. Sloan, Jr., *Chairman, General Motors Corp.;* Benjamin Rush, *President, Insurance Company of North America;* Frederick W. Pickard, *Vice-President, E. I. duPont de Nemours & Company, Inc.;* Fowler Manning, *President, Air-Conditioning Division American Radiator Corporation;* Robert H. Montgomery, *Lybrand, Ross Brothers & Montgomery;* John G. Lonsdale, *President, Mercantile-Commerce Bank & Trust Co.;* Clifton Slusser, *Vice-President, Goodyear Tire & Rubber Co.;* Samuel W. Reyburn, *Chairman, Board of Directors, Associated Dry Goods Corporation; and many more.*

ALEXANDER HAMILTON INSTITUTE, 159 ASTOR PLACE, NEW YORK



To the
ALEXANDER HAMILTON INSTITUTE,
159 Astor Place, New York, N. Y.

Please mail me, without cost or obligation, a copy of "Forging Ahead in Business."

Name.....

Business Address.....

.....

Position.....

Digitized by Google

What Can We Do For You?

by C. FRANKLIN LEAVITT, M.D.

QUESTION:—B.S.A. writes—

I am a young woman not yet twenty-three years old who has worked as a stenographer in an office for the past four years, and just yesterday I was called "an abnormal person". I was termed such a person because I go very little with the opposite sex, and in my conversation with men they seem practically the same to me as though I were talking to a woman.

With me, men are all right as fill-ins, partners on parties, etc., but I have absolutely no more than a friendly feeling when I am in their company and certainly abhor petting. Am I an abnormal person?

ANSWER:

I would say that your viewpoint is abnormal, for everything in nature indicates that life has been divided off into pairs and that it is intended they mingle and love each other.

It is quite possible that something you have seen in your family life, suggestions that have been given you by your mother in the form of warnings, or something you have read or heard, has caused you to develop this unnatural attitude. There may be some fear at the bottom of it.

I certainly would mingle with the opposite sex freely and through a process of reasoning prove to yourself that your present viewpoint is wrong and that you intend to change it.

QUESTION:—G.J.N. writes—

I am a young man trying to make something out of himself but find it just about impossible to carry on with the art course I am taking through correspondence. Yet, it is the only way I can possibly study art at this time, for I cannot afford personal, private instruction.

One day I find myself feeling quite good and ambitious, the next day down in the dumps. The life I am living now is surely nothing to brag about and I do wish that it was different. I do not go out socially, for I can't seem to awaken enough interest. I think that the cause of all my trouble is "nerves". What do you think?

ANSWER:

I think you are naturally ambitious, but I don't believe you have made your art or any other goal sufficiently alluring to be willing to fight for it. You probably do a lot of day dreaming and are weak when it comes to action.

Things are never accomplished except through earnest, honest, purposeful, persevering effort. Not until you are willing to pay the price in effort will you find things really and truly coming your way. You have drifted into a "rut" and will have to get out of it through the use of will power.

Show more courage and determination in reaching a definite goal, and don't let some stray thought sidetrack you. You are paying too much attention to feelings, and not permitting your reason to be the power back of your efforts.

QUESTION:—L.N.N. writes—

I am a young business woman twenty-two years of age. I had my first position for nearly three years but during all this time did not feel that I was succeeding and I never attained any degree of popularity. I decided of my own free will to make a change and see if in the new position I could not assume a different attitude and make good. I did do well for a period and was offered a promotion, but a little later slipped back into my old ways of thinking. I tried hard to fight this but failed and negative thoughts got the best of me. If I have to continue to think and live the way I now am I would rather die. Have you some plan that will help me see life from a different angle?

ANSWER:

I am of the opinion you are suffering from the effects of faulty childhood training. You formed certain negative, and depressing, habits of thought that you were not able to rise above. You recognized the fact that your thoughts were not normal, and made up your mind to try to correct them. That was the first step toward accomplishment. But it is quite evident that you

(*Continued on page* 43)

IT'S A FINE THING TO KNOW—

that we carry around with us, in our own bodies, the one and only agency that ever actually cures disease. Doctors call it "Nature;" psychologists *the subconscious mind.* As any physician will freely admit, all the very best doctor or treatment can do is to aid it or remove obstructions to its normal activities. Without a doubt, in very many cases people would die or could not get well without the doctor's aid; but even the potentially most useful aid or treatment can be of service only to the extent that this undoubtedly intelligent inner governing and healing force either arouses itself or is aroused by something outside of itself to take advantage of the aids offered and do the actual curing. Constantly it is proving its remedial knowledge, power and intelligence by healing our external cuts and bruises spontaneously, by at times overcoming acute disease when no doctor is available to aid it, and by its fairly frequent spontaneous cures of even organic disease, as disclosed from time to time in autopsies on the bodies of people who, not knowing they had the diseases concerned, had taken no treatment for them.

Not by any means always, however, does this inner power thus spontaneously arouse itself either to heal without aid or to take advantage of the treatment aids offered and perform the needed healing. And unless it actually is aroused to do it the healing never comes!

By properly applied conscious mental effort YOU CAN AROUSE THIS INNER HEALING POWER, *virtually at will,* for yourself or (telepathically) for others—often with seemingly miraculous healing results, in many cases without any outside aid or treatment. Any of the following writings, whose author first overcame his own distressing ailments and has led many thousands to health during the thirty years since, will show you how to really do it:

The Healing Power Within Us, $1.00; Practical Mental Healing, 60¢; The Healing Powers of Mind and Nature, 80¢; Psychotherapy as the Future Basis of Medicine, 50¢; How to Help the Doctor Get You Well, 50¢; How I Overcame My Chronic Constipation, 50¢; Preventing and Overcoming Colds by Mental Therapeutics, 50¢; Healing by Faith or by Prayer, $1.00. Leaflet, **A Question for Bible Students** (concerning Biblical faith-healing) included free with $1.00 order; or ALL PIECES NAMED FOR $5.00. MONEY BACK IF YOU WANT IT.

As the following sample letters will indicate, sending for one or more of these writings may prove the most important act of your whole life. (As will be noted, some are reprints of magazine articles by the author): A man writes: "The best thing on the subject I have had the good fortune to read, and I have read and studied everything I could get my hands on for the past ten years." A woman: "I believe you have found the truth. I applied it and got results. It appeals so wonderfully, for there is no church nor practitioner involved with it." A physician and surgeon: "To say the least, I am delighted!" Another physician: "The most remarkable article on mental healing that I have ever had the pleasure of reading . . . been seeking for this inner healing force for more than ten years . . . gotten a clearer understanding than from all else I have read." A drugless doctor: "Have read many books on the mental side of life; but none has brought home the truth as did your article." A chiropractor and electro-therapist: "You are fifty years ahead of the average citizen. I only wish we had more of your type and vision . . . read your previous article to dozens of people here." A healer, twenty-nine years in practice: "Am now having still better success . . . cannot keep up with all who want treatment." One of America's wealthiest and most popular authors, some of whose books have been screened: First letter—"It takes all too much will power to keep myself going . . . *I don't enjoy my work* and am getting mighty little fun out of living . . . if it is too late for your methods to help me I want to know it at once." Later: "I am feeling very well . . . more than satisfied with results . . . eager for work . . . full of vim . . . I am sleeping like a baby and *am eager for my work!*" From a member of a State Board of Pharmacy and Professor of Pharmacy in State College of one of our largest states: "After paying $500 to 'regulars' and others (thirteen different physicians) I want to state that the $____ paid you has been the best investment I ever made."

Address: Desk F,

THE SCHOOL OF PRACTICAL MENTAL HEALING

321 Fuller Building, Philadelphia, Pa.

Digitized by Google

To People who want to write *but can't get started*

Do you have the constant urge to write but the fear that a beginner hasn't a chance? Then read what Fulton Oursler, editor of *Liberty*, has to say on the subject:

MORE ROOM FOR NEW WRITERS THAN EVER BEFORE

"There is more room for newcomers in the writing field today—and especially in Liberty Magazine—than ever before. Some of the greatest of writing men and women have passed from the scene in recent years. Who will take their places? Who will be the new Robert W. Chambers, Edgar Wallace, Rudyard Kipling, and many others whose work we have published? It is also true that more people are trying to write than ever before, but talent is still rare and the writer still must learn his craft, as few of the newcomers nowadays seem willing to do. Fame, riches and the happiness of achievement await the new men and women of power."



