

# SELF-HELP PSYCHOLOGY

*The Personal Magazine*

**Formerly PSYCHOLOGY**

• **Get a Line on Yourself!** •  
**You're Both Male and Female**  
**The Psychology of War**

*Real Life Stories!*

**Has Life Betrayed You?**

**Living and Learning at 80!**

**In the Psychologist's Office**

**Psychology Has Helped Me**

**Your Pet Aversion**

**Can Charm Be Taught?**  
**Margery Wilson Answers**

**You Create Success!**  
**Subconscious Wishes**

**Are You Versatile?**  
**Drama As Release**

**Conscious Mind Reading**  
**Telepathic Experiences**

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

Name.....

Business Address.....

Position.....





The Man with  
the  
"Grasshopper Mind"

"I guess  
I'll take up \$elling"

"Ought to put over that  
Money-making Idea"

"Think I'll try to make my  
Evenings worth Something"

"Believe I'll do  
some Good Reading"

"Some Day I'm going  
to Start Out for Myself!"

"Think I'll change my Job"



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

This little book will tell you the secret of self-confidence, of a strong will, of a powerful memory, of unflagging concentration. It tells you how to acquire directive powers, how to train your imagination (the greatest force in the world), how to make quick, accurate decisions, how to reason logically—in short, how to make your brain an instrument of all-around POWER. It tells you how to banish the negative qualities like forgetfulness, brain fog, inertia, indecision, self-consciousness, lack of ideas, mind wandering, lack of system, procrastination, timidity.

Men like 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" wise-  
acres.

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.

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# SELF-HELP PSYCHOLOGY

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## Contents

|                                                                  | PAGE |
|------------------------------------------------------------------|------|
| Psychology in Books .....                                        | 6    |
| Reviews .....                                                    |      |
| "Here and There"—Psychology in the News .....                    | 8    |
| Questing (Poem) .....                                            | 10   |
| L. L. Partlow .....                                              |      |
| Self-Help to Happiness .....                                     | 11   |
| An Editorial .....                                               |      |
| Get a Line On Yourself! .....                                    | 12   |
| Dr. Edward Podolsky .....                                        |      |
| Psychology of War .....                                          | 14   |
| Marie Harlowe .....                                              |      |
| The Dictaphone . . . Come off that Burning Deck! .....           | 16   |
| Dr. Emmet Fox .....                                              |      |
| Can Charm Be Taught? .....                                       | 17   |
| Margery Wilson .....                                             |      |
| We're Male and Female . . . Nature Attempts to Balance .....     | 18   |
| Eugene Corn, Ph.D. .....                                         |      |
| You Create that Success .....                                    | 20   |
| Grenville Kleiser .....                                          |      |
| Drama as Release . . . Interview with William Kozlenko .....     | 21   |
| Eldorado Field .....                                             |      |
| Your Pet Aversion .....                                          | 23   |
| L. E. Eubanks .....                                              |      |
| Inflow and Outflow .....                                         | 24   |
| Elberta Wilson .....                                             |      |
| "As a Man Writeth" . . . Handwriting Analysis .....              | 25   |
| M. de Berri Tennent .....                                        |      |
| Conscious Mind Reading . . . Telepathic Experiences .....        | 26   |
| Life Has Betrayed You? . . . Answers to Young Man .....          | 27   |
| Letters from Readers .....                                       |      |
| Are You Versatile? . . . How to Handle Talents .....             | 29   |
| Edward Earle Purinton .....                                      |      |
| Living and Learning at 80! .....                                 | 31   |
| Fred D. Meek .....                                               |      |
| The One Thing that Matters .....                                 | 32   |
| Dr. Emmet Fox .....                                              |      |
| "Contacts Club" . . . Letter Exchange .....                      | 33   |
| Subconscious Wish Planting . . . Your Thoughts Materialize ..... | 34   |
| L.J.H. .....                                                     |      |
| "Our Corner"—Contributors' Page .....                            | 38   |
| In the Psychologist's Office .....                               | 39   |
| Louis Steel Goodman .....                                        |      |
| What Can We Do For You? .....                                    | 41   |
| C. Franklin Leavitt, M.D. .....                                  |      |
| Psychology Has Helped Me . . . Practical Demonstrations .....    | 43   |
| Josephine Young .....                                            |      |

NOTE TO SUBSCRIBERS: Owing to an adjustment in our editorial program, it has been necessary to omit the January issue. All subscribers will receive a magazine beyond normal expiration date to make up for this omission.

## SELF-HELP PSYCHOLOGY

*The Personal Magazine*

### Announcement

We wish to announce to all of our readers that commencing with this issue the word SELF-HELP will be prefixed to the title PSYCHOLOGY and the words *The Personal Magazine* will appear directly below.

This change in title is in harmony with the original idea and purpose of PSYCHOLOGY to render a service to humanity by teaching the *how* of self-help through basic principles of straight thinking and masterful emotion-control. From the very first issue in April, 1923, inspiring editorials and instructive, informative articles have answered a long-felt, major want in the lives of hosts of readers all over the globe. Subscribers—like so many builders of a noble pile—by their enthusiasm and devotion have encouraged us to forge ahead, sometimes in the face of great obstacles.

In entering this new cycle of PSYCHOLOGY'S career, we shall be guided by the same stalwart policy which has always made the "only original" the mainstay of all who have had an opportunity to read a single copy. Our stage is set to make SELF-HELP PSYCHOLOGY, *The Personal Magazine*, a still better PSYCHOLOGY! Tell more of your friends about it!

## SELF-HELP PSYCHOLOGY

*The Personal Magazine*

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# A Plain Talk

on

by

## Mental and Nervous Disorders

● C. FRANKLIN  
LEAVITT, M. D.

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

### NEURASTHENIA

Neurasthenia is a rather common term for a mental and nervous disorder which frequently drifts into most trying and acute conditions. It is caused by **SOME FORM OF FEAR**. You may not recognize the mental state preceding it as one of **FEAR**, for by fear I do not mean a fear of outside things, but rather a fear of **SELF**, which is manifested in the form of worry, apprehension, over-anxiety, over-seriousness, self-consciousness, inability to forget yourself, or some other expression of **LACK OF CONFIDENCE**. The opposite of confidence is fear, isn't it? These fears have a very stimulating and irritating effect on your Sympathetic Nervous System and soon we find this system of nerves in such a hyper-sensitive state that the least form of emotion plays on it in a seemingly alarming way—to the great discomfort of the sufferer. Gradually, through nerve tension and repression, functional life is interfered with and the circulation is disturbed; vitality and tone are lowered; and you begin to experience strange sensations which you, unformed, cannot account for. But I wish to state here and now that Neurasthenia is **CURABLE** and not in any sense of the word hopeless.

### NERVOUS BREAKDOWNS

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

I realize that there is nothing quite so hard to bear as Mental and Nerve Torture, but I emphatically state that these troubles are **NOT** hopeless and that my experience of twenty-nine years in the treatment of such disorders prove that all who build up interest in a future life and show sufficient faith to cooperate and do their part, soon throw off the exaggerated symptoms, re-develop their normal strength, and re-establish confidence. My friend, **YOU** know as you read this if you could just **FORGET YOURSELF**, that your troubles would be over. But this must come through a process of re-education, through your gaining a better understanding of yourself and your powers, of these fears, and of the laws underlying life as lived to the fullest. This, along with a different picture of things and an absolute knowledge of **JUST** what is taking place in you; how it happened that you drifted into your present condition; and **JUST** what is necessary for you to do to get out of it; will gradually change your **VIEWPOINT**, and when that is changed, **YOU WILL BE CHANGED** and the troublesome symptoms will disappear. Now don't lose heart, but just **KNOW** that there is help for **YOU**.

### SELF-CONSCIOUSNESS

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

### THE SENSITIVE AND EMOTIONAL POSSESS A GOOD TYPE OF MIND

So frequently I hear—"Anyone suffering from such a complaint must have a weak mind." But this is not true in connection with Neurasthenia, Nervous Breakdown, or Self-Consciousness. In such cases it is a good active mind that has become turned on self and is in reverse. Napoleon, Presidents Lincoln, Wilson, Theodore Roosevelt, in fact, most of those who have really made good in life, possessed just such a nature. In the case of President Wilson we see the two expressions of such a nature; strong, active, determined and forceful while in the ascendancy; and then, when bitter discouragement took possession, illness and death. It represents but one force, but this force can be constructive or destructive, according to its use and direction. Don't say to

self "I wish that I were born with a different temperament," for if you will just gain a good understanding of your powers and use them intelligently, it will be possible for you to reach heights which a phlegmatic person could never attain. Understanding, training and development will bring **MASTERY** and you will then have these wonderful powers working **FOR YOU**, instead of against you. Your present suffering can be turned into victory and achievement.

### LIFE IS WHAT WE MAKE IT

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

### THIS WILL CLEAR AWAY THE DOUBTS

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

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

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in

# BOOKS



## Basic Writings of Freud

**N**O psychologist has had so profound an influence on our times as has Sigmund Freud, nor has there ever been one so frequently quoted.

Dr. A. A. Brill, who for a quarter of a century has been the translator and standard-bearer of Freudian theories in America gives his brilliant interpretation and biography of Sigmund Freud in the book "The Basic Writings of Sigmund Freud"—which is really six books in one.

An easily read volume, citing the unusual and interesting cases which led "The Father of Psychoanalysis" into the realms of the unknown, to come forth with views on childhood reactions, the unconscious, why we forget, why we remember, psychology of sex and many other theories and facts which are quoted far and wide.

The chapters on the wish-fulfillment, the interpretation of dreams and the technique of wit cover a wealth of material—and could easily be books in their own right.

*The Modern Library  
Random House.*

## Today's Opportunities

**"O**PPORTUNITY is not dead; it has merely changed its form," declares Harold S. Kahm, author of "New Business Opportunities."

"Profitable opportunities in every field lie undeveloped, unexploited, waiting to be claimed," he concludes. A plaint that is often heard—that the day of the small business investor has passed, is answered by the author.

"Lack of a large capital has never been a barrier to success in business . . . beyond question, there is no obstacle that human ingenuity cannot overcome. . . . The United States of America is still the richest country in the world. Opportunity today consists in supplying the buying demands of 130,000,000 of the world's freest spenders . . . these unsupplied buying demands are today's frontiers of industry." It is heartening to learn from these pages how many novel ways of making money have recently been successfully tried or thought out.

*Harper and Bros.*

## Adventures with Inspiration

**"W**HAT is inspiration?" Hannen Swaffer, widely-known English writer and dramatic critic, asks in his new book "Adventures with Inspiration." He then proceeds to give the answers to this as they have come to him from famous authors, artists, musicians and dramatists.

Huge Walpole said, after he had read the proofs of one of his novels: "I seemed to have had nothing to do with it." He says the impulse to write came to him suddenly—an impulse he "could not resist, which was stronger than myself." John Galsworthy relates that on occasion, "I sit . . . gradually my mind seems to be where my character is acting or speaking . . . suddenly my pen jots down a remark . . . another . . . perhaps this goes on for an hour or two . . . these pages have been supplied from the store cupboard of the subconscious. . . ." Robert Blatchford tells of wanting for a long time to write a book on Determinism . . . "I read a lot . . . made no notes . . . did not worry." Later he felt "the sub-mind was signalling me. . . . I sat down and wrote the book . . . as if from dictation. The work was done without my knowing how. . . ."

Mr. Swaffer concludes with the statement: "I have long since reached the conclusion that all the greater work is probably due, to direct inspiration acting upon the artist, who, in turn, reacts and so 'creates.'"

*Bruce Humphries, Inc.*

## Personality

**Y**OUR personality—in part or as a whole! How has it been empowered by the life forces that have accompanied you from your earliest being as a microscopic cell? How has it been shaped by the biological and social influences that have been playing upon you ever since?

After many years of experience in dealing with the fundamentals of personality formation, William Healy, M. D., brings forth in his book "Personality in Formation and Action" the story of the achievements of the modern scientific methods as they have added to our understandings of personal development. (Continued on page 44)



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*Do You  
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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!

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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."

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# "Here AND There"

## PSYCHOLOGY IN THE NEWS

Compiled by Emile E. Allen

### Treats Asthma Psychologically

**O**VER a hundred cases of asthma that medicine had failed to cure, were successfully treated with psychological methods by Dr. Felix Deutsch of the Harvard University Medical School.

His treatment, especially with children, includes treatment of parents also. To the parents, and especially to mothers, he says: "Please don't suppress your child. Please don't be too aggressive."

Dr. Deutsch explained that he had found two contributing factors to asthma—an underlying physical susceptibility plus a neurosis.

The psychotherapeutic treatments—suggestion, psychoanalysis or re-education—are the standard treatment used by neurologists for nervous disorders or maladjustments. When the cause of the emotional factor leading to asthma is discovered, Dr. Deutsch seeks to remove it as he would in any nervous disease.

### Unlearning the Drink Habit

**"I** CONTEND that drinkers are made and not born," said Dr. Charles H. Durfee at the annual meeting of the American Association for the Advancement of Science, at Richmond, Va.

Dr. Durfee, author of that highly praised book "To Drink or Not to Drink", contends that the foundations of alcoholism are predominantly psychological.

"When we are confronted with an individual, not mentally ill or defective, whose drinking plays so prominent a part in his life that it overshadows his own desires, ambitions and goals—in fact, relegates his inner personality to a secondary position—we can be sure that only a profound educational process has made such a situation possible.

"In such a case the process of learning to drink would necessarily have been over a long period and intricately involved in various emotional and situational factors. We would find

on inspection of the individual's case history all of the processes that go into educational procedure. There would be the mechanisms of practice and repetition, particularly under special conditions that lent encouragement to the drinking. There would even be rewards in the form of certain gratifications, among them release from social inhibitions and momentary escape from the difficulties of life.

"Once we understand the process by which a drinker has acquired his problem and have an intimate understanding of the multiple influences, responses, and reactions that went into its development, we have a basis on which to guide him through the necessary processes of unlearning and re-education, resulting in a more constructive type of living," concludes Dr. Durfee.

### "Hitler Hypnotizes," Professor Says

**D**ESCRIBING the German Fuehrer as one who reduced his listeners to a submissive state bordering closely on hypnotism, Professor M. D. Steer, of Purdue University, recently disclosed results of an analysis of recorded Hitler speeches.

The frequency of the Nazi leader's voice in a typical sentence, he explained, is 228 vibrations to the second, as compared with the 220 vibrations cited by one authority as the "usual frequency" for anger.

Dr. Steer displayed pictures of "Hitler sound waves," the graph lines zigzag sharply and remain almost constantly in the higher voice level.

"It is this high pitch and its accompanying emotion that puts the German people in a passive state. When persons talk like this it becomes obvious that emotion rather than the mind directs what they are saying. From these voice studies, I have come to the conclusion Hitler frequently reaches a condition bordering on hysteria during the course of his talks," declared this scientist.

(Continued on page 49)



# A Money-Making Opportunity for Men of Character

## EXCLUSIVE FRANCHISE FOR AN INVENTION EXPECTED TO REPLACE A MULTI-MILLION-DOLLAR INDUSTRY

### Costly Work Formerly "Sent Out" by Business Men Now Done by Themselves at a Fraction of the Expense

**This is a call for men everywhere to handle exclusive agency for one of the most unique business inventions of the day.**

Forty years ago the horse and buggy business was supreme—today almost extinct. Twenty years ago the phonograph industry ran into many millions—today practically a relic. Only a comparatively few foresighted men saw the fortunes ahead in the automobile and the radio. Yet irresistible waves of public buying swept these men to fortune, and sent the buggy and the phonograph into the discard. So are great successes made by men able to detect the shift in public favor from one industry to another.

*Now another change is taking place.* An old established industry—an integral and important part of the nation's structure—in which millions of dollars change hands every year—is in thousands of cases being replaced by a truly astonishing, simple invention which does the work better—more reliably—AND AT A COST OFTEN AS LOW AS 2% OF WHAT IS ORDINARILY PAID! It has not required very long for men who have taken over the rights to this valuable invention to do a remarkable business, and show earnings which in these times are almost unheard of for the average man.

#### Not a "Gadget"— Not a "Knick-Knack"—

*but a valuable, proved device which has been sold successfully by business novices as well as seasoned veterans.*

Make no mistake—this is no novelty—no flimsy creation which the inventor hopes to put on the market. You probably have seen nothing like it yet—perhaps never dreamed of the existence of such a device—yet it has already been used by corporations of outstanding prominence—by dealers of great corporations—by their branches—by doctors, newspapers, publishers—schools—hospitals, etc., etc., and by thousands of small business men. You don't have to convince a man that he should use an electric bulb to light his office instead of a gas lamp. Nor do you have to sell the same business man the idea that some day he may need something like this invention. The need is already there—the money is usually being spent right at that very moment—and the desirability of saving the greatest part of this expense is obvious immediately.

#### Some of the Savings You Can Show

You walk into an office and put down before your prospect a letter from a sales organization showing that they did work in their own office for \$11 which formerly could have cost them over \$200. A building supply corporation pays our man \$70, whereas the bill could have been for \$1,600! An automobile dealer pays our representative \$15, whereas the expense could have been over \$1,000. A department store has expense of \$88.60, possible cost if done outside the business being well over \$2,000. And so on. We could not possibly list all cases here. These are just a few of the many actual cases which we place in your hands to work with. Practically every line of business and every section of the country is represented by these field reports which hammer across dazzling, convincing money-saving opportunities which hardly any business man can fail to understand.

#### Profits Typical of the Young, Growing Industry

Going into this business is not like selling something offered in every grocery, drug or department store. For instance, when you take a \$7.50 order, \$5.83 can be your share. On \$1,500 worth of business, your share can be \$1,167.00. The very least you get as your part of every dollar's worth of business you do is 67 cents—on ten dollars' worth \$6.70, on a hundred dollars' worth \$67.00—in other words two thirds of every order you get is yours. Not only on the first order—but on repeat orders—and you have the opportunity of earning an even larger percentage.

#### This Business Has Nothing to Do With House to House Canvassing

Nor do you have to know anything about high-pressure selling. "Selling" is unnecessary in the ordinary sense of the word. Instead of hammering away at the customer and trying to "force" a sale, you make a dignified, business-like call, leave the installation—whatever size the customer says he will accept—at our risk, let the customer sell himself after the device is in and working. This does away with the need for pressure on the customer—it eliminates the handicap of trying to get the money before the customer has really convinced himself 100%. You simply tell what you offer, showing proof of success in that customer's particular line of business. Then leave the invention without a dollar down. It starts working at once. In a few short days, the installation should actually produce enough cash money to pay for the deal, with profits above the investment coming in at the same time. You then call back, collect your money. Nothing is so convincing as our offer to let results speak for themselves without risk to the customer! While others fail to get even a hearing, our men are making sales running into the hundreds. They have received the attention of the largest firms in the country, and sold to the smallest businesses by the thousands.

## EARNINGS

One man in California earned over \$1,600 per month for three months—close to \$5,000 in 90 days' time. Another writes from Delaware—"Since I have been operating (just a little less than a month of actual selling) and not the full day at that, because I have been getting organized and had to spend at least half the day in the office; counting what I have sold outright and on trial, I have made just a little in excess of one thousand dollars profit for one month." A Connecticut man writes he has made \$55.00 in a single day's time. Texas man nets over \$300 in less than a week's time. Space does not permit mentioning here more than these few random cases. However, they are sufficient to indicate that the worthwhile future in this business is coupled with immediate earnings for the right kind of man. One man with us has already made over a thousand sales on which his earnings ran from \$5 to \$60 per sale and more. A great deal of this business was repeat business. Yet he had never done anything like this before coming with us. That is the kind of opportunity this business offers. The fact that this business has attracted to it such business men as former bankers, executives of businesses—men who demand only the highest type of opportunity and income—gives a fairly good picture of the kind of business this is. Our door is open, however, to the young man looking for the right field in which to make his start and develop his future.

#### No Money Need Be Risked

in trying this business out. You can measure the possibilities and not be out a dollar. *If you are looking for a business that is not overcrowded—a business that is just coming into its own—on the upgrade, instead of the downgrade—a business that offers the buyer relief from a burdensome, but unavoidable expense—a business that has a prospect practically in every office, store, or factory into which you can set foot—regardless of size—that is a necessity but does not have any price cutting to contend with as other necessities do—that because you control the sales in exclusive territory is your own business—that pays more on some individual sales than many men make in a week and sometimes in a month's time—if such a business looks as if it is worth investigating, get in touch with us at once for the rights in your territory—don't delay—because the chances are that if you do wait, someone else will have written to us in the meantime—and if it turns out that you were the better man—we'd both be sorry.* So for convenience, use the coupon below—but send it right away—or wire if you wish. But do it now. Address

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*The quest of the human soul goes on forever—*

# QUESTING

**M**Y life, most adorable, is only a searching for you;  
My first halting step was toward your outstretched arms,  
Beginning then my far wandering  
In strange lands and over unknown seas,  
Looking for you.  
In the cities of the living  
And the silent places of the dead  
I have sought you,  
Finding elusive fragments of you here and there,  
But never all of you at one time.

I found your smile once—  
In the face of a boy of the people,  
His young sister had stumbled and he was lifting her up.  
I have seen also your strength—  
In the clean, lithe body of a young wrestler who would not foul his  
opponent but won fairly in his own strength.  
I have heard you singing—in a mother's lullaby.

I have known the caress of your fingers,  
As a nurse touched the brow of a sufferer.  
I have tasted, too, the ecstasy of your kiss—  
Though only in part;  
I know its full intensity would rend me and slay me,  
All I call I would disappear  
And become lost in you;  
Yet may I be so slain.

I have seen your footprints in the dry sands of the desert,  
On the dewy grasses of the meadow,  
And in the snows of the great mountain.  
In the hieroglyphs of old Egypt I found a letter you had written to me;  
In Persia I heard seven Zoroasters chanting your praises,  
And in Palestine the prophets;  
By the river in India a holy man showed me your likeness  
And told me which way you had gone.

Gazing then into the pool of my deep yearning  
I almost found you;  
Mirrored on the still surface of my solitude  
I saw your image—  
But when I turned, you were gone.

*by* **L. L. PARTLOW**



# Self-Help to Happiness

**E**VERYBODY wants to be happy. That's so obvious that it's trite. And we want to be happy in our own way, and that usually is not just the way that those around us—even if they be good friends or our relatives, want happiness. We're individuals and sometimes what pleases the other fellow immensely leaves us cold, and what pleases us does not appeal to him. Certainly we differ in our conception of what happiness is, and in the last analysis, only *we* can reach forth and decide the road to follow for our heart's desire.

Psychology leads the way to a better understanding of self and that means a lighting of the way for most of us. Psychology shows us how to help ourselves; how we can gather help from *within* and stand so confident and emphatic that nothing can again succeed in making us feel unequal to the tasks that life has spread at our feet.

When we refer to the *self-help* of psychology, we do not mean that part of us that stands quaking and uncertain at any new call to duty and desire. All of us *have* this inferior "self" to deal with. Even the king on his throne or the man in high places does not feel confident and sure of himself *all* the time. Lauded and eulogized, though he may be, the shadows of uncertainty, the voice that tells him he *may* be wrong, haunts the greatest upon occasion. Certainly those whose life and activities rest in humbler places, have often to wrestle with this un-sure sense of things.

It is then that a consciousness, a recognition of the *within* power sounds as a bugle call to renewed courage, greater hope, confidence. Self-help is always at hand if we know what we mean when we turn to it—what the self is that will furnish us the succor and assistance we need.

Psychology has become of such vast help because it shows us the *why* of things—of hap-

penings, of our own and other's activities. And as we learn more about it, learn more certainly how to apply our knowledge to the problem, the sense of insecurity or fear that confronts us, we gain and climb and make progress. No one need feel that this knowledge is beyond him; that it entails study or work or comprehension that he is unequal to. The rules are simple—too simple, often, for us to grasp that using them, we are really doing something big and worthwhile.

Think straight. Does that sound complicated?—all it means is to hew to a line in your thinking. Stand on the emphatic and positive side of whatever question is to be solved. It means never to give way to the admission that things are *not* as you want them to be. For instance, if you want success, you don't continually talk about failure or how certain you are that your efforts won't amount to anything; that no matter what you do, things will wind up in the same old way (i. e., the way you've been accustomed to having them do).

It's a temptation to do this very thing—to go over and over the same rough old ground—and end up in the same old place. And it's a temptation to wonder if our efforts are getting us any place. Why wonder or try to decide—with the self that asks this? The true self of you, the *within* power knows that you, being desirous of achieving, honest in the wish to make the world a little better, will most certainly go forward—that nothing and nobody can prevent.

Self-mastery inevitably follows this kind of self-help and the signposts are better health, understanding, an enlarged sense of our work, self-control, more freedom, a consciousness of real service. We were born to be happy. We have a right to a share of good. Turning to the power *within*—truly making use of self-help, will give it to us.



An Editorial





# Get A Line On Yourself!

**D**R. SIGMUND FREUD has, without a doubt, made the most searching study of the complexities of the human mind.

It was he who showed us the importance of repressions, inhibitions, inferiority complexes and other motivations and their effects on human conduct.

Practical psychologists have devised tests to provide us with a clue as to our character and prospects for happiness. We must have the courage to answer the questions truthfully.

If after having answered the questions, you will compare the answers with those given in the second part of this article, you will find the motives of your actions, and also how to conduct yourself to get the most out of life.



*In an unhappy situation, do you tend to blame yourself—or others?*

Courtesy of 20th Century Fox.

Here are the questions:

1. If you arrive late at church, or at any other meeting or ceremony, and there is an unoccupied seat in front, do you go and take this seat if in doing so you have to disturb everybody?

2. When you are in a crowd do you make remarks in a loud voice to impress the people around you with your wit or your superior intelligence?

3. At a public reception do you try to talk to the most important person there?

4. When you are depressed or in an unhappy situation, do you prefer, to be alone? to read a book? to go to a show? to hear good music? to listen to jazz or light music? to go for a walk? to discuss the causes of your situation? to undertake some absorbing work? to go to a party? (Mark with figures 1, 2, 3, the three replies chosen.)

5. Do you prefer to go for your holidays to—a fashionable place offering numerous attractions? A quiet place in a beautiful country?

6. Do you find it difficult to say “no” to a seller of an article you do not want? To go into a shop without the intention of buying anything? To wear anything which you may think becoming but which would attract attention to you? To ask advice? To speak to strangers? To organize meetings, games, excursions? To bargain?

7. Have you ever interrupted a speaker? Have you ever offered your help on the occasion of an accident? Have you ever addressed a group of ten or more persons and if so did you do it with difficulty or ease?

8. If a thing does not go well what is your first reaction? To blame yourself? To blame others, or circumstances, or your tools (if you are doing manual work)? To go on and forget it? To seek the cause of the trouble and remedy it? (Only one answer is allowed.)

9. Answer yes or no to the following: Do you believe in the immortality of man? Do you believe that wars will disappear and peace reign eternally on the earth? Do you consider marriage a satisfactory institution? Do you believe that man will slowly evolve into a sort of superman or that he will remain as he is now? Do you consider work more important than leisure?

10. Of the three following things which would you prefer, it being understood that in no case would your means of livelihood be affected. A cruise around the world? A substantial increase in your salary? The gift of a house?

11. Do you feel most at your ease with mem-



*by* **DR. EDWARD PODOLSKY**

bers of the opposite sex? People older than yourself? People younger than yourself?

**T**HESE are the test questions. Before we go into a discussion on the answers, there are several points which should be clarified. Psychoanalysis classifies all human beings into four types. These are:

1. People in whom the desire for security dominates all other aspirations, conscious or unconscious.

2. Individuals who are set upon emotional ties (love, friendship, marriage).

If, for example, you prefer an increase of salary to a cruise around the world (question No. 10), you belong to the first category: the desire for security. You will not be good in professions demanding imagination, the facing of risks, or the assuming of important responsibilities. If you do not make friends, if in time of trouble you prefer to be alone (question No. 4) you have no desire for anything that requires you sharing your life with others.

Psychoanalysts also classify individuals into 1. extraverts; 2. Introverts, and 3. Ambiverts. You are an extravert if you like to mix with peo-

*On your holidays, do you prefer to go to a fashionable resort—one offering numerous attractions?*



3. Those in whom the desire to impress dictates all their actions and conduct, who have a desire for prestige, power or simply momentary success to dazzle others.

4. "Unstable" individuals in whom the desire for change, the love of novelty and adventure excludes all continuous effort, all perseverance which demands a durable situation or condition.

You can easily place yourself in one or another of these categories, and this will give you a clue regarding vocation, career or social aspirations.

ple, if for example, you prefer a lively place for your vacation (No. 5), if you like to speak in public (No. 7), if, when things go wrong, you at once blame other people, circumstances (No. 8).

On the other hand, you are an introvert if you like to keep to yourself, if, when you are depressed you prefer to read a book (No. 4), or listen to good music, or blame yourself when anything goes wrong (No. 8), if you prefer a member of the opposite sex (*Continued on page 47*)



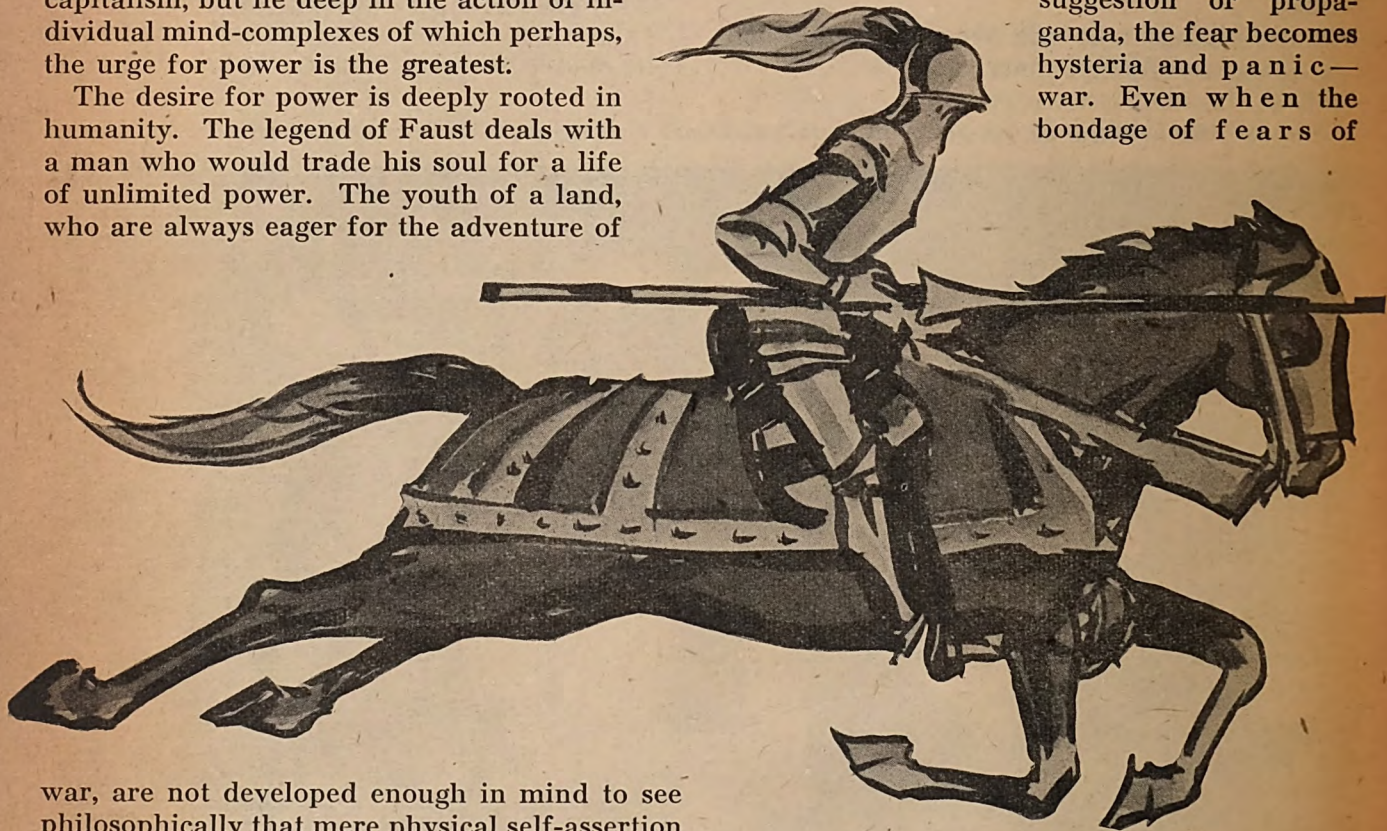
# Psychology

**W**ARS are vicious and horrible, not alone because of the people injured and killed in them, but for the psychological release of the baser motives of life—aggression, revenge, jealousy, and so on. When war is seen in stark reality, it will be recognized that its causes are not, on the one hand, the altruistic desire for the establishment of justice, nor the wish to preserve capitalism, but lie deep in the action of individual mind-complexes of which perhaps, the urge for power is the greatest.

The desire for power is deeply rooted in humanity. The legend of Faust deals with a man who would trade his soul for a life of unlimited power. The youth of a land, who are always eager for the adventure of

Theodore Roosevelt believed that the real and ultimate cause of war was *fear*, although he admitted there were also other motives at work. No doubt the fear involved in industrial life and its relation to war, is more psychologic than economic. The emotions of fear and pain constitute the basis of self-preservation, but when fear is widely engendered by a constant mass

suggestion or propaganda, the fear becomes hysteria and panic—war. Even when the bondage of fears of



war, are not developed enough in mind to see philosophically that mere physical self-assertion is not a true and complete expression of individual power.

It is a well-known psychological fact that mankind misuses the power given it, producing a power-complex. In the old Roman ceremony of victory, they included the display of the plundered treasures and the chained, captive, conquered rulers and people.

As the individual is frustrated in the expression of power, neuroses develop. The neuroses of war, however, are attained by degrees, as in all other phases of life, for *war neuroses are only exaggerated expressions of the frustrations of civil life*. War is thus merely the public release of private psychological troubles of individual disequilibrium of mind. In war, mental discipline disappears (and with it moral values) as the threat of punishment is removed, and the primitive barbarity and urge for personal power is revealed.

armed aggression are removed, other motives toward war exist.

There is, for instance, *the basic desire to escape from life and its routine and monotony* which leads many youth off to war. An interesting relation exists between this escape from reality and suicide, particularly since the suicide rate for the army is higher even in times of peace, than any other group or profession. One of the fundamentals of war is not, as popularly believed, self-sacrifice, but in reality, it is the *willingness to die* which is the basis of both suicide and murder. . . .

War, robbed of its glamor, is plain murder. In war, the vices of civil life which are to be avoided become the virtues to be cultivated in war, and murder becomes "respectable". And vice is never so dangerous as when it is arrayed in the respectable garb of virtue. Psychologic-



# of War . . .

by  
MARIE HARLOWE

ally, many men are competent to murder under certain circumstances; war removes the barriers of discipline and produces those circumstances.

Too strict military training produces sadism. The violence and arbitrary self-assertion of the soldier easily develops *sadism*. The restraints of military life result in abnormal and promiscuous sexuality; the connection between sadism and sexuality is well known to psychologists. Military life is notorious for its stimulation of sexual emotions; prisoners have been put to death in a manner which was unmistakably blended with the sexual urge. Bayonets were

and lust. The real loss in war lies in, not alone the destroyed bodies, but the ruined minds and characters. The loss of human lives is comparatively small to this loss of moral and cultural standards: as moral standards and habits are lowered, the whole momentum of social progress is lessened, for progress parallels morals.

*As war is the extension of certain characteristics in the individual nature, war in the end will be eradicated from the world as it is first removed from the consciousness of the individual.*

A few important things may be done generally, as well as individually, however, to outlaw war.

Let not patriotism produce the false standard that a man, to be a good patriot, must be an enemy of all other men. . . . The lowest form of patriotic sentiment is the hatred of other people. . . .

2 Certain animals, such as the hunting dogs of Africa, are extremely bold and vicious in packs—but most cowardly when alone. It is a fact that the most rigidly disciplined armies are the most ruthless. 2

Too strict military training produces sadism, for the violence and arbitrary self-assertion of the soldier easily develops into sadism . . . the connection between sadism and sexuality is well known to psychologists.

plunged into human bodies during the World War in orgiastic excitement.