"I am able to live on the money I earn by writing, and it is not yet ten months since I began the course! Until a few months after beginning study with you I had never had a line published. What more can I say for a course which has enabled me to earn a livelihood by the most congenial work I have ever done?"—John N. Ottum, Jr., Box 95, Lisbon, N. D.

THE Newspaper Institute of America offers a free Writing Aptitude Test. Its object is to discover new recruits for the army of men and women who add to their income by fiction and article writing.

The Writing Aptitude Test is a simple but expert analysis of your latent ability, your powers of imagination, logic, etc. All applicants do not pass this test. Those who do are qualified to take the famous N. I. A. course based on the *practical* training given by big metropolitan dailies.

This is the New York Copy-Desk Method which teaches you to write by writing! You develop your *individual* manner instead of trying to copy the style of others.

You "cover" actual assignments such as metropolitan reporters get. Although you work at home, you are constantly guided by experienced newspaper men.

It is really fascinating work. Each week you see new progress. In a matter of months you can acquire the coveted "professional" touch. Then you're ready for market with greatly improved chances of making sales.

Mail the Coupon Now

But the first step is to take the Writing Aptitude Test. It requires but a few minutes and costs nothing. So mail the coupon now. Make the first move toward the most enjoyable and profitable occupation—writing for publication! Newspaper Institute of America, One Park Avenue, New York.

Free

Newspaper Institute of America
One Park Avenue, New York

Send me, without cost or obligation, your Writing Aptitude Test and further information about writing for profits as promised in Psychology, November.

Miss }
Mrs. } ----------
Mr. }

Address ----------

(All correspondence confidential. No salesmen will call on you.) 27K66A8

"OUR CORNER"

Amateur poets are invited to contribute. The two best poems published on this page each month will receive prizes. The prizes will be new psychological books of lasting value. Unused material cannot be returned.—THE EDITOR.

First Prize Winner

FEAR

The thing that worried me yesterday
Is only a trifle today;
The fear and doubt that vexed me sore
Has vanished forever away.

The mountain that seemed so hard to climb
I'm scaling its ledges high;
I've left the fear and doubt behind,
And I see no danger nigh.

The trouble we sometimes look for
Is often delusion and fear;
So I've resolved not to worry
Over troubles that do not appear.

Edith White Glass,
Durham, North Carolina.

* * *

Second Prize Winner

JUST WORDS

'Twas only a word but 'twas packed
full of mischief,
'Twas only a word but 'twas weighted with woe;
It shadowed the day for the one who
had heard it,
It made her feel useless and weary
and slow;
It took all the joy from the song she'd
been singing,
It blinded her eyes to the glow of the
sun,
It crept in her heart and it stayed there
and rankled
And drove out all happiness, laughter
and fun.

Till along came another, a wee, tiny
word,
But sparkling with kindness as words
always should,
And it lifted the shadows and brought
back the sunshine
And set the birds singing within the
green woods;
It battled the rankler and came out the
victor,
It chased all the demons of anger
away
And smiles followed after like sweet
benedictions
To linger caressing throughout the
the whole day.

Marie Goodman,
Juneau, Alaska.

LOOK PLEASANT

We cannot, of course all be handsome,
And it's hard for us all to be good;
We are sure now and then to be lonely,
And we don't always do as we should.

To be patient is not always easy,
To be cheerful is much harder still;
But at least we can always be pleasant,
If we make up our minds that we will.

So try to brace up and look pleasant,
No matter how low you are down;
Good humor is always contagious,
But you banish your friends if you
frown.

Ray J. Roth,
Shickley, Nebraska.

* * *

YOU'LL NEVER KNOW

You'll never know how much it means,
Or just how nice it really seems,
To have you say, "I thought of you."
Or have you do some little deed
Without a thought or heed of others,
Just in memory of me.
Or have you buy a budding rose
Or sing a song, or just repose
And look at me.
I never add the big amounts,
With me, it's thoughtfulness that counts.

Dorothy Fisher,
St. Paul, Minnesota.

* * *

HAPPY THOUGHTS

Unlock the port of memory
And let escape all misery
Then throw away the chain of thought
That holds the key to past distraught.

Clear the channels of all debris
And harbor none except the gay,
Stay on the course of happy thought
Then pirate ones will enter naught.

Peggy McKeon,
Waikiki, Honolulu.

* * *

YESTERDAY

Mother, where is yesterday
And all the other days that were yesterday?
With eager upturned look
Questioned my child at play.

I wonder too, and if I only knew
I would rush to hold back tomorrow
While I made today more true.

Yesterday was once today
Perhaps wasted in careless ways,
With no thought to endow riches to
the unborn tomorrow
As the passing of all todays.

Marie Harris Bissett,
New York, N. Y.

Digitized by Google

Uninhibited Charlie McCarthy!

(*Continued from page* 20)

doesn't understand or agree with what Charlie maps out—well, we know exactly what he thinks of the old Fraidie-Cats! He knows, and we know with him for the time being, that no matter what anybody says, everything is absolutely okay. He is perennially pleased with his own intentions and activities, and that's that!

Charlie doesn't waste time speculating on what might have been, or upon self-condemnation or disturbing regrets. He knows it's a tremendously big and interesting world that we're in and he knows he can scratch up plans no end, and intriguing situations by the thousands. And because, in our heart of hearts, we know Charlie's optimism is founded upon undying facts, we travel along with him—and want to, indefinitely.

What Can We Do For You?

(*Continued from page* 41)

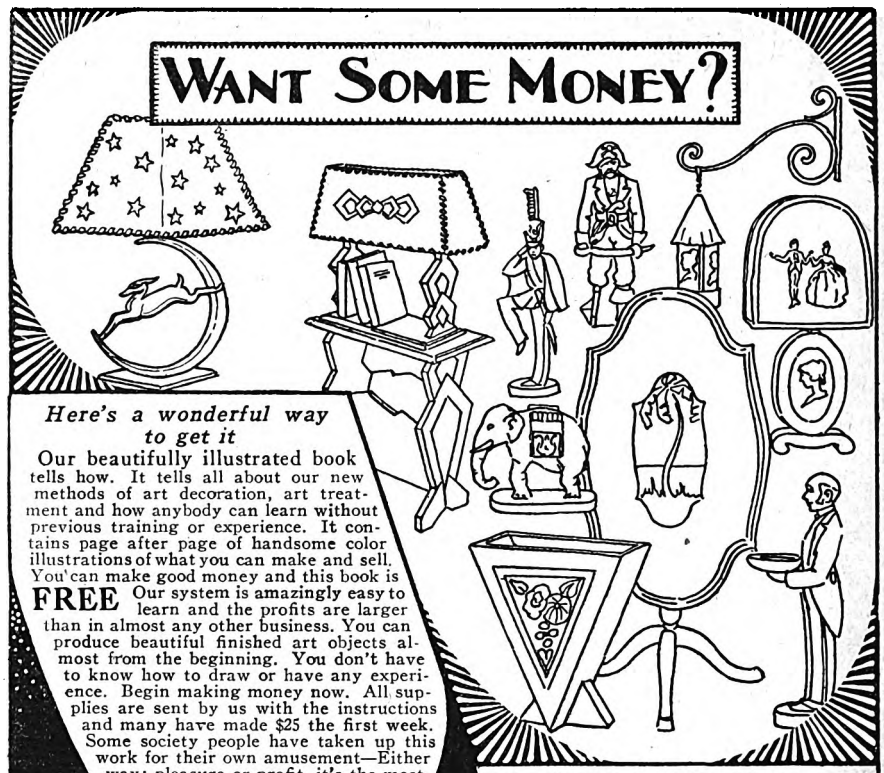
did not understand just how to go about this or, with the first symptoms of your again falling into the old stage, you became discouraged too quickly.

There is a right and a wrong way to attack the mental foes and unless you went about it with a fair degree of understanding, reasoning it out well and forming very real plans for your campaign, you would fail. You evidently put up a good battle and momentarily won, but it was grit and conscious fighting, in place of reasoning and an intellectual process, so you merely "whitewashed" the trouble and failed to get at the roots. You can win in your fight I assure you, and I am sufficiently interested in your battle to wish to help you if you will send me a letter giving your address. It is very likely that in your case there is some inhibition that you have not recognized that, when released, will make life seem very different.

"Here and There"

(*Continued from page* 8)

contention that hospital staffs should include regular psychiatrists. A mental treatment for the millions who are morbid, unhappy, fearful, unable to make decisons and haunted by feelings of insecurity was proposed.



Here's a wonderful way to get it

Our beautifully illustrated book tells how. It tells all about our new methods of art decoration, art treatment and how anybody can learn without previous training or experience. It contains page after page of handsome color illustrations of what you can make and sell. You can make good money and this book is **FREE** Our system is amazingly easy to learn and the profits are larger than in almost any other business. You can produce beautiful finished art objects almost from the beginning. You don't have to know how to draw or have any experience. Begin making money now. All supplies are sent by us with the instructions and many have made $25 the first week. Some society people have taken up this work for their own amusement—Either way; pleasure or profit, it's the most delightful home work you can imagine. Write Now for your copy of this valuable book: it's FREE.

Fireside Industries
Dept. 114-S,
Adrian,
Mich.

FIRESIDE INDUSTRIES,
Dept. 114-S, Adrain, Mich.

Gentlemen: Send me free book and complete plan for making money.

Name .....

Address .....

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

CHIROTHERAPY

The Science of Eternal Youth, Glorious Health and Efficiency. The Highest Technique of Massage and Body Beautifying.

Dignified—Easily Learned—Unlimited Income—Social Advantages.

This course will thrill you, awaken mighty forces within you, open your eyes to new opportunities. Complete in Six Months. Easy Terms; Diplomas Awarded.

Address: AQUARIAN SCHOOL OF HIGHER THOUGHT, INC.
P. O. Box 374, St. Louis, Missouri

Chartered and Approved by the State Laws of Missouri.



Made to order by FIT-RITE improved method BY MAIL, all over world. Finest Quality. MONEY-BACK GUARANTEE YOU WILL BE SATISFIED. We take your word. Catalog and impression material FREE. Write NOW!

UNITED STATES DENTAL COMPANY
Dept. 11A37, 1555 Milwaukee Avenue Chicago, Ill.

MIND "MAGIC"

In exactly 8 live, lucid chapters, the author clarifies all that is meant by MIND *Magic*—a title which he says "is designed to convey the idea that what happens in the human mind is so wonderful only the word *magic* describes it,"—and leaves with the reader a rich fund of definite and unusually usable knowledge. Readers of PSYCHOLOGY will recognize this work at once for what it is—a generous slice out of a life-time of experiment and research. Many actual experiments are described, making it invaluable to the student seeking more knowledge in this field. On the other hand, to all those suffering from emotional instability or any mental or physical ailment, it is an open door to the amelioration of misery.

"Each chapter is a distinct contribution to psychological thought and knowledge."—*H. K. Miller.*

Two Dollars

Order your copy today direct from

LEX PUBLICATIONS, Inc.
381 Fourth Avenue, New York, N. Y.

• LONESOME •

BACHELORS — BACHELORETTES — WIDOWS — WIDOWERS!

Seeking Romance? Companionship? A Happier, Fuller, and Richer Emotional Life? We've worthwhile members—ALL AGES—every section of the land! Hundreds enroll monthly. Practically all nationalities and creeds of the white race. Ladies and gentlemen who have been awakened by overwhelming loneliness. (Wholesome people, cultured people, kind people, but LONELY. Yes, LONESOME!) "LONESOMENESS is deep, dark, far from sight, down where the roots of being grow." If YOU are ALONE, and LONESOME, INTRODUCTIONS quickly arranged VIA:

ELITE SOCIAL CORRESPONDENCE REGISTER

Discriminating Ultra-Dignified Purely Confidential —— Nation-Wide Coast-to-Coast Investigate Positive "Proof" — Mailed Free, Plainly Sealed, with Complete Details
Write: "ELITE", P. O. Box 7 5-U, Main Office, LOS ANGELES, CALIFORNIA

Please use coupon or mention PSYCHOLOGY MAGAZINE when you write advertisers.

Digitized by Google

These Books Are Paving Stones

On the Road to Successful Living

Order by Number — Price

1. Fourteen Lesson Course in Practical Psychology — $2.00

by Henry K. Miller

A complete course teaching how to apply the principles of psychology to the problems met in every day life It comprises seven handy volumes, in the back of each of which there is to be found a self-questioner.

2. Wake Up and Live! — $1.75

A FORMULA FOR SUCCESS

by Dorothea Brande

Thrilling and inspiring—not full of pollyanna platitudes—it contains a real message for real people—for all those who want to get more out of life than they are getting. A best-seller highly endorsed by Dr. Arthur Frank Payne and Dr. Joseph Jastrow.

3. Uncommon Sense — $1.50

THE LAW OF LIFE IN ACTION

by Garland Anderson

Warmly commended by the Voice of Experience, you can prove the validity and worth of these basic principles in your own life.

4. Hypnotism—Its History, Theory and Practice — $3.50

by J. Milne Bramwell

Readable and interesting accounts of medical and surgical cases selected from the author's own practice of more than twenty years.

5. Life Triumphant — $1.25

by Henry Knight Miller

A treasure for your library—23 beautiful essays in one volume. These powerful essays point the way to complete happiness.

6. "How to Develop Your Will Power" — $1.00

Clare Tree Major

A complete course in the development of WILL POWER, presenting the subject in a most interesting and practical way.

7. Scientific Salesmanship — $3.00

Dr. Charles Bennett, A.M., Ph.D.

Every phase of selling explained fully for practical use. Adopted as text-book by Ohio State University Contains 702 pages; produced to sell for $5.00. Be a step ahead of the crowd and get your copy today.

8. An American Doctor's Odyssey — $3.50

Victor Heisel

Critics have called it the "most entertaining chronicle in a decade." Another non-fiction top-notcher that you will be delighted to add to your permanent library!

9. Public Speaking Simplified — $1.00

by C. W. Chamberlain, Ph.D.

Effective public speaking often helps win life's best prizes—honor, fame, achievement, progress. You will be eternally grateful for this book.

10. Calm Your Nerves: The Prevention and Cure of Nervous Breakdown — $2.50

Wolfe

...pathy for the nervous ...e man or woman who ... normal

Order by Number — Price

11. Psychology of Dealing With People — $2.50

Mendel White (Univ. of Minn.)

Successful living necessitates the ability to deal with people. This book offers you practical and authoritative help that you can put to immediate use.

12. How To Win Friends and Influence People — $1.96

by Dale Carnegie

Try Dale Carnegie's simple method of dealing with people. See for yourself, in your daily social or business life, how easily whatever you do, say, or write can win the friendship and the hearty cooperation of others—instead of arousing resentment, friction, and either a negative response or no action at all.

13. Mark Your Words—A Manual for Vocabulary Building — $1.75

by E. L. Yordan

The author proves that success in many fields depends largely on word command. In 11 chapters that read like fiction his new method enables you quickly to gain a thorough knowledge of words. Dr. F. H. Vizetelly, famous lexicographer, and Prof. E. L. Thorndike of Columbia, eminent educator, endorse this book.

14. How to Succeed in Life — $2.00

by Greenville Kleiser

The author tells how to achieve the things we wish in life by proper planning. He believes that success is due as much to intelligent preparation as to skilled workmanship. He covers such phases as planning, eating, sleeping, thinking, working and serving; climaxing with an excellent chapter on "living well."

15. Self Healing Thru Auto-suggestion — $1.25

by Dr. Chas. F. Winbigler

A valuable book by a reliable physician, teaching how to rid yourself of sickness, fear and worry, no matter what the cause. Banish forever insomnia, constipation, headache, nervousness, anger, self-consciousness.

16. The Return to Religion — $1.75

by Henry C. Link, Ph.D. (Yale Univ.)

The author, an outstanding psychologist, has studied religion, science, education and social life in relation to modern problems of adjustment. His book is a product of profound practical acquaintance with human nature.

17. "How to Get What You Want" — 75c

Orison Swett Marden (formerly $2.00)

—That is what mankind has been trying to learn ever since the creation. There is always a best way to get what you want. Dr. Marden reveals this by apt story and illustration.