Sexuality is also heightened in the soldier in the form of Narcissism. The slogan which emphasizes that a man's country can never be, in any circumstance, anything but right, is purely narcissistic. As the egotistic desires of the child expand unhindered, the military narcissist grows, and reinforced by the *sadist desire* to inflict pain, the soldier-killer is produced.

Hatred is a necessary corollary of war and murder. Commandant Colin, professor of the French College of War, declared, "In war more than at any other time, there is no better inspiring force than hatred." A nationalistic patriotism engenders the envy and hate, the bitterness and desire for revenue, which ends in the collective self-esteem and hatred of foreigners in war. Personalities and prejudices are more important causes of war than profits. "Defense" becomes a disguise for the baser notices of rival interests and conflicting passions. . . .

*The real cause of war lies, therefore, in the evil force of accumulated thoughts of greed, hate*

It is said that "the first casualty of war is *truth*." The propaganda or *lies of war* must be neutralized by the propaganda of *truth of peace*. History textbooks glorifying war must be revised. The stupidity of the glorification of soldier-murderers in war through monuments, memorials and wreaths must be attacked. The countless associations of service to man of wider scope than the nationalistic state must be stressed.

The old Roman doctrine "If you wish for peace, prepare for war" is now recognized as very poor psychology. Military preparedness is, I believe, a delusion; its psychology is entirely erroneous. The individual consciousness must be kept free of thoughts of war for *the human mind is creative, and has, eventually what it beholds*. A colossal experiment in psychology must be entered upon in changing the international basis of politics.

With Thomas Paine, men must be taught to declare "The world is my country," in a realization that to be a citizen of the universe does not negate, but does fulfill, the higher patriotism. It must be taught that (Continued on page 44)



# The Dictaphone

**Y**OUR destiny depends entirely upon your own *mental conduct*. It is the thoughts that you allow yourself to dwell upon all day long that make your mentality what it is, and your circumstances are made by your mentality.

You may think that you know this already but if you do not act upon it, it is certain that you do not really know it. As a matter of fact, most people would be amazed to discover how much negative thinking they do indulge in in the course of a day. Thought is so swift and habit is so strong that, unless you are very careful, you will constantly transgress.

Even your conversation may be much more negative than you suspect for a moment. If such an experiment as the following were possible, the result would probably fill you with amazement. Suppose that, quite without your knowledge, an invisible and weightless dictaphone was strapped on your shoulders the first thing tomorrow morning, and that you carried it about with you all day until the last thing tomorrow night. Then suppose that the following day this dictaphone record were played over to you on a phonograph, so that every single word you had uttered for a whole day were repeated to you in cold blood. Well, if you are an average human being you would probably be a little embarrassed. Yet it really does happen that everything we say, and think, and do, *is* recorded—in the subconscious mind—and our daily experience is simply that record being played-over to us by the Law of Being.

Never forget that the circumstances of your life tomorrow are moulded by your mental conduct of today.

•  
by  
**DR.  
EMMET  
FOX**  
•

## Come off that Burning Deck!

**M**OST people still remember the old poem about the Boy on the Burning Deck. That poem has a very important moral for us all, though not quite the one the author intended.

The boy, you remember, stood still doing nothing, although the ship was on fire, and so the fire went on spreading until the ship finally blew up killing all hands. Of course, no other result could be expected with such incompetent people on board, and it is no wonder that the whole battle was lost if this incident represented the general spirit in the fleet.

An American or a British boy would not have stood there wailing, but would have organized a bucket chain and put the fire out, or else taken whatever steps seemed best under the circumstances, evacuating the ship itself if necessary. And if any foolish sentimentalist had interfered, such person would have been put under control for his own and the public good.

Unfortunately, we come across a good many of these spurious Burning Deck Heroes in private life. Instead of attacking and overcoming their difficulties, they stand by looking at them helplessly. In reality they lack the courage and the intelligence to face up to the problem as it should be faced, but they comfort themselves by pretending that they are just being noble and self-sacrificing—adding hypocrisy to weakness and making the complete failure inevitable.

If you ever catch yourself at anything like this—if you find yourself posing as a martyr—you must have no mercy with such fatal weakness. Say to yourself, "Come off that burning deck; put the fire out, save the ship, and win the battle." And then it will be time to stand still and look heroic.

•  
*One of the largest church audiences in the world (about 6,000 persons) congregates at the famous old Hippodrome in New York City each Sunday and at the mid-week. Dr. Emmet Fox\* who addresses this vast audience is the author of many writings, his best known work being the Sermon on the Mount.†*  
•

\*Church of the Healing Christ.

†Harper and Bros., Publishers.





# Can Charm Be Taught?

**"Yes," Says Margery Wilson\***

**"CAN** the secret of charm be taught to others?"

This question was asked of Margery Wilson, Founder of the Charm Institute in New York City, and author of those informative books, "Charm" and "The New Etiquette."

Her lovely brown eyes (she will always be remembered as the "Brown Eyes" of D. W. Griffith's immortal production, "Intolerance") grew serious as she nodded an emphatic assent. Her mobile mouth curved smilingly.

"There isn't one of us but can develop this magnetic power of 'charm', and to do so opens doors of joy and opportunity—doors that we scarcely dared dream would respond to our touch," she assured.

"Charm is part of the technique of living. Many persons seem to think that charm is a matter of a pretty face," she went on, "Experience shows that notion to be absurd. I have known very many charming people, and some of the most delightful of them were positively homely. But they were all people who seemed to be perfectly sure of their mental footsteps, so to speak—people who glowed with an inner appreciation of their own dignity, people who were happy and joyous in their social intercourse. The most charming woman I ever have known was a Southern lady whose ears were unusually large, but she was serenely unconscious of them—and so were you as soon as she engaged you in conversation.

"'Highbrow' education has nothing to do with charm. I have met boorish persons in learned circles, just as I have basked in the sunshine of some perfectly charming woman among the very poor and lowly. I have been bored stiff by people who were literally full of information—and I have sat in the warm, sweet silence of some quiet, well-poised person whose very presence radiated friendliness and help.

"Of course, the beginning of this cultivation of charm is always from *within* the personality. . . . Sometimes the

process of adjustment is easy and at other times it is difficult. . . . The man or woman must *realize* he or she has an inherent quality of charm within. We all have that quality *inherently*—the task is to bring it forth.

**"IF** you want to develop your natural charm, you must endeavor to overcome everything that is, in any way, the source of an inferiority feeling. Remember that there is no such thing as a hopelessly ugly person, for a *developed personality* can so illumine a human face that it will glow with charm and friendliness. People respond to a warm and friendly personality—and they do not respond to a cold and critical one, however beautiful the outer form may be.

"I would advise, immediately, the discarding of any habit of fault-finding, criticism. If you see only faults in others, it means that you are looking at those persons from a wrong angle—for people are not full of faults. Actually they are full of virtues. The really charming person is that one who can make people pleased with what they have to give, bringing out their virtues and so, putting them on excellent terms with themselves.

"Here is an example of what I mean. Years ago, I knew a woman who was truly charming—who never lectured on the virtue of truth or on the vice of deceit. Her work was teaching, and she always spoke and acted toward us children as if we were absolute models of veracity. She had the conviction—and expressed it—that none of *her* children would even think of deceiving or lying. You can imagine the psychological reaction on us. That woman's charm expressed itself in so many ways—in kindness, understanding and sympathy. She thought of us as *good* and we certainly tried to live up to her ideal of us.

"*Mental radiation*—some people have that, and it warms all who come within its compass. You who would

(Continued on page 49)



Margery Wilson

\*In Interview with G.M.K.



# We're Male and Female

**N**ATURE is always trying to bring together pairs of human beings the component individuals of which are perfectly adapted to each other.

Our spontaneous selections and rejections are unconsciously made in accordance with this law.

The force with which two individuals whose sex is compounded in the proper proportions for harmonious union tend to rush into each other's arms, is not less than that of the repulsive action which develops between the mismates of social conventions. The process is literally and figuratively analogous to that which causes solution and dissolution in the chemical laboratory.

From this may be derived the explanation for the fact that the more feminine a woman is, the less she will understand a man—and the more will his sex character influence her. By the same token, the more manly a man is, the less he will understand women and the more readily he will be influenced by them. Those men who declare that they understand women perfectly, are justified in so doing. Because they are themselves heavily endowed with a feminine streak, "womanish" men *should* know how the weaker sex prefers to be treated. As a rule, the pronounced "he-man" learns how to deal with women only after long and disappointing experiences. Even then, his understanding will always be more or less imperfect.

## Why People Prefer Opposites

**T**HE deductions to which we refer explain why tall men prefer short girls, the brunette prefers the blonde, the "brainy" man usually selects a flighty or simple-minded little woman who doesn't know what she's talking about half the time and make people wonder "what he saw in her." The bodily characteristics are by no means the only factors which proclaim an individual's sex. There is truly a bi-sexuality of the emotions and intellect as well as a physical one.

The emotional life of the average woman proceeds on an entirely different plane from that of the average man—as many a marital shipwreck indicates. "She is as logical as a man"; "He is as sensitive and intuitive as a woman"—these commonplaces of conversation constitute proofs that in the intellectual sphere, the woman arrives at her decisions and the man at his deductions in divergent ways. Some of the mental and emotional characteristics of a predominant-

ing masculine sort as they occur in women, and of a feminine sort as seen in men, strike us oddly at times. Womanish men are usually quite anxious to marry and lean decidedly to women who have accomplished something in business or the arts. The mannish woman, on the other hand (and who, by the way, devotes far less time to clothes and grooming than her sisters) is very often the more or less willing support of the man she has accepted as her better half.

Ordinarily, our sex is assigned to us simply on the basis of the reproductive faculties, but study of the combined sex characteristics—mental, emotional and physical—have brought biologists to the conclusion that human beings should not be described bluntly as male or female and assigned categorically to different worlds. They are finding that "male and female created He them" well can refer to each individual, and not a pair. They insist that the 100 per cent masculine man exists as a hypothetical ideal only—and this is just as true of the 100 per cent feminine woman.

## No Total "Maleness" or "Femaleness"

**O**UR world, then, really is populated with beings composed of both masculinity and femininity in all imaginable variety of percentages. Just as soon, then, as we accept this scientific fact that total "maleness" and total "femaleness" are merely abstract conceptions of which concrete examples do not exist biologically, the sooner the "war of the sexes" will give way to a better understanding of the respective sexes.

Nevertheless, such a statement as "Every Jack has his Jill" has arisen from a presentiment that is based on an accurate psychological law—that each man or woman possesses certain individual characteristics which may supplement or balance opposite characteristics in the other. To feel or assert that either is *superior* to the other, is absurd indeed.

Does what we know about this tendency of nature to reach out and accomplish *balance* sufficient to enable us to sum up a general law? If, as seems probable, every male type has its female counterpoint with regard to sex affinity, it ought, indeed, to be possible to formulate a law expressing this relationship. Such a law, founded on known biological and psychological principles, in substance, parallels the dictum,

by EUGENE CORN, Ph.D.



# "Love," says this author, "Results From Nature's Attempt to Balance"

"Likes repel, unlikes attract," and may be stated as follows:

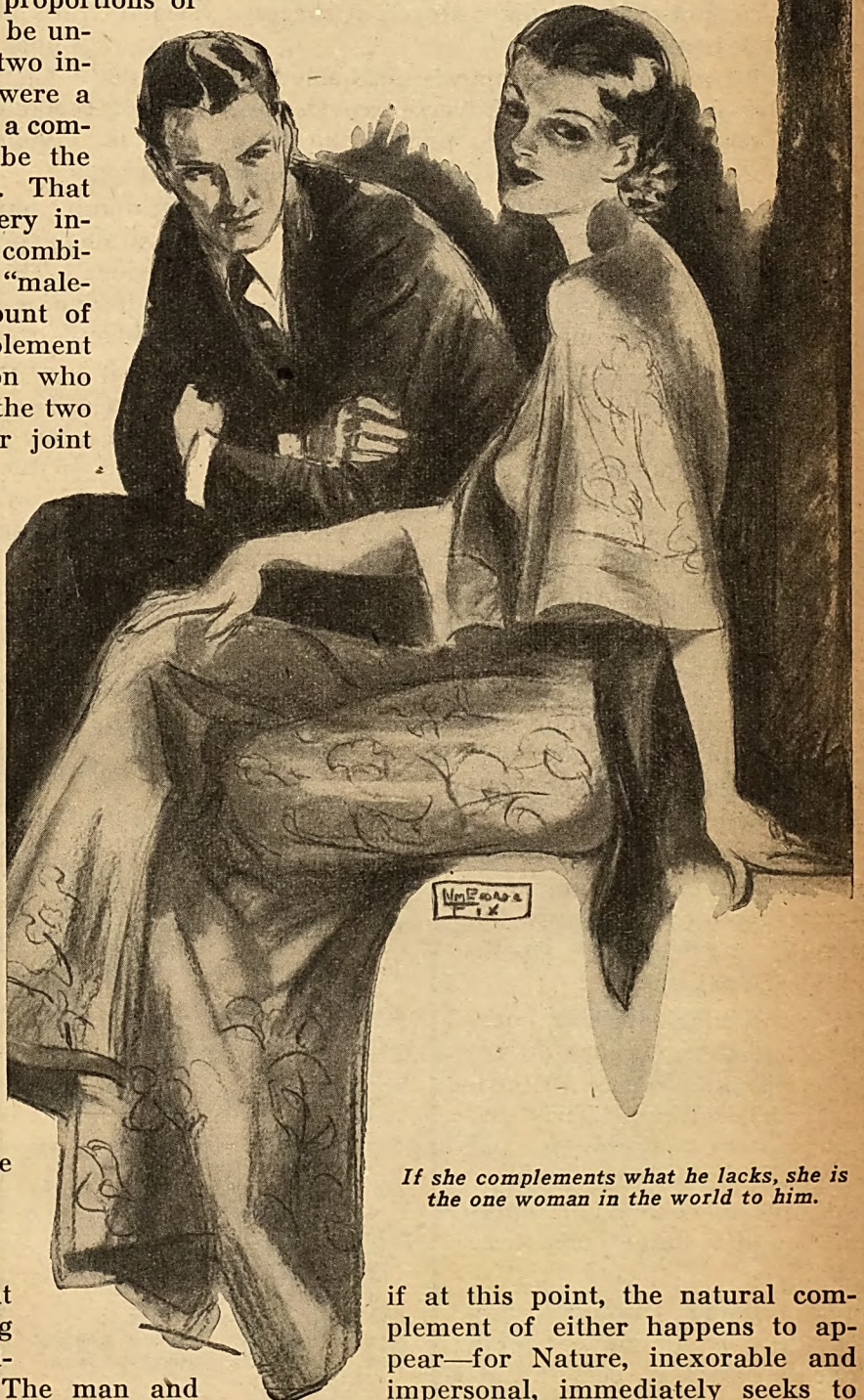
For satisfactory sex affinity, it is necessary that a complete male being and a complete female being meet, although the proportions of femininity and masculinity may be unevenly distributed between the two individuals. Now if every man were a complete male and every woman a complete female, any man could be the harmonious mate to any woman. That this is not true proves that every individual is, as we have said, a combination of a certain amount of "maleness" and another certain amount of "femaleness." The *exact* complement to an individual, is that person who contributes just that amount of the two sexes necessary to endow their joint partnership with the 100 per cent of male and female qualities.

For instance, a man possessed of 51 per cent of masculinity, must necessarily possess 49 per cent of a make-up that is feminine and his ideal mate would contribute 51 per cent of femininity and 49 per cent masculinity to the union. Again, a man 75 per cent masculine and 25 per cent feminine would attain perfect congeniality with a woman who was 75 per cent feminine and 25 per cent masculine, as the sum total would equal 100 per cent male and 100 per cent female. A particularly "feminine" woman possessing only 14 per cent maleness would enable a "he-man" of 86 per cent maleness to satisfy the equation.

## Accidental Fulfillment

Now love, perfect love, love at first sight—all this is nothing more than the accidental fulfillment of these requirements. The man and woman happened to possess the exact proportion of masculinity and femininity to balance and complement each other. On the other hand, marital incompatibility is almost without ex-

ception, the result of a union between a man and woman whose percentages of masculinity and femininity do not approximate each other's requirements—and woe indeed,



*If she complements what he lacks, she is the one woman in the world to him.*

if at this point, the natural complement of either happens to appear—for Nature, inexorable and impersonal, immediately seeks to readjust the difference of potential as inevitably as she does the sphere of electrical charges.

If the law of sex (Continued on page 45)



# You Create that Success

by GRENVILLE KLEISER

**A** SCIENCE of business has steadily grown up in America, making for better conditions, better houses, better playgrounds, so that good business has now come to mean human service.

Service is now a recognized slogan of successful business men.

A well-trained business man is not baffled by difficulty or even failure. Adverse experiences, if they come, are accepted as part of the day's work and disposed of as intelligently as possible. The right type of business man is always endeavoring to produce still better results.

If results are not up to your expectations, look carefully into the matter and see in what way you can improve your methods. Think it out in detail, get all the help and suggestions available, and formulate a new and better plan of procedure.

Theodore Roosevelt, when an important person was expected to call, would find out in advance what his visitor's chief interests were and would inform himself so that he could talk well on those subjects. And by such friendly strategy he often won opponents over to his viewpoint. He knew that in his work he must win friends, so he learned the knack of getting along with people, and this knowledge served him well throughout his life.

Business is business — yes, but today it is something more — it is good-will, reciprocity, human service, and worthwhile achievement.

Men who lack decision, courage, and perseverance do not make rapid progress in business or elsewhere. They disappoint the expectations and requirements of their employers, and so are denied the promotion they might otherwise win.

To become a success in any business, or to make people like you there are certain fundamental factors of which you must become aware, and keep uppermost in your mind. Here are a few reminders:

It doesn't pay to lose your temper under any circumstance. Every time you yield to irritability or anger, you lose something of value. Self-control will safeguard you against many undesirable traits of character. Discipline yourself to be well-poised even under great provocation.

It doesn't pay to run into foolish debt. The day of reckoning is inevitable and often disastrous. Avoid unnecessary debt as you would the plague.

It doesn't pay to vacillate. Some men are so infirm of purpose that they never reach definite decisions. There are others of clear judgment and determined character who, having carefully considered a subject, choose a straight course of action. These are men who get things done.

It doesn't pay to impair your health for the sake of a few extra dollars that you may never be able to use. Sound robust health is to be preferred above all material success, for without good health life will probably prove joyless.