23. "Subconscious Power—Secret of Achievement" — $2.00

Prof. Eugene V. Legaren

Six-volume course teaching how thru self-psychoanalysis to overcome all minor nervous troubles, as well as more serious nervous afflictions

Note: Foreign customers: Please add 15c to price of each book to cover Registered Mail.

Order by Number — Price

18. The Glands of Life — $1.50

by Herman H. Rubin, M.D.

The story of the mysterious Ductless Glands. Their effects on our mental and physical health, appearance, personality, and behavior. Fascinating and instructive.

19. "Self Mastery Through Conscious Auto-suggestion" — Leather $1.00

Emile Coue

Proving that our actions spring not from our Will, but from our Imagination. Self Mastery Through Conscious Auto-suggestion. . . Thoughts and Precepts—Observations on What Auto-suggestion Can Do—Education As It Ought To Be—A Survey of the "Seances" at M. Emile Coue's Method—The Miracle Within—Notes on the Journey of M. Coue to Paris in October, 1919—Everything for Everyone! Formerly $2.95.

20. "Be a Prize Winner" — Now $1.00

Lon J. Haddock, A Call to Radiant and Zestful Living.

Man The Thinker—You and Your Consciousness—Beginning Mental Growth—Don't Alibi—How Men Are Made—How to Direct the Energy of the Subconscious—How We Got Our Mind—Man and His Habits—Thought Habits—Cultivate Your Thought Power—Tuning Up For Victory—What is Personality—A Chapter on Looks—What To Read and Why. Formerly $2.00.

21. "Live and Grow Young" — Now $1.00

Arthur Edward Stilwell

Do you Desire to Prolong Your Life? This book is the key to youth. It shows the way to health and happiness. It destroys the mesmeric belief that three score years and ten are the allotted span of life. "Live and Grow Young," will help you immeasureably. Formerly $2.00.

22. "National Success Course" — Now $2.50

A Guide to Business and Personal Efficiency (formerly $25.00).

How to Get The Best Results—First Steps in Business Efficiency—How To Do Business With Banks—The Principles of Business Achievement—How To Write Business Letters—How To Easily Develop Your Memory—How To Advertise Successfully—The Power of Right Thought—How to Become a Successful Salesman—How To Prepare Sales Talks—How and Where to Find Customers—Psychology of Advertising and Salesmanship—Managing Men for More Profit—The Money Value of System. Other vitally important chapters. A Course in 24 Sections all in one binder.

PSYCHOLOGY MAGAZINE,
381 Fourth Avenue, 11-38
New York, N. Y.

Please ship me at once the following books:

No. .....

Name .....

Address .....

Attach your check or money order.

10% On all orders totalling $5.00 or more, you may deduct ten per cent.

PSYCHOLOGY MAGAZINE
381 Fourth Ave., New York, N. Y.

Please use coupon or mention PSYCHOLOGY MAGAZINE when you write advertisers.

Digitized by Google

Old Dogs and New Tricks

(*Continued from page* 33)

to their conclusion only by a psychologist of insight and experience.

Besides devising tests by means of which the capacities of both children and adults may be judged (indeed such testing is secondary), the educational psychologists has been and is occupying himself with devising better methods of teaching, better curricula.

Twenty-five years ago the idea was generally accepted that the faculties of the mind—such as memory, imagination, will, and so on—had some sort of organic basis, and could be developed by exercising like muscles. School books were filled with mental dumbbells—matter of no earthly practical use—simply to "develop the mind".

Present-day educators are trying more and more to incorporate into school work that material which can be actually used by the boys and girls in their everyday lives. . . .

Experiments and observations at the Child Development Clinic of Yale University have not borne out the "extreme" views of behaviorism, which insist that any child can be taught anything—that all depends upon environment and training.

It has been found that some things can be learned by infants entirely without training. The case of "identical twins", one of whom was helped in learning how to climb stairs, while the other was given no instruction whatever. It was also discovered that the untaught child—being the exact physical and mental duplicate of her sister—learned to climb stairs just as well. Other children, even though given exactly the same training, develop differently, physically and mentally.

There is a certain great hopefulness in that innate quality in children which says that each shall be different. It is the guarantee that men shall never become machines!

In the Psychologist's Office

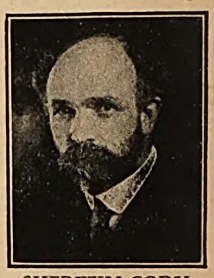
(*Continued from page* 39)

at leaving her. All of this he saw in time, and he was very emphatic in that he loved Marguerite.

Slowly, very slowly, but surely, his mother was eliminated from his emotional life. The strain on him lessened, of course. After a time, he was anxious to publicly announce his and Marguerite's marriage and very happily did so, with the satisfied feeling that they were facing reality, and the world, together.

Which of these Mistakes in English Do You Make?

HOW often do you hear others say "I didn't see him since . . .," "these kind," "she don't care," "nowheres." Persons who make these mistakes are never *sure of themselves.* They seldom know, for example, whether or not to spell "judgment" with an "e" after the "g" or "recommend" with one or two "c's" or "m's." They often hesitate to use simple words like "finance" and "penalize" for fear of pronouncing them wrong. They are inclined to overwork commonplace words such as "wonderful," "clever," "adorable," and "marvelous" until their speech and writing become dull and lifeless. How grossly their careless mistakes and hackneyed language *misrepresent them!*



SHERWIN CODY

What Does Your English Tell About You?

Yet are you *sure* that your mistakes in English do not offend others as much as these offend *you?* Unfortunately, if you make mistakes you are unconscious of them. Others do notice them, however, and misjudge you accordingly. Even if you are not guilty of the slips mentioned above, is it not possible that you make other equally *unpardonable* blunders without realizing it?

Every time you talk or write your English either *handicaps* or *helps* you. It has more to do with your progress in life than you yourself may fully realize. To be on the safe side *always,* find out now about the discoveries made by Sherwin Cody, the famous authority on English. After many experiments, he finally invented and patented a simple method through which over 100,000 persons have already benefited. You are invited to learn, in detail, what it can do *for you.*

FREE—Book on English

If you want to learn exactly how to get rid of embarrassing mistakes in grammar, pronunciation, spelling, punctuation—how to present your ideas clearly, forcefully, persuasively—how to gain the self-confidence that easy familiarity with good English always brings—send TODAY for our free book, "How You Can Master Good English in 15 Minutes a Day." Simply send the coupon, a letter or a postal card. SHERWIN CODY SCHOOL OF ENGLISH, 3411 Searle Bldg., Rochester, N. Y.

SHERWIN CODY SCHOOL OF ENGLISH
3411 Searle Building, Rochester, N. Y.
Please send me without obligation on my part your new free book "How You Can Master Good English in 15 Minutes a Day."

Name _____

Address _____

_____

☐ If 18 years or under check here for Booklet A.

BECOME A DOCTOR OF

BIO-PSYCHOLOGY

Lecturer Counsellor Metaphysician

Profession. Health. Science. Personality growth. Degrees. Home study. State chartered institutions. Scientific preparation through the understanding of Bio-Psychology, Bio-Psycho-Dynamic Educations, Bio-Psycho-Dynamic Sciences, Bio-Psycho-Dynamic Religions, Bio-Psycho-Dynamic Philosophies. Write, stating interest Dept. C. TAYLOR SCHOOL OF BIO-PSYCHOLOGY or TAYLOR UNIVERSITY OF BIO-PSYCHO-DYNAMIC SCIENCES, Chattanooga, Tennessee, U. S. A.

THE GLANDS OF LIFE

By HERMAN H. RUBIN, M. D.

The story of the mysterious Endocrine Glands—Their effects on our mental and physical health, personality and behavior. One of the most fascinating and instructive books written on this vital subject. Packed with authoritative information, yet as readable as a novel. Sixteen illuminating chapters. Definitions of Technical Words. Schematic Chart of the Endocrine Glands. Index. $1.50 a copy. OR, with a year's subscription to PSYCHOLOGY only $3.25!

Order your copy today from

LEX PUBLICATIONS, Inc.,
381 FOURTH AVE., NEW YORK, N. Y.

Says Everybody is HYPNOTIZED



A strange method of mind and body control, that leads to immense powers never before experienced, is announced by Edwin J. Dingle, well-known explorer and geographer. It is said to bring about almost unbelievable improvement in power of mind. Many report relief of long standing illness. Others acquire superb bodily strength and vitality, secure better positions, turn failure into success. Often with surprising speed, talents, ability and a more magnetic personality are developed.

The method was found in remote and mysterious Tibet, formerly a forbidden country, rarely visited by outsiders, and often called the land of miracles in the astounding books written about it. Here, behind the highest mountains in the world, Mr. Dingle learned the extraordinary system he is now disclosing to the Western world.

He maintains that all of us are giants in strength and mind-power, capable of surprising feats, from the delay of old age to the prolonging of youth, from conquest of sickness to the achievement of dazzling business and professional success. From childhood, however, we are hypnotized, our powers put to sleep by the suggestions of associates, by what we read, and by various experiences. To realize their really marvelous powers, men and women must escape from this hypnotism. The method found by Mr. Dingle in Tibet is said to be remarkably instrumental in freeing the mind of the hypnotizing ideas that paralyze the giant powers within us.

A nine-thousand word treatise, revealing the startling results of this system, is now being offered free to anyone who quickly sends his name and address. Write promptly to the address below, as only a limited number of the free treatises have been printed.

The Institute of Mentalphysics, Dept 466, 213 So. Hobart Blvd., Los Angeles Calif.

Please use coupon or mention PSYCHOLOGY MAGAZINE when you write advertisers.

Digitized by Google

Classified Advertisements

Advertisements in this section, 20 cents per word, each insertion; minimum 10 words; payable in advance. To be inserted under proper classification in January issue, copy should be in our office November 5. Psychology Magazine, 381 Fourth Ave., New York, N. Y.

Correspondence Courses

USED CORRESPONDENCE COURSES AND EDUCATIONAL BOOKS sold or rented. Inexpensive. Money-back guarantee. Write for Free Catalog listing 4,000 bargains. (Courses bought.) Lee Mountain, Pisgah, Alabama.

500,000 USED CORRESPONDENCE COURSES AND EDUCATIONAL Books. Sold. Rented. Exchanged. All subjects. Satisfaction guaranteed. Cash paid for used courses. Complete details and bargain catalog FREE. Send name. Nelson Company, 3386 Manhattan Building, Chicago.

Instruction

I TEACH WOMEN TO EARN MONEY. Five complete, personalized Lessons in Profit give every detail. My pupils succeed! Send two dollars for entire course. Flosse Goodrich, Hotel Hilton, El Paso, Texas.

BE A SECRET OPERATOR. EASY WORK—travel—big pay. Complete 1938 course formerly $12.50, while they last $2.25. Metropolitan Detective System, 4127 Westminster, St. Louis, Mo.

SPIRITUALISTS! OPERATE LEGALLY. GET CERTIFICATE FROM Crescent Temple Psychic Science, 172 West 135th Street, New York.

Personal

LONESOME? JOIN SELECT, MOST ACTIVE RELIABLE club, known for high-class members, absolutely confidential, individual service. Desirable, refined members everywhere. Established 1896. Elsa Thorpe, Box 18, Ridgewood, Brooklyn, N. Y.

STOP BEING LONELY. MEET SOMEONE NEAR you. National membership. Many wealthy. Select. Confidential. Satisfaction guaranteed or money refunded. Free, sealed information. **GET-TOGETHER CLUB**, 2194-Q Bathgate Avenue, Bronx, N. Y.

LONESOME? CONFIDENTIAL INTRODUCTION TO THE KIND of persons you are seeking. Free sealed particulars. Pacific Coast Correspondence Club, P. O. Box 241, Seattle, Wash.

LONESOME? WANT A SWEETHEART? MANY WEALTHY. (Confidential). Established 1924. Free particulars, photos, sealed. Reeder, Box 549, Palestine, Texas.

LOOK! SPARKLING NEW ISSUE OF ESTABLISHED, truthful, Matrimonial Magazine free if requested by letter. Dzwon's Correspondence Agency, Box 1702, St. Louis, Mo.

WE WANT 200 PEOPLE TO BE HAPPY in all senses of the word. Send 10 cents. Oriental Mystic Brotherhood, Post Box 87, Bombay, India.

DIVORCES: CONSENT, ONE DAY; OTHERS 30. Box 1736, El Paso, Texas.

Telepathy

UNCONDITIONAL OFFER OF THE ATLANTEAN TELEPATHIC Guild, 1435 Walnut Street, Harrisburg, Pa. Dept. Instruction. Twenty lessons, one each week for twenty weeks, with correspondence privileges. Membership Certificate and special KEY for harmonizing with Inner and Outer Circle for Health, Happiness, Harmony and Success. Get what you want the Telepathic Way. Enrollment fee $1.00, then 50¢ monthly for twenty weeks. Money-back guarantee if not satisfied after first month's lessons. Make of your mind a POWERHOUSE instead of a STOREHOUSE. Now!

Psychologists

ELBERTA WILSON—METAPHYSICIAN AND PSYCHOLOGIST TREATS drink-habit, disease and inharmony, successfully. Terms, $5.00 a month. Address, Rock River, Wyoming.

WHY ARE YOU UNHAPPY? WRITE TODAY, for an analysis of your personal problem. It will reveal the cause and show you the way to health and happiness. Enclose $2.00. Jos. F. Matukaitis, 377 South St., Bristol, Conn.

INDIVIDUAL PSYCHOLOGICAL ANALYSES. PRACTICAL ASSISTANCE IN solving problems confronting you. Write Psychology Studio, George L. Bauerfeind, Ps. D., 435 Barry Avenue, Chicago, Illinois.

NERVOUS? FEARS? DEPRESSED? AFFLICTED? FREE HELPFUL information. Norman Ferngold, 22 Amherst Street, Worcester, Mass.

Hypnotism

HYPNOTISM. COMPLETE 20 METHOD COURSE 25c. Patients treated. Western Institute Hypnotism, Ps-2984 North Ridgeway, Chicago.

Songs—Poems

WANTED ORIGINAL POEMS FOR IMMEDIATE CONSIDERATION. Columbian Music Publishers, Ltd., Dept. 135, Toronto, Canada.

Hosiery

FIVE PAIRS — $1.00, BEAUTIFUL SILK. THREE full-fashioned pairs $1.00. DIRECTCO, SY-221 W. Broad, Savannah, Georgia.

Books

BOOKS! IF YOU DON'T SEE THE BOOKS or course you need advertised in the pages of this issue, just write your wants to Psychology Book Mart, 381 Fourth Avenue, New York, N. Y.



Memory Power and CLEARER THINKING

My secret of Memory Power helps to overcome Mental Confussion and Worry. Clarifies problems—ideas—lessons—cards—books—music. **Anything and Everything.** Nothing to learn or study. Send only $2.00, or C. O. D. plus postage for my complete Secret of Memory Power. Money refunded if it is not worth $25.00 to you.

SAMUEL D. CATES 207 N. MICHIGAN AVE., Studio 9, Chicago, Ill.

GET ACQUAINTED CLUB

If you want a "wife," "husband," or "sweetheart," tell us your age, description of your "ideal," and by return mail you will receive sealed particulars of one of the oldest, most modern Clubs in America, representing many weathy educated members.

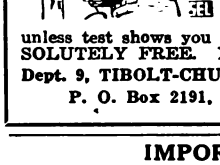
R. E. SIMPSON, Box 1251 Denver, Colo.

Learn ADVERTISING at Home

Greater opportunities now in advertising. Learn easily and quickly in spare time. Practical work. No text books. Old established school. Low tuition—Easy terms. *Send for free booklet and requirements.*

Page-Davis School of Advertising DEPT. 5898 3601 Mich. Av., Chicago

WHAT ARE YOU WORTH TO YOURSELF? APPROVED TEST TELLS—FREE!



Successful men approve new free test to gauge ability to learn—prime ability needed to add to earnings. Mental power and personality that assure success developed by 156 ACTION exercises in simple six months' home training course. Positively NOT sold unless test shows you can benefit. Test ABSOLUTELY FREE. No obligations— write Dept. 9, TIBOLT-CHURCHILL INSTITUTE, P. O. Box 2191, Philadelphia, Pa.