It doesn't pay to covet a better position or a higher salary if you are not making an earnest

effort to improve your present work and opportunities. Right where you are today is the place to fit yourself for a more responsible, lucrative position.

It doesn't pay to waste time over foolish mistakes and misfortunes. Make every day a new beginning, with fresh resolution to work diligently for the fulfilment of a high ideal.

It doesn't pay to neglect the finer things in life—inspiring books, good music, elevating plays, pleasant diversions, beneficial travel.

Your mental attitude is a great determining influence in your daily life. Begin the day with an expectant mental attitude. It will elevate and enhance all your activities. When you are in the right mental attitude, many things will seem to conspire and cooperate to advance your work and interests.

## Success Tips

- Don't complain.* People loathe the chronic grumbler.
- Don't exaggerate.* Truths need no embellishment.
- Don't gossip.* It may be a boomerang.
- Don't mumble.* Speak distinctly so as to be easily understood.
- Don't speculate.* Quick-rich-schemes are short-cuts to disaster.
- Don't trifle.* Life is primarily a serious business.
- Don't procrastinate.* Do today's tasks today.
- Don't vacillate.* Shiftlessness spells failure.
- Don't brag.* Good work speaks for itself.
- Don't hurry.* The deliberate man accomplishes most.
- Don't borrow.* Pay your way as you go, or don't go.
- Don't criticize.* Praise or keep silent.
- Don't guess.* Know that you know.
- Don't weaken.* Fearlessly face your problems.
- Don't pose.* Always be sincere.
- Don't waste.* Practice wise economy.
- Don't gabble.* Talkativeness is depleting.
- Don't antagonize.* Cultivate a yielding disposition.
- Don't worry.* Useful occupation destroys depression.
- Don't strain.* Avoid overwork.
- Don't dawdle.* Get on!



# Drama as Release

## Two Thousand Years Ago, the Greeks Recognized Drama as a "Mental Catharsis"

**T**HE psychological attraction that the theatre has for most of us, the hold it has upon the people, and always has had, springs primarily from the fact that the theatre vicariously gives release to our emotions.

We may never be a hero in real life, but through living the stirring events that come to our stage hero *with him*, we get something of the thrill and noble emotions that seem to be his. We shudder apprehensively (if the acting is good enough) with the striving character who is going through multitudinous and frightening

experiences, and we feel decided satisfaction when the menaces are vanquished and a solution to the dark problems begin to appear. A little of his joys is ours as *with him* we embrace the lovely heroine and if the transmutation affected by what we have seen has been really pronounced, we

things improve, we find them flocking to problem plays.

Something of this, the young American author, editor\* and playwright—William Kozlenko—and I were remarking.

"Certainly the drama constitutes release to people's minds," he observed "and that follows the fact that drama—all important dramatic work—is highly psychological. Incidentally, every great work of art, whether it be drama, poetry or music, is essentially a psychological portrait of the man who creates it—and of course of the world about him which helped stimulate his creation. The great artist is at once psychological and social. Since he seeks to solve the riddle of human experience in terms of art, he makes the human being the pivot of his work.

"In music, it may be the composer himself. In literature and the drama, it is the characters which he creates: But in no manner can the artist deny his own identity and the identity of the generation of which he is part—provided, of course, that he is a positive artist."

"**T**HE artist, the dramatist, has a great responsibility," I remarked "He has the power to make the people feel, to stir them, even perhaps to shock them—"

"My idea of great theatre is that by which the audience *is* shocked," Mr. Kozlenko said. "Not shocked morally; not shocked in the sense that the writer, by technical subterfuge, has taken it unawares. What I mean by 'shock' is something bigger, deeper, richer. It is, for want of a better word, an *experience*—an emotional and artistic experience. If a play creates inner turmoil, deep laughter, strongly felt emotion, we can be certain that it constitutes a real human document. . . . And the only kind of writing that is worth while is that which springs from dynamic outburst. . . . Make a man feel anger, indignation, whatever it may be—translate this into art and you have a hot outburst of dynamic expression."

"And this explains," I remarked, "why those who *take part* in a play, whether as audience or interpreters, find the release we were speaking of. Their own emotions flow into the *outburst* of the original creator."



William Kozlenko

go out of the theatre minus the bored or fretted thoughts we took in with us.

That's one of the very great values of the theatre—its quality of making us forget ourselves, giving us release. Of course this is not a new discovery. Two thousand years ago, the Greeks recognized the drama as a "mental catharsis"—Aristotle first voicing this.

Today, society's attitude toward life largely can be judged by the type of plays that are most successful. In times of great stress, more people go to the theatre to "escape" reality. When

\*One-Act Play Magazine. . . . He is also a Director of the One-Act Repertory Company whose efforts toward a broader field of artistic expression are attracting wide attention in New York.



The knowledge of the vast influence of the drama upon people's attitude of mind has in the past year or two been put to a very practical use by psychiatrists in the treatment of maladjustments. Dr. Karl Bowman and his colleague, Dr. Nathaniel Ross, for instance, have conducted useful experiments in conjunction with a drama unit, and have reported intensely interesting results.

### Deep in the Subconscious

The manner in which a psychiatrist arrives at answers to intricate problems is a fascinating and enlightening study. It is not a simple matter to win the confidence of patients, many of whom feel that the world has turned against them. Often, of course, they (the patients) do not consciously know the causes of their anti-social feelings and behavior. It is buried deep in their subconscious and only the most subtle probing can bring it to the surface. Direct question is futile, for the questioner often becomes, in their minds, a symbol of rigidity and authority, and they withdraw into a shell that resists all attempts at prying.

Naturally, many subtle methods have been evolved to get at the roots of the problems of such patients, not the least of which is psychoanalysis. It is a vital matter, of course, to get down to original causes; without such knowledge, the psychiatrist must grope in the dark. In the instances referred to, audience reaction is of course not the principal concern. Speaking of the plays staged and acted by the patients themselves, Dr. Bowman has said: "From the themes of the plays, the parts they choose for themselves, and the way they perform these parts, we are enabled to get an insight into their subconscious minds that is extremely revealing."

A therapeutic theatre in Beacon, Mass., has also attracted much attention in past months.

Dr. Gardner Murphy, of Columbia University, speaking especially of improvements made with persons whose domestic situations had caused actual disorders to develop, says: "The full psychodrama of our interrelations does not emerge; it is buried in and between us. In this (Beacon) theatre, spontaneous play-acting done under medical supervision, has brought to the surface, facts that otherwise would never have emerged." The specific result of taking part in drama in which the individuals assume different relations to their respective and disturbing marital partners, is to give each a better perspective, develop a sense of humor, and break the unpleasant and tightly bound "pattern" previously associated with the individual.

### Religion Sought Its Use

This use of the drama by psychiatrists to change and turn the trend of uneasy minds, is of much interest to students of psychology, of course, but as we have said, the power of the drama to influence and sway, has long been known. Centuries ago, religion sought to direct the impulses of the people toward ethical ends. It called drama to its aid because, of all the arts, drama has most to do with the struggle of the wills and emotions of mankind.

In ancient Greece, so profoundly moving to the masses, was the drama known to be that authors, actors and the managers who directed them were considered as ministers of religion; the state paid the bills and the plays were the most important events of the year.

We well can think of the drama then, as not only amusement—vastly intriguing entertainment—but as such an important therapeutic, such a splendid release for human minds, that it constitutes more than an art, and in a world of intensely practical needs, is a veritable necessity.

ELDORADO FIELD.

## The "You" That Is Building

**W**ATCH the character of your thoughts. Nothing in life means half so much as this. Small thoughts create small people. Your character, personality and position in life are but the crystallization of your prevailing thought habits. . . . You cannot think ignoble thoughts and be noble. You cannot think cruel thoughts and be kind. You cannot think hateful thoughts and be loving or lovable. You cannot think lustful thoughts and be pure. Your character is determined by your thinking. . . . Your personality is an outflowing of what you think—not occasionally but constantly. Your position in life is determined by your character, personality and mental alertness. Sick thoughts make sick bodies. Fear thoughts make cowards. Poverty thoughts make paupers. Failure thoughts inhibit success. You are, in the ultimate analysis, what you think . . . One of the foundation stones of the new order is a recognition of the supreme importance of thought as the arbiter of destiny. Present chaos is the result, inevitable as the tides, of centuries of wrong thinking. A new world will be built by clear, unfettered thinking. To build a better social and economic order, we must build better thinking individuals. Watch what *you* contribute this year of 1939!



# Your Pet Aversion

by L. E. EUBANKS

**"T**HAT settles it, this business is for sale!" Mr. J., age fifty-five, had been raving over the "craziness" of the younger generation for ten years, and it seemed to him the height of misfortune when a high school was erected on the corner opposite his store!

So the store was sold for half its value, and Mr. J. now lives in miserable idleness.

Another acquaintance of mine is offering his home at little more than half price because he can't stand so many automobiles near him. "Years ago," he laments, "this was a nice quiet place to live; now it's a madhouse. And if there's anything I detest it's a snorting old car. I hate 'em worse than poison!"

That's what a pet aversion can do to a person. And material loss is the less grievous feature; the effect on health, happiness and popularity is the real calamity. When Mr. N. snarled "I hate 'em worse than poison" his face said even more than that; it was alarmingly flushed, the cords of his neck bulged and his chin quivered. I wanted to tell him that he was flirting with apoplexy, but to tell Mr. N. *anything* he doesn't want to hear is never entirely safe.

**I**N THE last analysis, happiness is the goal of life; for without it life isn't worth the living. To be cheated of happiness by other persons, or by circumstances over which we have no control, is a sad misfortune; but to cheat *ourselves* is folly, downright nonsense.

Intolerance is one of the hardiest weeds in the psychological garden; it can take such possession of the mind that true happiness is impossible. Any elation felt at the time of venting one's wrath and bitter criticism is more than offset by the reaction—the regret, in later hours of solitude, that one can't be normal, cheerful and happy like other people. Of course, such a one *could* be like others. Why not? He isn't essentially different; his defects are of his own creation. He's smart, nearly always above the average intellectually, but he lacks one important mental quality: the disposition to reason calmly.

If your pet aversion is something from which hundreds of thousands of people are deriving pleasure, isn't there something significant in that numerical relation—one to 1,000? Either they have seen some good feature in the thing that you've overlooked; or you've discovered an objection which they fail to see. Even as one to

one, the person who is positive on a subject (favorable toward it) is somewhat more likely to know that subject thoroughly than the negative person.

But this, remember, is one of those thousand-to-one propositions. Is it very likely that the one is right and all those others wrong? Can Mr. N. get anywhere by arguing that automobiles should be abolished? He can't even (really) convince himself.

Mrs. B. says, "Mr. N. is ridiculous; automobiles are a positive necessity. It's different with *my* complaint." Mr. B. drives, and likes autos, but he despises the movies and grows eloquently bitter when



*If you hate to dress for dinner—well, don't get excited!*

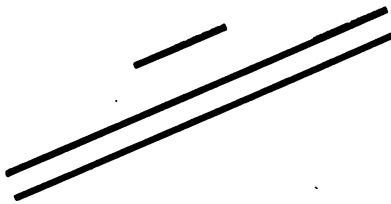
someone defends them. The difference between *your* pet aversion and the *other* fellow's is merely a difference in ownership; to the neutral observer both of you are a bit fanatical, adult infants crying to be humored. And it is an infantile attitude. Any intolerance in which you stand virtually alone (on a percentile basis) marks you as dismally ignorant or colossally egotistic.

You can cultivate an aversion, make a pet of it—just as some acquaintance fondles and protects a cat or dog that everyone else in the neighborhood regards as a nuisance. You can hug to your heart most any prejudice or imaginary grievance, nurture and develop it into an obsession. You can ostracize yourself in its defense, even wreck your life.

And what do you get? Failure and derision. That's right, too. You are not the wheel of life, but merely one cog; and the other cogs resent your presumption. At times I have to bite my tongue to hold back violent resentment of the radio—my pet aversion, if I have one. But something tells me that radio will be carrying on long after my departure. Like motor vehicles, it is an institution, and all I'd get by sermons of disapproval would be unpopularity. Friends would say, "He's getting old, erratic, cranky; I don't think I enjoy his company as much as I used to."

Drop your pet aversion, if you have one, and see how quickly your (Continued on page 45)





**“T**O him that hath shall be given, and from him that hath not, shall be taken away even that which he hath.”

This may seem unjust, but it cannot be, for it is one of Nature's laws and, therefore, perfect. Before you are ready to receive you must learn to give freely of that which you already have, and before you can make use of the Law of Attraction, there must be a magnetic state of consciousness.

Hoarding denotes a feeling of lack and this, in turn, begets more lack-poverty conditions. The seed gives all the energy that is stored within it to produce a shoot and this makes it possible to supply its needs from its surroundings. Before it liberates its energy, by giving, it remains nothing but a seed, and as time goes on a conservation lessens its energy until it becomes a mere nothing. By using what it already has, even though sometimes it appears so small as to be almost below human comprehension, it can, in time, become life-giving to multitudes.

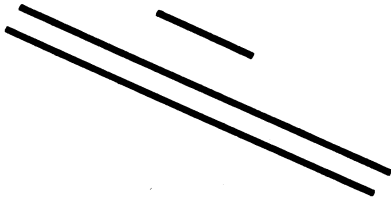
Great things have always had small beginnings, often a mere shadowy idea in the mind of some human being occupying a very insignificant place in life. You may think he must have had a germ of greatness stored up within him and this is true, but no more true of him than of you, for he had nothing more than we have.

### Characteristics of Outstanding Personalities

**P**EOPLE who have become outstanding personalities and human benefactors have merely opened their consciousness to *the inflow and outflow of universal ideas* and this fulfilled the purpose for which we were all created—to become avenues for the expression of Universal Life.

As long as the plant keeps putting forth an effort, it continues to increase through the operation of the Law of Attraction, but as soon as it ceases to do this, it stops attracting and disintegration sets in.

It is much the same in human experience. As long as anyone is open and receptive to new, constructive ideas they, too, continue



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to grow and, regardless of the number of years they have lived, they retard the effects of the passing years and keep disintegration at bay.

The plant that gives and gives of its beautiful blossoms continues to produce long after the one that has conserved and ripened its seed and the man, too, who gives and gives of himself to aid others far outstrips and out-lives the one who selfishly keeps his production to himself.

### We Cannot Stand Still

Time does not determine age. Age is a matter of consciousness as is proven by the fact that many people are older at forty than others are at seventy, and this is not due alone to dissipation. You must either integrate, or disintegrate—there is no such condition as one of standing still.

“Without vision the people perish,” and *the man who cannot vision himself as growing greater* is already headed for the scrap-pile.

If we could always remember that we are cause and everything we recognize as belonging to us is an effect, it wouldn't be quite so hard to find out how to change things. We may be willing to acknowledge the truth of this, but we find the making-over process too painstaking and so allow ourselves to drift along in much the same old way, leaving our affairs to chance.

But there is no chance. Everything is in accord with an undeviating law and we are constantly using it either constructively, or destructively.

We should always remember that we are superior to our manifestations. Cause and effect are inseparable, but cause is superior to effect. Cause is creative and effect is not, unless it stimulates ideas and enters the realm of causes in a secondary manner.

I have faith in my fellowman, but my faith in the justice of an over-ruling Power is greater and because of this faith, I am forced to believe that the Law of Compensation rules the universe and whatever comes to each one of us, comes through the operating Law of Attraction.



# “As a Man Writeth”

by M. DE BERRI TENNENT

**F**REQUENTLY someone asks: “Why is it that handwriting done with a lead pencil cannot be studied with accuracy?” The answer is that the *pressure* indicated is significant and with pencilings, this is not so easily discerned.

Character is shown in handwriting by the fact that handwriting, like all our movements, is a revealer of *inner* elements of the individual. The brain tells the hand to move and also tells it what to write. Beneath all this is the *mood* in which the writer pens his words. Moods, whether we would have it so or not, creep right down into the pen point and tell on us.

Nothing is so discernible in handwriting as the kind of background you have had. A business training, although it may have been taken years before, will show with certainty. If you have studied this or that method, some vestige of it will remain—even after years, and when your personality has developed greatly.

If you have made endeavors to develop certain fine traits of character, this will show in your handwriting. If you allow disturbing thoughts to dwell in your mind but are of such nature that you can *seem* calm and poised, your handwriting will give you away.

Sometimes a doubt is expressed that handwriting is truly revealing because as a person said recently, “Certainly people’s handwriting often changes.” That is quite true, and it does so because the *person* has changed—his environment, condition—physical or otherwise. A child’s handwriting changes rapidly because development is taking place continually.

\* \* \* \*

In analyzing the handwriting of children, the interest of the graphologist centers around promising characteristics which, if discerned by parents or teachers often offer valuable suggestion in guiding the youngsters in formative years. This is not “telling the future”—it simply enables one to recognize innate qualities which might otherwise remain undiscovered for the time being.

Shirley Temple is one child whose handwriting shows decided adult mental development—not in general aspects, but in individual forma-

tions. Her handwriting shows that she will accept direction without rebelling, and though her writing also indicates she writes in a manner she has been taught, there is originality and imagination indicated. There are also indications of poise and a certain detachment. She has powers of concentration, easily discerned here if one analyzes carefully.



July 2, 1938

Thank you very much  
for the lovely feather flowers you  
sent me

It was so nice of you  
to think of me.

Love,

Shirley Temple

Although we have often, perhaps, been led to think otherwise, I am sure that learning her parts has not always been easy for this fine little actress—the roundness of her writing shows this. There is stability here, and practicality—more than when t bars are set on stem; i dots are almost directly over the upright of that letter. Keeness is rapidly developing here—the form of n shows that and the sharp points on the tops of the small letters elsewhere.

I have said she is practical—and shrewder than one might suspect, being at the same time, sweet and kind, and there is evidence of a surprising strength of will. This is where wise parents are especially valuable—where mature traits show surprisingly—and we know that Shirley *has* wise parents. No doubt what is expected of her has developed independence and the *balance* in character which would (Continued on page 45)



# Conscious Mind Reading

*In the last few issues of this magazine, excerpts have appeared from Upton Sinclair's vivid recital of experiments made in the field of telepathy\* by him and his wife, Craig Sinclair, and the conclusions which led him to say of this "sixth sense", "To set limits to such possibilities, is not to be scientific—it is merely to be foolish. . . . I put it in capital letters: TELEPATHY HAPPENS!"*

*The following is a continuation of instruction in the art of conscious mind reading which began last month (the quotations are Mrs. Sinclair's). She had emphasized the importance of knowing how to relax. . . .*



**"I**T may help you, to start as follows: Relax the body as completely as possible. Then visualize a rose, or a violet—some pleasant, familiar thing which does not arouse memory-trains.

"Gaze steadily, peacefully, at the chosen object—think only of it—try not to let any memories it may arouse enter your mind. Keep attention steady, just seeing the color, or the shape of the flower and nothing else. Do not think things about the flower. Just look at it. Select one thing about it to concentrate on. . . .

"If you find that you are made nervous by this effort. . . . Maybe the object you have chosen has some buried memories associated with it—something which arouses unconscious memories of past unhappy events. . . . So find a peace-inspiring object to look at. . . . If you succeed in doing this, you will find it hard not to drop asleep. But you must distinguish between this and the state you are to maintain. If you drop asleep, the sleep will be what is called auto-hypnotic sleep, and after you have learned to induce it, you will be able to concentrate on an idea, instead of the rose, and to carry this idea into the sleep with you, as the idea to dominate the subconsciousness while you sleep.

"This idea, taken with you into sleep will often act in the subconsciousness with the same power as the idea suggested by a hypnotist. If you have ever seen hypnotism you will know what this means. You can learn to carry an idea of the restoration of health into this auto-hypnotic sleep, to act powerfully during sleep. Of course this curative effect is not always achieved. Any idea introduced into the subconsciousness may meet a counter-suggestion which, if you are ill already exists in the subconsciousness, and a conflict may ensue. Thus, time and perseverance may be necessary to success.

"But this is another matter, and not the state for telepathy—in which you must avoid dropping into a sleep. After you have practiced the exercise of concentrating on a flower—and avoid-

ing sleep—you will be able to concentrate on holding the peculiar blank state of mind which must be achieved if you are to make successful experiments in telepathy. There may be strain to start with but it is getting rid of strain, both physical and mental, which constitutes relaxation, or blankness, of the conscious mind. Practice will teach you what this state is, and after a while you can achieve it without strain.

## The Next Step

"Ask some one to draw a half-dozen simple designs for you on cards, or on slips of paper, and to fold them so that you cannot see the contents. They should be folded separately, so that you can handle one at a time. Place them on a table, or chair, beside your couch or bed, in easy reach of your hand. It is best, at first, to experiment in the dark or at least in a dimly-lit room, as light stimulates the eyes and interferes with relaxation. If you experiment at night, have a table lamp within easy reach, so that you can turn the light off and on for each experiment without too much exertion—as you must keep your body and mind as passive as possible for these experiments. Also, have a pad and pencil beside you.

"After you have placed the drawings on the table, turn off the light and stretch full length. Close your eyes . . . relax completely. Make the mind a complete blank. . . . Thoughts will come. Inhibit them. . . . It is essential to induce a passive state of mind and body. If the body is not relaxed, its sensations interfere with the necessary mental passivity. Each reacts on the other.

After turning off the light, close your eyes and with relaxed mind and body, reach for the top drawing of the pile on the table. Hold it in your hand over your solar plexus (hold easily, don't clutch). Now, completely relaxed, hold your mind a blank again . . . for a few minutes—then give the mental order to the unconscious mind to tell you what is on the paper you hold in your hand. Keep the eyes closed and the body relaxed, giving the (Continued on page 47)

\*"Mental Radio," by Upton Sinclair.



# Life Has Betrayed You?

## Readers Answer Young Man

**I** You Accepted a False Position  
 BELIEVE the trouble with you, young man, is that you are too sentimental, which is a sign of weakness.

First, there is the matter of the papers you were falsely accused of stealing. If you had strongly and determinedly stated the truth, I'm sure somebody would have believed you, and come to your defense. Weakness in accepting a false position (which no doubt goes back to fear) decided this in your disfavor. *You*, then, are to blame.

Then there was the girl you loved. A deep disappointment, of course. You can sweep much bitterness out of your heart by reasoning that she, condemning you upon mere hearsay, proved she was entirely unworthy of your deep devotion. . . . I am inclined to think that either you inherited the business you lost, or the facilities were put into your hands. Surely, you otherwise would not so easily have acknowledged yourself beaten, stripped.

Everything you related about yourself indicates weakness—and only one sign flags interest. If you were really hopeless, you wouldn't reach out for help. That shows that you have at least a grain of faith that there is a way out. And there is. Autosuggestion. You can, with this powerful tool, make a new life. Nothing in your past gave you happiness, so why delve into it further? I suggest that you—

First look to your health. Sun, air, water—they are creative powers. Don't make the mistake of overlooking them. Sports, hobbies—something new to be interested in. You'll be interested if you give yourself a chance. . . . Vegetables, fruits . . . right things to eat. . . . Now rub from your mind, animosity, revenge, hatred—you can't afford them. If you find this difficult to do, at least look serene. Odd, perhaps, but this really acts happily upon your entire nervous sys-

*Some time ago, we published a letter from a young man who declared himself disgusted with life, calmly contemplating suicide. . . .*

*"Life has betrayed me," he asserted.*

*He had figured (innocently) in an unpleasant scandal involving theft: He was coldly jilted by the young woman he loved, and in a business association, he was flagrantly taken advantage of. . . .*

*"How can a man go on living among human beings when he has lost faith in all of them?" he asked. . . . Many of our readers replied to him. Some of the letters are included here.*



*"Try to see it from the other fellow's point of view."*

tem. . . . Avoid (just the same as if they had a physical disease that you didn't want) persons who are bitterly pessimistic, mentally low or vicious . . . even those given to gossiping. . . . By this time, you'll feel so much better that *the constructive statements you feed to your inner consciousness* will really make remarkable headway. If you do these things, *you can't avoid* being pleased with yourself—and life. In other words you'll be happier than you now believe you'll ever be again.

Where psychology comes in, is that it helps you to understand how much your thoughts affect your life. Your future depends upon them. You have that future very largely in your con-



trol and it is quite, quite possible for you to entirely drop off your present hopelessness. I know.

*Luis Fernandez,  
Santa Clara, No. 3,  
Madrid, Spain.*

### I, Too, Had Lost Faith

**M**ANY years ago, I too, lost faith in life; only in my case, it was even more complete and devastating. I lost faith in everything—friends, brothers and sister, even my parents; and in religion and God.

I left home and went to a city hundreds of miles away—and this is what I found after months and months of discouragement and despair. Truth alone is unassailable; all else must perish when brought under the corrosive and penetrating influence of this potent acid—doubt. What is happening to you, young man, is what happened to me. This searing element is tearing away the imperfections in your spiritual make-up. Such a process causes pain and agony. What you do *now* is a measure of your strength—and your future. If you decide to leave what you call “this worthless world” you are only deceiving yourself. You will have to face the same problem eventually, though perhaps in a far different form.

If, on the other hand, you make up your mind to face the music and play the game fairly, you will find much happiness—a happiness that you now don’t believe exists and will have to take on faith. Take this from one who has been through the mill and knows this to be true.

*Peter A. Gardner,  
White Plains, New York.*

### Accustomed to Sympathy

**T**RULY you have been an unfortunate man in your relations with human beings—and you are even more unfortunate in your relation to yourself. I would wager a goodly sum that, when you were a child, someone always rushed to you with words of sympathy every time you tumbled on the floor, telling you that somebody or something was to blame for your fall. Now that you are grown, you are sending out an S.O.S. that people may rush forward with their offerings of sympathy to lay at the altar of your bitterness.

You might try looking at all you have described from the other fellow’s point of view. The fact that your parents were good and charit-

able and merciful may well prove to you that there are others of like character, for God surely would not trouble to keep the world in existence for just *three* good human beings—your father, your mother and yourself.

*Edith Rogers,  
Gainesville, Fla.*

### Begin Life Over

**H**AVE faith in human beings and almost invariably they will have faith in you. Begin life over again with this thought and doubt not that the people who have betrayed you will, sooner or later, pay for their own sins through the laws of compensation. . . . Your past life has betrayed you because of the way you *thought* about things. Believe this and turn about face. You will assuredly see a change in outward conditions.

*J. Lupe R. Canales,  
Dilley, Texas.*

### How We Respond

**I**T is written, “Stars shone brightest in the darkest night; grapes come not to the proof until they come to the sieve; spices smell sweetest when they are crushed”—all of which is to say that trials and adversities make us more worth while *if we rightly respond*. If you hope to live without a trial and proving, you are wishing to be but half a man.

*Catherine M. Rogers,  
St. Petersburg, Fla.*

### A Part of Living

**Y**ou may need help—but life has not betrayed you. You have had experiences—some difficult ones, but all that is part of *living*. Remember you are here for a purpose and have a mission that only *you* can fulfill. You have lost faith? Well faith without work is dead—even faith that would move mountains, is nothing if you have not love. The people who have wronged you—sometime, if not now, they will be enlightened enough to know what they have done. Try to do some of them a good turn—a superior being would do this, rather than trying to “get even.” . . . Pick yourself a hobby—anything to be interested in—it’s bound to help. Do these things and I defy you to remain unhappy. I’ve tried it.

*Minnie E. Barrette,  
Green Bay, Wisc.*



# Are You Versatile?

**O**NE of the best doctors we know made a private confession to us recently.

A confession from a doctor is a notable, and noble, occurrence. Professional men like doctors, lawyers, teachers and preachers are supposed to hear confessions—not utter them. We listened.

The doctor had been reading some of our writings. Thereupon he confessed: "I have always wanted to be a writer—even a writer of poetry. But that would be fatal to the success of my work. No professional or business man should ever let people suspect him of being versatile. They doubt the skill and sense of a man who tries to do more than one thing in life."

We pondered. "They do," we agreed. "They can't size up a man of varied talents. He is a mystery to them, and mysteries are sources of doubt." Then we admired the doctor and his notable therapeutic achievements, and mollified somewhat his urge to be an author.

Why is a man openly versatile regarded with suspicion by the multitude? Because he should be. The multitude, blind and stupid as a multitude is, nevertheless performs a real service in doubting and avoiding the rash owner of a multiplicity of talents. He is likely to be a failure till he controls, or conceals, his versatility.

Whoever indulges a large and loose variety of activities and ambitions gets nowhere. Thought, work and ability require a sensible, sure focus. They mustn't be allowed to waver or scatter.

A lifelong friend of ours permitted himself to be unrestrainedly versatile, because he was born that way, for a dozen years after graduation from college. He could teach a little, write a little, draw a little, play a little, sing a little, do other nice things a little. Also he could earn a little—about \$100 a month.

He had a long talk with an efficiency engineer. That woke him up to his mistakes, liabilities and possibilities. He quit being versatile, and concentrated on the doing of the one big thing he could naturally do best. In a few years he was able to earn \$100 a day! And the money didn't count for so much as the conscious mastery of his own powers and opportunities. He had

ceased to be a drifter and dabbler. He had stuck to his chosen work till he was supreme in his line, with national fame and influence rewarding his command of his versatility. Now he is free to indulge the versatility wisely.

A person who has achieved a great success can afford to be versatile. No one else can. It costs too much.

Yet the parents of the versatile child put him on display in the parlor, that he may show off to visitors how smart he is in how many directions. They should put him on probation in the attic or cellar, where visitors don't come, till he learns to do one thing supremely well. It isn't showing off that makes success, but digging in and holding on. To be versatile without being infantile is a rare feat. Not many can perform it.

A variety of talents in a young person resembles a variety of colts in a field. The strong yet foolish things are apt to run wild, cause damage, waste themselves, amount to nothing. But this does not happen if their owner exercises ownership. When he

has them trained, harnessed, forced gently but firmly to do his bidding, they can take him almost anywhere he wants to go. Are your talents guided properly? Do they carry you, safely and swiftly toward the height of your ambition?

Versatility means opportunity, also liability. Power void of control is danger. Power under control is destiny. Those richly endowed should be specially safeguarded. The finest people are generally the most gifted, so they need most to be warned against the folly, vanity, waste, confusion, misunderstanding, loss, resulting from the dissipation of a multiplicity of talents.

What is versatility? A wealth of inborn taste, temperament, capacity and desire, to enrich the owner past the ken of the average mortal. But wealth needs wisdom, or leads to worse than waste. Note the inferiority and disreputability of the prodigal sons of millionaires. Inherited wealth is a handicap more often than a help. So is versatility, likewise inherited.

The key question for everybody concerned is: How does versatility prove a handicap? How may it prove a help?

1. AS A HANDICAP, it behaves thus: destroys

## How to Handle a Number of Talents

by **EDWARD EARLE PURINTON**



concentration; substitutes display of talent for dependence on training; allows undirected feeling to usurp the place of well-directed thought; leads to companionships that exert a bad influence; panders to a fatal irresponsibility and hence undermines integrity and authority; makes a man a financial slave by preventing his earning enough to become at last independent of the daily grind.

2. AS A HELP, it acts thus: offers numerous advantages, for example these: diversity of occupation and increase of opportunity; variety of interests and escape from monotony; extension of outlook and broadening of perspective; multiplied avenues of recreation and consequently more zest for work; evolution and expression of the greatest individuality; pride and satisfaction in the results of being genuine; delight in watching dreams come true; increase of resourcefulness and thus of self-reliance.

How, then, can we make our versatility stop being a hindrance and nuisance, change till it serves as a constant help? Analyze, organize and utilize it. Compel it to take orders and carry them out, instead of permitting it to run around loose.

Prolific tendencies have been characteristic of most great men. But the greatest are wisest in the understanding, control and use of such tendencies. A great man primarily is one who has gained mastery of his own temperament. A born genius can perhaps afford to give his temperament full sway—but he is so rare in occurrence that his supernormal freedom doesn't count for the rest of us. Men of trained talent are better guides than men of untrained genius.

Henry Ford was versatile. He combined the powers of the manufacturer and the traits of the historian. What did he do—start to write or teach history? Positively not. Became the world's richest manufacturer, able to buy museums and found schools for a practical demonstration of history worth knowing. Scholars need to go to school to manufacturers.

John D. Rockefeller was versatile. He possessed the abilities of the financier and the proclivities of the sociologist. But he kept silent regarding welfare work till he had the money and freedom to do it on a vast scale. Now the Rockefeller Foundation, with equipment worth over

\$200,000,000, is unique as a monumental institution of scientific beneficence.

The outstanding world leaders are many-sided, with opulent natures demanding varied forms of expression. If you are like them in being versatile, a few suggestions based on a study of their lives may be useful. Some of the pointers may apply only if you are under middle age, others should prove helpful regardless of age. Only you can judge the value of each for you.

1. Prepare a list of all your special talents and powers, or activities most desired. You need first a complete inventory of your individuality, as a business proposition.

2. Classify these items into three grades of potential worth, according to their practical nature and likelihood of money returns. Which would fill your purse, while satisfying your mind and heart?

3. Compare the items marked first grade, and select the one major activity that you could put into effect most quickly, easily and profitably. Base your choice on a financial survey of possibilities.

4. Concentrate on approval methods to make this activity highly successful. Investigate books, magazines, mail courses, in this vocational field. Study reports of great concerns and national organizations covering your speciality. Plan how to become a leader.

5. Build mentally a future broad enough and high enough to include the manifold objects and interests of your desire. Look on your present occupation as merely a foundation for your life structure, not as a complete finality. Then its monotony shouldn't chafe you.

6. Let your principal avocation be as unlike your vocation as possible. Get away and forget routine. Give your unusual faculties and sensibilities a chance. Be somebody else for a while, and enjoy the sense of freedom to the full.

7. Choose a variety of amusements and recreations, for expansion of your personality. Avoid sameness in your spare time. Have the kind of fun you feel like having, not the kind customary to people of scant temperament.

8. Be on guard, however, against waste of energy and emotion, that might result in exhaustion. Remember that a highly strung and keenly sensitive person should acquire poise and maintain calmness, for (Continued on page 46)

## Wide Walls

GIVE me wide walls to build my house of life—  
The north should be of love against the winds of fate,  
The south of tolerance, that I may outreach hate,  
The east of faith, rises clear and new each day,  
The west of hope, that even dies a glorious way.  
The floor beneath my feet shall be humility,  
My roof, the very sky itself, infinity.

Give me wide walls to build my house of life!

By Elinor Lennen.



# Living and Learning at 80!

## I Retired Once but I've Returned

*The subject of this article, just rounding into his eightieth year, told last month of his retirement from business, some years ago and of his subsequent dissatisfaction with life. He was not content to "stay put," turned again to business activities and is healthy, happy and successful. Some of his deductions that make life interesting to him follow:*

**T**HANK Heaven, I do not want to do the things I did twenty or thirty years ago, or even ten years ago, but I get a great deal of enjoyment out of other things.

When my grandsons drive thirty or forty miles on a cold, snowy night to find good skating or skiing, or what not, how glad I am that I am not compelled to leave my warm room, and am at liberty to listen to a program on the radio; read an article in a late magazine, or do whatever I please. Sixty years ago I would have chosen the winter sports, and would, no doubt, have looked with compassion, at the old man who sat by the fireside, but now the situation is completely reversed, and I would not change positions with the boys even if it were possible to do so.

I enjoy watching a baseball game or a football game, but I am glad that I am a mere spectator and do not have to be harangued at and browbeaten by a coach, or nurse a bruised body for days to come. There are a number of things I cannot do, that I do not want to do and that I am relieved by not having to do, but there are an equal number of things that I *can* enjoy and that I never had time for before.

True, my wife and I do not indulge in dancing, winter sports or things of a sundry nature, but we do get a lot of enjoyment out of a game of cards with friends, a good show or a good book. And I have time to enjoy the companionship of my wife. I am on two church boards, and, while I do not do as much active work as some of the younger men, yet I feel that when my advice is asked, it is listened to and appreciated. My wife is active in club work, heads one or two committees, and sometimes talks on the radio.

I do not think the old should retire from active life unless absolutely necessary. Of course,

it depends on your health, home environment—whether you feel you are "under foot" so to speak. If you are financially independent, or are even situated so that you can have a room to yourself to which you can retire whenever you wish, or what is more important whenever you feel that some member of the family would rather you would, then certainly you should do as you please.

### The Daughter Is Criticized

I know a woman who is active in club work, always going hither and yon, and she has been severely criticized because her mother lives in an old ladies home. Her mother is there, however, because she prefers it. She has companionship of her own age, is well looked after, and altogether it is a fine arrangement for all concerned. The mother's enjoyment of things she likes to do is just as keen as ever, but she does not like to do the things her daughter does, nor is she particularly fond of her daughter's friends.