IMPORTANT

The advertisements in PSYCHOLOGY are an important avenue in your quest for Health, Happiness, Success, in which this magazine is earnestly trying to lead you. You will not regret writing today for information regarding all advertisements that appeal to you. This will help you, encourage the advertisers, and benefit PSYCHOLOGY.

Cooperate With Life

(*Continued from page* 13)

people have found Life turning on them and defeating them.

The Successes are the Cooperators

The successes are the people who have cooperated. Early they made friends with Life and they have kept the peace with her. They went out with the spirit of good will, fairness, and justice. They sought Wisdom, and Wisdom made them heirs to the riches of the universe.

A door, strong and rugged, stood closed. It was neither forbidding nor inviting. It was simply shut.

A man approached it and tried the latch. It did not yield, so he beat and lunged against it till his hands and shoulders were bruised, but it did not open. Another man approached, smiled, and quietly inserting a key opened the door at will.

Do not beat at the doors of Life, nor rail at them for refusing to open. Carry a key.

Personality vs Luck

(*Continued from page* 24)

child's aptitude and general ability.

However, the individual need not dwell on this misguiding. If you make an honest survey of yourself and conditions you are likely to find that you have passed up any number of opportunities. Now that you have a better understanding of your own inner powers, you won't do that again. And you won't let the memory of a failure, or several of them, hold you in bondage. Get the lesson out of the experience, if lesson there be and forget it. In the meantime, knowing how little "luck" has had to do with your life, you are in a position to fashion this "luck" to your will. No time for repining or deploring: Too busy making the best of yourself and what is at hand. Personality building is a fascinating life work for it holds within itself every possibility that you have ever conceived, or even dreamed of.

Dreams

HIS dull eyes looked from an apelike skull,
But he dreamed.
His neighbors called him queer, as he gazed into space and sunned his stolid body.
. . . Today we move in streamlined ease because some half-man, in a long forgotten age, dared to dream of Wheels.

MAE FRANCES CURTIS.

Digitized by Google

When the Wedding's Deferred

(*Continued from page* 26)

their betrothed (over a period greater than a few weeks or months before marriage) tend to develop one of the old conventional reactions of the male sex. I refer to what may be called the "prostitute complex," which is very fatal to full respect and love. Such men, not being very enlightened or clarified in their emotional and mental processes concerning sex, persist in having only two categories for woman; *angel* or *prostitute*. The angel woman obviously does not have pre-marital relationships; the idea, alas! is some distance from angelic, as those couples well know who have furtive and clandestine meetings under difficulties!

The young woman of eighteen to twenty-three who has pre-marital relations is usually one of three types: (1) the somewhat hard-boiled and rather cold type to whom sex literally "means no more than drinking a glass of water," (2) the very passionate and highly suggestible girl, (3) the "respectable" prostitute or gold-digger. Each of these are emotionally immature and are always in danger; their chances for lasting happiness slim; their woman-nature certain to be warped.

Let us freely admit that modern life makes for serious sexual problems, but my definite observation is that the problem is not to be solved by pre-marital sex relations, but by two specific things: (1) more courses on emotional maturity and preparation for marriage, (2) many more facilities for young people in large cities to meet socially in wholesome surroundings. The great burden of complaint everywhere (astonishingly, even by women at co-educational colleges) is that young people find it difficult to meet the opposite sex in surroundings conducive to the sorting out and comradeship process which is the key factor in building successful marriages. Yet this, is, or should be, one of our great national "industries"!

Courage Drove My Car

(*Continued from page* 25)

front of me, I had jotted down a few reminders about the mechanics of driving, and on another were the four p's and the rest of my greatest life's lesson. And I thought seriously about these things for the whole week.

At last, my daughter, in the modern fashion of youth said to me, "mother, don't take it so *hard*. You know you can do it, don't you? Then why worry! Forget it and go ahead." This was sound philosophy and the amen! to the aviator's story.

Release in My Soul

My teacher and I started for the court-house to keep the appointment, and there was laughter and release in my soul. When the inspector told me to start, I was relaxed. My hands rested lightly on the steering-wheel, and except for distinctly hearing and obeying his commands, I was hardly conscious of his presence. Only once did I think about him. That was on a steep hill where he had told me to stop. My hand faltered for a moment between the gearshift and the emergency. He whispered, "Use your head". That reminded me. I concentrated on my machine and away we went. Aside from that, the whole test was like a pleasure-trip. I had acquired the hardest thing of all—poise—because *I had learned to relax under mental pressure* and to concentrate at the same time, making my effort *before* the test and not trying for results.

The following Tuesday, I was the happy owner of a State Motor Vehicle Driver's license, and the experiences, with the remedy applied as I have indicated, have been of invaluable worth to me many times since.

Happiness of Aspiration

(*Continued from page* 21)

minor equivalents of that, the probability is that he's been told from the cradle, at his mother's knee, in school and church and in almost every book he read or play he saw, that there are things in life worse than death—things a gentleman *does not do*—and, when that belief becomes part of every fibre in his being—and not before—he *becomes* a gentleman—the kind of *great* gentleman whose whole existence is one long aspiration, and who, departing at last, has the ineffable satisfaction of knowing that he did his job, fought a good fight, and left the world a little bit better and happier for his having passed through it.

How the Amazing Science of
PLASTIC SURGERY
changes ugliness into Beauty


A BEAUTIFUL NEW NOSE


FACIAL REJUVENATION


FEATURES REMODELED


YOUTHFUL BUSTLINE

Whether a badly-shaped nose, an unsightly mole or birthmark, aging pouches around the eyes, unshapely breasts or glaring scars—there is hardly a single bodily disfigurement or blemish that Plastic Surgery has not corrected. Above are only a few of the 180 astounding "before and after" photos which illustrate "As Others See You—THE STORY OF PLASTIC SURGERY," by the noted Philadelphia Plastic Surgeon, Dr. Henry J. Schireson. In plain language, he tells how easy it is to have a beautiful nose, a youthful face, a new "young bustline," a face and body free of blemishes, scars, excessive wrinkles and other disfigurements. This book will open the eyes of anyone who has suffered the sacrifice of business and social opportunities because of ugly features, a prematurely aged face or disfigured body. For the amazing, up-to-date truth about Plastic Surgery, read—

AS OTHERS SEE YOU
The Story of
PLASTIC SURGERY
By Dr. Henry J. Schireson
Eminent Philadelphia Plastic Surgeon

SEND NO MONEY

The MACAULAY COMPANY, Publishers, Dept. 42, 386 Fourth Ave., New York City

Gentlemen: Please send me a copy of "As Others See You," by Henry J. Schireson, M.D. At the end of 5 days I will either remit $3.00, plus few cents postage, or return the book.

Name.....

Address.....

☐ CHECK HERE if you prefer to enclose full payment now, thereby saving delivery fee. (SAME MONEY-BACK GUARANTEE.)

Digitized by Google

. . . LIFE . . . TRIUMPHANT

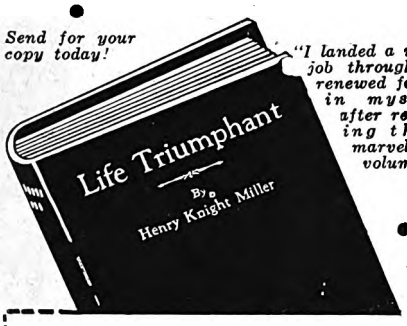
by Henry K. Miller

23 Inspiring Essays— in one volume

LIFE IS RICH! Its hidden treasures are revealed in the great life messages—the 23 inspiring essays comprising "LIFE TRIUMPHANT." CLIMB to the heights of a more satisfying life! These essays will mark the difference between success and failure, hopefulness and depression, health and illness for you, for your family. Thousands of people in every corner of the globe—clergymen, teachers, lawyers, businessmen, employers, parents and students—cherish this truly immortal book, prizing it not as a book but as a friend and partner.

You need not remain in the bondage of fear, limitation, worry, anger, jealousy, inferiority, depression, failure. These powerful essays point the way to complete happiness, success, health, contentment, peace and power. You can be what you long to be by following the principles they set forth. Regular price $2.50. **Now—to PSYCHOLOGY'S readers only $1.25 a copy.**

Send for your copy today!



"I landed a new job through a renewed faith in myself after reading this marvelous volume."