What of the aged who do not have a comfortable home or income? There are many homes where I am sure old people are much happier and more comfortable than we are sometimes led to believe. Human nature is about the same whether eighteen or eighty. Was there ever a young person in a prep school, or college dormitory, who did not complain bitterly about restrictions, food, treatment, or what have you? And yet they are told that the period when they are getting their education and have no serious responsibilities should be the happiest years of their lives. Of course this is not always so, for, while the young are not actually unhappy in the majority of cases, yet they are restless and dissatisfied, and so we are, at eighty, if we have not something to do that seems worthwhile.

If, on the other hand, we are incapacitated in some way, so that we are not able to work, if we are taken care of physically and have a pleasant association with people of our own age, and about the same status of life, we should be comparatively happy if our mental outlook is right.

I do not believe we change in disposition as we grow older, we merely grow "more so". For instance, if we have allowed ourselves to be impatient, discontented with life in general, neu-

by  
**FRED  
D.  
MEEK\***

\*As Told to Marion Parker Hodge.



rotic, we merely keep on getting worse as we grow older. If we have trained ourselves to be patient, tolerant with the mistakes of others, content but maybe not satisfied with our lot, then, as we grow older, we grow mellow, more patient, more indifferent to the turmoil around us and more satisfied with our lot. Things that used to upset and worry us simply do not matter any more.

### No Responsibilities Now

I take a great deal of pleasure in my younger grandchildren. I enjoy them nearly as much as I did our own, and there is none of the anxiety. If I hear the baby crying, I know that his mother or the nurse will attend to him far better than I could, so why worry? And yet in their happy moments I can enjoy them just as much, or more, than their parents can, because it is a strange thing that the very young and very old have an attraction for each other; a sort of free masonry, a liking without criticism, an acceptance of friendship offered with no questions asked.

I enjoy young people. I enjoy their viewpoint, their fresh outlook on life, their energy and enthusiasm, but I want to be free to withdraw when I feel inclined to do so. It is not considered impolite for an old codger to retire to his room and stay there if he wishes, for we get tired sometimes of the heat and turmoil of the present-day and long for calm, although a certain amount of excitement, I imagine, is good for us.

Two years ago my wife and I drove to California. Yes, either of us can still drive a car, although we are content to jog along at forty miles an hour. We believe we can enjoy the scenery more and, at least, we know it is much safer. We took three weeks to get to California, instead of the customary three days, but we stopped as long as we wished wherever there was anything that interested us. We stayed three days at the Grand Canyon and spent hours sitting by the rim and saw its grandeur by sunrise, high noon and moonlight. We could look down on Bright Angel trail and see the hikers setting out in the morning and returning in the evening dog-tired, and half ill from over-exertion and sunburn. We thoroughly enjoyed the Grand Canyon. . . .

I do not indulge in any strenuous exercise, but I do a moderate amount of walking especially in the morning when I am feeling rested and refreshed, but at night, if I do not have my automobile, I board the street car which carries me up the long hill near my home, for I find that the exertion of climbing the hill after a long day down town is a little too strenuous. I am moderate about my food, trying always to eat my heartiest meal at noon—it agrees with me much better. I always try to get at least nine hours of rest and sleep, and if I am up exceptionally late at night, I usually make it up the next morning. By being careful and observing all of these simple but obvious laws of health, I expect to be "going strong" at ninety—or more."

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### Broken Cocoon

If an atomic seed  
Will break from the warm womb of earth,  
And fight its way upward  
To win ingress to light  
Through frail, new birth;  
Then Fear shall not spin a cocoon around  
me  
That my Soul will not beat down with its  
wings  
To emerge and soar into Infinity!

by Lonna Powell Staab

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## The One Thing That Matters

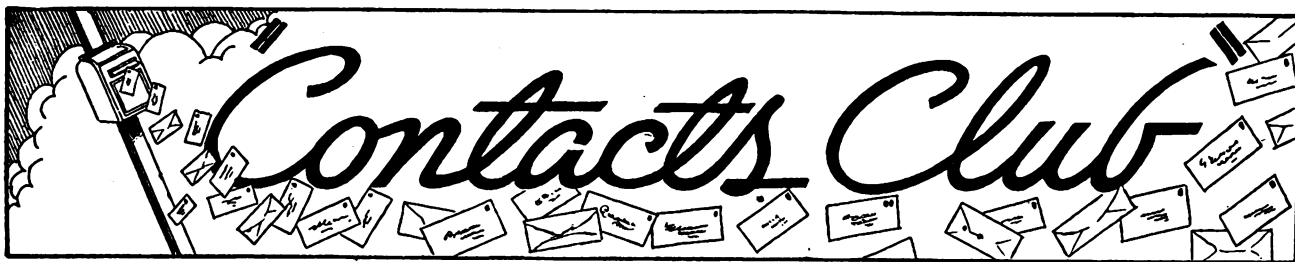
**T**HE most important of all things to possess is Peace of Mind. There is absolutely nothing else in the world which is equal in value to that. Nothing else that life can offer is so important, and yet it seems to be about the last thing that many people work for. They strive both spiritually and materially for everything else under the sun, whereas if they had everything under the sun, and still lacked peace of mind, they would be miserable. If anyone should come to you with a billion dollars in one hand and peace of mind in the other, you would be the most foolish person on earth if you took the billion dollars.

Peace of mind includes all other good things.

If you have this, it does not matter where you are or what surrounding conditions may be—all will be well. Even if the outer picture were an unpleasant one in itself, it would cause you no grief if you had peace of mind, and very soon that picture would inevitably change into something better.

Peace of mind is positively the greatest of all God's gifts. Pray for this and the rest will take care of itself. "Peace I leave with you; my peace I give unto you," said Jesus, implying that this was the highest good he had to give us. And truly, *peace of mind is the one thing that matters.*

—EMMET FOX



Dear Editor:

I live in a very remote colony, and still worse, up in the depths of a solitary river, but you will agree it suits the line of studies I class as my primary hobby "All things psychology". With interest I have noted the American people seem to be the earnest followers of this art, which embraces a clearer understanding of the human race, and the Divinity of the Creator.

I shall be very grateful to join your "Contacts Club", and shall be pleased to receive letters from young readers of your magazine on things like stamp collecting, gardening, collecting orchids,

say "kindred spirits"—is indeed a gold mine!

I would like to correspond with other young male members, exchange views, news, discuss our personal problems, broaden our minds on various subjects and help one another over the rough spots.

Come on, fellows! Let's get together and make things interesting.

(Mr.) J.P.H., Alberta, Canada.

We hope our club will bring you the comradeship which you are seeking, Mr. J.P.H. Learn about Canada from this agreeable member.

Though simple your tastes there is indeed a variety, Miss M.J.L. We are pleased for you to use our club to meet other interesting members.

Dear Editor:

Your "Contacts" department strikes me as being a very accommodating agency. I'd like to hold a sort of "Town-meeting-of-the-mail" with any readers who have ideas on a constructive program for America—and how such a program could be sold to the American voters.

As every one knows, we, as a people, are faced today with many great politi-

**F**OR going places and seeing things, both literally and mentally, for cracking that old Chinese wall around your habitual thoughts until you see thrilling, far-reaching fields of beauty . . . facts . . . ideas . . . resolve to do more living in 1939 . . . begin now by joining the "Contacts Club".

Drop a note to any of the members whose letters appear below, or if you wish to be the recipient of messages from other members, write an interesting letter telling of your hobbies, desires, or interesting facts about your part of the country . . . your letter will then be published in this department, and you automatically became a member of the "Contacts Club". Letters sent to you by other members will be forwarded promptly.

Hoping you will take advantage of this opportunity to meet new friends from all parts of the world, by mail!

THE EDITORS.

and that much discussed subject, telepathy. I will ensure my pen-friends great thrills, only for their sympathy towards me, for the trouble of writing, while I await a heavy mail-bag.

(Mr.) J.F.M., British Guiana.

We know that many of our readers will feel inspired to answer this appeal from British Guiana. Mr. J.F.M. promises to reciprocate by telling you many interesting things about his native land—if you will but help him forget his loneliness.

Dear Editor:

The prospect of acquiring some desirable correspondents and associates—aye — some true, compatible, and real friends, as Anne of Green Gables would

Dear Editor:

I am just another reader of Psychology magazine to whom the "Contacts Club" has become irresistible.

I am a college teacher, but have done many other things too. It sometimes seems that I have too many interests for I have never yet had time or opportunity to do all that I should like to do or see all that I wish to see.

No doubt my tastes are distressingly simple for they run to such as interior decoration, reading, needle-work, people, and collecting recipes. I shall never have enough of sunsets, travel, flowers and books. My greatest aspirations include a chance to try out all of my recipes, to go around the world, and to help further peace.

(Miss) M.J.L., California.

cal, economic and social problems. A real golden age would seem to be just over the hill, if we can but devise a program for surmounting that hill. Knowledge should point the way.

Will be happy to exchange ideas with anyone interested along this line of thought.

(Mr.) M.A., San Francisco, Calif.

Who will join Mr. M.A.'s "town-meeting"? Those who are especially interested in the application of psychological principles in politics and the betterment programs for America will be more than welcome.

Dear Editor:

Your magazine has been a great delight to me for the past five years. Now

(Continued on page 46)

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.



# Subconscious Wish Planting

## How and Why Your Thoughts Materialize

**SO MUCH** has been said and written about the subconscious and its reputed uncanny performances that it is small wonder if there have grown up many and varied conceptions of it.

In some quarters it is invoked as a fetish—"Call on your subconscious!" "Leave it to your subconscious," "My subconscious did this or did that," "The subconscious is the soul."

In fact, some have gone so far as to build a religion out of it, relating it to the "All-soul," or Deity; making it purely spiritual—which in the sense in which they use it means nothing more than a metaphysical abstraction, ruling physical matter, as such, out of existence.

Still others look upon it as some ephemeral agent closely approaching a personality, or entity, residing somewhere within the mystic precincts of our mind, but entirely beyond the realms of human comprehension. . . . A something to be cajoled and flattered into cooperative service but being at all times pronouncedly "skittish" with uncertain proclivities. It is because of this hazy, indefinite comprehension of the subconscious and its manifestations that so much charlatanism, and buncombe have become identified with it.

Not that such activities are wrong in themselves; on the contrary such agencies in skillful hands are of far-reaching benefit. But the big danger lies in the fact that too frequently the self-appointed advisors and practitioners are themselves not adequately informed. They deal in half-truths based on false premises. Their diagnosis is superficial and incomplete, and their technique faulty, and while their enthusiasm is commendable if directed along proper lines, it results too frequently in disappointment if not disaster.

Mental suggestion, if it is to be helpful, must be based upon a correct knowledge of all the factors and circumstances to be affected. While it may be conceded that mental suggestion carried to the ultimate can bring about changes far beyond anything we have been taught to expect—and this thought is to be encouraged—still we cannot go beyond our understanding and comprehension.

### The Subconscious and Nervous "Breakdowns"

Now the sympathetic nervous system differs

from the cerebro-spinal system in one very important particular—stimuli affecting any of its parts do not have to register in the brain before eliciting responses.

It is arranged somewhat after the order of an automatic inter-communicating telephone system, one department being able to communicate with another department by simply switching over without calling up the main office (the brain).

This is why a sensation can be experienced and a response elicited automatically or instinctively. Now, the chief switching sub-station for all the responses and receptions is the great solar-plexus. You will see from this that reason is not necessary in any of the operations carried on by the subconscious. It just acts.

You do not reason to direct the winking of your eyes, they just go on winking; nor do you consciously or wilfully direct the beating of your heart; it just beats! And so it is with all the vital functions of the body.

And yet practically 90 per cent of our life is lived in the subconscious. When a stimulus affects any part of it it reacts, and it reacts according to the suggestion given it without any regard for the right or wrong of such reaction. That is why an individual in a condition of hypnosis strives so earnestly to carry out every suggestion given by the hypnotist.

The connection between the brain and the subconscious system is, if not entirely broken, at least in a low state of activity, leaving the subconscious free to act as it chooses.

Now, recall again that *no emotional experience is ever entirely dissipated* but that, instead, it is sent down into the subconscious, there to be filed away until needed, and always accompanied by a definite charge of energy. You will see from this what a tremendous part of ourselves resides in our subconscious as compared with the little part we live in our brain.

But these two great systems of nerves are directly connected with each other by great bundles of cross-fibers affording easy passage for



"... after the order of an inter-communicating telephone system."

by L. J. H.



# HOW TO USE YOUR HIDDEN POWERS

*Your Hidden Powers Can Bring You More of the Things You Long For—Increased Financial Success; Health and Happiness Teaches Noted American Philosopher.*

**Yogi Alpha Now Offers His Basic Teachings  
Read His Amazing Special Offer Below**

HAVEN'T you had visions of wonderful achievements, glimpses of riches you could almost reach? Yogi Alpha teaches (1) that the very fact that you have these visions is *PROOF* that they are possible to obtain; and (2) that these riches are a part of your inner power that may be tapped; and, (3) how in his opinion to correctly use these hidden powers.

Haven't you wondered why many people dream of success and happiness but never attain it? Why they struggle and endure the monotony of the daily grind, while others seem to get all the good things of life?

Yogi Alpha teaches and believes that all men and women are born with the same *INNER POWER* to rise to great heights of achievements, but that the average person uses only a small part of his Inner Wisdom or of the *PERSONAL POWERS* he possesses.

## There Are No "Born Failures"

He teaches that there are no "born failures"; that deep down within you, within everyone, are the essentials for complete success, because *GOD* gives to every man and woman the *SEED OF SUCCESS*; that once you begin to use this inner power you at once realize a vast source of energy that can flood your life with friends, love, with power and influence for good.

To doubt this is to doubt yourself; to find it and know it, is to know yourself. To know yourself is to *ACCOMPLISH* all of which you are capable. Yogi Alpha believes that you have the power to make of yourself what you will. All you need to learn is how to get in touch with your Inner Power.

He has prepared a course of lessons entitled "*HOW TO USE YOUR HIDDEN POWERS*" designed to give you an understanding of your Inner Power.

These lessons are written in such a simple, easy-to-understand way that with fifteen minutes' reading a day, you may quickly grasp them and put them to work in your daily life. In the very first lesson, he discusses with you the powers of the mind; how it directs your life and *CREATES WEALTH*, love, and friends. He teaches that *YOUR MIND*, every mind, is a part of the great universal mind that exists

## This Fascinating Course Gives His Teachings On the Following:

It is only a partial list of the subjects discussed in the lessons.

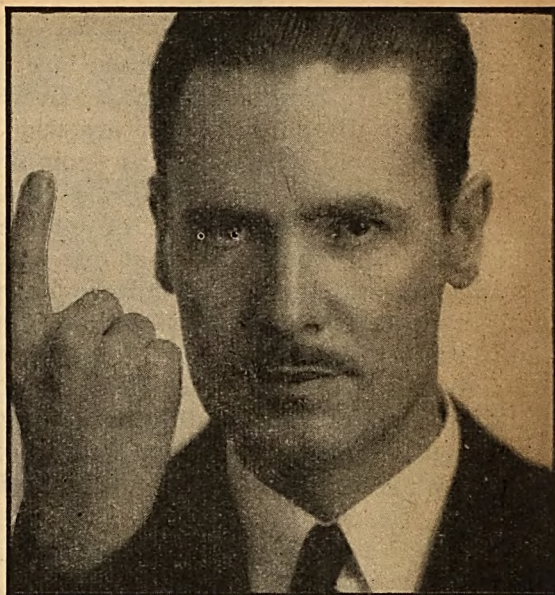
- Dynamic powers within you.
- How mind creates wealth-success-happiness.
- The gold mine within yourself.
- Creating the things you need.
- It is more difficult to fail than it is to succeed.
- Success was made for you.
- Hidden powers.
- Permanent prosperity through knowing the infallible way.
- How to tap the reservoir of gigantic energy.
- How it is possible to create your own surroundings.
- Some secrets of health.
- Helping and healing others.
- Creating a beautiful complexion.
- Why some women are popular.
- Woman's influence over man.
- Marriage as an enduring success.

## Read What Others Say of New Found Inspiration and Happiness

Yogi Alpha, dear friend, the lessons I received on Inner Wisdom . . . did me a world of good. I enjoyed them so much. I was helped in every way.  
C.B., Detroit, Mich.

I don't think I have written since I received my three studies and I cannot tell you in words what I have gotten from them. . . I have benefited from your studies, getting some long standing bills paid and in November, 1937, I suddenly

had to go for an operation and went without any fear of any kind and was out by the ninth day which puzzled so many of our friends who had the same operation, but took them so much longer to feel as I did. . . I have wished time and time again that I could have found you years ago. Our whole life would have been a more pleasant one if I could have had the courage and confidence I have since I studied your lessons.  
Mrs. L.T.



YOGI ALPHA

everywhere and that when you learn to tap this universal energy, it can bring you a life of more happiness and *ABUNDANCE*.

## How This Amazing and Interesting Teaching Is Applied To Your Every Day Problems

Yogi Alpha's teachings go a vital step farther than many which have preceded his. With the lessons he gives you simple but practical demonstrations which enable you to begin at once to put his methods to use in your daily life.

## Yogi Alpha's Teachings Now Offered At Amazing Low Prices

Yogi Alpha is offering his course and services for only \$1.96 complete. Here is what you receive: (1) Course of Lessons as described in the outline, (2) Personal Consultation Service for three months, (3) 6 months' membership in Inner Wisdom Fellowship, conducted by Yogi Alpha, (4) Free copy of "The Great Pyramid of Gizeh". You are urged to take advantage of this unusual opportunity at once.

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Just mail the coupon below. When you receive your Course, try out Yogi Alpha's teachings for 30 days. Judge for yourself how easily you may win health, happiness and financial success when you once begin to use your Hidden Powers.

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When the postman delivers "How to Use Your Hidden Powers", pay him the price of only \$1.96 with the understanding that if you are not entirely satisfied with the course and benefits received in your daily life, simply return the material and your money will be refunded at once. Mail the coupon NOW.

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**\$1.96**  
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an interplay of energy from one to the other, and it is the knowledge of this great fact that points our way forward.