PSYCHOLOGY MAGAZINE,
381 Fourth Ave., New York, N. Y. (11-38)

This is my order for.....copies of LIFE TRIUMPHANT at the special price of $1.25. Enclosed you will find my check (or Money Order)

for $.....

Name .....

Address .....

STUDY FOR THE DEGREE

of Doctor of Psychology (Ps.D.) Doctor of Metaphysics (Ms.D.) or Doctor of Divinity (D.D.) by correspondence in the quiet of your own home.

Write for further information.

The College of Divine Metaphysics, Inc
2811 N. Illinois St., Dpt. 2, Indianapolis, Ind.



DO YOU WANT TO **STOP TOBACCO?**

Banish the craving for tobacco as thousands have. Make yourself free and happy with Tobacco Redeemer. Not a substitute, not habit forming. Write for free booklet telling of injurious effect of tobacco and dependable, easy way to relieve the craving many men have.

Newell Pharmacal Co.
Dept. 15, Clayton, Mo.

FREE BOOK

Become a Doctor of Psychology

Metaphysics, Universal Truth, Divinity. Home study courses under college chartered by State of Illinois. Low tuition—easy terms of payment Write for free bulletin.

COLLEGE OF UNIVERSAL TRUTH
(Incorporated)
Desk 4, 1100 N. Dearborn St., Chicago

SHARE IT!

By handing this copy of PSYCHOLOGY to some one else, after you have read it thoroughly yourself, you will be doing a wonderful service. Would you like us to send sample copies to some of your friends?

Psychology Looks At Genius

(*Continued from page* 23)

child is a miraculous thing when left alone, but a fragile thing that succumbs speedily to the pressure of strange environment."

All of which is to say that ability to preserve, in the face of distractions, and especially to project on schedule, the quality of naturalness, is an outstanding achievement. Parents who have part in its upbuilding, prove an excellent understanding of psychology.

Peter remembered from the first that his father told him that only stupid people became conceited about what they've done. He remembers, too, that his father said he must never do anything that he felt the child he is portraying wouldn't do. So meticulously has Peter held the questions before him, "What would Pud do here?" or "How would Pud say this?" that all consciousness that he is playing a part seems to have fallen away from him. He thinks with and as Pud. He *is* Pud.

But this very fact made a tidy problem for Peter's parents. I think our readers will conclude that they handled it wisely. In the play, the old grandpa (Dudley Digges) uses cusswords most freely and the audience laughs uproariously when the small grandson imitates him lustily. This same little boy, at home, and with several members of the family at hand, began priming his conversation with the saltiest and choicest of epithets, but nobody laughed, or was shocked, or indeed paid the slightest attention, and Peter quite unaware of the excellent psychology that had been applied, wasted no further time on such profitless activity, and cussing died a natural death.

Many persons, including Mrs. Roosevelt, have referred admiringly to the excellent psychology that the parents of Shirley Temple have applied to the many difficult situations they have had to meet in guiding the little star through the shoals of heavy popularity. Louis Sobel, the well-known New York columnist, remarked recently that "it is something of a miracle that the young princess (Shirley) has managed to remain so utterly charming and unspoiled . . . it is certainly a tribute to her parents."

Mrs. Roosevelt, some weeks ago, said that when she was in Hollywood a year ago, she "marveled at what Shirley Temple's parents had succeeded in doing, and when Shirley visited at Hyde Park recently, Mrs. Roosevelt reiterated this view, adding: "She (Mrs. Temple) has kept Shirley a child in spite of having to make her

GET RELIEF FROM ATHLETE'S FOOT



with FOOT-SAL

The U. S. Government Public Health Service estimates 50% of the adult population suffers from the dreaded Athlete's Foot germ at some time. Now, a remarkable salve has been developed to heal this painful disease.

FOOT SAL OFFERS QUICK RELIEF

Athlete's Foot Fungus thrives on perspiration—may be picked up anywhere.

Watch These Symptoms!

Rough, cracked skin between the toes. Raw or blistered tissues that become extremely itchy. These are the danger signs that you must be careful about. Avoid infection!

FOOT SAL goes to the root of the soreness and destroys the breeding fungi.

FOOT SAL is an odorless salve, soothing, healing and naturally non-irritating.

Apply FOOT SAL morning and night. It kills the Athlete's Foot fungi. It stops itching. It neutralizes the perspiration condition which breeds Athlete's Foot. It soothes and heals broken tissues, leaving skin soft, whole and smooth.

Get Relief Today—The "Foot Sal" Way

Send $1.00 for regular size jar. We pay the postage.

Satisfaction guaranteed or money promptly refunded.

RUSH COUPON BELOW!

FOOT-SAL COMPANY, Dept. P.
Room 402,
41 Union Square, New York, N. Y.

I enclose $1.00. Please rush my jar of "Foot-Sal" postpaid. If not satisfied I will return unused balance for full refund.

Name _____

Address _____

City_____ State_____

Digitized by Google

EARN THE DEGREE

Doctor of Psychology (Ps. D.), Doctor of Philosophy (Ph. D.). Also many other General and Special Courses. Obtain your degree by correspondence study from a College Chartered by the State of Montana. Write for FREE Bulletin.

TEMPLE BAR COLLEGE
218 E. Main St., Dept. M, Missoula, Montana

HOW TO WIN BACK A LOST LOVE

How to wield powerful love control—to make others love you. Secure clever woman's private methods (confidential). Get secret charm. Revealing book, introducing you to new power, only 10c (sealed). **GARDIN CO., Dept. 2901, Box 423, Madison Square Station, New York City.**

YOUR SEARCH ENDS HERE!

Div. Catalog 535 Things Kept Secret From The Foundation Of The World; Heretofore Incommunicable Repository MSS—Courses—Priceless Secrets Carried To Grave By Oriental Master Minds. Oriental Magical Cat. 783 Secrets Included. 50c Coin. No Stamps. Or Send $1.50 (if Foreign—International Money Order only) for copies of all catalogs. Cost deducted within 10 days from any substantial order. Drop Everything Until You Get This Valuable Information!

SOCIETY OF TRANSCENDENT SCIENCE
"Greatest Name In Psychology For 18 Years!"
P. O. Box 37 CHICAGO, ILLINOIS.

WHAT CAUSES EPILEPSY? IS THERE A CURE?

A booklet containing the opinions of famous doctors on this interesting subject will be sent FREE, while they last, to any reader writing to the EDUCATIONAL DIVISION, 551 Fifth Ave., Dept. PY-11, New York, N. Y.



LONELY?

Let me arrange a romantic correspondence for you. Find yourself a sweetheart thru America's foremost select social correspondence club. A friendship letter society for lonely ladies and gentlemen. Members everywhere; CONFIDENTIAL introductions by letter; efficient, dignified and continuous service. I have made thousands of lonely people happy—why not you? Write for FREE sealed particulars. **Evan Moore, Box 988, Jacksonville, Fla.**

"LUCKY" COUPON
Worth $2.00
Good 30 Days

This coupon, good for thirty days, will entitle you to a reduction of TWO DOLLARS from the regular rate of five dollars for a straight two-year subscription to PSYCHOLOGY Magazine (no premiums). Pin your check or money order for only three dollars to this coupon and you will receive the next twenty-four issues of PSYCHOLOGY mailed to your doorstep.

DON'T PASS THIS BY—IT MAY NOT COME AGAIN!

PSYCHOLOGY
381 Fourth Ave., New York
11-38

Name _____

Address _____

Add $1.00 Per Year Foreign Postage.

mature in so many ways . . . a joy to those who meet her."

Those other little celebrities, the Dionne quintuplets, late reports indicate, are not coming along so happily in this regard. Already, it frequently has been reported, the five little girls give pronounced signs of a desire to "show off". Very evidently, as the quintuplets grow older and meet the world face to face, those in charge of them will have much work to counteract self-consciousness.

Certainly the parents or guardians of gifted or unusual children have no easy job, but while the problems which arise may be a bit more numerous or varied than those which come to the averagae parent, the application of simple psychology, in either case, will so iron out the difficulties, that the most enviable of characteristics, "naturalness" can remain part and parcel of the youngsters' charms.

Since this article was written, young Peter Holden has responded to the call of Hollywood and now has a principal part in a Booth Tarkington story now being made.

You're Not a Machine!

(*Continued from page* 15)

you do, take to drugs.