### Striving for Release

*These stored-up energy charges are striving constantly for a way out. They are everlastingly striving to discharge. These are what Freud and others have designated as "complexes"—"love complexes," "fear complexes," etc.*

They are made up largely of instincts and early infantile experiences that our expanding intelligence and desire for culture have gradually suppressed. But it is obvious that such suppression requires a far greater expenditure of energy in every case than is contained within the complex or emotion to be suppressed. This energy must come from somewhere and that which is used in "bottling up" complexes is diverted from the stream that should go into the directive, willing, reasoning processes of life, and lessens the individual's power of achievement to just that degree.

This accounts for the great army of neurasthenics, and "nervous breakdown" individuals we see all about us. Instead of having a directed, unified stream of energy flowing toward the attainment of their desires, their energy is "split up". The power that *should* be conveying health and efficiency to their body is dissipated in nameless ways. The energy that *should* be inspiring and building up the mind, making it fertile with ideas, dwindles and seeps away through a thousand quagmires.

*This, then, becomes the very essence of our psychology—to conserve and direct our energy in the way that will best serve our ultimate purpose and bring to us peace and satisfaction.*

This can be done! And strangely, too, it is not a process of forcing the will. It is done rather by induction; by invitation; *simply by making ourselves receptive.*

Our two minds, or the two levels of our one mind, as you please, are so closely related that the content of each is striving constantly to flow into the other. If we attempt to force our will, we must necessarily divert power from the subconscious to augment the will, thereby weakening the power of the very thing we desire from the subconscious.

Obviously, such a procedure works directly against what we are striving for. We do not

want to reduce the energy of the subconscious. What we want is to direct it. To direct it to do as we desire. The process is simple.

Determine in your mind what you want, concentrate the will on it *just long enough to direct the operation*, then call off the will and let the energy well up from the subconscious. It will begin as a faint little trickle, but as the way is prepared by the *imagination*, and the impelling force of the *wish* gets back of it, it will soon increase to a smoothly-flowing stream that will fill the channel from bank to bank.

### How We Got Our Mind

But we have not yet finished the consideration of our physical "make-up". Every human being has his original physical beginning in a single germinal cell. The male sperm cell unites with the female ovum and blends into a com-

posite single cell. This in the process of development divides into two closely adhering cells and these in turn go on dividing in mathematical ratio; two, four, sixteen, etc., each taking its definite place in the collective whole until gradually the nucleus develops into the embryo, the embryo

puts on human form and semblance, and finally the perfected infant is born into the world.

But there is more than this purely mechanical performance involved in the procedure. Each individual cell seems to have a mind of its own. It manifests intelligence, and intelligence of such a high order that it practically shapes and governs its own individual environment. It extracts from the material about it the elements needful to its growth and development, assimilates these to its kind by the process of procreation or fission, and adjusts itself to all kinds of stimuli which come to it from without and from within. Thus it establishes itself as a living, growing, intelligent entity.

In addition to this it exhibits throughout the workings of a social mind. Its individual welfare is in every instance subordinated to the development and welfare of the body as an organic whole. It moves to its assigned station and functions throughout its entire career under the guiding impulse of the collective mind governing the entire physical being.

From this it will be seen that the collective mind is a cumulative development. It begins with the earliest activity of the primordial cell and is gradually built (Continued on page 4)

---

*Who once has stood enthralled upon a hill,  
And sensed the freedom of the higher planes,  
Will never be content to follow lanes  
In lowlands, though their paths are lined with flowers,  
And moss-grown rocks make picturesque small towers  
Along the way. The soul will long for heights,  
If it has ever known the sheer delights  
Of freedom that is lived upon a hill.*

---

—KATHERINE MAURINE HAAFF.

---



# Is *This* Why You Aren't Making More Money?

*Are you so busy worrying about a little Money—that your mind is too fagged-out to make **BIG** Money?*

**I**S YOUR earning ability crippled by constant worry over even enough to live on? Are you held down by a nagging fear that next week, or next month, the thin trickle of dollars you *do* manage to earn may be cut off entirely?

If that is the kind of blind alley in which you (like so many capable men) are now struggling—then there is a definite way out of your problem.

## The Money Principle

First, however, you must realize the absolute fact, the basic fact, that no man can rise into the bigger-money brackets until he **THINKS** in terms of bigger money. Not that you can magically wish a fortune into existence; only a child, of course, would even dream of that. But you *can* **TURN YOUR MIND** toward far bigger earnings—**AND GET THEM!**

It is not a question of greater education, or of mental genius. It is simply a matter of knowing how to harness your thoughts and ideas directly to *The Money Principle*—instead of letting them roll around uselessly, like a squirrel in a cage.

## How Over 500 American Men Have Made Their Fortunes

Every man who has started life poor, and then made himself rich, has used—either deliberately or by second nature—the **THIRTEEN SPECIFIC STEPS** that lead to fortune. These 13 steps *are* harnessed to *The Money Principle*. They are not mental tricks, nor are they any such copy-book nonsense as “sticking at it,” “strive and succeed,” and so on!

Over a period of 25 years these 13 steps to riches have been discovered, pinned down definitely, and at last explained by Napoleon Hill—himself a nationally-famed counsellor to American statesmen and industrialists. As a personal friend, Hill was able to go directly to the biggest men in the country—to analyze over 500 of the men who had **MADE** fortunes.

One of the first was Henry Ford. Hill got to know him and his methods well indeed. (In fact, Mr. Hill's first automobile was delivered to him by Mr. Ford, who drove it around the block and showed him how to run it.) He personally analyzed not only Ford, but over 500 other money masters—Edison, Wrigley, Eastman to name only a few

—most of whom once *had* been poor.

Never before had such a search been made! Here was a man, already important in his own field, devoting a career to studying the leaders in every industry—getting out of them, bit by bit and inking by inking, the actual way in which the **AVERAGE MAN** gets rich! It was a gigantic task—but at last he extracted their **REAL SECRETS**. Not just the shiny, misleading generalities about work and money and success that appear in ordinary newspaper interviews, or “dressed-up” life stories! But the actual principles that had *already* helped make fortunes!

And when he finally was ready to boil down and compare those millionaires' ideas of money-making—eliminating theories, luck, booms and depressions—he found that what they had used to reach success were **THE 13 STEPS TO RICHES!**

## The 13 Steps to Riches

What is even more important to you—Napoleon Hill has now put his priceless findings, his 13 discoveries, and the **PROOF** that they **WORK** into an amazing new book. “**THINK AND GROW RICH**” tells *clearly*, in language so plain that every man and woman can understand its full message, the 13 specific steps to riches **YOU** can easily start to take the minute you begin reading the book. Regardless of what business field or profession you are in, or may enter in the future, this astonishing book gives you the

actual, identical steps that have led to “thousands—yes, millions of dollars for other men and women who had **NO MORE TO START WITH THAN YOU HAVE AT THIS VERY MOMENT!**

Space does not permit quoting more than a few of the

letters that readers of “**THINK AND GROW RICH**” have already written. From Dayton, Ohio, M.L.P. writes: “Thank God for a man like Mr. Hill to write such a book.” R.M.J., of Oakland, Cal., says: “Daily it is bringing me closer to that which I want and must possess.” H.C.P., of Davenport, Iowa, reports: “My production and income were tripled the first month.”

This book is not a story, though it is filled with fascinating examples. It is not a textbook, though it gives you definite instructions and step-by-step plans. This book is a **FORCE** which automatically banishes self-consciousness—lifts you above the “small-money” level—opens your mind to a surge of new ideas, new ability, new courage—shows you where and how to get the money you need and want—and starts you at once toward the money goal you have set.

Lest these sound like mere “claims”—read the unconditional **GUARANTEE** below!

## SEND NO MONEY

This book is **GUARANTEED** to prove its own case! The partial list of contents tells but a fraction of the things it will **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-2, Meriden, Conn.

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## What Rich Men Do to GET Rich

A study of more than 500 of America's titans of wealth discovered the facts **NOW REVEALED FOR THE FIRST TIME** for you in this remarkable book:

How to develop the courage to demand more of life and get it.

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Secret of selling your services for more than you ever got before.

How to master the 6 basic fears that destroy progress.

How men can start at scratch, without pull, great education or money, and yet accumulate fortunes.

Practical application of the mysterious “sixth sense.”

The astounding principle of the “Master Mind,” used by men who accumulate great riches.

Five major methods to transmute sex energy into improved personality.

The 5 steps to complete self-confidence.

How to master procrastination.

How to induce others to cooperate with you in business and social relationships.

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Send me “**THINK AND GROW RICH**!” I will pay postman only \$2 plus few cents postage, with the definite understanding that within 5 days after receiving this book I may return it, if I so decide, and you will refund my \$2 without delay.

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# WHAT'S NEW?

## In Psychology Books

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

### Successful Living \$2.00 by Dr. W. Beran Wolfe

Difficulties encountered by the average man and woman in everyday life are, in reality, problems that have arisen through ignorance or lack of cooperation. These problems can be overcome by a correct psychological approach.

### In the Name of Common Sense \$1.75 by Dr. Matthew N. Chappell

We learn to worry just as we learn the multiplication table and for that very reason it is subject to the law of forgetting. With convincing and satisfactory results, Dr. Chappell bases his regimen for the control of worry on this law.

### Achievement of Personality \$1.75 by Grace Stuart

This practical interpretation of personal psychological problems is stimulating and helpful. It shows how to develop your personality and live happily with people. Popularly written, and very usable.

### 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.

### 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.

## "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 OUT OF THE SHACKLES

I was shattered with fear, and I showed it.

All eyes, so I thought, were on me.  
The "rail" made me sore as I rode it,  
And plead for some way to be free.  
My "self" was the butt of attraction;  
I wished to escape from this sphere.  
My neighbors got keen satisfaction  
In the dozens of ways I was queer..

So it ran in my mind—'til a scholar  
Convinced me that I was my foe.  
Said he, "Throw away that steel collar  
That burdens and narrows you so!  
Who are you to think your troubles  
greater  
While others lament o'er their own?  
My friend, you're an exaggerator,  
And are bent for the life of a drone."

Simple truth, and it's helped me there-  
after;  
About me but few are concerned.  
And I turn now to freedom and laugh-  
ter  
Because of this fact that I learned.

Harlan J. Leach,  
Fowlerton, Indiana.

### Second Prize Winner

#### SHORT CUT

If we could only take our souls  
And turn them inside out  
Then clean and fumigate the holes  
And vacuum inabout

Then after cleaning thoroughly  
Build a little door  
Let kind thoughts enter merrily  
But evil nevermore

Then stretch a bridge across the brain  
As entrance to the soul  
When evil started to entrain  
It couldn't pay the toll

Then we could say we've reached our  
goals  
Had evil on the rout  
If we could only take our souls  
And turn them inside out.

William Hallgarth,  
Newark, N. J.

## TUNING IN

Two poles I raise into the air;  
Three wires joined by porcelain-  
links,  
One neutral floats, one to my set,  
The other in the ground I sink.

The poles are Faith and vibrant Hope;  
The wires, strands of Charity;  
The radio set's my tonal Heart  
Controlled by mind's keen sanctity.

My favorite station's G-O-D,  
From there the best selections flow;  
I sit relaxed . . . I listen in . . .  
I marvel . . . and in wisdom grow.

Charlotte Amalie,  
St. Thomas, V. I.

## UNSELF THYSELF

Life is not as we oft think it,  
A problem hard to surmount;  
But better still an opportunity  
To reach high goals that count.

Just think of the dainty flower  
That graces your wayside path,  
It donates its perfume and beauty,  
But still it glory hath.

So in soulful giving  
Our powers do multiply,  
Like stars assert their brilliance  
In a darkening summer sky.

So let us then be servants  
To others in distress;  
That time may deem us masters  
In the art of unselfishness.

William S. Wright,  
Ogden, Utah.

## HAPPINESS . . . NOW!

Are you living in the future,  
Hoping for far-distant joys?  
This is what the mugs are doing,  
Can't you hear their raucous noise?

You don't have to wait on lott'ries  
You don't need to pray for gold;  
You'll discover what's within you  
And in God's name you'll take hold.

Just as sure as rain is water,  
Only what we give we keep,  
What we give in wealth, not metal,  
Adds up for us what we must reap.

For pity's sake forget tomorrows  
And all about a Heaven to be,  
Heaven is now, right now and in  
Turn your lights on, look and see.

J. K. Powell,  
Denver, Colorado



# In the Psychologist's Office

A  
Discussion  
of  
Actual Cases



by  
LOUIS  
STEEL  
GOODMAN

WHEN John first came to the office it was impossible to follow the unfortunate fellow's conversation. His embarrassment at his speech defects aggravated the tense nervous condition; the result was a reddened face and no speech.

John was sent to Dr. X for a complete examination of the throat to discover if physical defects were causing his halting speech. The good doctor's report gave assurance the entire voice-mechanism was in perfect condition. John's stuttering was emotional. I proceeded to confirm this by a most direct, even brutal, method.

"John—are both your parents living?"

"Yes."

"To which parent are you most attached?"

"My parents are separated. I live with my father."

This struck me as abnormal. The boy was not yet twenty-one. Normally the mother would be the more desired parent. From this answer I suspected the father-fixation.

The term father-fixation is very common in psychoanalytical literature. By it, is meant that the child grows up with an abnormal emotional attachment for the father, to the neglect of the mother. It is a very unhealthy emotional condition for the child. He will emulate the father in every respect; there will be a marked authority complex. This unconscious wish to sit in authority will cause John much grief in later days. It will be very difficult for him to accept authority.

When a child is so strongly attached to one parent it is caused by one of two things. The fixated parent has unconsciously reached out and grasped the child to itself or the other parent has unconsciously driven the child from it. The next step, in John's case, was to determine his emotional attitude toward his mother.

"John—I will ask you a question. Answer it quickly, without hesitation.

If I gave you a club—whom would you strike, your father or your mother?"

The child's face reddened. He couldn't answer for full two minutes. Then slowly, softly.

"I wouldn't hit my mother."

His hesitancy betrayed him. I knew immediately she was the one he would hit. Here was the cause of the emotional conflict that manifested itself in his stuttering. The mother's attitude toward her baby son had blighted his years and burdened his youth.

\* \* \* \*

Working with John took much time and patience. No pebbles were placed in his mouth, no rhythmic breathing exercises were used. Strict psychoanalytical technique was the method employed. John talked and talked and talked.

The boy lay stretched on the couch. He was admonished to relax, to speak slowly. No thoughts were to be withheld, no emotion to be suppressed. Confession is good for the soul. The child's soul was in anguish and only confession could calm it.

His animosity toward his mother was shown in numerous ways. He avoided all feminine companions, continually quarrelled with his father's housekeeper, disliked young women sitting beside him on street cars.

A sad incident, yet amusing one, was concerned with his discussion of the word "beautiful". John informed me he never used the word because it was a "sissy" word. Previously he related his ambition to become a journalist. A happy thought struck me. My main problem with John was to break down the boy's unconscious resistance to those things for which the mother stands in our emotional lives.

"John, suppose you were a journalist and you were describing a beautiful sunset. Wouldn't you call it a 'beautiful sunset'?"

"I might write it. But I wouldn't say it."

(Continued on page 48)



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# What Can We Do For You?

by C. FRANKLIN LEAVITT, M.D.

**QUESTION:**—E.F.G. writes—

My mother suffers from an ailment that physicians have not seemed to help in the least. She has crying spells which she cannot stop until she is quite worn out, and at times her temperature will rise as high as one hundred and four for an hour or two. I have a thermometer of my own and I take her temperature occasionally to see whether it is normal.

We have called in two different physicians during her spells and each says there is nothing seriously wrong. How could her temperature rise that high if there was nothing wrong? Can you shed any light on this subject?

**ANSWER:**

From the statements you have made and what the physicians have said about your mother's case, I should say that she is a sensitive, emotional woman and suffers at the times of her attack from just nerves and hysteria.

She has lost control and lacks confidence in her ability to check these spells when they come on. A cure must come through a process of training, re-education and development. Her confidence in self must be restored and she must gain control over her nerves through a process of self-discipline. If she really understands the reason for these attacks and is given proper encouragement, I feel certain that she could in time become master.

It is a bad practice for you to take her temperature frequently. You should encourage rather than discourage, and you can truthfully state that there is nothing seriously wrong. I am afraid you have helped to impress this weakness on her mind the more and rather taken away from her hope and confidence as far as a cure is concerned.

**QUESTION:**—C.S., writes—

I am in a line of selling in which it is frequently necessary to call in the services of the sales manager to close the deal. There are times when I radically disagree with what he says to the prospect and think I could say something much more effective. Would it be wise for me to speak up and take issue with him. If I did so, would it interfere with the sale?

**ANSWER:**

Most decidedly it would, in the majority of cases. The place for you to go to the mat with your sales manager about the things you are not in accord with, is in his private office. Go there and thresh them out. If he is a real business executive, he will gladly listen to you.

But when you both get in front of a customer, then there should be accordance. Closing a sale is at least a matter of concentration. If there is a division of opinion, your prospect will be unable to make up his mind. If you say one thing and the sales manager says another, you are not apt to make a sale. There has to be one general, in anything, anywhere, or confusion will result. It is so in getting an order. One of you must take the lead and the other back him up.

**QUESTION:**—A.T.E. writes—

My great ambition is to become a movie actor. Every time I leave Los Angeles there is something that pulls me back. I am discouraged, have lost all interest in life, and at present am as low as a "hobo." If I procure a temporary job I spend time dreaming about the movies until the boss tells me I am through. Will you kindly give me your advice?

**ANSWER:**

What makes you think you would make a good actor? Have you passed through tests and been complimented? Many times we develop a strong desire for something which nature has not fitted us for. You may not be just the type, or have the background, that is required to make a success of this which you long for.

Life is full of substitutions, everyone experiences them, and we must be able to adjust ourselves so if one thing we have planned fails, we can turn to something else with quite as much enthusiasm. You are not a good loser.

You need not lose out in life in general, even though one of your dear interests has been upset. If you would just turn to something else and show as much interest and determination as you have in this movie business, I am sure you would make a success of it.

(Continued on page 49)

## What does your

"Charming"?

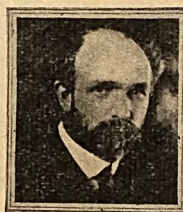
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# Psychology Has Helped Me

## A Department of Practical Demonstrations

**A** FEW years ago I had an experience, hard and bitter, and if I had not had help at the time I needed it most, I simply could not have gone on. I was near an age when it was getting just a bit hard to get employment, and I had my mother and a sister to support. I had accepted a place as assistant bookkeeper with a large wholesale firm.