Drug-taking for nervousness is like whipping up a tired horse. It is artificial stimulation pure and simple. It may afford temporary relief but the price to be paid afterwards in nerve exhaustion is a cruelly heavy one.

This artificial stimulation of the mind and body, whether through drugs or self-suggestion, is really what makes those who finally do collapse believe that they have overworked.

Finally, do not work when you are thoroughly fatigued. Do not try to put on extra steam and push through. Occasionally this can be done without detriment. Unusually it means that your nerve supply is about expended and that you need sleep to allow the nerve cells to recharge themselves. Making a supreme effort to continue is merely a variant of whipping up a tired horse which I spoke of in connection with drugs.

If you would protect your nerves and conserve your nerve energy be sure not to violate the common-sense rules of ordinary hygiene.

Nerve symptoms are, in effect, Nature's way of telling you that you are not working right, that you are badly adjusted to your job, and that you are wasting precious energy.

Early signs of nervousness, therefore, are a kind of self-protective mechanism. Heed the warning early. Take the time off to have a straight, honest, heart-to-heart talk with yourself. Study yourself. Then study your job. Find the maladjustment that exists between them and *correct it.*

WHAT'S NEW?

In Psychology Books

Watch this column each month for information concerning *new books* in the field of psychology.

How To Be A LEADER **$2.50**
by George D. Halsey
It is the purpose of this book to take the basic principles which underlie all human behavior and out of them to develop a technic of influencing and leading people. Scientifically sound and thoroughly practical for everyday use.

●

The Art of Persuading People **$2.00**
by James A. Worsham
Specific hints on how to improve one's powers of persuasion by taking account of the desires of others. The author's talents for developing selling qualities in others has been the key to his prominence as advertising and selling consultant, lecturer and writer.

●

Human Nature at Work **$2.50**
by Mrs. Jean L. Shepard
The author writes from first-hand experience with selection, training and development of employes. Recommends tested technics of hiring, breaking in the employe, with special reference to executive training.

●

Getting Along Together **$2.00**
by Marjorie D. Kern
Looks into the question of how to get along with our husbands and wives. A book with common sense advice, comprehensive solutions, this is a vital contribution to the subject of domestic happiness.

●

Mentality and Homosexuality **$3.00**
by Samuel Kahn, M. D.
Through his capacity as prison physician on Blackwell's Island, Dr. Kahn has accumulated a vast amount of information denied to the average worker in the field. He has proceeded toward the development of a treatment plan which gives much promise.

●

Build Your Own Future **$2.50**
by Dr. David Seabury
This book shows you how to reorganize your life and direct your mind so that you can achieve a victorious poise even if you are confronted by the worst of difficulties. Learn how to live in an actual world!

●

How to Use Your Head **$2.00**
by William J. Reilly, Ph. D.
Director of the National Institute of Straight Thinking, Dr. Reilly discloses the rules of straight thinking which can be used to solve a wide variety of human problems. For our own good, we all want to think as straight as possible.

●

Managing Yourself **$2.50**
by Milton Wright
In his latest book, Milton Wright gives us detailed and specific information on memory training, overcoming that tired feeling, increasing power of concentration, bolstering self-confidence. Experience has proved Wright's recommendations to be practical.

●

Creating Sales **$2.50**
John R. Hartman, Director and Instructor of Advertising and Journalism, Poor Richard Club.
Whether your interest is in the sale of goods or in getting across an idea—*Creating Sales* can help you develop a newer method of getting things done successfully.

PSYCHOLOGY BOOK MART
381 Fourth Avenue, New York, N. Y.

Please use coupon or mention PSYCHOLOGY MAGAZINE when you write advertisers.

Digitized by Google

The Forbidden Secrets of Sex are Daringly Revealed!

AWAY with false modesty! At last a famous doctor has told *all* the secrets of sex in frank, daring language. No prudish beating about the bush, no veiled hints, but TRUTH, blazing through 576 pages of straightforward facts.

Love is the most *magnificent ecstasy* in the world . . . know how to hold your loved one, don't glean half-truths from unreliable sources. Now you can know how to end ignorance . . . fear . . . and self denial!

Everything pertaining to sex is discussed in daring language. All the things you have wanted to know about your sex life, information about which other books only vaguely hint, is yours at last.

MORE THAN 100 VIVID PICTURES

The 106 illustrations leave *little* to the imagination . . . know how to overcome physical mismating . . . know what to do on your wedding night to avoid the torturing results of ignorance.

Some will be offended by the amazing frankness of this book and its vivid illustrations, but the world has no longer any use for prudery and false modesty.

Don't be a *slave* to ignorance and fear. Enjoy the rapturous delights of the perfect *love life!*

Lost love . . . scandal . . . divorce . . . can often be prevented by knowledge. Only the ignorant pay the *awful penalties* of wrong sex practises. Read the facts, clearly, startlingly told . . . study these illustrations and grope in darkness no longer.

SEND NO MONEY!

To show you our faith in your satisfaction with this amazing book, we are offering it to you on trial. You send no money—just fill out the coupon below and then when it arrives, in plain wrapper, pay the postman $2.98 plus postage. Keep the book five days, then if you are not completely satisfied, send it back and we will refund your money immediately without question. "Eugenics and Sex Harmony" will not be sold to minors.

576 DARING PAGES



ATTRACT THE OPPOSITE SEX!

Know *how to enjoy* the thrilling experiences that are your birthright . . . know how to attract the opposite sex . . . how to hold love.

Are you an awkward novice in the art of love-making? Or, a master of its difficult technique? Knowledge is the basis of the perfect, satisfying love life. Ignorance leads to fear, worry, disease and shame. End ignorance *today*. You owe it to yourself—to the one you love—to read this book NOW!



A FAMOUS JUDGE SAYS THAT MOST DIVORCES ARE CAUSED BY SEX IGNORANCE!

■ When a man and woman who have been mutually attracted to each other and have enjoyed each other's company separate, there must be some tragic misunderstanding. In most cases that misunderstanding is due to sex ignorance.



IS SEX IGNORANCE DRIVING THE ONE YOU LOVE INTO THE ARMS OF ANOTHER?

■ Learn how to keep the love of your husband or wife at the high pitch of thrilling devotion. A satisfactory sex life will bind your loved one to you for all time.



STATE AGE WHEN ORDERING

OVER 100 GRAPHIC ILLUSTRATIONS

WHAT EVERY MAN SHOULD KNOW

The Sexual Embrace
Secrets of the Honeymoon
Mistakes of Early Marriage
Venereal Diseases
Can Virility be Regained?
Sexual Starvation
Glands and Sex Instinct
The Truth About Abuse

WHAT EVERY WOMAN SHOULD KNOW

Joys of Perfect Mating
What to Allow a Lover to Do
Intimate Feminine Hygiene
Birth Control
How to Attract and Hold Men
Sexual Slavery of Women
Essentials of Happy Marriage
The Sex Organs

There is no longer any need to pay the *awful price* for one moment of bliss. Read the scientific pathological facts told so bravely by Dr. Rubin. The chapters on venereal disease are alone worth the price of this book!

You want to know, and you *should* know *everything* about sex. Sex is no longer a sin, a mystery, it is your greatest power for happiness. You owe it to yourself, to the one you love, to tear aside the curtain of hypocrisy and learn the *naked truth!*

Pioneer Publications, Inc., 1270-6th Ave., Dept. 1196, New York, N.Y.

Please send me, "Eugenics and Sex Harmony" in plain wrapper. I will pay the postman $2.98 (plus postage) on delivery. If I am not completely satisfied, I can return the book and the entire purchase price will be refunded immediately. Also send me FREE OF CHARGE, your book on "New Birth Control Facts."

*Name*_____

*Address*_____

*City and State*_____ *Age*_____

Orders from Foreign Countries 15 Shillings in Advance



FREE! AMAZING NEW BOOK ON NATURAL METHOD OF BIRTH CONTROL

AWAY with artificial devices! Nature offers a dependable, healthful method of controlling conception as recently proven in startling scientific tests. The famous Ogino-Knaus theory of rhythmic birth control is explained in detail and includes a complete table of fertile periods. This book is FREE with orders for "Eugenics and Sex Harmony"

PIONEER PUBLICATIONS, INC.
Radio City, 1270 Sixth Ave., New York City

Digitized by Google