The head of my department, a young woman about my own age had been doing most of the work herself, and she did not want an assistant; however, she did so much overtime work, that the firm employed one anyway. . . . She resented my being there and did all she could to make me miserable. She found fault with everything—the most trivial mistake was reported to the manager; everything about me was wrong, my clothes, the way I wore my hair, the way I wrote—everything. All day there were little pin pricks, slurs, each one small—yet as they were constantly repeated, they became maddeningly irritating.

This, though, would not have mattered so much if things had been better at home. My family expected me to furnish the bread and butter and also plenty of jam. As I could not afford a maid, I had to do a large part of the housework. My mother and sister were semi-invalids, and now we had taken in an orphaned niece. She was a sweet little thing but required some care. It seemed to me as if mother and sister tried to outdo each other with ailments. Naturally, with so much lack of harmony, and bickering, I was moody—and in constant fear of losing my job.

Through it all, I felt there must be some way to solve my problem, but didn't know which way to look. I had a friend who was interested in psychology and she had often said it made her life worth living. I had only a vague idea of how people used psychology to help themselves, but I *did* know that it was important to overcome fear. But the habit of years was hard to break and I didn't feel I was making much progress, even after I was really trying. One day it came to me to use my imagination. I decided I would pretend I was president of an Improve-

ment Club. Whenever inferiority feelings and fear gripped me, I would instantly consider that as president of this organization, I could, and should do good work.

My work improved. I was getting in better harmony with my co-workers and I felt they liked me better. Previously, I had been going about the office glum and sullen, and when my superior said those cutting things, I ignored them, but in a frozen sort of way. That must have been infuriating. . . . Now I made up my mind I would *look* and *act* friendly. When this woman was hateful, I kept my face unperturbed, and sometimes I would say, "You are kind to be so patient." Whenever I honestly could, I agreed with her, heartily and freely. I brought her flowers from our garden and told her funny little stories I had heard. This was registering freedom, lack of fear, and although she was puzzled, she was affected, and acted less dictatorial. . . .

**I** HEARD that a thing she dearly loved to do was to plan and select clothes for others. She felt that she had marvelous taste and she loved to so exercise it. Before I had gone on my "winning campaign" I wouldn't have given her the satisfaction of even thinking I respected her judgment. But now I told her how (which was the truth) I took the first things offered me in stores because I simply didn't know what was right or what I wanted.

We went on a shopping tour in our off hours and to repay her I took her to a show. Later, I invited her to dinner at our house, and as we lingered over the meal, we discovered we had many things in common. As we understood each other better, a real friendship started and I believe it will endure as long as we live.

With harmony in the office, I turned to my home and what had seemed such big problems, with the help of psychology, really became very small indeed. As a family we are more contented than I once would have believed possible. Psychology can be applied.

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## Psychology in Books

(Continued from page 6)

Dotted throughout the book are interesting case-studies to illustrate and bring out more vividly different points in the theories of such men as William James, Jung, Freud, Thorndike, Binet, and scores of others who in any way added to or revealed enlightening facts leading to a better understanding of personality.

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This is the type of book that will stimulate the imagination of every reader—because it opens new vistas for all of us.

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## Psychology of War

(Continued from page 15)

the courage of war is a misuse of a virtue, that *courage alone is futile unless it is used to a worthy end*. Courage must be recognized as a necessity of pacifism. Heroism must be shown in other phases of life, where it abounds, than war. Communal feelings must be expanded to universal action in a changing and expanding world.

War is recognized by psychology as a form of social behavior dealing with the lowest animal passions in man which is under certain conditions, psychologically satisfying but socially harmful. Peace is recognized as an unrealized aspiration toward an ultimate harmony of life. *The foes of war must, therefore, provide psychological compensations in peace to offset those offered by war*. The pattern of peacetime life must be enriched as economic

insecurity, monotonous machine labor, and lowered living standards are erased. A comradeship of peace must replace that offered by war conditions. Thrills and melodrama must be injected into life to replace the flags and uniforms of war. Peace must promise the gratifications of human desires as war has done.

It is an old truth that "all things work together for good". The drama and adventure of soldiering, which has supported war, grows less and less alluring. In modern mechanical warfare the soldier is not a hero—he is scarcely even an individual.

Perhaps this fact, which realized, destroys the "glory" of war in men's minds, eventually will so operate that people will see mass-killing for what it is—and will have none of it. Civilization, then, *really* will make strides.

## Subconscious Wish Planting

(Continued from page 36)

into every nerve fiber, tissue, and muscle, of the entire body, until finally its collective activity establishes a directing center in the great operating tower, the brain, which becomes the grand central organ of the mind.

\* \* \* \*

Viewed in this light the subconscious appears to have no definite specific place in the body. It is distributed throughout. . . . Each cell carries within itself the memory of past experience; each is charged with a high emotional content; and each is instinctively striving to build up and perpetuate the whole. . . . With such a closely coordinated combination of lesser minds all working cumulatively to one specific end—the welfare of the perfected body—what a splendidly adjusted mechanism for proper direction by an intelligent brain it becomes!

To impress the subconscious, then, becomes a matter of arousing and inspiring every cell in the body to the task assigned it by the brain. There is nothing mystical, metaphysical or mysterious about this procedure. It is sane, sound and scientific. The will organizes the matter to be accomplished and issues its mandate, and the forces of the entire being, mental and physical, swirl into place for its attainment.

As Pierce says, "*To will is to wish consciously. To will effectively is to allot enough energy to a given wish so that it may control the conduct.*" And that is the basis of all our technique. It is within our power to originate, sustain and intensify a wish until it becomes our controlling urge throughout life, our *Libido*, our *Passion*, our *Will to Achieve*.



## We're Male and Female

(Continued from page 19)

complements is treated as a general proposition, a knowledge of the method of its application to individual cases is surely of importance although convention does not countenance the use of eugenics where the human race is concerned; instead, the age-old hit-or-miss life-pattern of our forefathers must go on indefinitely. Occasionally, however, a test of complementary attraction has been highly interesting. In one, photographs of a number of women—chosen because each was a good example of some definite proportion of femininity—were shown to a carefully selected group of men. Each man was asked to point out the woman who appealed to him most. *In every case*, it was possible to predict the man's choice by estimating the make-up of the man in accordance with the rules mentioned, for he invariably chose as the "most beautiful" or "most interesting looking" the woman whose sex proportion was most nearly the complement of his own.

In another group of men, each member was asked to present the investigator with a number of photographs of women he knew. Again, an application of the rule made it possible to point out the individual preference. By the same method, it has been possible to describe to men and women without any aid from them, their ideal of the opposite sex—sometimes in more minute detail than they themselves could have done. On the other hand, the qualities that repelled them in the opposite sex have been pointed out, sometimes for the first time.

\* \* \*

It must be appreciated that sex beauty and aesthetic beauty are entirely different. Many a man considers a woman beautiful, who from another's standpoint is plain indeed. In this case, nature is urging him toward choosing a mate who includes those components he himself lacks. His friends with their differently balanced sex components in the matter of male and female elements, naturally cannot see with his eyes. For every man the word "woman" has a different meaning, and for every man it stands for the same thing, for whoever she may be, if she complements what he lacks, she is all the women of the world to him.

This natural law of selective affinity between the sexes, has been deduced from innumerable experiments and exhaustive research in both plant and animal life. Boiled down, and in relation to human beings it reduces to this:

Nature is always trying to bring together pairs, the component units of which are perfectly adapted to each other.

Our spontaneous selections and rejections are unconsciously made, and in accordance with this law. . . .

The question is sometimes asked—and not always jocosely—if woman with her rapidly expanding opportunity for growth and expression, and man with less reason for protector and provider roles, may not, as time goes on, become far more intertwined? Certainly, if the future is as unlike the present as the present is unlike the past, we may discover that the sexes are less indissolubly set apart than we have ever dreamed they *could* be.

At any rate, the knowledge that each one of us has a high percentage of *both* masculine and feminine qualities, should make the walls that separate our understanding of each other, very thin indeed. Perhaps the time is not far off when we shall declare, and with truth, that the famous "war of the sexes" no longer exists.



## Your Pet Aversion

(Continued from page 23)

health, efficiency and community standing improve! Positively, you can do it. You have merely habituated yourself to the antagonistic attitude, a violent reaction to statements or suggestions on something you dislike. Antipathy grows rapidly by expression; dislike becomes abhorrence, virulent hatred; and you continue to "blow up" more and more easily.

Quit it. You'll boil inside for a time, but any unexercised emotion languishes, and you are bound to win out. Of course, you know from experience how futile it is; even if you were right and the world wrong, your crusade would fail. So try laughing when you want to rant. Visualize the dog that barked at the moon at such times, that's you!



## "As a Man Writeth"

(Continued from page 25)

make her outstanding in any group of children.

Impatience is indicated in the way she rolls her small o around before joining it to the next letter, but the good judgment, the balance, spoken of, is again seen in the fairly even connecting stroke. Her natural characteristics, aside from the evidence of training and guidance, indicate that a child writing as this one does, would almost certainly attain success no matter what environment and circumstances had done for her.

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## Are You Versatile?

(Continued from page 30)

self-protection. You may need to learn to relax, or to sleep longer than at present.

9. Cultivate different circles of friends, but keep them widely apart. Don't let your acquaintances ever suspect how many kinds of people you enjoy knowing. Multiform friendships aren't fashionable.

10. Conceal the rare scope and intent of your complex nature. Avoid the misunderstanding that follows a vivid and unique personality. Smile on the crowd. Be willing to seem as commonplace as you know you aren't.

11. Satisfy your longing to be "different" by putting the originality of modern thought into your methods and equipment for work and home life. Make them far superior to other people's. You can thus express individuality but have it look impersonal, getting satisfaction with safety.

12. Command your temperament. Insist on obedience from the unruly thing, as versatile mortals generally can't or won't. Move slowly. Follow reason more than impulse. Talk less, and study to be a sympathetic listener. Value reliability more than spontaneity. Emulate the stability of the plodder. Take pride in organizing habits of economy. Learn the fine art of contentment. Be happy in doing your best, rather than your most.

The coming science is mental engineering. And a superlative achievement for a mental engineer is to gain a wealth of utility from a waste of versatility.

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## "Contacts Club"

(Continued from page 33)

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*I was born in one of the Scandinavian countries, but have lived in Canada a number of years, although I have travelled up and down the coast of British Columbia and other interesting places.*

*My interests are psychology, music, books, travels and stamps. I will be glad to send stamps from my native land to anyone who has stamp collecting as a hobby.*

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## Conscious Mind Reading

(Continued from page 26)

order silently and with as little mental exertion as possible . . . but clearly, positively. Say to the unconscious mind, 'I want the picture which is on this card presented to my consciousness.' Say this with your mind concentrated on what you are saying. . . . Repeat, as if talking directly to another self: 'I want to see what is on this card.' . . .

"Then relax into blankness again and hold blankness a few minutes, then try gently without straining, to see whatever forms may appear on the void into which you look with closed eyes. Do not try to conjure up something to see—just wait expectantly and let something come. My experience is that fragments of forms appear first. For example, a curved line, or a straight one, or two; lines of a triangle. But sometimes the complete object appears; swiftly, dimly-drawn. . . . These mental visions appear and disappear with lightning rapidity, never standing still unless quickly fixed by a deliberate effort of consciousness. They are never in heavy lines, but as if sketched deli-

cately, in a slightly deeper gray than that of the mental canvas.

### Vague at First

"A person not used to such experiments may at first fail to observe them on the gray background of the mind, on which they appear and disappear so swiftly. Sometimes they are so vague that one gets only a notion of how they look before they vanish. Then one must 'recall' this first vision—recall it by a conscious effort, which is not the same thing as the method of passive waiting by which the vision was first induced. Instead, it is as if one had seen with open eyes a fragment of a real picture, and now closes his eyes and looks at the *memory* of it and tries to 'see' it clearly. . . . It is necessary to recall this vision and make note of it, so as not to forget it—indeed it is his duty to do so—in the process of the next step, which is one of blankness again."

Practice this during the month—instructions will continue in next issue.

## Get a Line On Yourself!

(Continued from page 13)

(No. 11), or of a person older than yourself, if you feel perfectly at ease when you are alone. Introverts make excellent men of science, good technicians and conscientious office workers. Ambiverts are a happy medium between the extra- and introverts, sharing the qualities of each.

There are also leaders and followers. If you belong to the former category, you will not mind taking your place in the front row at the risk of disturbing anybody (No. 10) you will frequently interrupt speakers (No. 7), you will like making remarks in a loud voice (No. 2), you will find it easy to say "no" to a salesman, and you will enjoy bargaining (No. 6), finally, at a reception you will seek the company of the most important people.

If you belong to the second category, you will do exactly the opposite. The replies to the different questions in relation to these two categories of psycho-analytical classification will enable you,

by combining them with the other categories, to get a line on yourself.

Finally there are the "conservatives" and the "radicals". I do not mean politically, but in the wider sense. Congenital conservatives are always afraid of innovations. They prefer to believe in the immortality of man, consider war inevitable, judge marriage to be a good institution, place work above leisure. They do not believe in progress and always remain skeptical in face of the activities of the "radicals" who of course have just the opposite ideas. Innate conservatives will never be equal to situations or duties requiring great initiative and courage, confidence in humanity and in changes.

By answering the questions in the first part of this article truthfully, and then checking back to the second part of this article, you will be able to get a pretty good idea as to the type of person you are—you will have a good line on yourself!



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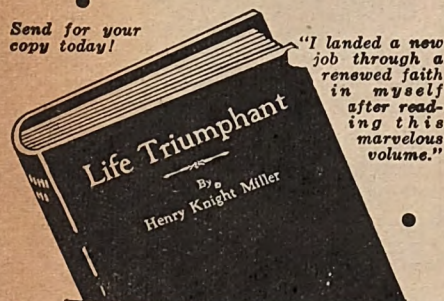
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## In the Psychologist's Office

(Continued from page 39)

Nothing the poor boy could have said revealed so sadly the child's distorted emotional development. All those noble and fine things for which Mother stands in our unconscious formed no part of his everyday life.

As the boy continued he talked of the neglect at the hands of his mother; of his father who became both mother and father. Unconsciously, he was drawn to the mother of whose flesh and blood he was a part. Consciously, he felt he must hate her for the selfishness she showed, for her failure to strengthen his childish days with emotional security. There was the emotional conflict—born during the lisping days—now manifesting itself in adolescence.

The only conscious phase I insisted upon was that John should cultivate feminine companionship. The case was discussed with his father very often. He was deeply concerned over his son's affliction. It was decided to enroll John in a college dancing group. Inducing John to accept the company of young ladies was perhaps the hardest part of the course.

As John's emotional life became more balanced his libido commenced its forward flow again. The libidinal energy was placing itself on girl friends and boy friends. It ceased to damn up. His talk became smoother. Only when very emotional did he stutter a great deal. The outpourings of his soul loosed vast stores of libidinal energy that formerly choked back the thoughts struggling for expression.

When John had sufficiently vented his spleen his condemnation of his mother turned to pity. The relationship with young women during these months had given him a better understanding of women. At this point John was instructed to write twice weekly to his mother. Before this, he had written once yearly—on his birthday. During this time, however, he made two visits to his mother. For a short time upon his return his stutter was again pronounced.

John is not as yet completely cured of his stuttering but he has acquired pronounced emotional control. He talks slowly, clearly and with ease. His stutter is only noticeable when he is greatly excited. With additional sessions, his emotional control will become so highly developed that his stutter will lose its hold upon him.

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**"Here and There"**

(Continued from page 8)

**Frontal Attack on Mental Ills**

If Dr. Horatio M. Pollock of the New York State Department of Mental Hygiene is right, our bill for mental disease in 1937 amounted to nearly a billion dollars. Hence there was an imposing frontal attack on the mind's ill at a recent meeting of the American Association for the Advancement of Science at Richmond, Va., where authorities on psychiatry, psychology and public health advanced their theories and experiments.

Dr. Charles P. Fitzpatrick made a plea for planned, organized, competently directed research in mental ill. If psychiatry can progress, more light will be thrown on the working of the mind, and medicine as a whole is bound to profit, he states.

Here, for example, he explains, is a researcher making remarkable discoveries about so-called "brain-waves", and there a psychologist and psychoanalyst fathoming the mysteries of likes and dislikes . . . and the conditioned reflex expert who treats the mind as if it were a machine and teaches it to respond to lights and bells as if they were bacon and eggs.

It is plain enough that these specialists should be under one roof, so that they should have a sense of working at a common problem, and so there may be an interchange of ideas. Research should be organized to find out why minds go awry.

**Can Charm be Taught?**

(Continued from page 17)

have charm, build up that joyousness within—it will soon manifest itself outwardly. As you continue to express it, in your dealings with others, it will glow more strongly within yourself. Charm is something that pays huge dividends in richer personalities and in a keener enjoyment of this thing we call life."

**What Can We Do For You?**

(Continued from page 41)

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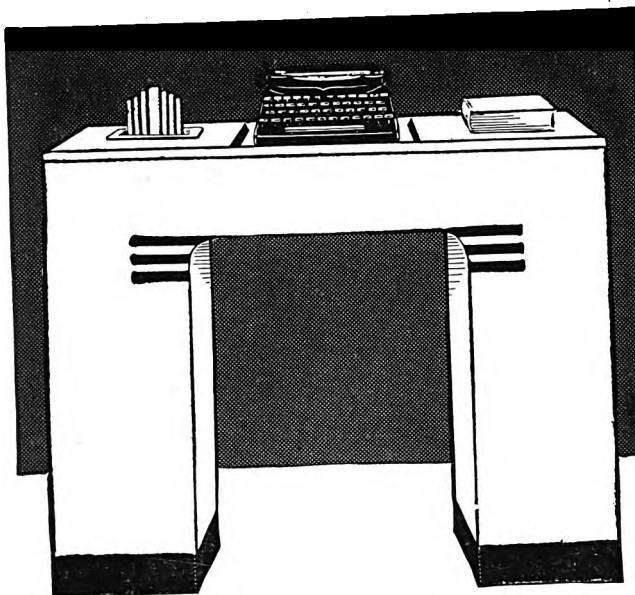
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